

The European Union and India

Trade & Investment 2018





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JEAN-CLAUDE JUNCKER

President of the European Commission
at the EU-India Summit
in New Delhi on 6th October 2017

"We are the world's two largest democracies. We are two of the world's biggest economies. We share the same values and the belief in freedom, equality, tolerance and the rule of law. Working together with a like-minded partner like India simply makes sense. It is natural."



CECILIA MALMSTRÖM

European Trade Commissioner

"In this new year, more than ever, it is important the EU shows confidence and leadership. Confidence on the strength of our Union, even if that is going to be a Union at 27. Even then, the EU will remain the largest trading partner and a committed trade negotiator, open for trade and investment, acting responsibly and in accordance with our values. Supporting globalisation and shaping its rules. Most countries still share this same vision: they believe in the benefits of open trade and investment, and are ready to work with us bilaterally and in multilateral organisations like WTO. Yet there has never been a more important time to defend openness: To shape globalisation, to ensure trade that is not just free, but fair, to engage with the world and project our values. That is what the EU Commission will be focusing on in the coming years."

MESSAGE FROM

THE EU AMBASSADOR TO INDIA

The EU is in prime position when it comes to global trade: it is the world's largest economy, with an annual Gross Domestic Product of € 17.1 trillion. It is also the largest trading bloc in the world. The openness of our trade regime has meant that the EU is the biggest player on the global trading scene and remains a good region to do business with. The EU has achieved a strong position by acting together with one voice on the global stage.

Europe has become deeply integrated into global markets. Thanks to the ease of modern transport and communications, it is now easier to produce, buy and sell goods around the world giving European companies of every size the opportunity to trade outside Europe. As investors thrive in a stable, sound and predictable environment, they are looking for investment barriers to be dismantled and investments to be protected.

With GDP growing at more than 7%, India has emerged as the fastest growing major economy in the world and it is expected to become one of the top three global economies over the next 10-15 years, backed by its strong democracy and businesses.

Both India and the EU have vast domestic markets and a strong entrepreneurial tradition. They share trade relations which date back to ancient times and a multicultural, diversified society which is a source of strength and creativity. There is enormous potential for both sides to benefit from reinforced trade, economic and investment relations.

The EU is India's first partner in terms of trade and actual investment inflows. Bilateral trade in

goods and services is well beyond the mark of €100 billion, with a growing share for services. In both cases, and contrary to what happens between India and other trading partners, the import and export flows are balanced. This proves the complementarity of the two economies.

The importance of the EU's economy for India, and vice versa, cannot be overstated. There are more than 6,000 EU companies established in India. They are important stakeholders in the Indian economy, contributing to several million direct and indirect jobs. The European Investment Bank (EIB), already a significant lender in the sustainable technology and infrastructure sectors in India, with a portfolio of over € 2 billion. India, too, is a proactive investor in the EU.

To stimulate trade and investment, the EU and India are required to ensure that a robust, effective and predictable business environment is established for economic actors of both sides. This would be the objective of a possible free trade agreement, which would also cover protection of investments.

I trust that this brochure will serve as a useful reference for businesses from both the EU and India.



TOMASZ KOZŁOWSKI



EUROPEAN UNION

KEY FACTS

	Key facts	
Population (2016)	512 million	
Land area	4.476 million km ²	
Population density	121/Km ²	
GDP (2016)	18.3 trillion US\$	
GDP per capita (2016)	35,797 US\$	
GDP growth (2006-2016)	0.9%	

Council of the European Union meeting

In a Nutshell

- ★ The European Union (EU) is a political and economic union of 28 Member States.
- ★ Membership is open to any European country with a democratic government, a good human rights record, a market economy and sound economic policies.
- ★ The EU has developed an internal single market through a standardised system of laws that apply in all Member States. EU policies aim to ensure the free movement of people, goods, services, and capital within the internal market.
- ★ The Member States delegate sovereignty to the EU institutions to represent the interests of the European Union as a whole. There are common policies for trade, agriculture, energy, environment, fisheries, competition, research, external relations and regional development.
- ★ Within the Schengen Area, passport controls have been abolished.
- ★ A Monetary Union was established in 1999, came into full force in 2002, and is composed of 19 EU Member States which use the euro currency.
- ★ The "capital" of the European Union is Brussels, Belgium.
- ★ The EU's main bodies are: the European Parliament, the Council of the European Union, the European Commission, and the European Court of Justice.
- ★ The Treaty of Lisbon amends the Treaty on European Union to explicitly recognize for the first time the Member States' right to withdraw from the Union (Article 50, amended TEU). The United Kingdom is the first country that has triggered Article 50 and the withdrawal process is ongoing.



The European flag symbolises both the European Union and, more broadly, the identity and unity of Europe. It features a circle of 12 gold stars on a blue background. They stand for the ideals of unity, solidarity and harmony among the peoples of Europe.



EUROPEAN UNION

KEY DATES

1950	On 9th May 1950, French Foreign Minister Robert Schuman gave a speech which publicly proposed the establishment of a European Coal and Steel Community (ECSC). The aim is to establish lasting peace in Europe through multilateral cooperation.
1951	The ECSC is founded by six countries (Belgium, the Federal Republic of Germany, France, Italy, Luxembourg and the Netherlands).
1957	The six countries set up the European Economic Community (EEC), for wider cooperation. One of its core objectives is to develop a common market offering free movement of goods, services, capital and people. Border checks and customs duties would be gradually removed.
1973	Denmark, Ireland and the United Kingdom join the EEC.
1981	Greece joins the EEC.
1986	Portugal and Spain join the EEC.
1993	A more comprehensive European Union (EU) replaces the EEC. Apart from economic cooperation, member states also decide to work together on issues like climate change, internal security and common food safety standards.
1995	Austria, Finland and Sweden join the EU.
2002	The euro (€) becomes the official currency of 12 EU countries (now 19).
2004	Czech Republic, Estonia, Cyprus, Latvia, Lithuania, Hungary, Malta, Poland, Slovakia and Slovenia join the EU.
2007	Bulgaria and Romania join the EU.
2013	Croatia becomes the 28th member State of the EU.
2017	United Kingdom is the first country to trigger Article 50 TEU.

The Berlaymont – HQ of the European Commission in Brussels





THE EUROPEAN UNION

TRADE POLICY MAKING

The European Union manages its trade and investment relations with non-EU countries through its trade and investment policy. Trade outside the EU is an exclusive responsibility of the EU, rather than the national governments of member countries. This means that EU institutions make laws on trade matters, and negotiate and conclude international trade agreements.

Why the EU Negotiates Trade Deals

By acting together as one, EU countries benefit from increased negotiating power when making trade deals with other countries. The EU negotiates trade agreements to strengthen its economy and create jobs. Trade agreements let European businesses:

- ★ Access, more easily and at lower prices, the raw materials and other inputs they need. This helps them stay competitive.
- ★ Compete more effectively abroad and export more to countries and regions outside the EU.

This increase in trade leads to growth in the economy and helps create jobs. It also gives consumers a wider choice of products at lower prices. In addition, projecting its rules and values in trade agreements helps the EU to shape globalisation, especially on issues like human rights, working conditions and environmental protection.



Facts and Figures on the EU's Position in Global Markets

- ★ The EU is the largest economy in the world with a GDP per head of €25 000 for its 500 million consumers.
- ★ The EU is the world's largest single market with transparent rules and regulations.
- ★ The EU is the world's largest trader of manufactured goods and services.
- ★ The EU ranks first in both inbound and outbound international investments. It provides a secure legal investment framework that is amongst the most open in the world.
- ★ The EU is the top trading partner for 80 countries (by comparison the US is the top trading partner for a little over 20 countries).
- ★ The EU is the most open market to developing countries in the world. Excluding fuels, the EU imports more from developing countries than the USA, Canada, Japan and China put together.



How the EU Negotiates Trade Deals

First, the European Commission requests authorisation from the Council of the EU ('the Council') to negotiate a trade agreement with a trade partner. The Council's authorisation can include 'directives'. These are often referred to as the 'mandate' and set out what the

Commission should achieve in the agreement.

Then the Commission negotiates with the trading partner on behalf of the EU. During the negotiations, the Commission works closely with the Council's trade policy committee and keeps the European Parliament fully informed. The Commission also holds meetings with representatives of civil society and publishes, on a regular basis, position papers, reports of negotiations, impact assessments, factsheets etc. Apart from removing customs duties, the negotiations also include provisions on a whole series of other issues from allowing EU businesses to provide services and bid for public contracts in the partner country to cutting bureaucracy to make it easier for EU firms to export, as well as intellectual property, labour rights, competition,

investment and investment protection, safety standards or environmental protection.

Once the Commission completes the negotiations, the Council and the European Parliament examine the final deal and decide whether or not to approve it. If they both approve, the EU can sign the agreement.

Trade and Sustainable Development

EU law requires all relevant EU policies, including trade policy, to promote sustainable development. So EU trade policy aims to ensure that economic development goes hand in hand with social justice, respect for human rights, high labour standards and high environmental standards.

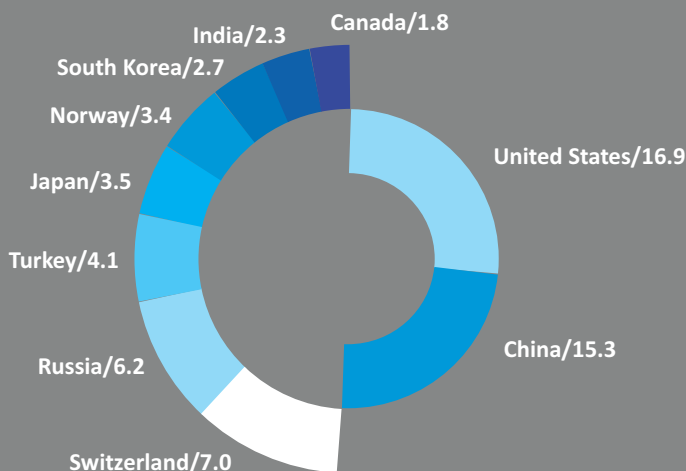
The EU works to ensure that trade policy promotes sustainable development through EU trade agreements (FTAs), special incentives for developing countries (such as Everything But Arms - EBA, and Generalised System of Preferences - GSP) and through trade and development policy.



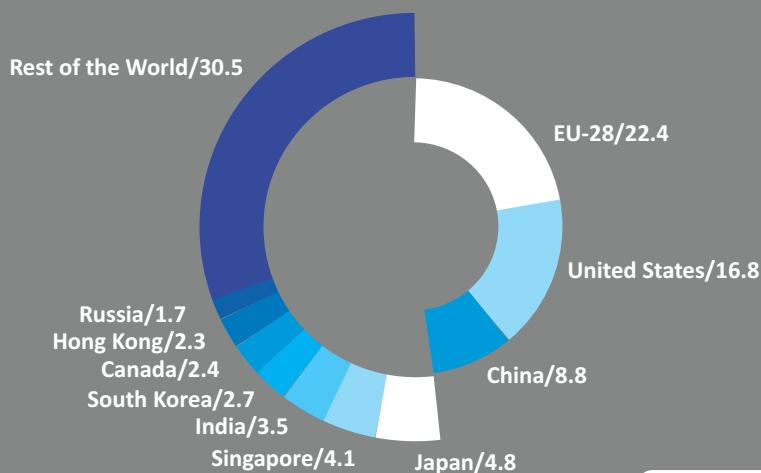
THE EUROPEAN UNION

TRADE IN GOODS AND SERVICES

EU Trade in Goods with the World (% share)



International Trade in Services, Selected Countries (% share)



Source: Eurostat and IMF



THE EUROPEAN UNION

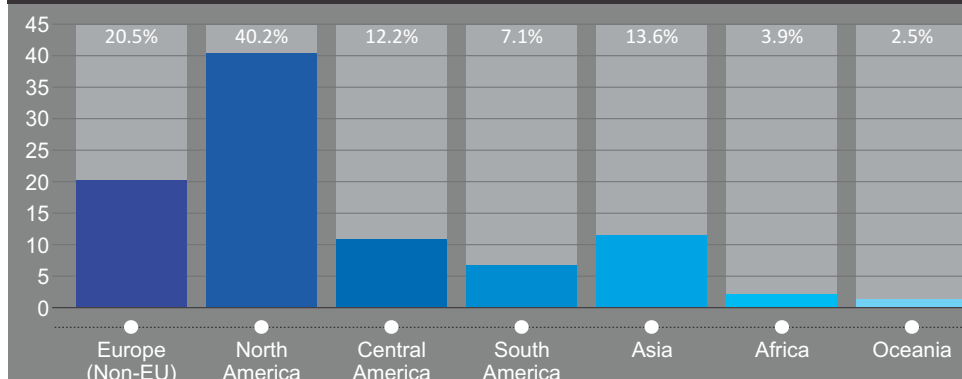
OUTWARD AND INWARD FDI STOCK

FDI stocks are an important indicator of globalisation and provide a measure of the longstanding links between countries. International investment flows contribute significantly to generating growth and jobs as well as to the widespread adoption of best business practices, more efficient technologies and products. At the end of 2016, the EU held FDI stocks of €7,599 billion in the rest of the world (+10% compared with the end of 2015), while stocks held by the rest of the world in the EU amounted to €6,268 billion (+7%), resulting in a net investment position of €

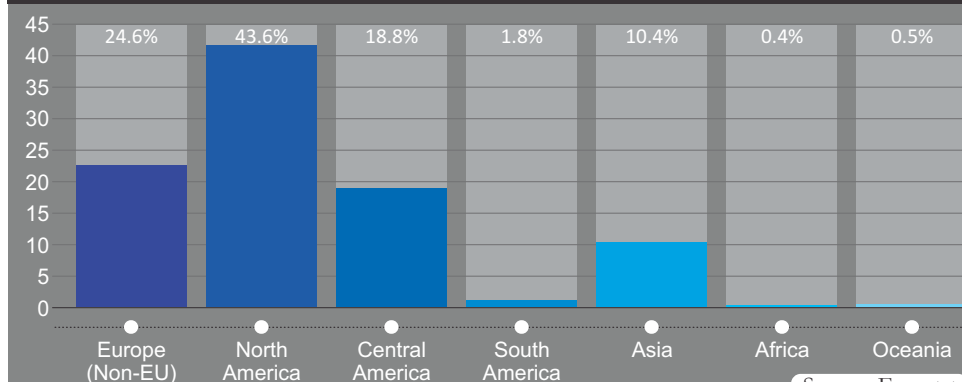
1,331 billion for the EU vis-a-vis the rest of the world.

North America and in particular the United States, is the main partner of the EU for FDI. At the end of 2016, the US was the leading location of EU FDI stocks (€2,744 billion or 36.1%), followed by Switzerland (€977 billion or 12.9%), Brazil (€373 billion or 4.9%) and Canada (€265 billion or 3.5%). The United States was also by far the main investor in the EU (€2,391 billion or 38.1%) ahead of Switzerland (€767 billion or 12.2%).

Share of FDI stock held by the EU in the rest of the World, 2016



Share of FDI stock held by the rest of the World in the EU, 2016




Source: Eurostat



INDIA

KEY FACTS

	Key facts	
Population (2016)	1324 million	
Land area	3,288 million km ²	
Population density	403/Km ²	
GDP (2016)	2.5 trillion US\$	
GDP per capita (2016)	1861 US\$	
GDP growth (2006-2016)	7.3%	

Indian Parliament

In a Nutshell

- ★ With a population of more than 1.3 billion, India is the world's largest democracy.
- ★ India is the world's seventh-largest economy by nominal GDP and fourth-largest by purchasing power parity (PPP). At present, India is the fastest growing major economy.
- ★ India has 29 states and 7 union territories. The capital of India is New Delhi.
- ★ India's Constitution (1950) provides for a parliamentary system of Government with a bicameral parliament and three independent branches: the executive, the legislature and the judiciary. The country has a federal structure with elected governments in States.
- ★ The President of India is the Head of State, while the Prime Minister is the Head of the Government and runs office with the support of the Council of Ministers who forms the Cabinet.
- ★ The Federal Legislature comprises of the Lok Sabha (House of the People) and the Rajya Sabha (Council of States).
- ★ The country boasts of an immensely rich cultural heritage including numerous languages and traditions. The Indian Constitution lists 22 languages, which have been referred to as *scheduled* languages and given recognition, status and official encouragement.



The Indian flag has three colours, which are placed horizontally. At the top is saffron, which signifies the strength and courage of the country. In the middle is white, which stands for truth and peace with the Dharma Chakra, a wheel with 24 spokes standing for law and justice. At the bottom is green, which stands for fertility, growth and auspiciousness of the land.



INDIA

TRADE IN GOODS WITH THE WORLD

In 2016, India's share in global exports of goods was 1.65% against 1.62% in 2015. Similarly, India's share in global imports was 2.21% compared to 2.34% in 2016. India's rank in world trade in 2016 was 20 and 14 for exports and imports respectively. India is a member of the WTO.

In 2016-17, the European Union remains India's

largest trading partner with a total trade (import + export) of nearly US\$ 90 bn. Other main partners of India are China (US\$ 71.4 bn), USA (US\$ 64.5 bn), UAE (US\$ 52.6 bn) and Saudi Arabia (US\$ 25.0 bn). The table below depicts India's trade in goods with the world and its top 20 export destinations and import sources. The figures in the table are given in US\$ dollars.

India Exports to the World 2016-17			
Rank	Partner Countries	Value (\$ bn)	Share Total (%)
1	European Union	47.16	17.10
2	USA	42.21	15.30
3	UAE	31.17	11.30
4	Hong Kong	14.04	5.09
5	China	10.17	3.69
6	Singapore	9.56	3.47
7	Vietnam	6.78	2.46
8	Malaysia	5.22	1.89
9	Saudi Arabia	5.11	1.85
10	Korea RP	4.24	1.54
11	Japan	3.84	1.39
12	South Africa	3.54	1.28
13	Indonesia	3.48	1.26
14	Thailand	3.13	1.13
15	Australia	2.95	1.07
16	Iran	2.37	0.86
17	Nigeria	1.76	0.64
18	Iraq	1.10	0.40
19	Switzerland	0.97	0.35
20	Qatar	0.78	0.28
TOTAL		275.85	100
EXPORTS (all countries)			

Source: Department of Commerce

India Imports from the World 2016-17			
Rank	Partner Countries	Value (\$ bn)	Share Total (%)
1	China	61.28	15.96
2	European Union	42.35	11.03
3	USA	22.30	5.81
4	UAE	21.50	5.60
5	Saudi Arabia	20.30	5.29
6	Switzerland	17.24	4.49
7	Indonesia	13.42	3.49
8	Korea RP	12.58	3.28
9	Iraq	11.70	3.05
10	Australia	11.15	2.90
11	Iran	10.50	2.73
12	Japan	9.75	2.54
13	Malaysia	8.90	2.32
14	Hong Kong	8.20	2.14
15	Qatar	7.60	1.98
16	Nigeria	7.65	1.99
17	Singapore	7.08	1.84
18	South Africa	5.83	1.52
19	Thailand	5.41	1.41
20	Vietnam	3.32	0.86
TOTAL		384.0	100
IMPORTS (all countries)			

Source: Department of Commerce

India: Total Trade (imp+exp) with the World 2016-17 Main Partners			
Rank	Partner Countries	Value (\$ bn)	Share Total (%)
1	European Union	89.5	13.5
2	China	71.4	10.8
3	USA	64.5	9.7
4	UAE	52.6	7.9
5	Saudi Arabia	25.0	3.7

Source: Department of Commerce

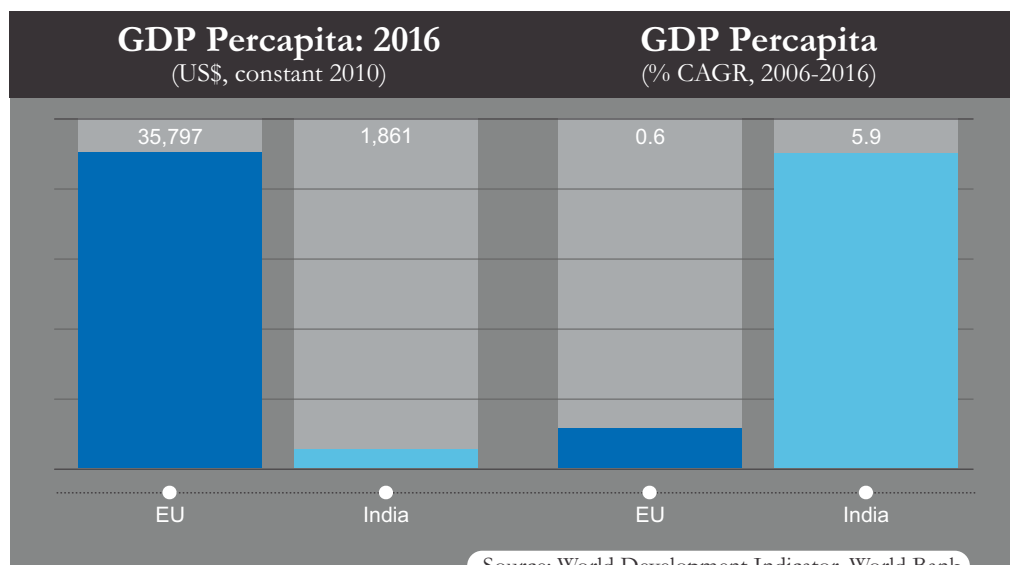
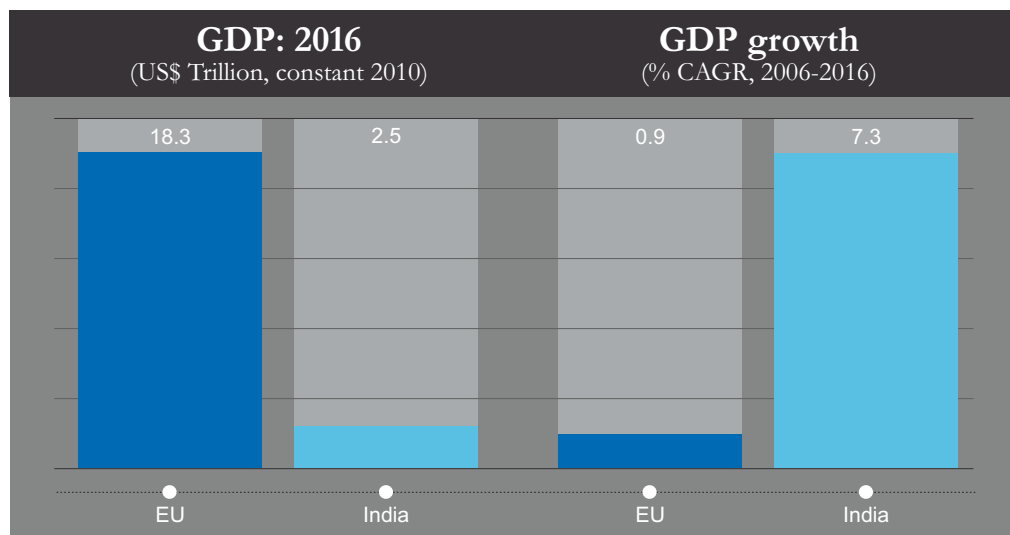


EU-INDIA

A SNAPSHOT COMPARISON OF ECONOMIES

There is still a large difference between the Indian and the EU economy expressed in terms of aggregate and per capita GDP. However the strong growth recorded in India in recent years - more than 8 times faster than

the EU in the last decade - has made India the world's seventh-largest economy by nominal GDP and fourth-largest by purchasing power parity (PPP).



Source: World Development Indicator, World Bank



EU-INDIA

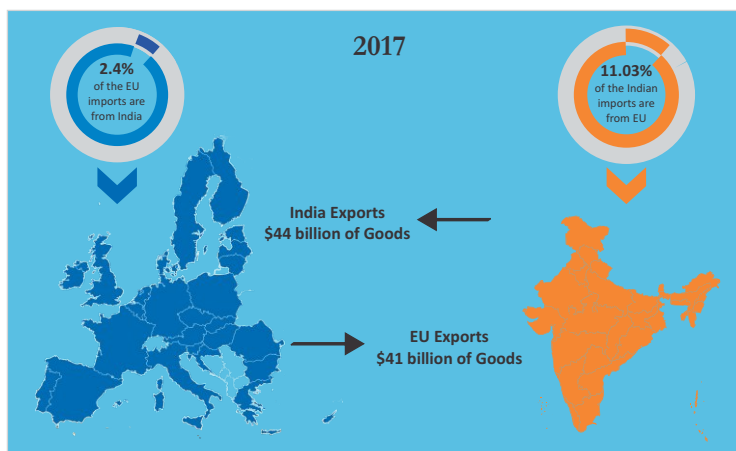
TRADE AND INVESTMENT TIES

At 1.32 billion, India is the second most populous state and largest democracy in the world. With an annual GDP growth rate in excess of 7% for over a decade it is now one of the world's ten largest economies (4th by PPP).

In 2017 India's economy became the world's fastest growing major economy surpassing China. India remains a very attractive trade and investment partner for the EU: it combines a large market with a growth rate that makes it one of the fastest growing economies in the world, creating therefore plenty of opportunities.

Two-way trade in goods between the EU and India reached € 85 billion in 2017, which is € 232 million per day. Including services, total trade has exceeded € 100 billion/year, or € 275 million worth of trade per day! This is huge indeed but there is scope for much more.

The EU is an attractive market to do business with: 500 million consumers looking for quality goods, the world's largest single market with transparent rules and regulations, a secure legal investment framework that is amongst the most open in the world and one of the most open markets in the world.



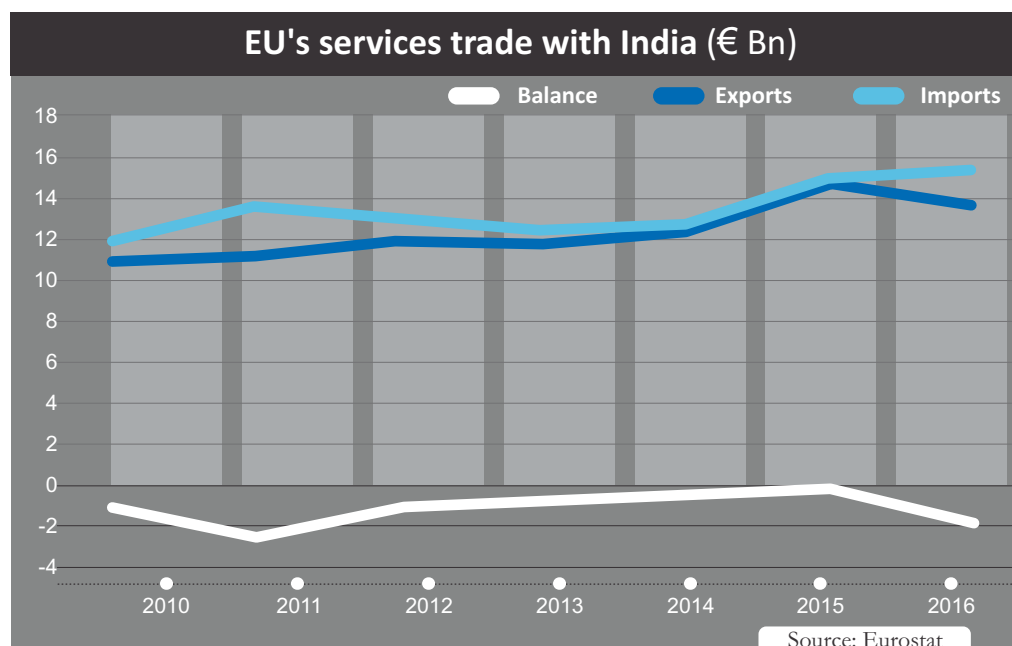
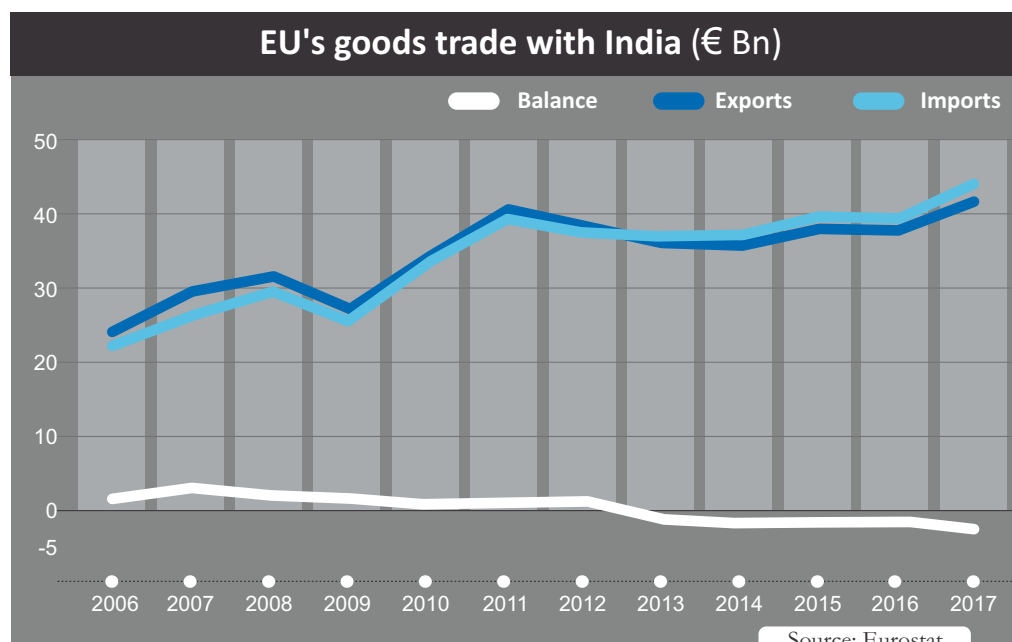
EU companies are global players and have faced up to the challenge of globalisation. This is demonstrated by the fact that out of the world's top 20 non-financial multinational corporations (MNCs) ranked by foreign assets, 12 are from the EU.

The EU offers attractive opportunities in terms of technology-sharing and know-how, providing high level synergies in sectors where EU companies are world leaders. This includes infrastructure, transport, telecom and basic industry. This wealth of experience and knowledge means that the EU has much to offer India in its quest to grow, from large scale infrastructure projects to world-class experience in services sectors which are crucial to modern-day economies and from cutting-edge research and development to regular business partnerships.



EU-INDIA

TRADE TRENDS: (GOODS & SERVICES): AN OVERVIEW





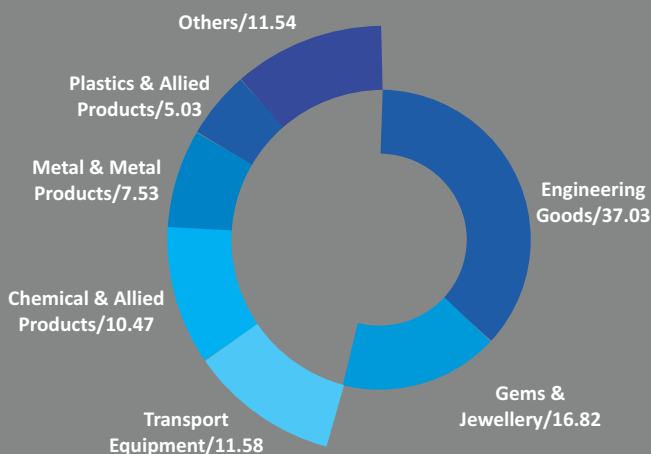
EU-INDIA

TRADE IN GOODS BASKET

EU Exports to India

During the year 2017, the EU's major exports to India consisted of engineering goods (37.03%), gems and jewellery (16.82%), transport equipment (11.58%), chemicals and allied products (10.47%), metal and metal products (7.53%) and plastics and allied products (5.03%).

EU Exports to India (2017) (% share)

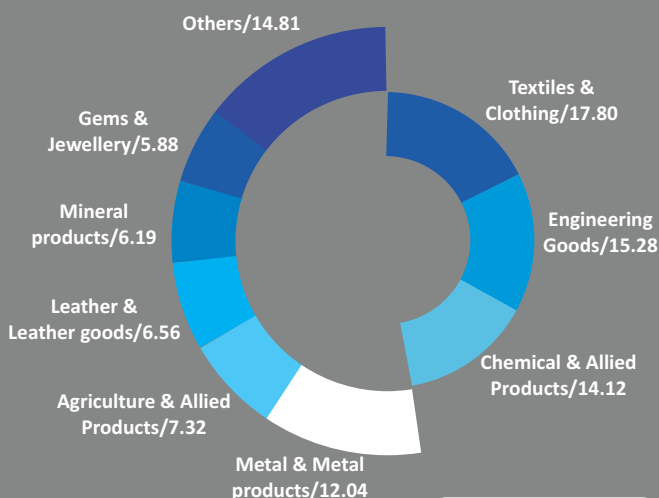


Source: Eurostat

EU Imports from India

During the same period (2017), the EU's major items of imports from India consisted of textiles and clothing (17.80%), engineering goods (15.28%), chemical and allied products (14.12%), metal and metal products (12.04%), agriculture and allied products (7.32%), leather and leather goods (6.56%), mineral products (6.19%) and gems and jewellery (5.88%).

EU Imports from India (2017) (% share)



Source: Eurostat



EU-INDIA

INDIA'S TRADE IN GOODS WITH EU MEMBER STATES

	India's Trade in Goods with EU Member States 2017 (€ million)		
Member State	Total Trade	Exports to India	Imports from India
Germany	17438	10668	6770
Belgium	12770	7971	4799
United Kingdom	12611	4619	7992
France	9881	5652	4229
Italy	8724	3577	5147
Netherlands	6409	2214	4195
Spain	4938	1276	3662
Poland	2302	656	1646
Sweden	1853	1184	669
Austria	1294	781	513
Denmark	1079	419	660
Czech Republic	1001	592	409
Ireland	921	353	568
Finland	773	563	210
Portugal	740	118	622
Hungary	606	203	403
Romania	603	304	299
Greece	458	97	361
Slovenia	305	92	213
Bulgaria	240	100	140
Slovakia	204	49	155
Croatia	142	16	126
Malta	141	13	128
Lithuania	107	60	47
Cyprus	92	19	73
Latvia	92	23	69
Estonia	89	58	31
Luxembourg	38	30	8
EU 28	85851	41707	44144

Source: Eurostat



EU-INDIA

TRADE IN SERVICES BASKET

	Trade in Services EU-28 with India 2014-2016 (€ bn.)								
	Exports			Imports			Net (Balance)		
	2014	2015	2016	2014	2015	2016	2014	2015	2016
Manufacturing services	0.13	0.06	0.07	0.09	0.15	0.22	0.04	-0.09	-0.14
Maintenance and repair services	0.18	0.30	0.31	0.04	0.10	0.10	0.14	0.20	0.21
Transport	3.06	3.27	2.90	1.60	1.90	2.01	1.46	1.37	0.89
Travel	2.15	2.43	1.99	1.93	2.07	2.06	0.22	0.36	-0.07
Construction	0.29	0.29	0.18	0.11	0.09	0.08	0.19	0.21	0.10
Insurance & pension services	0.09	0.11	0.16	0.07	0.08	0.09	0.02	0.03	0.07
Financial services	0.43	0.45	0.45	0.52	0.34	0.22	-0.10	0.10	0.24
Charges for the use of intellectual property	0.64	0.73	0.81	0.11	0.13	0.11	0.52	0.61	0.69
Telecommunications, computer & information services	3.20	4.13	4.25	2.86	3.03	3.10	0.35	1.09	1.15
Other business services	1.78	2.47	1.96	5.23	6.81	7.10	-3.44	-4.34	-5.15
Personal, cultural & recreational services	0.05	0.07	0.05	0.04	0.05	0.06	0.01	0.02	-0.01
Government goods & services	0.14	0.16	0.15	0.12	0.04	0.09	0.02	0.12	0.06
Services not allocated	0.17	0.21	0.27	0.01	0.01	0.00	0.17	0.20	0.27
Total Services	12.33	14.68	13.56	12.73	14.79	15.25	-0.40	-0.11	-1.70

Source: Eurostat

EU-India bilateral services trade has been growing steadily, reaching € 28.81 bn in 2016. EU exports to India were €13.56 bn, while imports from India were €15.25 bn. In 2016, India ranked number 5 among service

exporters to the EU, representing a little over 2% of total services imports by the EU; and number 7 as destination of EU services exports, representing 1.6% of all such exports.





EU-INDIA

INDIA'S TRADE IN SERVICES WITH EU MEMBER STATES

	India's Trade in Services with EU Member States 2016 (€ million)		
Member State	Total Trade	Exports	Imports
United Kingdom	6491	2487	4004
Germany	5408	2229	3179
Ireland	3275	2649	626
France	3140	1434	1706
Netherlands	2602	895	1707
Denmark	1577	835	743
Sweden	1129	422	707
Finland	1013	462	551
Italy	955	551	404
Belgium	740	290	450
Spain	735	404	331
Hungary	277	245	32
Luxembourg	259	182	77
Austria	253	103	150
Cyprus	205	11	194
Poland	169	86	83
Czech Republic	165	72	92
Portugal	131	40	91
Greece	82	45	37
Romania	74	45	29
Bulgaria	27	17	10
Croatia	18	14	4
Slovenia	18	8	10
Estonia	17	10	8
Latvia	16	11	5
Malta	15	2	13
Slovakia	12	3	9
Lithuania	6	3	2
Total trade in services with the EU	28808	13556	15254

Source: Eurostat



EU-INDIA INVESTMENTS

Indian Investments in the EU:

The EU's single market offers a large opportunity to Indian businesses to increase their global market share: Indian investments in Europe have been on the rise on account of many factors including a strong growth rate in the domestic market. India is investing abroad, like any other commercially motivated investor, seeking access to new markets, technologies, research facilities and economies of scale. In the case of greenfield investments, factors such as skilled workforce availability, government support, favourable business climate, infrastructure and logistics play an important role.

Indian companies have invested over € 50 billion in Europe since 2000, with the United Kingdom, Germany, Netherlands and Belgium as preferred destinations. Indian companies employ more than 130,000 people in these four countries and many more in the other EU Member States. The biggest Indian employer is the Tata Group, employing approximately 80,000 people in its European subsidiaries.

The sectoral mix of investments in the EU is consistent with the internationalisation of Indian companies globally. Around 20% of these investments are in the IT sector, followed by other major sectors such as automotive, manufacturing and steel. FDI by Indian information technology and business process outsourcing companies also target the relatively new EU Member States like Romania, the Czech Republic, Poland and Hungary. Apart from direct employment, these investments generate indirect employment in sectors such as construction, housekeeping, catering, security and many more.

EU Investments in India:

The EU is one of the largest investors in India, with a stock of more than € 50 billion in investments. The sheer size of the domestic consumer market has been a major attraction for investors. A number of EU companies are now household names in India, doing business here

for several decades. Close to 6,000 EU companies are present in India collectively providing direct employment to 1.7 million workers and indirect employment to 5 million.

France, Germany, UK, Netherlands, Sweden and Denmark account for the major share of overall European direct job creation in India. On a cumulative basis the UK has been the biggest EU investor in India with investments of €19.7 billion from April 2000 – March 2017 (*Data source: DIPP, Department of Commerce, Government of India*). The Netherlands (€16.6 bn), Germany (€7.8 bn) and France (€4.6 bn) are the other EU countries which are among the top ten investors in India.

EU investments in India also cover a broad range of sectors including automotive, financial services, infrastructure, logistics, chemicals, pharmaceuticals, health care, IT, food processing and petroleum and natural gas. Well known EU companies include Volkswagen, Siemens, British Petroleum, Unilever, Renault, Ericsson, Nokia, Vodafone, Maersk, and Ferrero, among others.

The Investment Facilitation Mechanism (IFM) for EU Investments in India was set up in July 2017. Under this mechanism, the EU Delegation to India and the Department of Industrial Policy and Promotion (DIPP), Ministry of Commerce & Industry, are holding regular meetings to assess and facilitate ease of doing business for EU investors in India. This will include identifying and putting in place solutions to procedural impediments faced by EU companies and investors in establishing or running their operations in India.

Invest India, the official Investment Promotion and Facilitation Agency of the Government of India, is also part of the mechanism. It has created a single-window entry point for EU companies that need assistance for their investments at the central or state level.



EU - INDIA

PREFERENTIAL TRADE (GSP)

India currently benefits from unilateral preferential tariffs for its goods exports under the EU Generalised Scheme of Preferences (Standard GSP).

Standard GSP reduces EU import duties for about 66% of all product tariff lines: it is geared to help poorer countries to strengthen their economies by opening up export opportunities to the EU market.

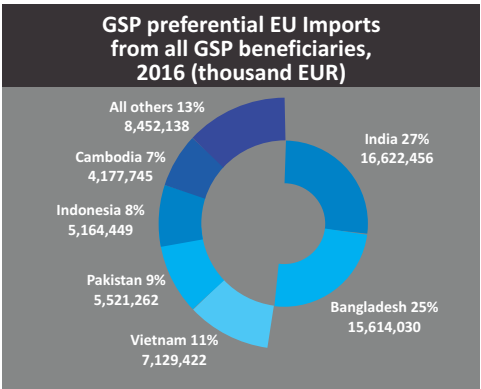
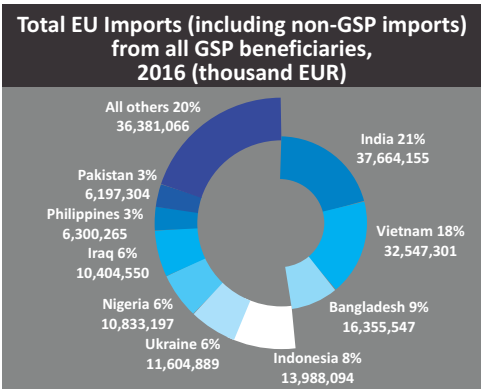
However, some developing countries - and that is definitely the case for India - export highly competitive products, which do not need preferences to successfully access world markets. In such cases GSP is withdrawn from these product sectors through a graduation mechanism. The EU reviews the list of graduated products every three years through an implementing regulation and on the basis of objective criteria. Regarding India, the current list of graduated products are: mineral products S-5, inorganic and organic chemicals S-6a, textiles S-11a, pearls and precious metals S-14, iron, steel and articles of iron and steel S-15a,

base metals (excl. iron and steel) S-15b, motor vehicles, bicycles, aircraft and spacecraft, ships and boats S-17b. The current list is valid for the years 2017-2019. The next list, valid for 2020-2022, will be adopted in the second half of 2018.

Whilst the coverage of GSP has been decreasing over the years, as a result of India's growth as a world exporter, the tariff reductions of the Standard GSP still apply to over 40% of India's exports to the EU, and make India the largest beneficiary of the scheme in absolute terms.

Note: The Standard GSP as established by the current Regulation (978/2012) is valid until 2023. In addition, upon implementation of a free trade agreement GSP preferences will be phased out over a period of two years. An FTA is, in fact, a much more powerful instrument than GSP: it is a bilateral agreement, where both parties are placed on equal footing; it covers both goods and services; and it covers all the important aspects of today's trade relations such as investments, regulations, and standards.

India is the biggest EU's GSP trading partner and the biggest beneficiary of EU's GSP:



Use of preferences by India:

The top three sections in terms of used preferences:

- 1. Clothing (S-11b)
- 2. Machinery and equipment (S-16)
- 3. Footwear (S-12a)



EU-INDIA SUMMIT 2017

Prime Minister of India, Narendra Modi with European Council President Donald Tusk and European Commission President Jean-Claude Juncker at the EU-India Summit. The 14th Summit, marking 55 years of diplomatic relations between the European Union and India, was held in New Delhi on 6th October 2017.

"I am happy that today we have agreed to further develop the political dimension of our relationship; that we have agreed to develop our dynamic trade and investment relations; and that we have agreed to step up cooperation on global and regional issues."

President Donald Tusk



At the summit in October 2017 in New Delhi, leaders reaffirmed their commitment to further deepen and strengthen the India-EU Strategic Partnership. They welcomed the progress made towards implementing the India-EU Agenda for Action 2020. This is the roadmap for bilateral cooperation endorsed at the previous India-EU summits.

EU and Indian leaders strongly condemned the recent terrorist attacks across the world. They called on the global community to unite against the terrorist threat. Leaders adopted a joint statement on counter-terrorism cooperation to tackle foreign terrorist fighters, terrorist financing and arms supply. The EU and India also reaffirmed their commitment to further cooperate on maritime security in the Indian Ocean and beyond. Leaders welcomed the resumption of tactical exercises in the Gulf of Aden between the EU's Naval Force Operation ATALANTA and the Indian Navy.

Leaders called to end violence towards the Rohingya minority in Myanmar and to restore peace in the Rakhine state without any delay. Regarding the situation in the Korean peninsula, both sides condemned the nuclear test conducted by the DPRK on 3 September 2017. The EU and India called for the denuclearisation of the Korean Peninsula and for all UNSC sanctions to be fully implemented

by the entire international community. On the Iranian nuclear issue, India and the EU reaffirmed their support for the continued full implementation of the joint comprehensive plan of action (JCPOA). On Ukraine, leaders underlined their strong support for a diplomatic solution through the full implementation of the Minsk Agreements by all parties.

EU and India leaders discussed the global migration and refugee crisis and agreed to coordinate closely. Leaders reaffirmed their support to the UN reform agenda and their commitment to stronger global governance. On climate change, leaders stressed their commitment to the Paris Agreement and agreed to step up cooperation on its implementation. The EU and India adopted a joint statement on clean energy and climate change. The EU and India also reiterated their commitment to collaborate on common priorities to achieve the sustainable development goals.

EU and India leaders expressed their shared commitment to strengthening the economic partnership between the two sides. They noted the ongoing efforts of both sides to re-engage towards relaunching negotiations for an India-EU broad based trade and investment agreement (BTIA).



EU-INDIA

FREE TRADE NEGOTIATIONS



before considering a possible resumption of the negotiations.

At the EU-India Summit of 6 October 2017 the leaders "expressed their shared commitment to strengthening the Economic Partnership between India and the EU and noted the ongoing efforts of both sides to re-engage actively towards timely relaunching negotiations for a comprehensive and mutually beneficial FTA".

In recent years, the EU has concluded FTA negotiations with Singapore (2014), South Korea (2015), Vietnam (2016) and Japan (2017) and very recently an "agreement in principle" with Mexico (April 2018). In the region, negotiations are ongoing with Malaysia (since 2010), Thailand (2013 but suspended in 2014), Philippines (2015), Indonesia (2016). After having conducted an impact assessment, the European Commission has now recommended that the EU begin negotiations for a trade agreement with Australia and with New Zealand (April 2017).

Negotiations for an ambitious and broad-based FTA with India were launched in June 2007 (the Broad-based Trade and Investment Agreement (BTIA) and, after 12 formal rounds and several technical meetings, were brought to a de facto standstill in the summer of 2013 due to a mismatch of the level of ambitions. Discussions have restarted since 2016 with the purpose of assessing whether sufficient progress can be made on key outstanding issues

The parameters of an ambitious FTA were set out in the report of the EU-India High Level Trade Group in October 2006, which was tasked with assessing the viability of an FTA between the EU and India. Other studies have confirmed the economic potential of an FTA between the EU and India, notably an impact assessment carried out by the EU.

The EU remains committed to a successful conclusion of the BTIA negotiations: In the Communication on the EU Trade for All Strategy adopted by the European Commission in October 2015, there is a clear statement that the EU is seeking "an ambitious outcome of the free trade agreement with India".



EU-INDIA

EU PARTICIPATION IN INDIA'S FLAGSHIP INITIATIVES

Europe is home to many of the most technologically advanced companies in the world. Their excellence, especially in green technologies, can play a decisive role in the many initiatives India is launching to sustain and transform its economic growth (Make in India, Smart Cities, Digital India, Clean Ganga and Swachh Bharat).



1 The EU is facilitating the involvement of **ICT businesses and technologies** by establishing partnerships with India's authorities. As an example, in the last EU-India Summit on 6 October 2017, both sides agreed to strengthen links between the Digital India initiative and the EU's Digital Single Market. This is implemented e.g. by cooperation on ICT standardisation, telecom regulatory issues, Internet Governance, facilitating the ease of doing business of ICT companies on both sides, and cooperating on start-ups. The EU is, for example, supporting cooperation between the Indian and European telecom standards bodies (TSDSI and ETSI) on emerging global standards for intelligent transport systems, 5G, future networks, and security.



Water management is another field of importance in the EU-India partnership. Following the first Indo-European Water Forum in November 2015 and a declaration at the EU-India Summit of 2016, the EU and India signed a MoU in October 2016 and launched the India-EU Water Partnership (IEWP) whose aim is to work on Clean Ganga and other water-related challenges, in particular by promoting and the River basin management approach successfully adopted by the EU water directive. In 2017 a joint call for a research and innovation action on water was organised between the EU and India which will also facilitate the transfer of European technologies in the areas of drinking water, waste water management and real-time monitoring.



3 In 2016, both parties also signed a Joint Declaration on **Clean Energy and Climate Change**. The resulting Work Programme is supports the transfer of best practices, business solutions and joint research as well as facilitating the financing of infrastructure projects. Current initiatives include the development of offshore wind energy; the promotion of renewable energy technologies and smart grids; the cooperation on a national programme for rooftop solar energy; technical assistance in the field of solar parks management; support to regional authorities in the development of legislation for energy efficient buildings; and technical exchanges on advanced biofuels. In 2018, the EU will engage with the International Solar Alliance, founded by India and France at the Paris Climate Summit in 2015, with the development of an online repository and exchange platform on solar energy.



EU-INDIA

EU PARTICIPATION IN INDIA'S FLAGSHIP INITIATIVES



The EU is also supporting **India's Resource Efficiency Strategies** in the areas of mobility, buildings, renewable energies and waste by providing input to strategies and action plans in those sectors. With the recent release of the circular economy package in the EU, the efforts to support resource efficiency and circular economy will be sustained with opportunities for European stakeholders to showcase best practices in this sector.



Finally, at the last EU-India Summit of October 2017, the two sides signed a Joint Declaration on **Smart and Sustainable Urbanisation**. A work programme to transform the joint declaration into actionable items is in preparation. It will facilitate exchanges between European and Indian central and local authorities and institutions, businesses, academia and civil society around best practices, technologies and innovation in the sector of urbanisation. This Partnership is closely connected to the other thematic partnerships as ICT, water, energy and circular economy are closely linked to sustainable urban development. A key activity to be continued and further developed in 2018 is the pairing of 12 European and Indian cities to work closely on smart city action plans and sustainable urbanisation. The EU is also continuing activities developed with cities and the central government under the Air Quality Initiative.



EU-INDIA

THE EUROPEAN INVESTMENT BANK (EIB)



**European
Investment
Bank**

The European Investment Bank (EIB) is Europe's long-term financing institution, directly

owned and governed by the European Union Member States, supporting investment for sustainable economic growth both inside the EU and outside in accordance with EU external cooperation policies. Whilst publicly owned, the EIB's activities are entirely self-financing from the private sector international capital markets. The Bank's funding is at AAA rates providing a cost advantage which is passed on the Bank's investments in projects thereby improving the financial and economic sustainability of these projects.

Based in Luxembourg, the EIB is the world's largest multilateral financier and borrower, approximately 2.5 times the size of the World Bank, and 10 times the size of EBRD, measured by the overall balance sheet and by volumes of new business. In 2017, the EIB provided around 78 billion EUR for investment worldwide, with around 10% of the financing taking place outside the European Union.

The Bank has been active in India and throughout Asia since 1993 following approval by the European Council of the EIB's first mandate for Asia and Latin America (ALA) specifically covering the EIB's engagements in India, China, Pakistan, Nepal, Bhutan, Bangladesh, Sri Lanka, the Maldives, Indonesia, Lao PDR, Mongolia and the Philippines. India was the first Asian beneficiaries under the first ALA Mandate with the first operation in 1993. The Bank's activities in India are intended to support the EU's overall policies and engagement with both the government and the private sector.

On 31 March 2017, in the presence of Finance Minister Arun Jaitley and EIB President Werner Hoyer, the EIB inaugurated its new Regional Representation for South Asia in New Delhi, following the signature of financing agreements for € 450m to support sustainable transport and renewable energy projects. The new office will strengthen links between countries across South Asia and the EIB. The presence of EIB staff in New Delhi enables greater private sector investment in the country, specifically in Climate Action related projects, by ensuring better access to the EIB's products and initiatives and providing direct guidance on possible technical and financial support provided by the Luxembourg headquarters of the EIB. Last year the European Investment Bank provided EUR 19.6 billion for climate related investment worldwide.

The Bank's current €2.1 billion portfolio in Indian supports some €7.6 billion of private and public sector investment in large urban transport projects and a series of renewable energy and energy efficiency projects. EIB's lending to the renewable energy sector has so far supported the construction 1.6 GW of renewable energy in India for both solar and wind power. The Bank has also helped provide urban transport to more than 3 million people in two of India's most populous states.

As part of the EU-India Summit held in New Delhi in October 2017, the Bank signed a financing agreement to provide EUR 500 million to support the construction of a new 18 station Rapid Transit line in Bangalore and the purchase of 96 train cars for use on the line. This support for investment to expand the second longest urban metro system in the country is the largest ever EIB loan in India and



EU-INDIA

THE EUROPEAN INVESTMENT BANK (EIB)

also the largest ever support for sustainable transport outside Europe.

The loan agreement was formally exchanged by Andrew McDowell, EIB Vice President and representatives of the Ministry of Finance of the Republic of India at the 14th India – European Union summit. The formal exchange of contracts was attended by Narendra Modi, Prime Minister of India, Donald Tusk, President of the European Council and Jean-Claude Juncker, President of the European Commission, and other senior political representatives from India and the European Union.

The new support for investment by Bangalore Metro Rail Corporation to improve city transport is the largest ever support for sustainable transport outside Europe and will cut travel times for some journeys from 2 hours today to 15 minutes when the new line is complete.

The Asian Infrastructure Investment Bank is expected support the project in the first ever joint financing between the EIB and AIIB.

Under its most recent financing agreement in India, expansion of renewable energy power generation will be supported by a new USD 400 million joint initiative backed by the EIB and YES BANK, India's 5th largest private sector bank. YES BANK will manage the new co-financing programme for construction of new solar power plants and wind farms across the country. The private sector renewable energy financing programme was announced in New Delhi in December 2017 by the Head of the EIB Representation for South Asia and Arun Agrawal, Group President, International Banking, YES BANK.

The new financing programme will streamline financing for a range of renewable energy projects being built and operated by leading Indian corporations and private sector developers. Eligible solar projects have already been identified in the states of Rajasthan, Telangana, Maharashtra and Karnataka and additional wind and solar projects are currently being examined.



EIB Headquarters in Luxembourg



BUSINESSES

THE EUROPEAN BUSINESS GROUP AND THE COUNCIL OF EU CHAMBERS OF COMMERCE IN INDIA



The European Business Group (EBG) Federation is based in Delhi and has offices in Mumbai, Bangalore and Chennai. It offers support and advocacy

for European businesses in India. The organisation was founded in 1997.

The EBG publishes every year a much appreciated Position Paper (PP) which expresses the most relevant concerns of EU businesses in India and which proposes key policy reforms that will be conducive to improving the overall business climate within the realm of possibilities for the Indian Government. The EBG Position Paper is distributed to all key and relevant stakeholders in the Government of India and the EU Member State Embassies in India. This Position Paper forms an integral part of the Annual EU - India Summit and is also an important reference point for the European Commission in its bilateral deliberations with the Indian Government.

EBG's advocacy strength is achieved through the work of different Sector Committees which brings people of the same industry together so they can discuss best practices, share information and collectively try to resolve common issues. Each Sector Committee contributes to their part in the Position Paper.

Website: www.ebgindia.com

The EU Delegation in India supports EBG:

“EBG has an important role to play as the voice of the EU businesses in India and in advocating common interests towards the Indian Government. Such efforts must continue and with EBG playing an increasingly important role in advocating for EU business interests, I hope that this will also enlarge its membership base in the coming years. We need to find means to provide the best framework that will allow all European companies established in India, and in particular SMEs, to benefit from the advantages of being part of a strong and united European Business Group.”

Tomasz Kozlowski, Ambassador of the European Union in India.



The Council of EU Chambers of Commerce in India

The Council of EU Chambers of Commerce in India (CEUCCI) was set up in 1992 to foster commercial and economic partnerships between India and the European Union. It is based in Mumbai.

The Council of EU Chambers in India represents the interests of European Companies and Entities in India: European companies connected with Indo-EU trade, commerce, manufacture, services and

professions, directly or indirectly are CEUCCI's patron members.

The CEUCCI is an important link between European Union-Indian Businesses. The CEUCCI organizes events and business seminars so that businesses from both the regions can interact freely. The Chamber provides a platform for businesses from both the regions to interact and explore possibilities of exports, imports, joint ventures, distribution partners, technology exchange and trade dialogue

Website: www.euindiachambers.com



BUSINESSES

BI-LATERAL CHAMBERS OF EU MEMBER STATES

Name of Chambers	Address + email
Indo-Belgian Chamber of Commerce & Industry	C/o Consulate General of Belgium, Mumbai info@iblcci.net
Belgium Luxembourg Business Association	info@blbanewdelhi.org ; newdelhiblba@gmail.com Website: http://blbanewdelhi.org
Joint Business Council Bulgaria/Croatia/Czech/ Hungary/Slovakia/Slovenia	C/o Kejriwal Enterprises, New Delhi Kejriwal@mantraonline.com
Indo-Asia Bulgarian Chamber of Commerce	Dr. D. Kebschull, President Mrs. Sharda Subramaniam, Director shardasubramaniam@yahoo.com; info@igep.org
Joint Business Council Cyprus/Greece	C/o Sicpa India Ltd., Kolkata Jalans@vsnl.net
The Trade Council of Denmark	Embassy of Denmark delamb@um.dk
Indo-French Chamber of Commerce & Industry	New Delhi contactdelhi@ifcci.org.in Chennai contactdelhi@ifcci.org.in Bangalore contactbangalore@ifcci.org.in
Indo-German Chamber of Commerce	Mumbai bombay@indo-german.com New Delhi delhi@indo-german.com
Indo-Italian Chamber of Commerce & Industry	Mumbai iicci@indiaitaly.com New Delhi iicci.delhi@indiaitaly.com
Indo-Polish Chamber Of Commerce & Industry	Mumbai Kotakco@vsnl.com New Delhi vijaymehta.ipccindia@gmail.com
Joint Business Council Romania	New Delhi Kapadia@del2.vsnl.net.in
Indo-Spain Chamber of Commerce	New Delhi president@indospain.org
Swedish Chamber of Commerce India	New Delhi sara.larsson@swedishchamber.in
- Confederation of British Industries - UK India Business Council	New Delhi http://www.cbi.org.uk/about/where-we-operate/ india/shehla.hasan@cbi.org.uk Mumbai https://www.ukibc.com/enquiries@ukibc.com New Delhi https://www.ukibc.com/enquiriesindia@ukibc.com



BUSINESSES

SUCCESS STORIES

Czech Republic



GHH-BONATRANS is a premium supplier of railway wheelsets and their parts. Bonatrans is a company with more than 200 years of history and with delivery footprints in more than 80 countries of the world. Generations of true experts continuously contribute to the evolution of the wheelset: respecting the past but looking ahead, this pioneer of wheelset manufacturing produce premium solutions for the railways of the world.

Bonatrans India Pvt. Ltd., a company of GHH-Bonatrans, was established in 2013 in Aurangabad (Maharashtra) and production started in April 2016. Bonatrans India participates in all stages of the life cycle of products – from design, optimisation and validation, to in-service monitoring and Life Cycle Costs Management and is reliable partner of Indian Railways, City Metro Transport agencies in India, OEMs in India and nearby countries.

Since 2016, the company has supplied wheels, axles and wheelsets to, amongst others: Indian Railways, Modern Coach Factory, Kolkata Metro and Lucknow Metro

The Netherlands



Allround invents, produces and sells machines for agricultural use. Their specialty is designing and building machines for processing bulbs, vegetables and potatoes.

The Allround group is operating in two different locations. The headquarters are based in Andijk, Netherlands. The second factory is based in Ambala, Haryana, India. In the Netherlands they have about 3000 sq. meters of production facility with the latest tools. In India they have about 6000 sq. meters with the same high quality tools.

Although the Indian market has been better in previous years, the company was able to grow its export from India to over 35 countries in South America and Asia through marketing activities that are successfully organized from India.

Also because of the contact with and support of the Dutch government, the company was able to create meaningful partnerships with other Dutch companies in order to facilitate overall solutions for their clients, from farmers to exporters.



Rural Spark envisions the energy grids of the future in rural areas through small, interconnected local networks smartly connecting different energy sources to balance supply and demand. India has a highly educated and skilled workforce to design and engineer these energy networks: Together with them, Rural Spark designs and implements the distributed energy networks for rural India for a better tomorrow. In some years, Rural Spark strives to become the biggest and most efficient player in off-grid energy solutions in (rural) India.

India is vast and extremely complex, and therefore it is important to get a product market fit within a segment of the Indian market. Rural Spark took time to adapt its product to the circumstances and conditions of rural India and to find the right target groups. After doing research pilots around Jabalpur, the products were fine-tuned, resulting in the incorporation of Rural Spark Energy India Pvt. Ltd. Next was the validation of the product. One hundred energy kits were deployed in Gaya, in the state of Bihar, creating the same number of local energy suppliers. This provided around 1200 households with a cheaper, brighter and more reliable alternative to kerosene. The company is now ready for lift-off.



BUSINESSES

SUCCESS STORIES

Austria



The Austrian developer and manufacturer of high performance analog semiconductors amsruns a design centre in Hyderabad, right in the middle of the 'Indian Silicon Valley'. The top-quality products are being processed and used for automotive applications where high reliability and quality is a must.

ams provides innovative analog solutions to the most challenging applications in sensors and sensor interfaces, power management and wireless. Over 1,300 people from many nationalities work for ams in 20 different countries. With its international focus, ams aims to benefit from the wealth of different cultural backgrounds.

Hyderabad is the Indian centre for the IT industry. Many large multinational software companies have settled their production facilities in the region and benefit from a well-educated labour force.

In its well-established design centre in Hyderabad, South India, ams employs a large number of high-skilled graduates from Indian top universities. ams has set up several local design and test centres to benefit from international chip engineering and test know-how. Indian engineers are developing and designing circuits and IP while being fully integrated into ams' development network.

Italy



Kaleyra was born following the union of the Indian operator company Solutions Infini with the Italian company Ubiquity. Kaleyra, is a global company specialized in providing mobile messaging services for banks and companies of all sizes. The management team is shared by Italy and India, demonstrating the collaborative effort between the two countries. Through a closed source platform, Kaleyra manages integrated multi-channel communication services utilizing text messages, push notifications, e-mail, instant messaging, voice and chatbot services.

Kaleyra positions itself as a global message management system for customers, banks, companies and SMEs, with precise characteristics: simple, secure, powerful and without borders. The group offers the most advanced mobile messaging options and is constantly evolving and updating with new applications. Kaleyra offers both ready-to-use 'turnkey' solutions as well as solutions tailored to specific needs, allowing companies to reach their customers all over the world, including China. It is through these solutions that the group aims to transform each bank or company's customer database into an opportunity for growth, freeing up its business potential.

Denmark



Founded in 1834, Desmi is an innovative Danish company specializing in the development and manufacturing of pump solutions for marine, industry, oil spill combating, defence & fuel and utility. Desmi has a truly global business model with its products being sold in more than 100 countries. In 2013, Desmi established a representative office

in Mumbai to intensify its sales activities in the Indian marine market. Since then the company has established a 3,000 sqm production facility in Hyderabad with the primary focus of producing oil spill response equipment, and secondly, to assemble pumps and pumping solutions locally in India.



BUSINESSES

SUCCESS STORIES

Sweden



DocOnline Health, from Sweden, is an online medical consultations platform that started in December 2016. Ever since then DocOnline has been regarded as one of the most promising start-ups in healthcare based out of Hyderabad, India.

Globally, healthcare as an industry is evolving and trying to find solutions to help improve the reach and ensure the quality & delivery of offerings. In India, the healthcare industry is one of the country's largest sectors, both in terms of revenue and employment.

With a passion to innovate and incorporate internet advances in tandem with medical services, Markus Moding, the founder and CEO of DocOnline took an initiative to provide a platform that offers quick and convenient general physician consultations on video to the comfort of your home or office. Backed by the most promising healthcare and IT professionals, the Doconline platform promises to be the most user-friendly, elaborate and glitch free online video medical consultation platform available globally.

Today Doconline has a network of 200 plus doctors and provides medicine delivery/diagnostic support and many other healthcare offerings. The platform also has specific solutions addressing to corporates and enterprises to support/enhance their employee engagement initiatives. Today, the corporate world is reeling towards an unavoidable phase of increased workloads and shorter deadlines that contributes to a very demanding and stressful environment.



Otivr, a Swedish technology startup, is helping transform the IT outsourcing business by providing a marketplace model to IT and digital technology experts, offering strategic IT services for specific assignments to clients. Otivr provides exclusive access to hundreds of top rated and handpicked software development companies at the best rates on the market. India has appeared as a major market for hiring/deploying skilled SMEs to execute niche IT requirements by global technology companies. Digital transformation and the growing need to revamp IT infrastructure has led to companies looking for reliable, fast and skilled resources to help them with the transformative process.

India is a booming marketplace for digital professionals. Otivr has built a supplier base of over 10000 IT professionals, across 500 SMEs, mostly based in India. As a complex market, Indian SMEs were unable to get visibility in the Nordic region, to tap more clients. Otivr solves the challenge by connecting them with businesses from the region.

India offers tremendous opportunities in terms of cost, turnaround time and willingness of the SMEs to grow and chart a new course for the subsidiary IT industry. The company has boosted their supplier base to over 500 SMEs, generating over 100 projects for the taking since Otivr provides dedicated resources starting from front-end developers, back-end developers, UX/UI designers, 3D artists, AI experts, tech developers with expertise in Java, Python, Microsoft, Salesforce and many more.



BUSINESSES

SUCCESS STORIES

Bulgaria



Founded in 2016 by a few Bulgarian internet entrepreneurs, Excitel is one of the fastest growing broadband service brands in India. In just about two years, the company grew from zero to more than 200,000 households connected on its 5,000 km fiber backbone.

Excitel fulfils “the future of TV is apps” vision, by providing ultra-high-speed services optimized to deliver the next-generation digital entertainment at home. The massive adoption of video streaming and on-demand services like Hotstar, Netflix and Amazon Prime is the fuel of Excitel's unprecedented growth. As is the case in most developed countries, youth of India shows strong preference towards personalized digital experiences over the traditional linear TV broadcast. Excitel is committed to bring the required infrastructure to fulfil this demand across geographies.

To support its rapid growth Excitel is running an innovative business model. Instead of laying its own cables to reach the homes of the users, the company empowers a huge and well established network of partners - the cable TV operators available in every corner of India. These independent small businesses carried the legacy cable TV. Now Excitel is transforming them to deliver ultra-high speed broadband services. As this keeps them relevant in hard times, it creates a great synergy.

Poland



TZMO SA is a leading European manufacturer and supplier of sanitary articles, cosmetics and medical devices that consists of 58 companies in 18 countries. There are 7 manufacturing plants and 7 logistic centers. TZMO's products are available for 1/3 of the world's population.

Since 2002 it is present in India through three companies – BellaPremier Happy HygieneCarePvt.

Ltd., Bella India Healthcare Pvt. Ltd and Bella Trade Healthcare Pvt. Ltd. Operations take place in Tamil Nadu, Karnataka, Goa, Kerala, Andhra Pradesh, Telangana, Maharashtra and Delhi. The Indian factory is located in Tamil Nadu (Madurai-Dindigul Highway). From 2005 it produces sanitary items. In 2009 we obtained the CE mark for medical production.

TZMO is a well-known Social Responsible Company. In India we support hygiene awareness through Bella Training Programme – free of charge educational sessions for girls and women regarding health and female hygiene. Within over 10 years, more than 100.000 school girls and women participated in hygiene trainings conducted in different parts of India. TZMO cooperates with and supports many NGOs and self-help groups in India. TZMO is the proud owner of awards such as Certificate of recognition for Social Responsibility – Best Practices and Nobel Prize Winner Mother Teresa Best Social Service Award.



Ekolog Sp. z o.o. from Piła has been operating in Poland and abroad for over 30 years (including in Kazakhstan, Ukraine, Kirgizstan and China) in the water, sewage, waste, municipal infrastructure and renewable energy. It offers a full range of services: from consulting and design to construction, delivery of equipment, assembly and commissioning, and ending operations. It performs projects financed by international financial institutions, including targeted European Union funds, World Bank and the European Bank for Reconstruction and Development.

In 2015, the company started operations on the Indian market. It has two representative offices - in New Delhi and in Bangalore. In addition, EKOLOG often organizes Polish specialists' visits to India.

EKOLOG's activities take various forms in India. Most often it is a consortium with an Indian partner



BUSINESSES

SUCCESS STORIES

or/and SPV (Special Purpose Vehicle). After three years on the Indian market, EKOLOG is cooperating with the many local companies that are active in the same sector. Dozens of technology offers and technical solutions in the field of environmental protection have been undertaken. The company has so far joined up to six official tenders and sent out a dozen "offensive" offers. This intensive work has already begun to bear fruit.

So far, the company's greatest achievements in India are the contract for construction and 22 years of operation of the Municipal Waste Treatment Plant for the SONEPAT Cluster (600 tons of waste per day), and a contract for setting up and operation for 15 years of the Solid Waste Management Center for Kempegowda International Airport in DBOOT (Design, Build, Own, Operate and Transfer) conditions. The Center will process up to 60 tons of airport waste per day and will produce min. 180 kWh/h of power.

Germany



Profine India, manufacturer of u-PVC window, door profiles under its brand Koemmerling inaugurated its new ultra-modern state of the art extrusion facility. The new extrusion facility is an initiative towards the Make in India campaign and to further strengthen profine's production and service capacity in India. This facility has been developed in 20,000 sq. mt. of area at Vadodara, Gujarat. Profine's gradual expansion in India has already secured an investment of approximately Rs. 100 Crore till now. Eying a turnover of around Rs. 350 Crore by 2022, Profine India is geared up to invest another 100 crores in phases to boost its infrastructure, increasing its production capacity to 15000 MT.

Profine India Window Technology Pvt Ltd., is a wholly owned subsidiary of profine GmbH–International Profile Group, Germany, represented

Internationally. With its KÖEMMERLING, KBE and TROCAL brands, the Group supplies its products to 70 countries and has an excellent international standing at 29 sites in 22 countries. Profine Group manufactures at production facilities in Germany, France, Italy, Spain, Russia, India, Ukraine, the USA and China, with its head office in Troisdorf, North Rhine-Westphalia, and a payroll of 3,300.



In October 2017, TÜV Rheinland India, a subsidiary of the TÜV Rheinland Group, Germany, a worldwide leader in testing, training, inspection, consulting and certification, expanded its footprint in India, with a new EUR 2.5 million facility located at Electronic City in Bangalore.

The new, purpose-built 14,000 sq. mt. facility makes TÜV Rheinland India the first international testing, training, inspection, consulting and certification (TIC) organization operating in the country to house all of its state-of-the-art laboratories under a single roof. This approach offers customers a complete solution that will reduce turnaround time and accelerate time-to-market. The laboratories include the photovoltaic lab, material testing lab, electrical safety lab, medical lab, battery testing lab and the softlines testing lab. It is also home to the wireless IoT testing laboratory, which conducts radiated and conducted signal measurements, as well as wireless alliance certification.

The new facility features the latest technologies and innovations, including solar panels to power interior lighting. Each lab is equipped with the latest technology to address the needs of customers. TÜV Rheinland India can accommodate products ranging from medical to photovoltaic, IT and audio-video products, home automation, home & kitchen appliances, batteries for IT products, wireless devices and automotive components.



BUSINESSES

SUCCESS STORIES

Slovenia



Seven Refractories offers an extensive portfolio of advanced monolithic refractory materials worldwide. In India, it has combined innovative power of the young Slovenian company Seven with long experience of Indian company Dalmia. Their cooperation has resulted in setting up the Dalmia Seven factory in Katni, Madhya Pradesh. The factory, once fully operational, will offer advanced refractory solutions that can help improve productivity and optimize cost in core industries like steel, cement etc.

Talking about Seven's contribution to the joint venture Erik Zobec, CEO of Seven Refractories, stated: "The joint-venture comes at a very exciting time for the refractory business. We see strong signs of market recovery in the steel and iron industries. India, as a rapidly growing market, is particularly well-suited for the advanced product portfolio and production techniques in the coming years. Aided by Seven's latest technology, Dalmia Seven will contribute to 'Make in India' with these advanced products, and participate in India's growth story by helping core industries prosper."

Belgium



Esco Couplings & Transmissions Private Limited (ECTPL) is a 100% technical subsidiary of Esco Couplings N.V. Belgium, an ISO 9001 company which is amongst the world's leading industrial flexible Gear & Disc types coupling manufacturers and part of the Esco group. ECTPL's manufacturing facility is located in Bengaluru Aerospace Park, Devanahalli, Bangalore India.

Continuous investments in R & D, Engineering, Manufacturing, Quality control and Services Divisions have allowed the company to supply the most adapted coupling for the "job" to many major customers. Our couplings have been chosen to connect the most demanding applications, such as: API Pumps, Steam & Gas Turbines, Compressors,

Fans and Boiler feed pumps. Bogie traction motors for metros, intercity connecting trains and high-speed trains, steel and non-ferrous processing machines cold & hot, packaging & pulp and paper.

Our accumulated field experiences over the last 60 years, hand in hand with our customers, as well as the development of our engineering knowledge have permitted us to manufacture a complete range of Disc and Gear couplings responding to the many requested challenges which could be resumed as products with high tech quality and extended life and the capacity to reduce the machine's total operational costs. ECTPL Bangalore is also certified for ISO 9001-2008.

Luxembourg



For over 95 years, CERATIZIT has been a pioneer in developing exceptional hard material products for cutting tools and wear protection. The privately-owned company, based in Mamer, Luxembourg, develops and manufactures highly specialized carbide cutting tools, inserts and rods made of hard materials as well as wear parts. With over 6,000 employees at 27 production sites and a sales network of over 60 branch offices, CERATIZIT is a global player in the carbide industry. As a leader in materials technology, CERATIZIT continuously invests in research and development and holds over 600 patents. Innovative carbide solutions from CERATIZIT are used in mechanical engineering and tool construction and many other industries including the automotive, aerospace, oil and medical sectors.

CERATIZIT commenced production in the new Indian facility in 2015. The plant is located in Uluberia on the Kolkata-Mumbai highway. The present facility is spread over 25,000 square meters and has a capacity of manufacturing full range of ISO turning inserts, milling inserts, tool holders and carrier bodies. The new facility has all modern amenities. The facility has more than adequate space to meet all our future needs of expansion for the next 20-30 years. The investment in Uluberia plant and our KOMET and CTRTS plants in Bangalore are a reflection of the commitment of CERATIZIT Group to be a leading player in the Indian market for cutting tools and provide the latest and most innovative solutions to our customers.



BUSINESSES

I WANT TO EXPORT TO THE EU

The European Union (EU) is the world's largest single market and the "EU Trade Helpdesk" is your one-stop-shop to access it. The EU is committed to helping exporters like you in its trade partner countries with the information you need to:

- ★ make the most of the trade agreements we have put in place;
- ★ bring your products onto the EU market.



Visit "EU Trade Helpdesk":

<http://trade.ec.europa.eu/tradehelp/> and find out the EU's import rules and regulations, the EU's import duties and the documents to fill for customs, all in just a few minutes!

The "EU Trade Helpdesk" is a free online one-stop-shop service which explains to business how to export to the EU. In just in a few clicks

businesses can find EU requirements, taxes, tariffs, preferential arrangements, rules of origin and statistics that apply to their products.

Examples of the kind of information a business can find in the "EU Trade Helpdesk":

- ★ What are the customs duties for my product?
- ★ Am I entitled to benefit from a preferential custom duty?
- ★ Which rules of origin should I comply with?
- ★ What are the import requirements and rules on food hygiene and official food controls?
- ★ Does my product comply with the rules for EU organic farming to bear the EU organic farming logo?
- ★ Do my exports of chemical products comply with EU legislation?

REACH

REACH (Registration, Evaluation, Authorisation and Restriction of Chemicals) is a regulation of the European Union, adopted to improve the protection of human health and the environment from the risks that can be posed by chemicals. In principle, REACH applies to all chemical substances; not only those used in industrial processes but also in our day-to-day lives, for example in cleaning products, paints as well as in articles such as clothes, furniture and electrical appliances.

REACH places the burden of proof on companies. To comply with the regulation, companies must identify and manage the risks linked to the substances they manufacture and market in the EU. They have to demonstrate how the substance can be safely used, and they must communicate the risk management measures to the users.

REACH apply to products manufactured in or imported into the EU. Each individual substance imported at or above one tonne per year (on its own or in a mixture) needs to be registered with the European Chemicals Agency by the importing company or by an "only representative".

If you export to the EU:

https://echa.europa.eu/documents/10162/13563/leaflet_reach_2018_non_eu_en.pdf



LIST OF USEFUL

WEBSITES

Delegation website

<http://eeas.europa.eu/delegations/india>

European Commission

<http://ec.europa.eu>

DG TRADE

<http://ec.europa.eu/trade>

Eurostat

<http://ec.europa.eu/eurostat>

EU Export Helpdesk

<http://exporthelp.europa.eu/thdapp/index.htm>

European Investment Bank

<http://www.eib.org>

European Union Member States and Date of Accession



Austria
1995



Belgium
1956



Bulgaria
2007



Croatia
2013



Cyprus
2004



Czech Republic
2004



Denmark
1973



Estonia
2004



Finland
1995



France
1956



Germany
1956



Greece
1980



Hungary
2004



Ireland
1973



Italy
1956



Latvia
2004



Lithuania
2004



Luxembourg
1956



Malta
2004



The Netherlands
1956



Poland
2004



Portugal
1986



Romania
2007



Slovakia
2004



Slovenia
2004



Spain
1986



Sweden
1995



United Kingdom
1973

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