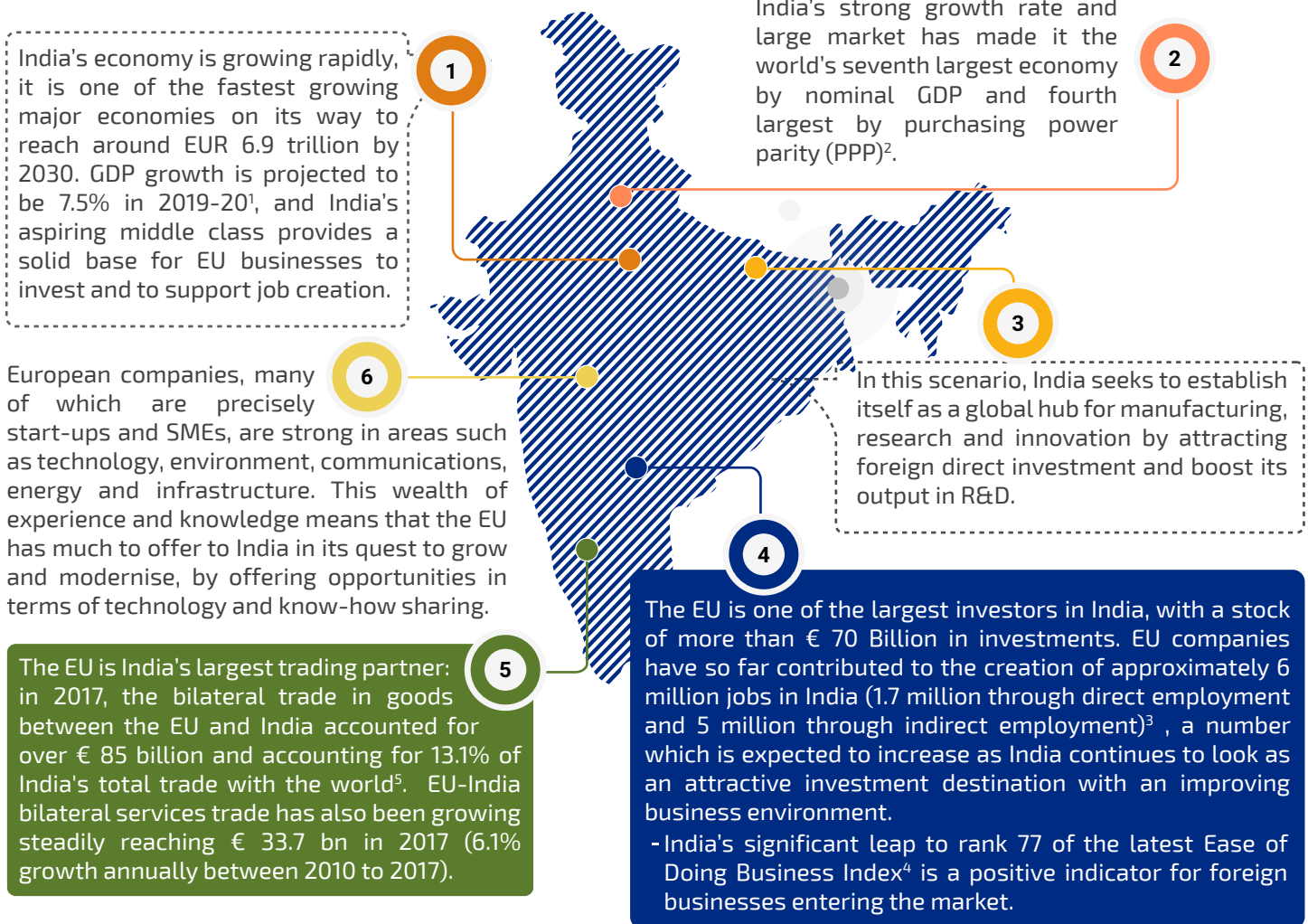




# BUSINESS SUPPORT TO THE EU-INDIA POLICY DIALOGUES

## EU-INDIA RELATIONS

The EU is India's largest trading partner. Some of the key points underlying this strong bilateral relationship are as follows:



## Key Pillars of EU-India Partnership

The following policy dialogues are key pillars of the EU-India relation that can further spur business collaborations, trade and investments. The focus of these dialogues and cooperation areas is on providing access to green technologies and digital solutions; achieving resource efficiency; implementing regulatory models and legislative frameworks; and harmonising standards in key sectors:

-  **EU India Policy Dialogue on Environment**  
Resource Efficiency Initiative | The Indo-European Water Partnership (IEWP)  
The Clean Energy and Climate Partnership (CECP)
-  **EU-India Policy Dialogue on ICT**  
Project on ICT Standardisation Collaboration
-  **EU India Policy Dialogue on Urbanisation**  
Smart and Sustainable Urban Partnership
-  **EU India cooperation on Research and Innovation, Sustainable Mobility, Transport and Logistics**



<sup>1</sup> The World Bank, 2019 | <sup>2</sup> ibid | <sup>3</sup> European Union Delegation to India, 2018, p. 19 | <sup>4</sup> The World Bank, 2018 | <sup>5</sup> European Commission, 2018

# The 'Business Support to the EU-India Policy Dialogues' Project

Drawing its inspiration from the conclusions reached at the 2017 EU-India Summit, the 'Business Support to the EU-India Policy Dialogues' Project aims to spur enhanced bilateral business cooperation on the above-mentioned policy dialogues by strengthening and supporting the businesses.

## Project Objectives

The programme aims precisely at tapping into such business opportunities and focusses in particular, but not exclusively, to areas such as environment, energy, climate, mobility, urbanisation and ICT, where we already have an advanced cooperation – in the form of Policy Dialogue - with India. The initiative will bring together European and Indian SMEs through joint actions, business to business matchmaking and exchanges on best practices. The programme will carry out technical market studies, constitute a database of EU companies that can offer technical solutions and create an online platform to share information on the business opportunities and connect Indian and EU business. Bringing European and Indian business together to complement these key dialogues with a business angle, will not only facilitate business cooperation but would also support the transfer of advanced EU technologies and innovative practices which can be adapted for the localized and affordable solutions for the Indian market.

Providing a horizontal business cooperation facility to facilitate technology collaborations, and exchange on standards and business best practices.



Enabling a strong channel for communicating collaboration opportunities, as well as challenges in implementing such collaborations.



Removing trade barriers and identify regulatory and economic trends with a focus on SMEs.



## Expected Results Under The Project

The above objectives are expected to be realised by providing European businesses in India with better insights on opportunities as well as support and facilitate the engagement with Indian stakeholders within the frame of sectoral partnerships. Specifically, this includes:

- Identification of European technical and business solutions relevant to the targeted policy dialogues, which can be aligned with the demand in India.
- Enhanced dissemination of information regarding European best practices and technologies in key sectors leading to a diversified presence of EU companies in the Indian market.
- Enhanced discussion on regulatory aspects and standards with the targeted policy dialogues, to support an increase in business and technology collaborations.

The project is led by GFA Consulting Group GmbH (Hamburg, Germany) in consortium with EBTC - European Business and Technology Centre (New Delhi, India), implementation partner India, and EUROCHAMBRES (Brussels, Belgium), implementation partner Europe.

## References:

- European Commission, 2018. EU India Trade and Investment. Available at: <http://ec.europa.eu/trade/policy/countries-and-regions/countries/india/>
- Eurostat, 2018. India-EU – international trade in goods statistics. Available at: [https://ec.europa.eu/eurostat/statistics-explained/index.php?title=India-EU\\_%E2%80%93\\_international\\_trade\\_in\\_goods\\_statistics#Overview](https://ec.europa.eu/eurostat/statistics-explained/index.php?title=India-EU_%E2%80%93_international_trade_in_goods_statistics#Overview)
- European Union Delegation to India, 2018. The European Union and India - Trade and Investment 2018.
- The World Bank, 2018. Ease of Doing Business Index - India. Available at: <http://www.doingbusiness.org/en/data/exploreconomies/india>
- The World Bank, 2019. Country Data India. Available at: <https://data.worldbank.org/country/india>

# PROGRAMME

## Launch of the “Business Support to EU-India Policy Dialogues” Project

In the presence of  
**H.E. Mrs. Elżbieta Bieńkowska, Commissioner - Internal Market, Industry,  
 Entrepreneurship and SMEs-European Commission**

**Tuesday, 26th Feb 2019, 9:30 am to 01:30 pm at  
 Taj Man Singh, Aftab Mahtab, New Delhi, India**

09:30 - 10:00	Registration
<b>INAUGURAL SESSION</b>	
10:00 - 10:05	Welcome Address by <b>H. E. Mr. Tomasz Kozlowski, Ambassador of the European Union to India</b>
10:05 - 10:15	Industry Perspective on SME collaboration by <b>Mr. Anil Bhardwaj, Secretary General, Federation of Indian Micro and Small &amp; Medium Enterprises (FISME)</b>
10:15 - 10:25	Key Note Address – Insights on enhancing EU India policy dialogues and their strategic importance for EU India relations by <b>Mr. Amitabh Kant, CEO, Niti Aayog</b>
10:25 - 10:35	Key Note – Role of businesses in EU–India policy dialogues by <b>H. E. Mrs. Elżbieta Bieńkowska, Commissioner - Internal Market, Industry, Entrepreneurship and SMEs - European Commission</b>
10:35 - 10:45	Introduction of “Business Support to EU–India Policy Dialogues” Project by <b>Mr. Poul V. Jensen, Project Team Leader (Project Launch)</b>
10:45 - 10:50	Concluding Remarks by <b>Mr. Raman Sidhu, Chairman, European Business Group Federation (EBG)</b>
10:50	Group Photo
10:50 - 11:15	Tea Break

## Interactive Discussion – Business Support to EU India Policy Dialogues

11:15 - 12:15	<p><b>Panel Discussion: EU-India business collaborations – Experiences and insights on opportunities and challenges, relevant to the EU-India Policy Dialogues</b></p> <p>Session Moderator: <b>Mr. Arnaldo Abruzzini, CEO, EUROCHAMBRES</b></p> <ul style="list-style-type: none"><li>• Mr. Guillaume Choquet, Counsellor Economic Affairs, Embassy of Belgium in India</li><li>• Ms. Payal S. Kanwar, Secretary General, Indo-French Chamber of Commerce and Industry</li><li>• Mr. Klaus Maier, Founder, Maier + Vidorno</li><li>• Ms. Neerja Singh, Director &amp; Head - Infrastructure (Transport and Urban) FICCI</li><li>• Mr. Davinder Sandhu, Partner KPMG</li><li>• Ms. Ravneet Mann, Assistant Vice President, Invest India</li></ul>
12:15 - 12:25	<p>Objectives of the 'Business Support to the EU-India Policy Dialogues' presentation by <b>Mr. Joel Fernandes, Project Key Expert</b></p>
12:25 - 13:10	<p><b>Insights on on-going projects relating to EU-India Policy Dialogues and outlook on expectations from the 'EU India Business Support' Project by 2021</b></p> <p>Panel Moderator: <b>Mr. Joel Fernandes, Project Key Expert</b></p> <p>Representatives of EU Policy Dialogue Projects and Programmes -</p> <ul style="list-style-type: none"><li>• Mr. Amit Kumar, PwC India - Clean Energy and Climate Partnership (CECP)</li><li>• Dr. Vikrant Tyagi, Project Coordinator, GIZ - India EU Water Partnership (IEWP)</li><li>• Mr. Sachin Gaur, Local Coordinator - India EU ICT Standardisation</li><li>• Dr. Reva Prakash, GIZ - Resource Efficiency Initiative (REI)</li></ul>
13:10 onwards	Lunch



Consortium Lead



Implementation Partner-India



Implementation Partner-Europe



A project funded by the European Union