



EU-INDIA TRADE AND INVESTMENT



TABLE OF CONTENTS



2

FOREWORD

THE EUROPEAN UNION

- + Key Facts
- + Elements for an EU Strategy on India
- + EU Trade Policy Making
- + EU Trade with the World (Goods/Services)
- + EU Outward and Inward FDI Stock
- + Free Trade Negotiations

3-12

INDIA

- + Key Facts
- + India's Trade in Goods with the World
- + EU-India: a Snapshot Comparison of Economies
- + The Changing Share of the Global Economy

13-18

EU-INDIA TRADE & INVESTMENT

- + Introduction
- + Investment: the EU is the Largest Investor in India
- + Trade in Goods
- + Trade in Services
- + EU Member States' Trade in Goods and Services with India
- + EU'S Generalised Scheme of Preferences
- + Realising the Untapped Potential of EU-India Trade and Investment
- + EU-India: a Free Trade Agreement

19-33

BUSINESSES

- + The 'Business Support to the EU-India Policy Dialogues' Project
- + EBG and EEG
- + Bilateral Chambers of EU Member States
- + Business Success Stories
- + I Want to Export to the EU

34-52



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."

Foreword

The EU is in prime position when it comes to global trade: it is the world's largest economy. It is also the largest trading bloc in the world. On the other hand, 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 global economies.

Both India and the EU have vast domestic markets and a strong entrepreneurial tradition. There is enormous potential for both sides to benefit from reinforced trade, economic and investment relations.

The EU is already India's first partner in terms of trade and actual investment inflows. Bilateral trade in goods and services amounts to €125 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.

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.

In order to establish more favorable conditions for bilateral economic exchanges, the EU remains firmly committed to working towards a comprehensive, balanced and mutually beneficial free trade agreement with India. Ensuring a high level of investment protection in order to remain an attractive destination for new investments is also a key dimension of the EU-India partnership.

I would also like to refer to new opportunities coming up from India's modernisation agenda which have led to vibrant EU-India partnerships on water, resource efficiency, clean and renewable energy and climate change as well as on sustainable urbanisation, bringing opportunities for businesses on both sides. Building on this momentum, we hope to soon launch a new partnership on circular economy and possibly on blue economy.

A new business support project financed by the EU and launched earlier this year aims at expanding our trade and investment ties with India. The project will set up platforms that facilitate business to business cooperation and communication between European and Indian companies, focusing in particular on small and medium sized enterprises.

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



Tomasz Kozlowski

Ambassador of the European Union to India

The European Union

Key Facts

Population (2017): 512.6 million

Population density: 121/km²

Land area: 4.476 million km²

GDP (2017): 18.8 trillion US\$

GDP per capita (2017): 36,605 US\$

GDP growth (2007-2017): 0.8%



The European flag 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. The European flag symbolises both the European Union and, more broadly, the identity and unity of Europe.

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).

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.

1969

At the Hague Summit, the EEC's political leaders decide to move further ahead with European integration.

1973

Denmark, Ireland and the United Kingdom join the European Communities, bringing their membership to nine.

1986

Spain and Portugal join the European Communities, bringing their membership to 12.

1991

The Maastricht European Council adopts a Treaty on European Union. It lays the basis for a common foreign and security policy, closer cooperation on justice and home affairs and the creation of an economic and monetary union, including a single currency. The inter-governmental cooperation in these fields added to the existing Community system creates the European Union (EU). The EEC is renamed the 'European Community' (EC).

1992

The Treaty on European Union is signed at Maastricht. It enters into force on 1 November 1993.

1993

The Single Market is created.

1995

Austria, Finland and Sweden join the EU, bringing its membership to 15.

1999

The currencies of 11 EU countries are replaced by the euro. The single currency is launched on the money markets. From this point onwards, the European Central Bank (ECB) has responsibility for the EU's monetary policy, which is defined and implemented in euro.

2002

People in the euro area countries begin using euro notes and coins.

2004

Cyprus, the Czech Republic, Estonia, Hungary, Latvia, Lithuania, Malta, Poland, Slovakia and Slovenia join the European Union.

2007

Bulgaria and Romania join the EU.

2013

Croatia joins the European Union as its 28th member state.

Elements for an EU Strategy on India

Strengthening the Political Partnership

The European Union and India upgraded their long-standing relationship to a strategic partnership in 2004, acknowledging their common goals and principles. Nowadays, in a challenging international environment, the EU and India share the same values of democracy, human rights, fundamental freedom and support the rule-based global order.

Pursuant to this, in November 2018, the European Commission and the High Representative of the Union for Foreign Affairs and Security Policy adopted a Joint Communication that sets out the EU's vision for a strategy to strengthen cooperation and the partnership with India.

Through the strategy, the EU places an emphasis on reinforcing cooperation in foreign policy and developing security and defence cooperation with India, promoting effective multilateralism, and building on common values and objectives.

This Joint Communication replaces the last Commission Communication on India of 2004, recognising that India has emerged as the fastest-growing large economy and has acquired an important geopolitical role.

The Communication aims to strengthen the EU-India Strategic Partnership by focusing on sustainable modernisation and on common responses to global and regional issues, and will provide the policy framework for the EU's deeper and broader engagement with India over the coming years.

EU-India: Partners in Progress

MODERNISATION

- + Investment in India's sustainable modernisation
- + New business opportunities
- + Enhanced connectivity and data protection
- + Sustainable urbanisation

ENVIRONMENT, ENERGY AND CLIMATE CHANGE

- + Implementation of the Paris Agreement
- + Clean energy transition, energy efficiency and renewable energy
- + Addressing major environmental challenges
- + India-EU Water Partnership
- + Joint Declaration on Resource Efficiency

TRADE & INVESTMENT

- + Balanced, ambitious and mutually beneficial agreements on trade and investment
- + Sound, transparent, non-discriminatory regulatory and business environment in India

INNOVATION

- + More people-to-people exchanges, utilising societal diversity
- + Cooperation on education and skills, mutual recognition of qualifications, mobility of talent
- + Innovation initiatives

REINFORCING COOPERATION ON FOREIGN POLICY

- + Coordinating on the most relevant foreign policy issues
- + Working for stability and security in the overlapping neighbourhoods
- + Engaging India more on sustainable connectivity both at strategic and operational levels
- + Sustainable urbanisation

PROMOTING EFFECTIVE MULTILATERALISM

- + Promoting the rules-based global order and trading system
- + Improving coordination in the United Nations, World Trade Organisation and G20
- + Working on strong, sustainable, balanced and inclusive global growth

DEVELOPING SECURITY AND DEFENCE COOPERATION

- + Fighting terrorism and radicalisation
- + Exchanging expertise on maritime and cyber security, non-proliferation / disarmament and hybrid threats
- + Military relations via personnel exchanges and trainings

BUILDING ON COMMON VALUES AND OBJECTIVES

- + Promoting gender equality and women's empowerment, human rights and democracy, and the inclusion of young people
- + Coordinating on humanitarian and disaster relief operations
- + Delivering the UN Sustainable Development Goals and Agenda 2030

1.
The EU is India's first trading partner with trade amounting to €125 billion

3.
The European Investment Bank (EIB) has invested €2.5 billion in infrastructure, renewable energy and climate projects

2.
6,000 EU companies established in India employing (directly and indirectly) 6 million people

4.
The EU receives over 50,000 students from India every year

EU 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

- 1.** The EU is the largest economy in the world with a GDP per head of €30,900 for its 500 million consumers.
- 2.** The EU is the world's largest single market with transparent rules and regulations.
- 3.** The EU is the world's largest trader of manufactured goods and services.
- 4.** 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.
- 5.** 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).
- 6.** 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.

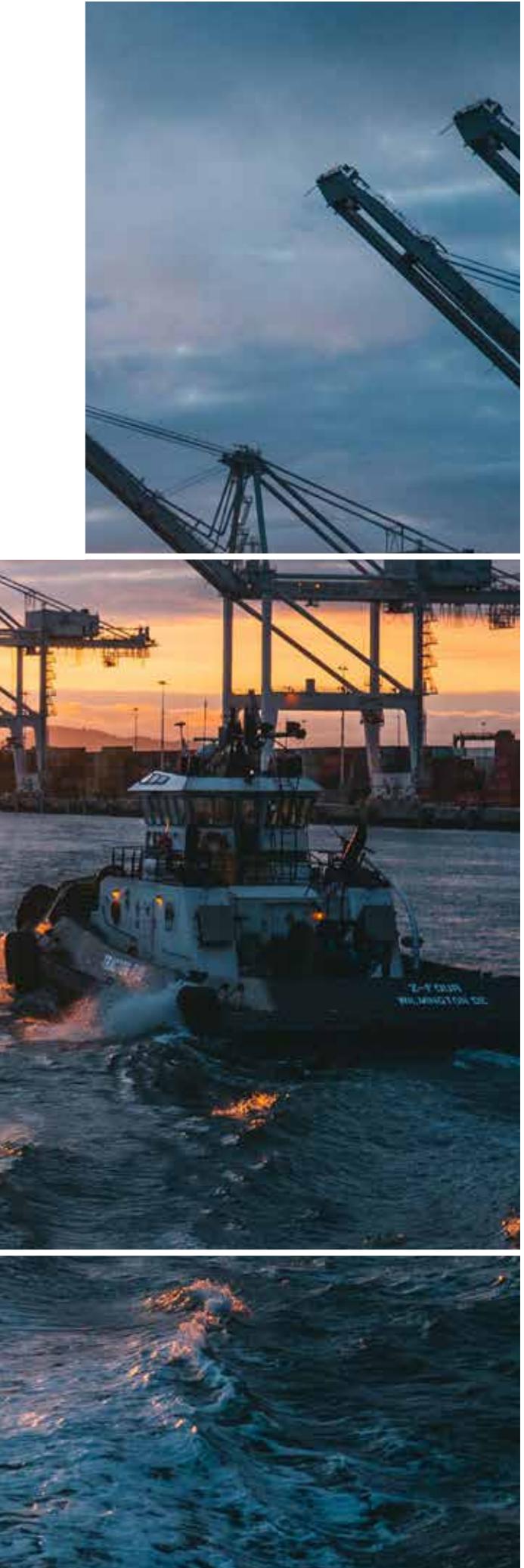
How the EU Negotiates Trade Deals

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.

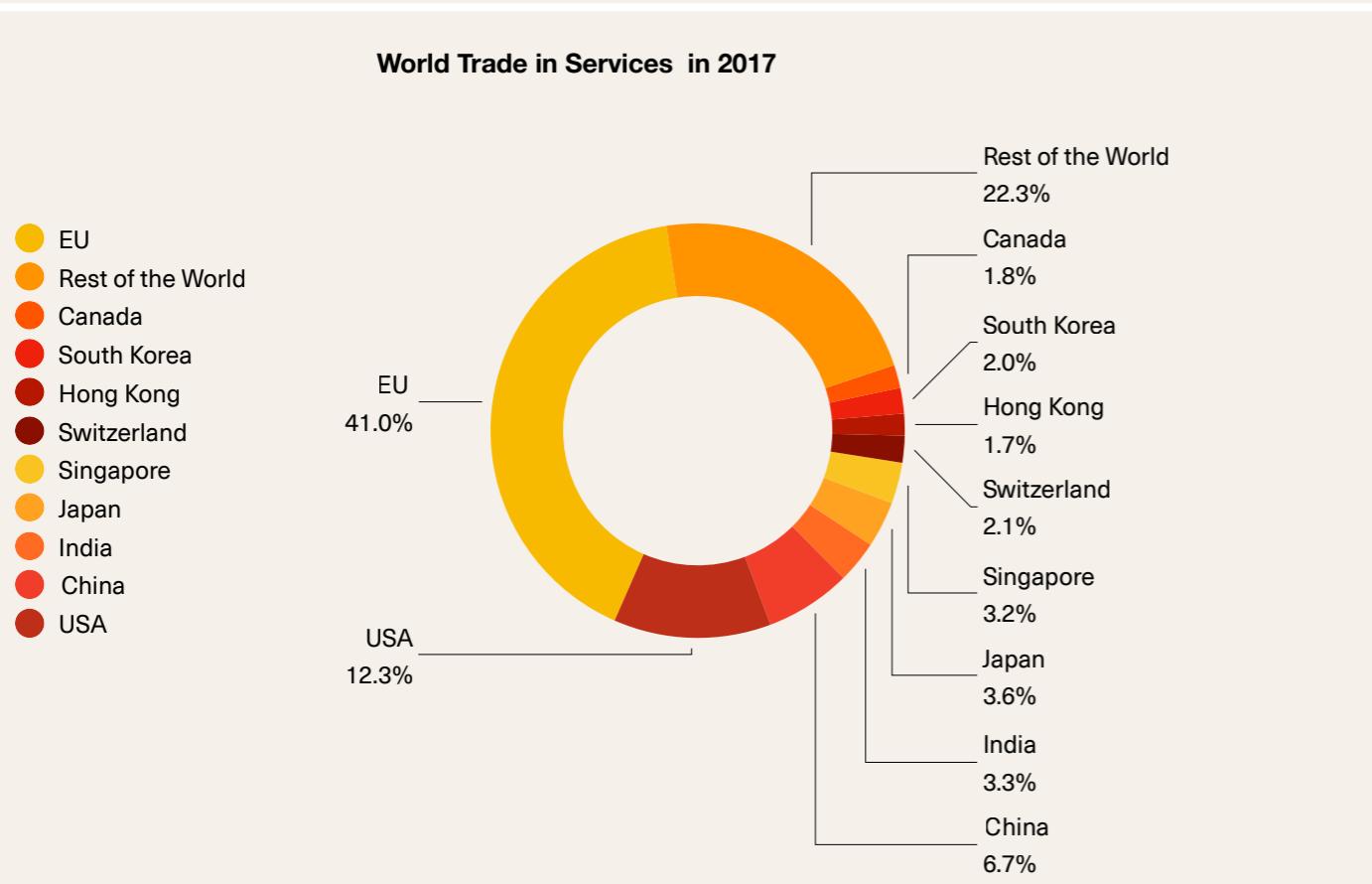
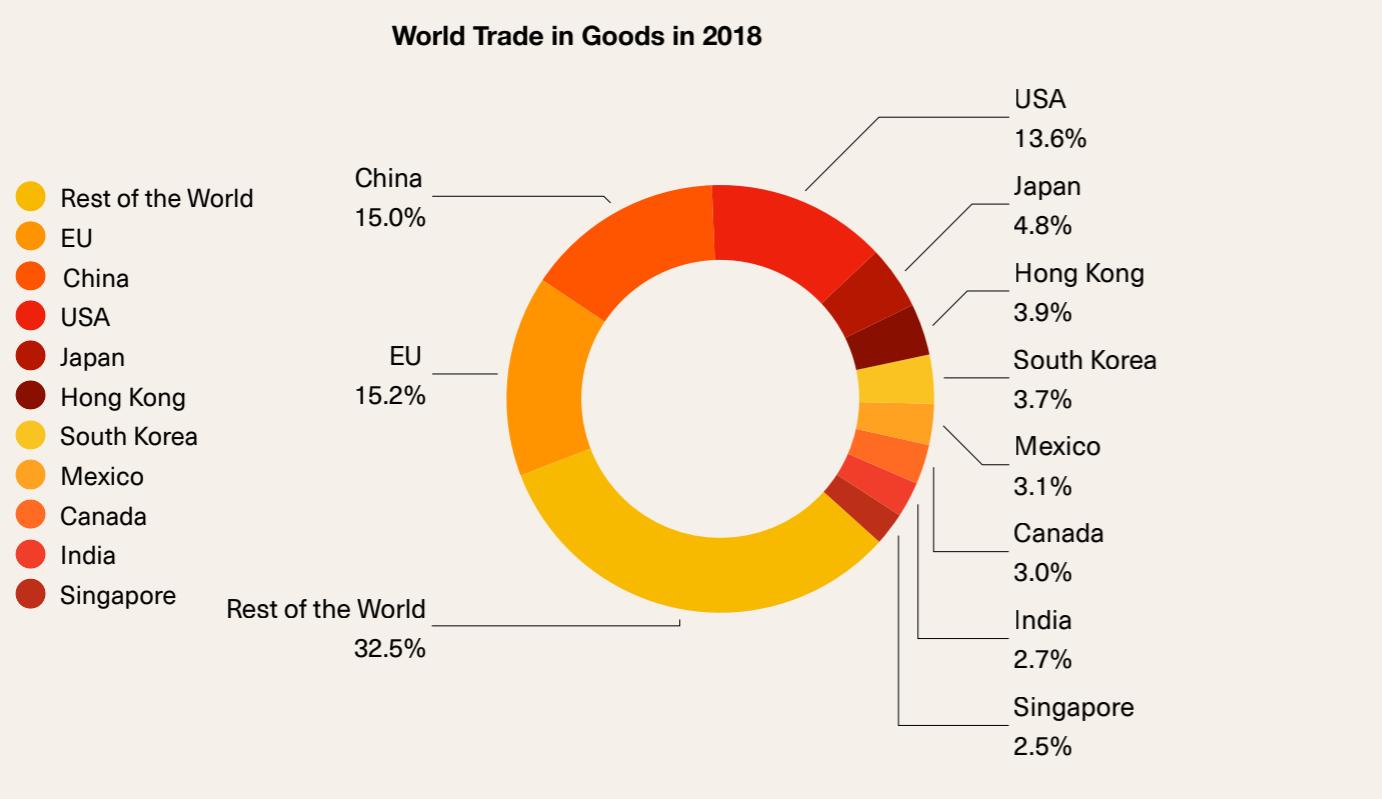
Then the Commission negotiates with the trading partner on behalf of the EU. During the negotiations, the Commission works closely with the Council's trade policy committee and keeps the European Parliament fully informed. The Commission also holds meetings with representatives of civil society and publishes, 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.



EU Trade with the World (Goods/Services)



EU Outward and Inward FDI Stock



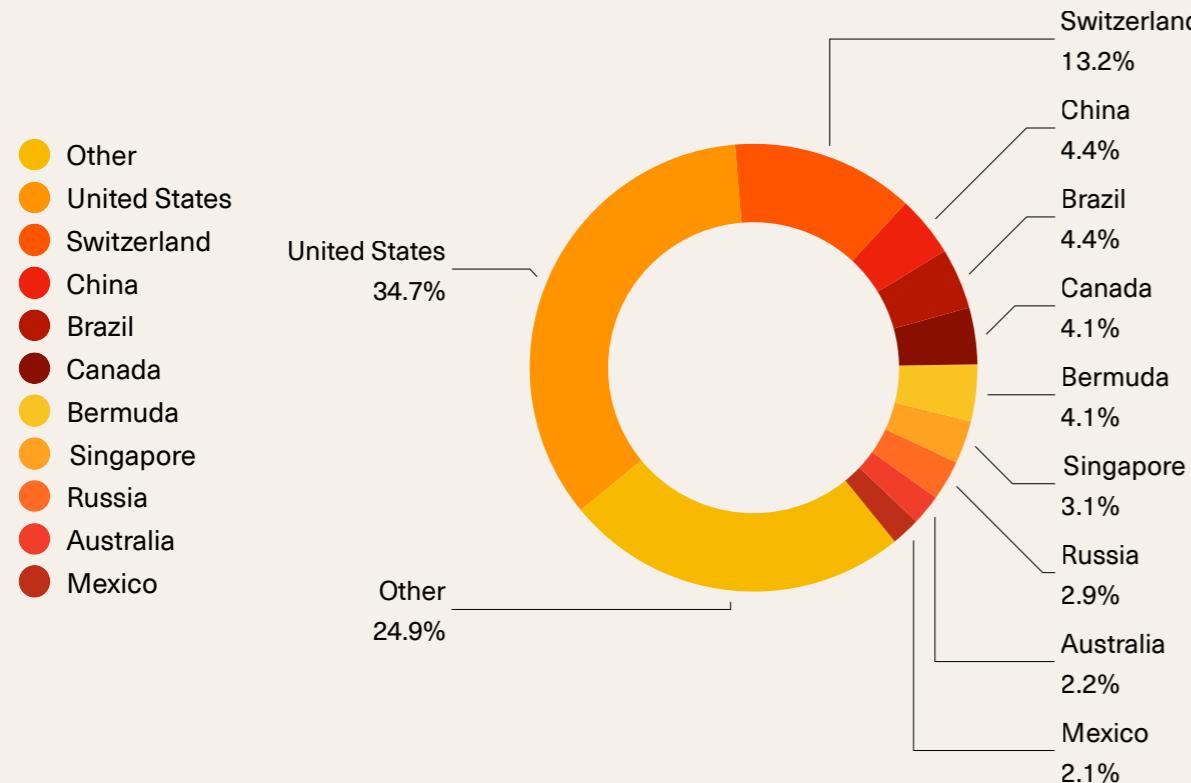
Net foreign direct investment (FDI) stocks held in the rest of the world by investors resident in the European Union (EU) amounted to €7412 billion at the end of 2017, down by 4.8% compared with the end of 2016. Meanwhile, investment stocks held by the rest of the world in the EU remained almost stable at €6295 billion at the end of 2017 (-0.3%). In other words, the EU's net investment position vis-a-vis the rest of the world decreased from €1469 billion at the end of 2016 to €1117 billion at the end of 2017.

EU and US markets remain highly interconnected

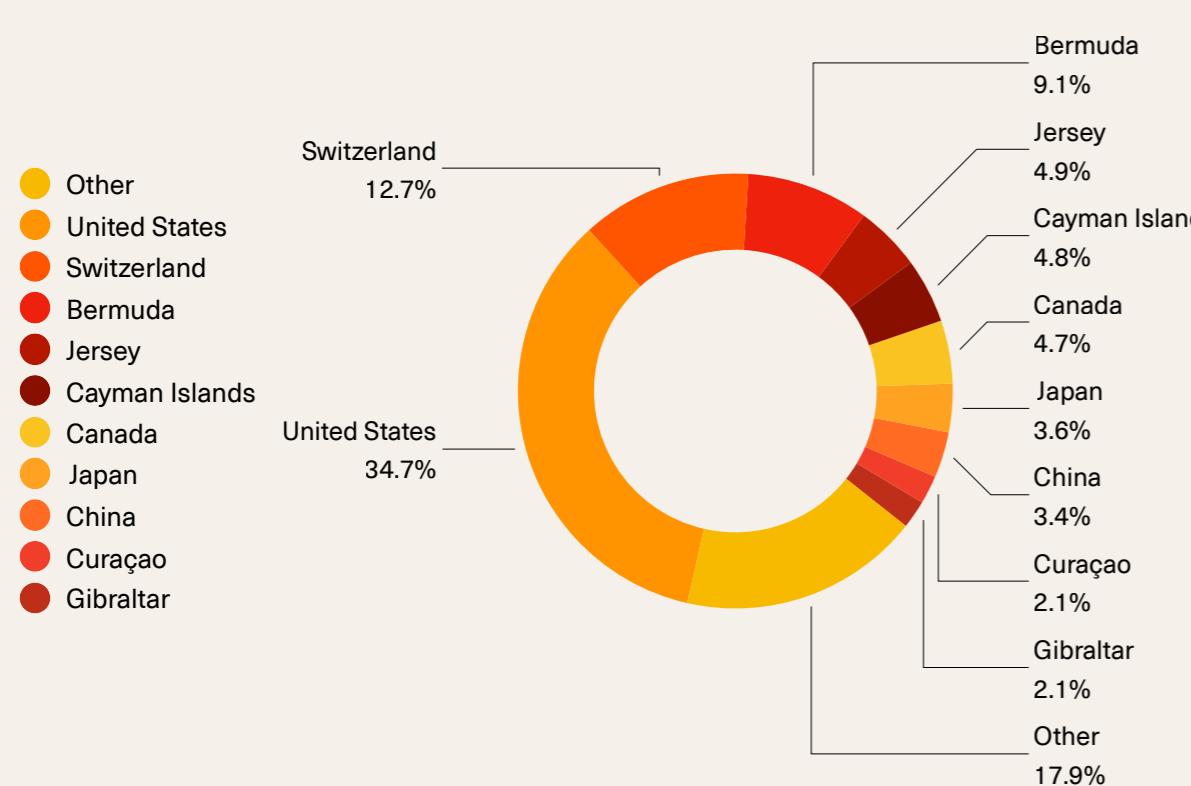
At the end of 2017, the United States absorbed 34.7% of the total FDI stocks held by the EU in the rest of the world (€2569 billion), far ahead of Switzerland (€979 billion or 13.2%), China (€328 billion or 4.4%), Brazil (€324 billion or 4.4%), Canada (€305 billion or 4.1%), and Bermuda (€304 billion or 4.1%). In the reverse direction, United States' direct investors accounted for 34.7% (€2184 billion) of the total FDI stocks held by the rest of the world in the EU at the end of 2017. They were followed by those from Switzerland (€802 billion or 12.7%), the offshore financial centres of Bermuda (€572 bn or 9.1%), Jersey (€306 billion or 4.9%) and Cayman Islands (€300 billion, or 4.8), as well as Canada (€293 billion or 4.7%).



Share of FDI stocks held by the EU in rest of the world, end of 2017



Share of FDI stocks held by rest of the world in the EU, end of 2017



Source: Eurostat

EU Free Trade Negotiations with Rest of the World

In recent years, the EU has concluded FTA negotiations with South Korea (2011), Singapore (2014), Canada (2016), 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), Australia and New Zealand (April 2017).

Such agreements – covering nearly 70 markets all over the world – are proving effective in removing barriers to trade and promoting high standards of labour and environment protection. However, European exporters could make even more out of the opportunities offered by the agreements in place.

The agreements concluded so far between the EU and its trading partners are grouped into four categories depending on their scope and economic and political objectives:

» **First generation agreements** are the ones preceding the 2006 “Global Europe” Communication”, including with Norway, Switzerland, eight Mediterranean countries, Mexico and Chile, focussing on tariff elimination and the Customs Union with Turkey. The Stabilisation and Association Agreements with five Western Balkan countries contain additional provisions to prepare for their progressive integration into the EU market.

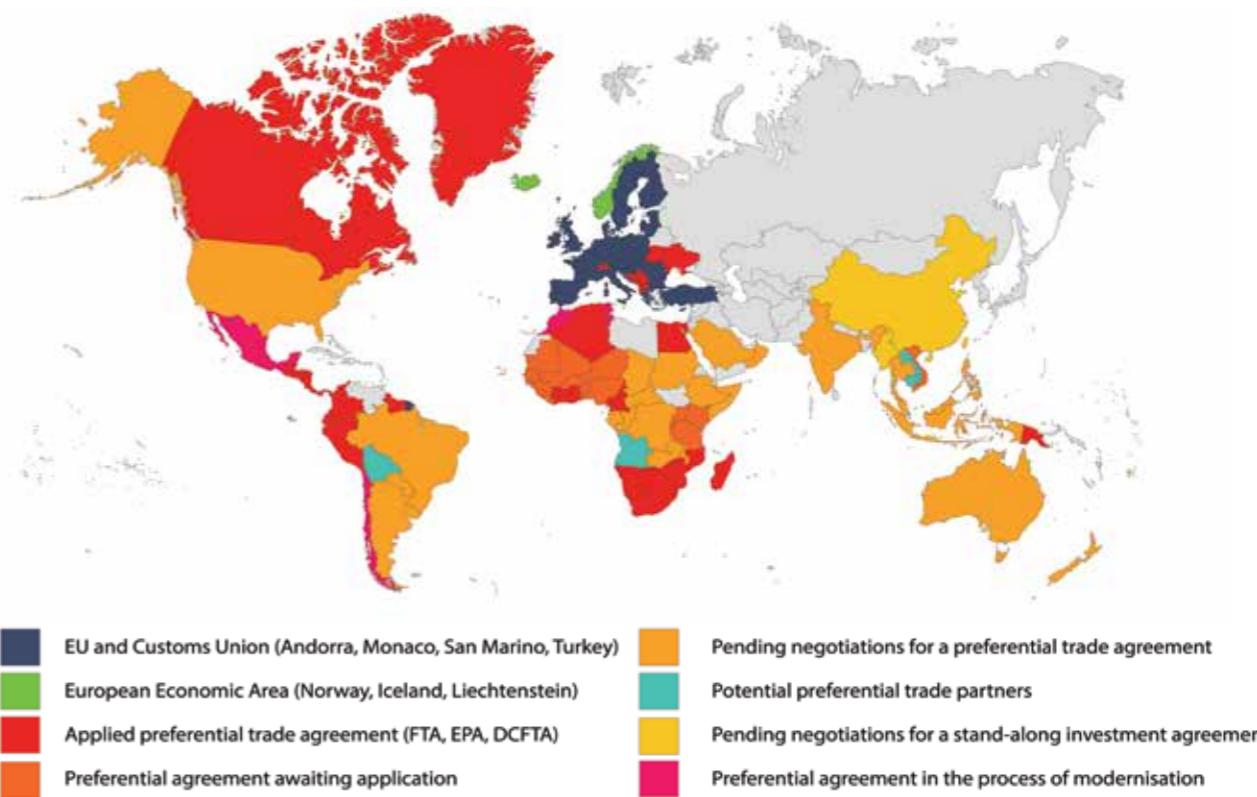
» **Second generation agreements**, like those with South Korea, Colombia, Peru and Ecuador, Central America and Canada, extend to new areas, including on competition, protection of intellectual property rights and customs’ cooperation, commitments on services and establishment and sustainable development.

» Deep and Comprehensive Free Trade

Areas concentrate on tightening economic links between the EU and its neighbours like Ukraine, Georgia and Moldova, by bringing their regulatory framework closer to EU law, notably in trade-related areas.

» **Economic Partnership Agreements** focus on development needs of African, Caribbean and Pacific regions.

The state of EU trade negotiations



India

Key Facts

Population (2017): 1339 million

Population density: 403/km²

Land area: 3.288 million km²

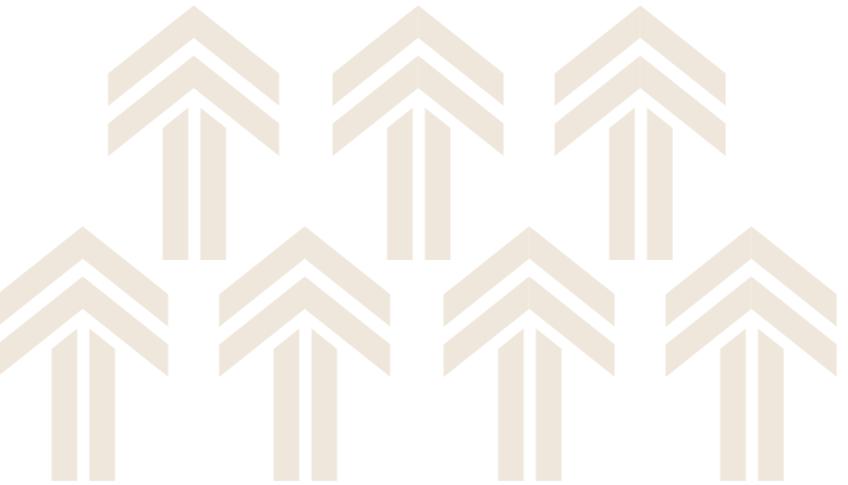
GDP growth (2007-2017): 7%

GDP (2017): 2.6 trillion US\$

GDP per capita (2017): 1965 US\$



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.



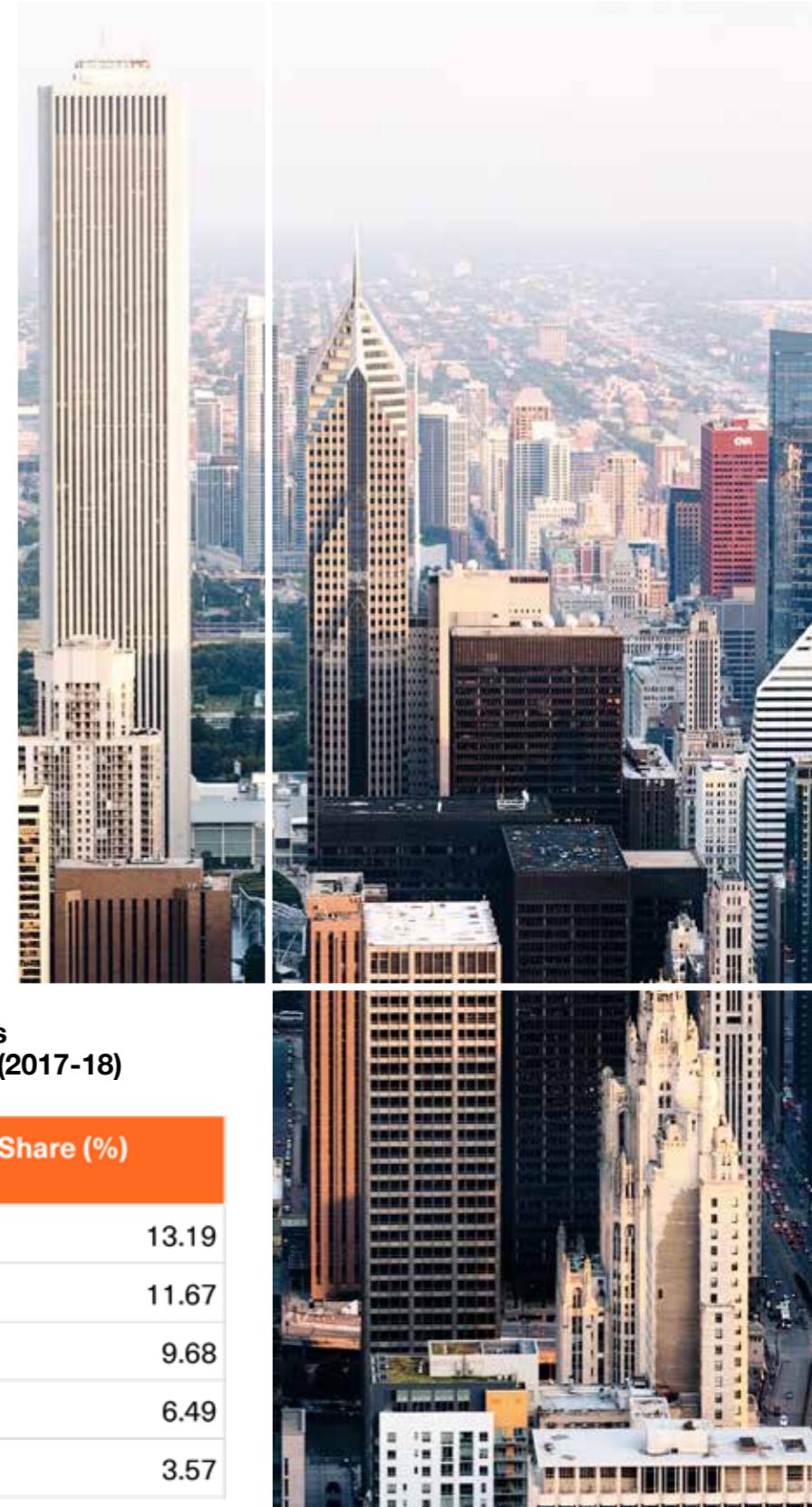
In a nutshell

- + 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.

In 2017, India's share in global exports was 1.68% against 1.65% in 2016. Similarly, during the same period, India's share in global imports was 2.48% compared to 2.21% in 2016. India's rank in world trade in 2017 was 20 and 11 for exports and imports respectively.

In 2017-18, the European Union was India's largest trading partner with a total trade in goods (import + export) of over US\$ 100 billion. Other main partners of India are China (US\$ 89.71 billion), USA (US\$ 74.48 billion), UAE (US\$ 49.88 billion) and Saudi Arabia (US\$ 27.48 billion). The table below depicts India's trade with the world and its top 20 export destinations and import sources. The figures in the table are given in US dollars.

Trade in Goods with the World



India Total Trade in Goods (Imports+Exports) with the World (2017-18)

Sr.	Partner Country	Value (\$ billion)	Share (%)
1	European Union	101.46	13.19
2	China	89.71	11.67
3	USA	74.48	9.68
4	UAE	49.88	6.49
5	Saudi Arabia	27.48	3.57

Source: Department of Commerce, Gol

India Exports to the World 2017-18

Rank	Partner Country	Value (\$ billion)	Share (%)
1	European Union	53.59	17.66
2	USA	47.87	15.77
3	UAE	28.14	9.27
4	Hong Kong	14.69	4.84
5	China	13.33	4.39
6	Singapore	10.2	3.36
7	Vietnam	7.81	2.57
8	Malaysia	5.7	1.88
9	Saudi Arabia	5.41	1.78
10	Japan	4.73	1.56
11	Korea RP	4.46	1.56
12	Australia	4.01	1.32
13	Indonesia	3.96	1.30
14	South Africa	3.82	1.26
15	Thailand	3.65	1.20
16	Iran	2.65	0.87
17	Nigeria	2.25	0.74
18	Russia	2.11	0.70
19	Iraq	1.46	0.48
20	Switzerland	1.08	0.36
Total Exports		303.52	100

India Imports from the World 2017-18

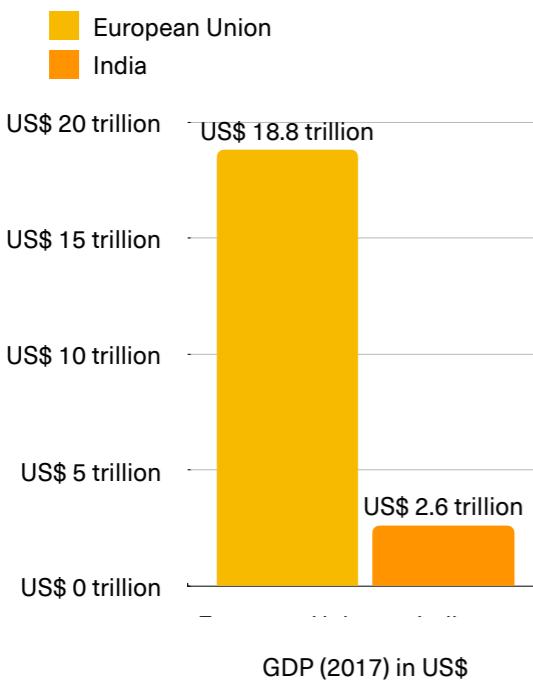
Rank	Partner Country	Value (\$ billion)	Share (%)
1	China	76.38	16.41
2	European Union	47.87	10.28
3	USA	26.61	5.72
4	Saudi Arabia	22.06	4.74
5	UAE	21.73	4.67
6	Switzerland	18.92	4.06
7	Iraq	17.61	3.78
8	Indonesia	16.43	3.53
9	Korea RP	16.36	3.51
10	Australia	13.99	3.00
11	Iran	11.11	2.39
12	Japan	10.97	2.36
13	Hong Kong	10.67	2.29
14	Nigeria	9.50	2.04
15	Malaysia	9.01	1.94
16	Russia	8.57	1.84
17	Singapore	7.46	1.60
18	Thailand	7.13	1.53
19	South Africa	6.83	1.47
20	Vietnam	5.01	1.08
Total Imports		465.6	100

Source: Department of Commerce, GoI

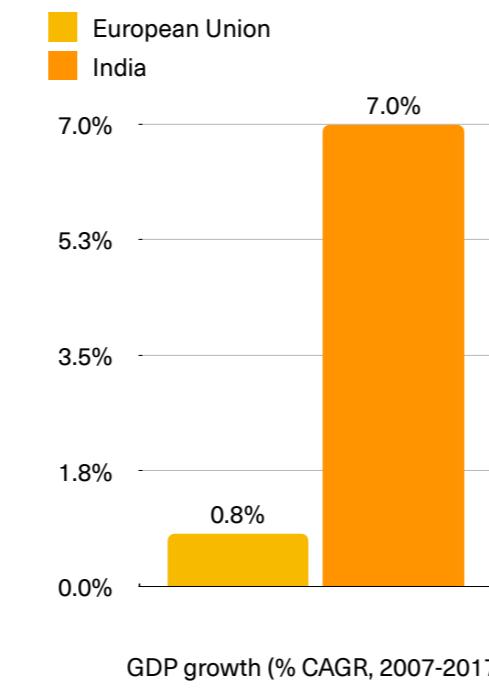
Source: Department of Commerce, GoI

EU-India: Snapshot Comparison of Economies

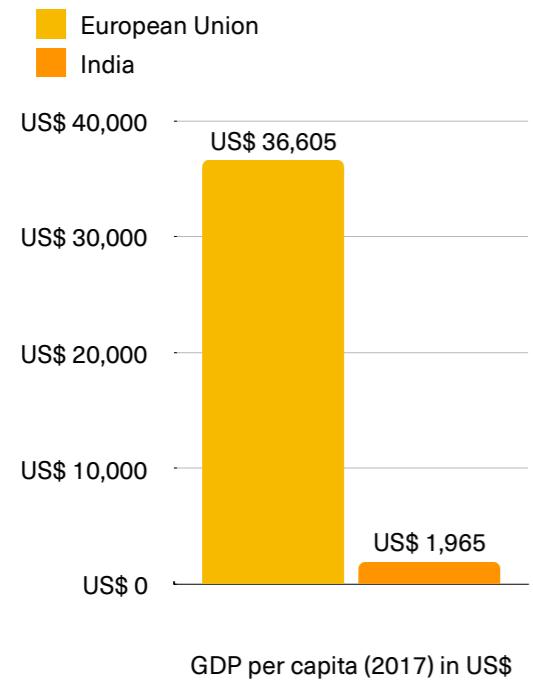
GDP: 2017 (US\$ trillion, constant 2010)



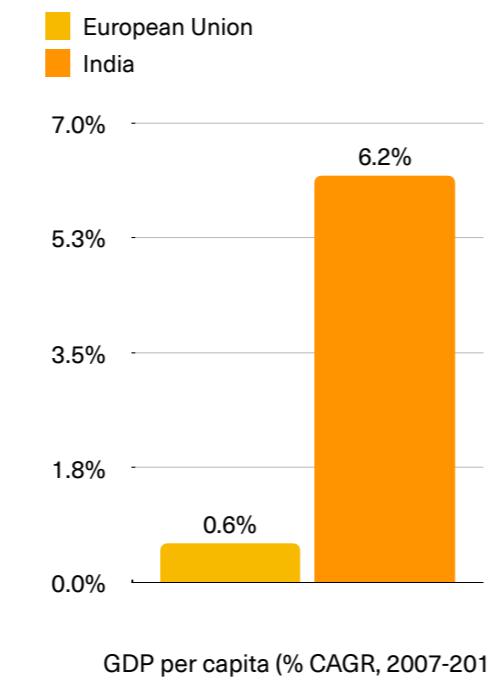
GDP growth (CAGR, 2007, 2017)



GDP per capita: 2017 (US\$ constant 2010)



GDP per capita (% CAGR, 2007-2017)



There is still a large difference between the Indian and the EU economies expressed in terms of aggregate and per capita GDP. However, the strong growth recorded in India in recent years - more than eight times faster than the EU in the last decade - has made India the world's sixth-largest economy by nominal GDP and third-largest by purchasing power parity (PPP).

The Changing Share of the Global Economy

In the past 40 years or so, Asian countries have increased their share of the global economy (in PPP terms) from 8.9% to an estimated 34.1% today.

The European Union and the United States accounted for 51.5% of global productivity in 1980, but they now account for 31% of the total economic mix.

Similarly, the Latin America and MENA regions are seeing similar decreases in their share of the economic pie.



The Changing Share of Global Economy

Country or Region	Share of GDP (PPP, 1980)	Share of GDP (PPP, 2019F*)	Change
Asia	8.9%	34.1%	+25.2 pp
European Union	29.9%	16.0%	-13.9 pp
United States	21.6%	15.0%	-6.6 pp
Latin America & Caribbean	12.2%	7.4%	-4.8 pp
Middle East & North Africa	8.6%	6.5%	-2.1 pp
Sub-Saharan Africa	2.4%	3.0%	+0.6 pp

*F - Forecast

Source: IMF, Standard Chartered

EU-India Trade and Investment

Introduction

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 (3rd 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 €91 billion in 2018, which is €250 million per day. Including services, total trade has exceeded €125 billion/year, or €328 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 is the largest investor in India with US\$ 81.5 billion of cumulative FDI.

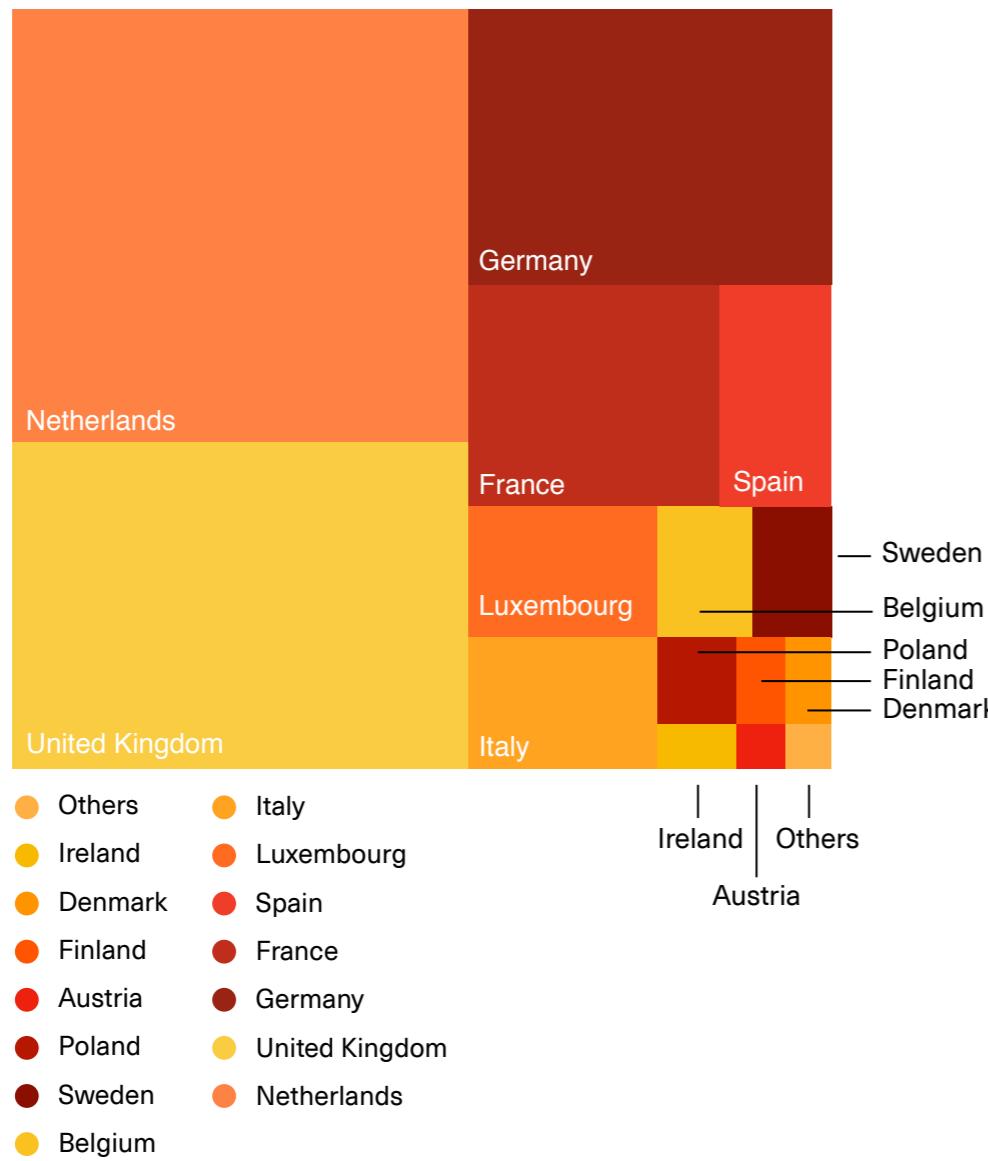
EU's investments in India have grown over the last decade. However, after peaking in FY2013-14 at US\$ 8.5 billion, the EU FDI inflow into India has seen a dip to US\$6.8 billion in FY2017-18.

Close to 6000 EU companies are present in India collectively providing direct employment to 1.7 million workers and indirect employment to 5 million.

The EU too remains an important investment destination for India. The EU was the second largest recipient of Indian FDI in FY 2017-18 after

Singapore. In FY 2017-18, the EU accounted for 23% (US\$4.3 billion) of India's total outward FDI.

EU28 total FDI in India: Member States
(April 2007 to March 2018, US\$ billion stock)



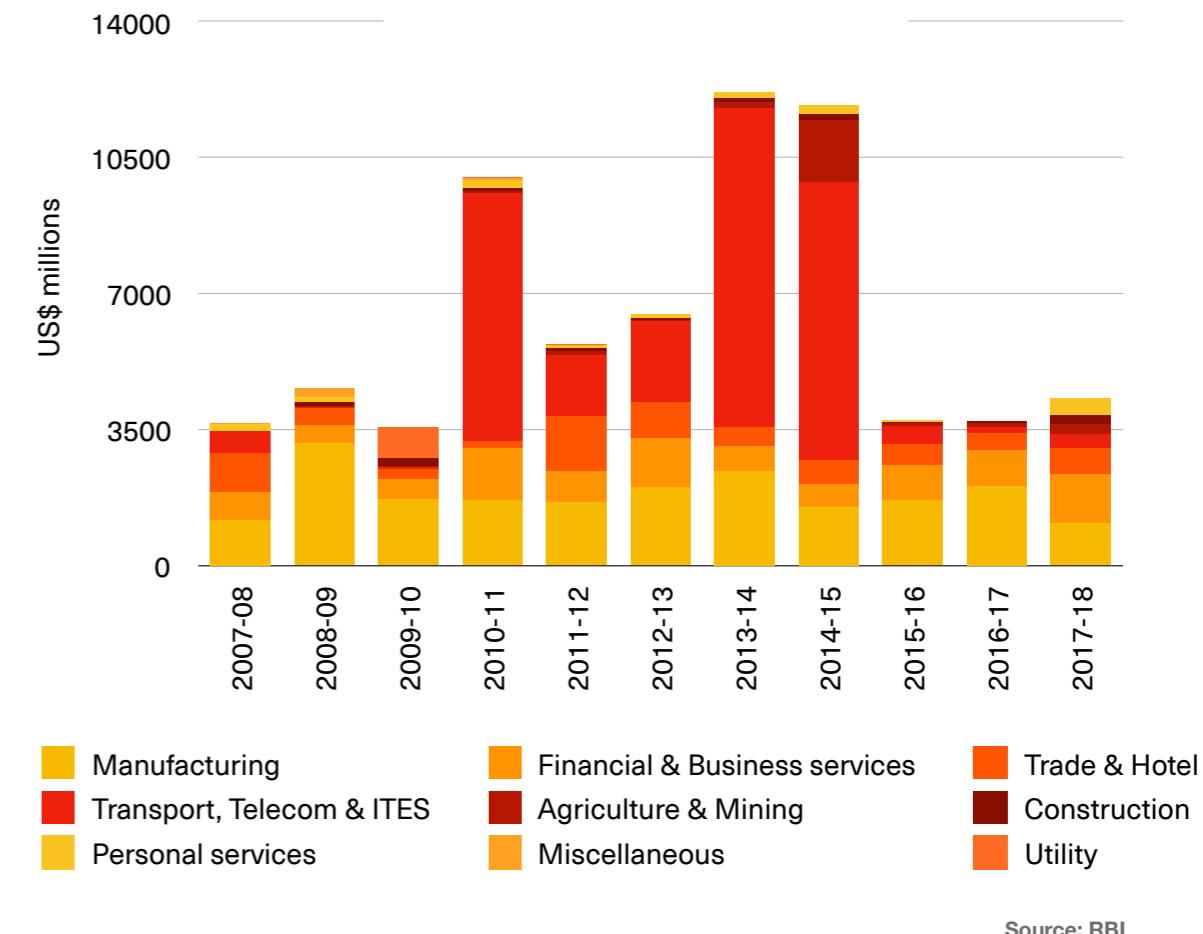
US\$64 billion have invested in India since March 2007

Data from 2007-2018 shows that Netherlands emerges as the largest investor in India. In FY2017-18 FDI inflows from Netherlands were US\$2.8 billion.

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 for Promotion of Industry and Internal Trade (DPIIT), Ministry of

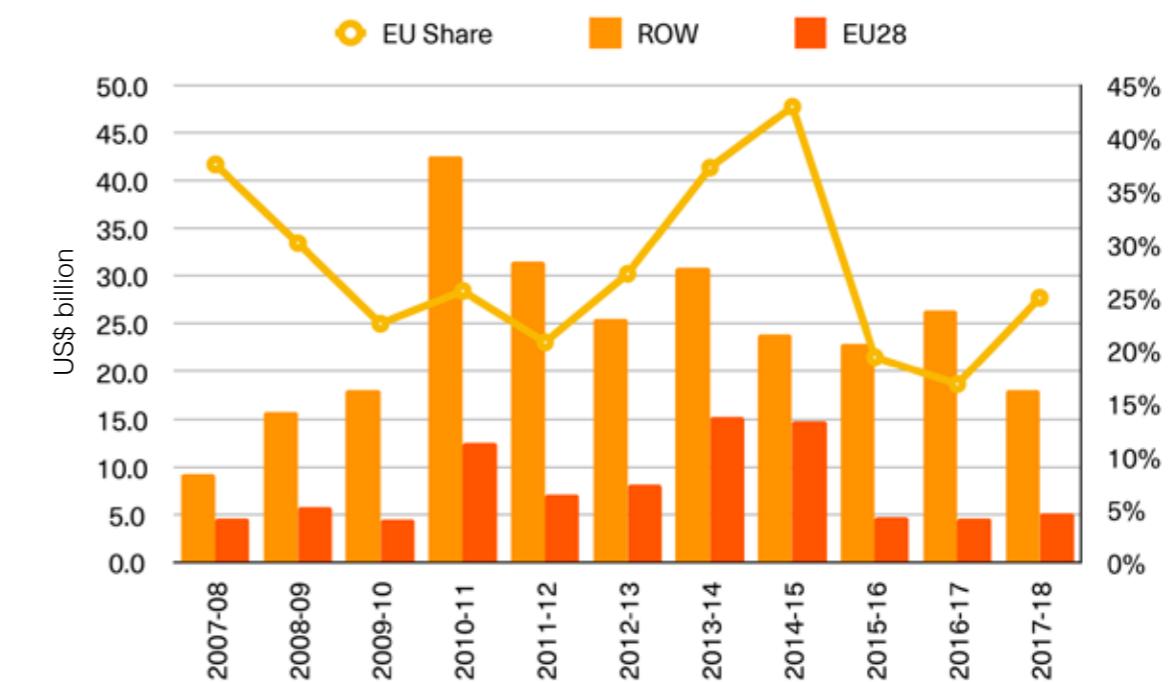
Commerce & Industry, are holding regular meetings to assess and facilitate ease of doing business for EU investors in India. This includes identifying and putting in place solutions to procedural impediments faced by EU companies and investors in establishing or running their operations in India. Invest 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.

India's Outward FDI in EU 28 Member States (sectors)



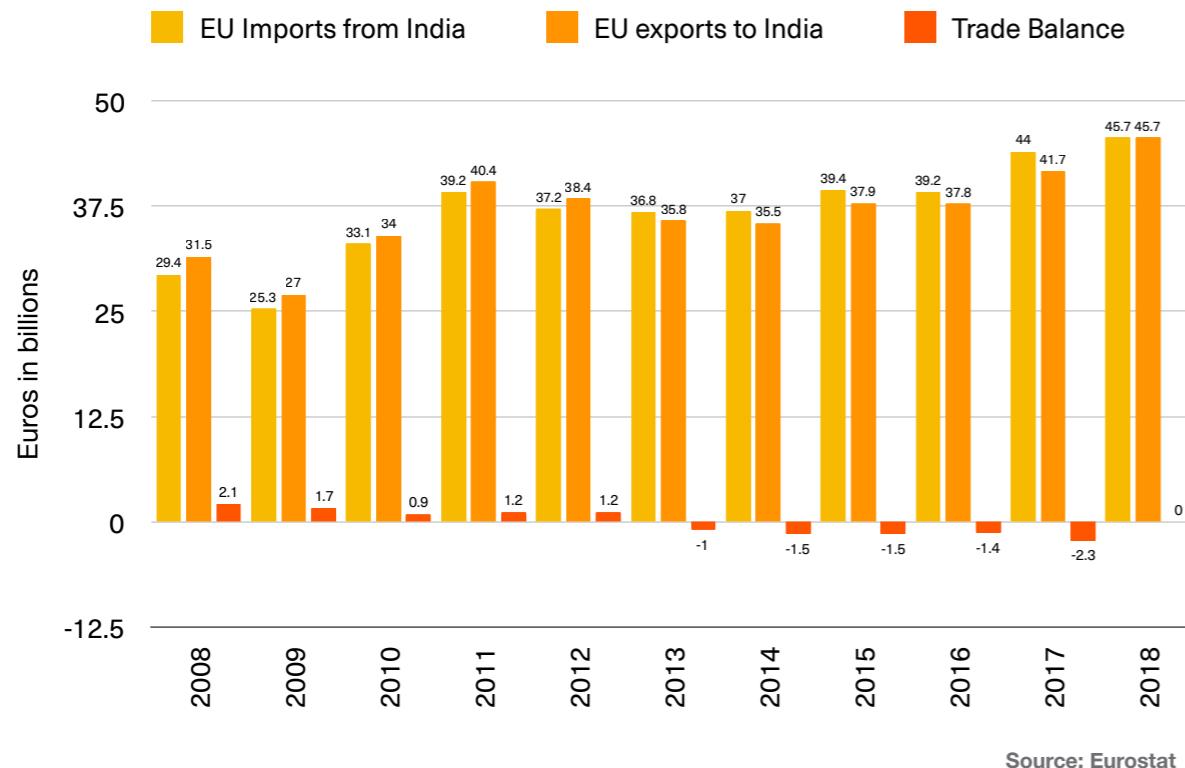
Source: RBI

India's Outward FDI in EU28



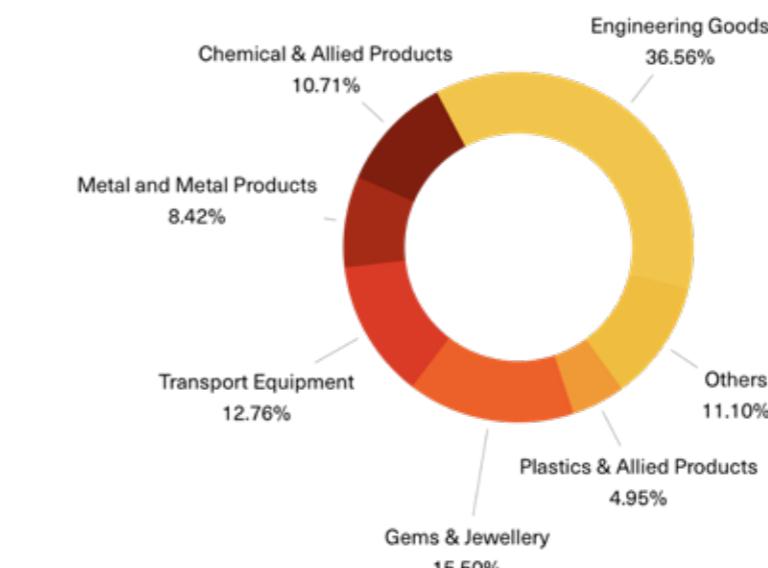
Trade in Goods

The EU is India's largest trading partner in goods with total trade amounting to €91.4 billion (US\$ 103 billion) in 2018. EU-India trade in goods is remarkably balanced with exports and imports totalling €45.7 billion in 2018

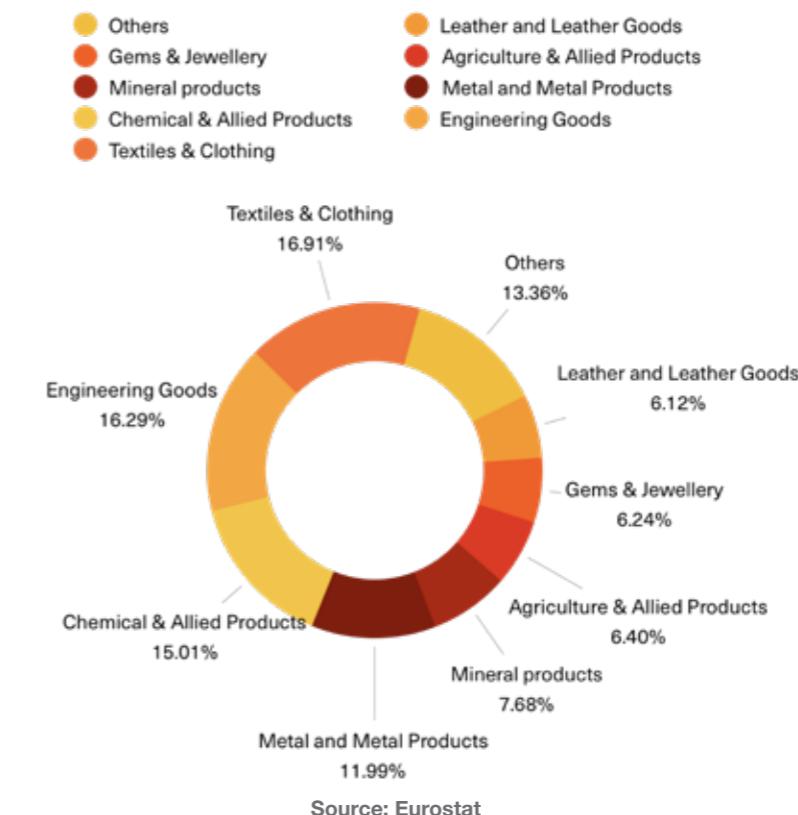
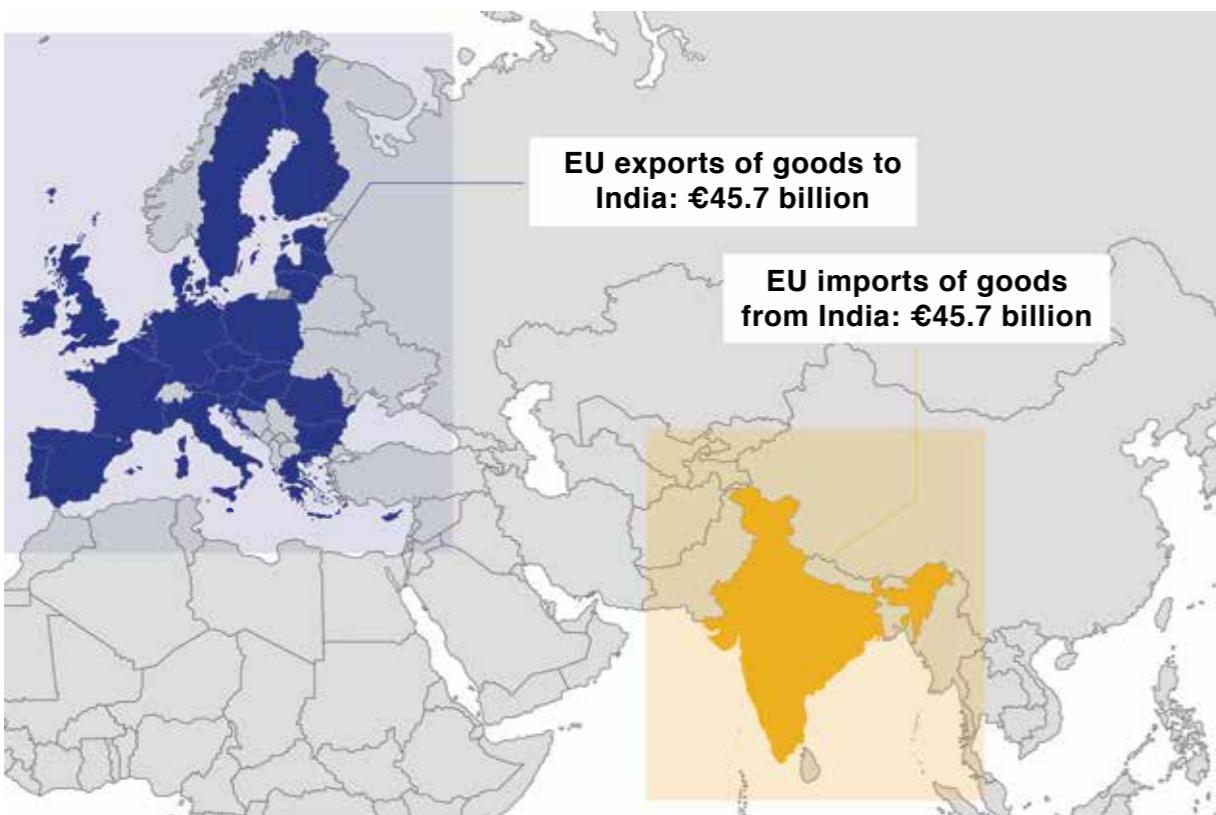


EU-India Trade in Goods basket remains well diversified

EU exports to India (2018)



EU imports from India (2018)



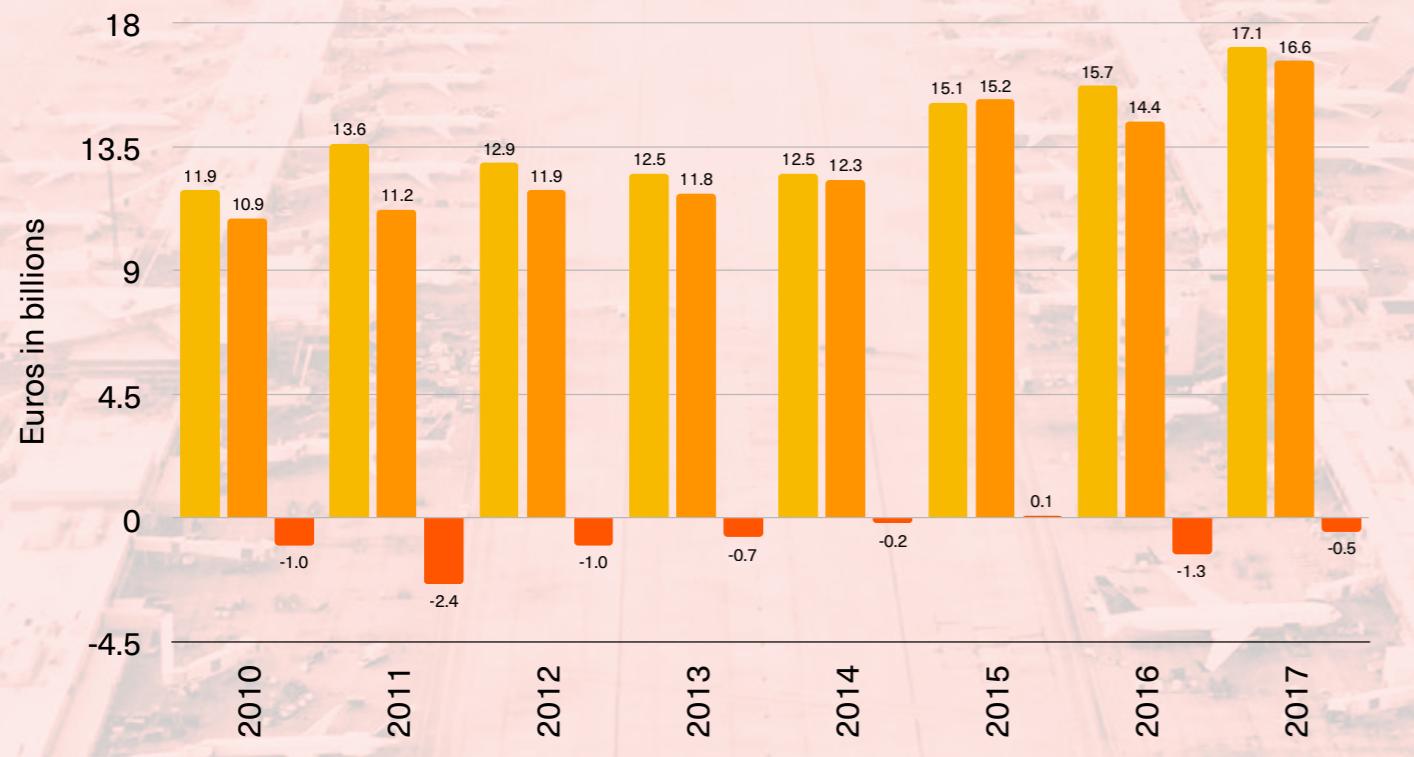
84% of the EU's exports to India comprise of telecom & IT, transport, travel and other business services.

Trade in Services

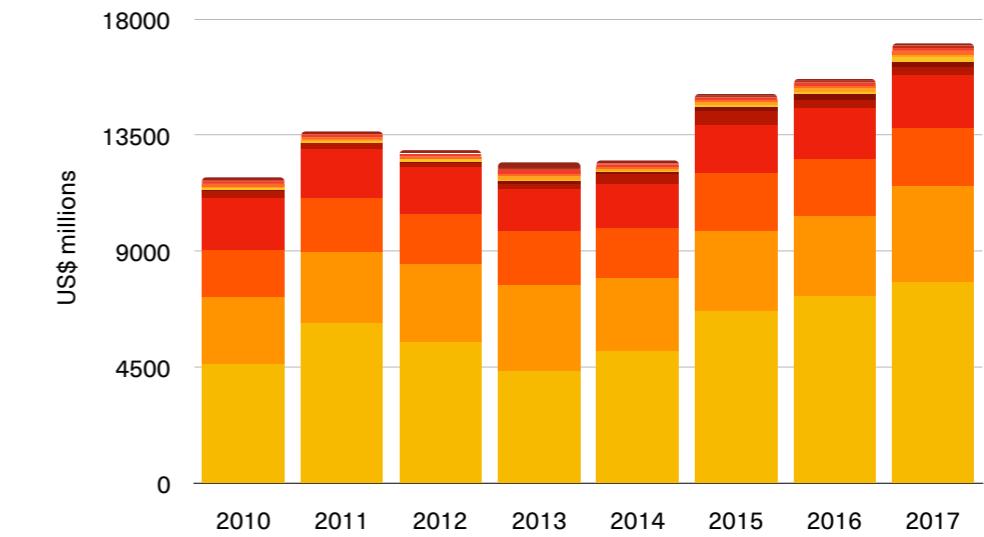
EU-India bilateral services trade has been growing steadily. EU-India Trade in Services basket composition has remained stable

EU-India trade in services reached € 33.7 billion in 2017 (US \$ 37.6 billion)

EU Imports from India EU Exports to India Trade Balance



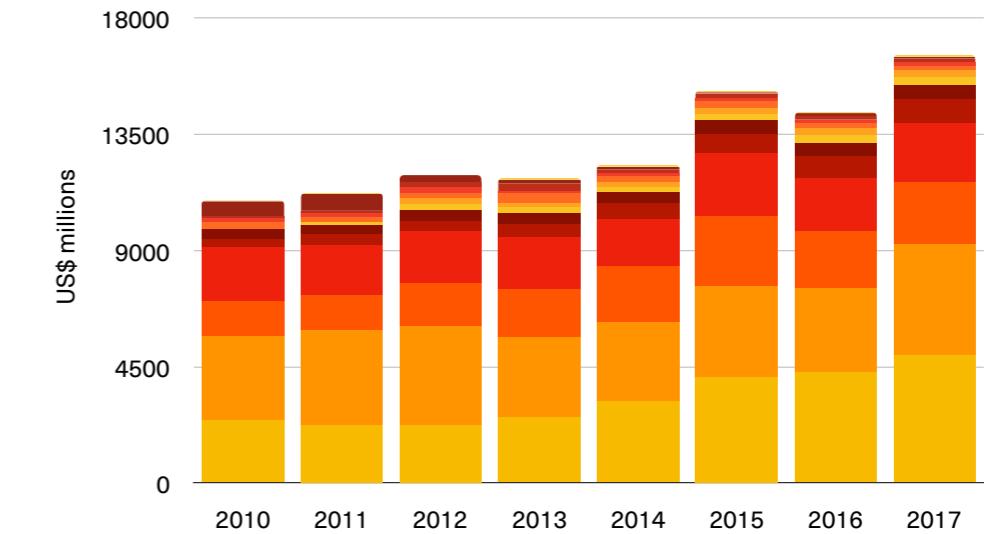
EU services exports to India



Source: Eurostat

46% of the EU imports comprise of other business services which includes outsourcing services.

EU services imports from India



Source: Eurostat

Telecom & IT	Transport	Travel
Other business services	Charges for IP	Financial services
Maintenance & repair	Services n.e.c	Construction
Insurance & Pensions	Government services	Manufacturing services
Personal & recreational		

EU Member States' Trade in Goods with India

Trade in Goods 2018				Trade in Services 2017			
Member State	Total Trade (Mn €)	EU exports to India (Mn €)	EU imports from India (Mn €)	Member State	Total Trade (Mn €)	EU exports to India (Mn €)	EU imports from India (Mn €)
Germany	19574.25	12503.51	7070.74	United Kingdom	6500.8	2985.2	3515.60
United Kingdom	13567.80	5555.02	8012.78	Germany	6371.0	2819.0	3552.00
Belgium	12841.39	7933.65	4907.74	France	4208.0	1736.0	2472.00
France	10868.41	5981.58	4886.83	Ireland	3771.0	2972.0	799.00
Italy	9501.15	3963.11	5538.04	Netherlands	3384.9	1077.2	2307.70
Netherlands	6560.21	2312.29	4247.92	Denmark	1795.3	1036.4	758.90
Spain	5086.49	1328.61	3757.88	Finland	1319.0	764.0	555.00
Poland	1981.11	693.48	1287.63	Sweden	1121.8	344.0	777.10
Sweden	1893.18	1227.74	665.44	Italy	997.0	532.6	464.40
Austria	1545.90	956.07	589.83	Spain	817.0	471.0	346.00
Denmark	1163.49	476.57	686.92	Belgium	777.0	296.0	481.00
Czech Republic	1026.08	598.29	427.79	Greece	561.0	499.3	61.70
Finland	790.54	565.46	225.08	Austria	337.0	124.0	213.00
Ireland	783.89	327.01	456.88	Cyprus	302.0	11.0	291.00
Portugal	782.69	114.21	668.28	Luxembourg	298.0	227.0	71.00
Romania	658.24	259.09	399.15	Hungary	282.5	242.6	39.90
Hungary	631.86	238.05	393.81	Poland	195.9	105.7	90.20
Greece	544.29	148.72	395.57	Portugal	185.0	80.0	105.00
Slovenia	413.18	124.31	288.87	Czech Republic	134.5	74.2	60.30
Bulgaria	287.15	92.24	194.91	Romania	95.2	54.9	40.30
Slovakia	210.08	71.54	138.54	Croatia	41.8	37.0	4.80
Malta	153.01	11.38	141.63	Malta	41.0	27.0	14.00
Croatia	137.44	11.02	126.42	Bulgaria	23.5	14.8	8.70
Estonia	123.40	86.78	36.62	Latvia	20.0	13.0	7.00
Latvia	102.22	31.02	71.20	Lithuania	19.8	10.4	9.40
Lithuania	97.97	51.45	46.52	Estonia	17.6	10.0	7.60
Cyprus	70.79	12.96	57.83	Slovakia	17.4	6.6	10.80
Luxemburg	45.03	38.09	6.94	Slovenia	16.2	7.7	8.50
EU28	91441.24	45713.25	45727.79	EU28	33651.2	16578.6	17071.90

Source: Eurostat

EU Member States' Trade in Services with India

Source: Eurostat

EU'S Generalised Scheme of Preferences



India currently benefits from unilateral preferential tariffs for its goods exports under the EU's Generalised Scheme of Preferences (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, including 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.

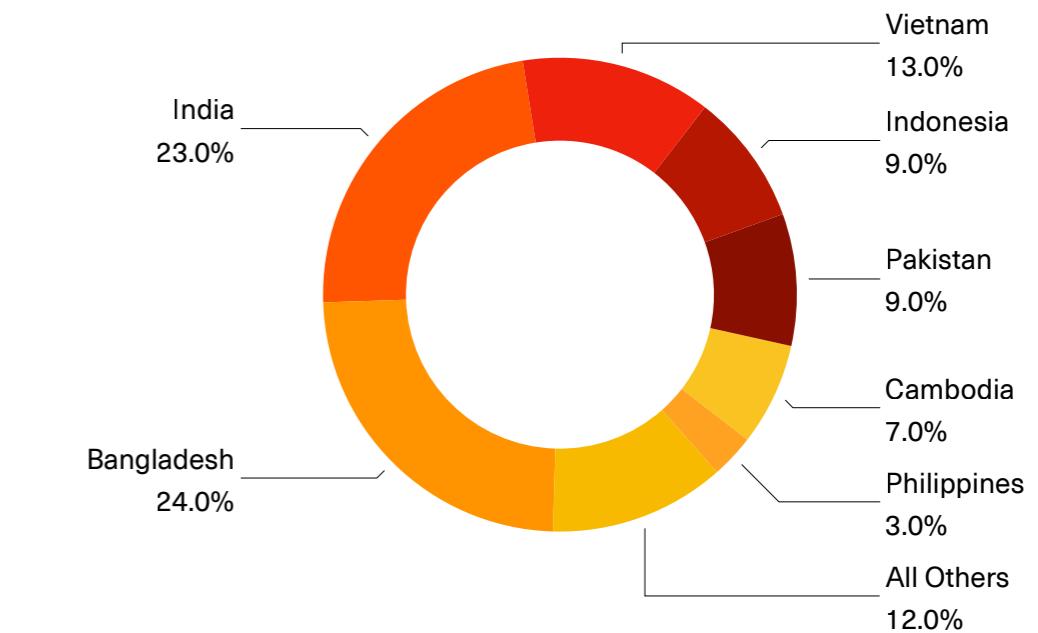
Regarding India, the current list of graduated products are: mineral products S-5, inorganic and organic chemicals S-6a, textiles S-11a, pearls and precious metals S-14, iron, steel and articles of iron and steel S-15a, base metals (excluding iron and steel) S-15b, motor vehicles, bicycles, aircraft and spacecraft, ships and boats S-17b. The current list is valid for the years 2017-2019.

As of 1st January 2020, the sectors in which India will graduate are: S-6a – inorganic and organic chemicals, S-11a – textiles, S-14 – pearls and precious metals, S-15a – iron, steel and articles of iron and steel, S-15b – base metals (excl. iron and steel), articles of base metals (excl. iron and steel), S-17a – railway or tramway locomotives, rolling-stock and S-17b – motor vehicles, bicycles, aircraft and spacecraft, ships and boats.

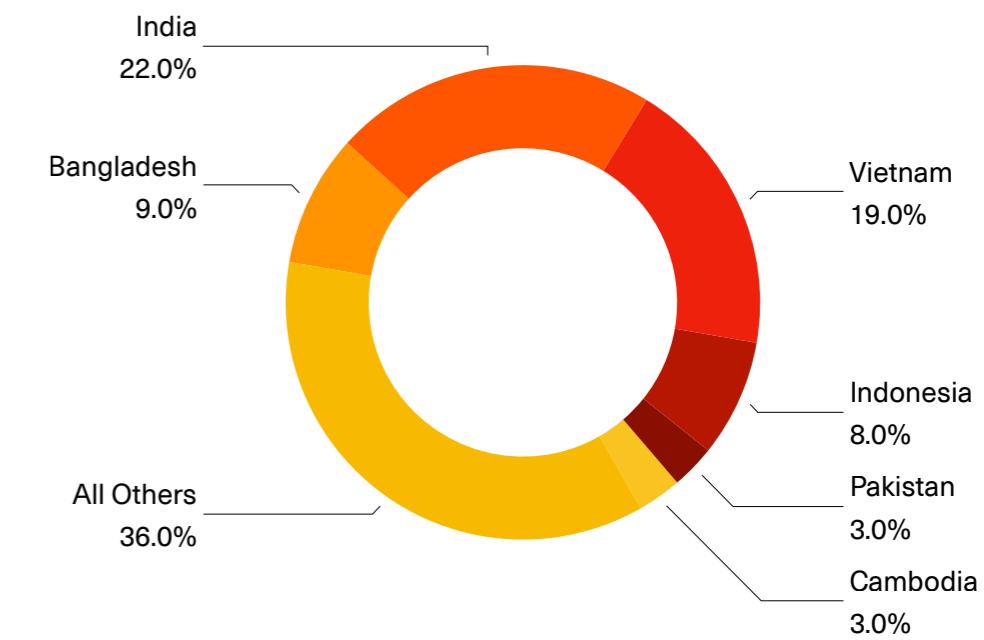
The Standard GSP as established by the current Regulation (978/2012) is valid until 2023. In addition, upon implementation of a possible future free trade agreement, GSP preferences would be phased out over a period of two years.

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.

GSP Preferential EU imports from all GSP Beneficiaries 2017



Total EU imports (including non GSP imports from all GSP beneficiaries) 2017



Realising the Untapped Potential of EU-India Trade and Investment



A key EU objective in its trade relations with India is to work towards a sound, transparent, open, non-discriminatory and predictable regulatory and business environment for European companies trading with or investing in India, including the protection of their investments and intellectual property. The aim is to contribute to unlocking the untapped potential of two-way trade between the EU and India.

Enhancing market access for EU companies will require removing existing obstacles and preventing the emergence of new tariff or non-tariff barriers.

In this respect, the EU remains firmly committed to working towards comprehensive and balanced agreements with India with sufficient level of ambition to respond to each side's key interest in trade and investment and which contribute to sustainable growth and development in both the EU and India.

The EU and India should use all available channels and fora to ensure fair market access and predictable investment conditions, as well as to promote the full respect by both sides of their multilateral obligations under the World Trade Organization (WTO) and other relevant multilateral organizations and fora.

The EU and India also share an interest in sustaining a rule-based multilateral trading system, with the World Trade Organisation (WTO) at its centre. While the multilateral trading system has been instrumental in integrating the global economy and helping to prevent protectionism, it is confronted with a serious crisis.

The EU seeks India's constructive engagement in addressing global trade challenges in the WTO and strengthening a rules-based multilateral trading system.

More information on the EU-India strategic partnership, including in the area of trade and investment, can be found on the new EU Strategy for India adopted on 20 November 2018 (see page 5-6).

EU-India: a Free Trade Agreement

Negotiations for an ambitious and broad-based FTA (BTIA) with India were launched in June 2007 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 with the purpose of assessing whether sufficient progress can be made on key outstanding issues 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 of negotiations for a comprehensive and mutually beneficial FTA.

The EU remains committed to a successful conclusion of the FTA 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”.

The EU continues engaging with India to ensure that such an agreement would be economically meaningful, delivering real new market openings in all sectors to both sides, contains a solid rules-based component, and includes a comprehensive trade and sustainable development chapter*, notably in order to deal with social and environmental impacts.

Ensuring a high level of investment protection in order to remain an attractive destination for new investments is another key dimension of the EU-India partnership.

*All EU trade agreements concluded since 2010 include provisions on promoting trade and sustainable development. They have binding rules on certain labour standards and environmental protection. They also provide a forum for dialogue at government and civil society level between the EU and the partner country in order to work towards more sustainable development.



Businesses

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 as mentioned in the policy dialogues by strengthening and supporting the businesses.

Project Objectives

The project aims precisely at tapping into such business opportunities and focuses 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 Dialogues – with India. The initiative will bring together European and Indian SMEs through joint actions, business to business matchmaking and exchanges on best practices.

The project 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. Such technologies may then be adapted to Indian local needs and provide better and affordable solutions.

Policy Dialogues



EU-India Policy Dialogue on Environment
Resource Efficiency Initiative
India-EU 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 Agriculture, Sustainable Mobility, Transport and Logistics

Expected results under the project



About the Project

- 1.** The overall objective is to increase and diversify EU Business presence in India, with focus on SMEs;
- 2.** Implementing partner in Delhi is European Business and Technology Centre (EBTC) and in Brussels Eurochambers;
- 3.** Duration of the project is three years.

The project's 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.

EBG Federation



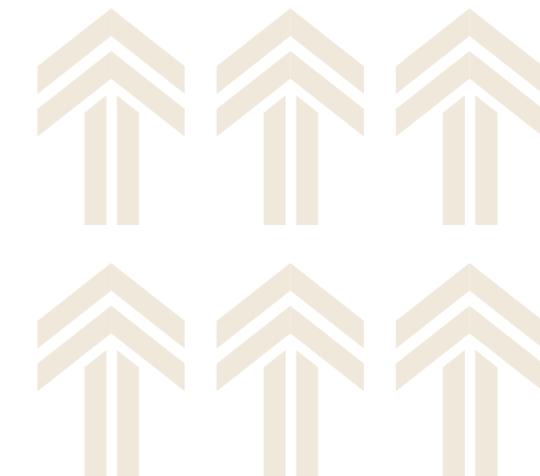
The European Business Group (EBG) Federation is based in Delhi and has chapters in Mumbai, Bengaluru and Chennai. It offers support and advocacy for European businesses in India. The organisation was founded in 1997.

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 is 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 companies 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.

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.

Website: www.ebgindia.com





European Economic Group (EEG)

One of the objectives of the 'Business Support to EU-India Policy Dialogues' project is to reinforce an EU wide business advocacy and to remove trade barriers for European companies in India, with a separate focus also to be given to EU SMEs in India.

In this regard, it has been decided to form a Working Group named the European Economic Group (EEG). This group will be led by the Chairman of EBG as the spokesperson with the implementation partner of the project 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-

European Business & Technology Centre (EBTC), acting as the secretariat of the Working Group.

Positioned as a single European voice for business advocacy, EEG will enhance bilateral business cooperation and facilitate a more synchronised ecosystem. EEG will focus on topics relevant and common to EU Member States, and it will also create a separate focus on SME-related business and policy challenges to position SMEs as an essential component of Europe-India business cooperation.

Indian businesses. The CEUCCI organizes events and business seminars so that businesses from both regions can interact freely.

The Chamber provides a platform for businesses from both regions to interact and explore possibilities of exports, imports, joint ventures, distribution partners, technology exchange and trade dialogue.

Website: www.euindiachambers.com

Bilateral Chambers of EU Member States

Country	Name of Chamber	Email
Austria	Advantage Austria	Christoph.Pfeifer@advantageaustria.org
Belgium	- Belgo Indian Chamber of Commerce - Indo-Belgian Chamber of Commerce & Industry - Belgium Luxembourg Business Association	bic@bic-belgium.com ravi@rjgandhi.com info@iblcci.net info@blbanewdelhi.org
Bulgaria	Indo Asia Bulgarian Chamber of Commerce	shardasubramaniam@yahoo.com info@igeponline.org
Croatia	Croatian Chamber of Economy	cce.brussels@skynet.be
Czech Republic	- Indo-Czech Joint Chamber of Commerce - Czech-Indian Chamber of Commerce	info@indianczech.com vozdek@czechindia.com
Denmark	- Indian-Danish Chamber of Commerce - The Trade Council of Denmark	info@idcc.network delamb@um.dk
Finland	Finland Chamber of Commerce in India	Mikko.Potsonen@formin.fi
France	Indo-French Chamber of Commerce & Industry (IFCCI)	New Delhi: contactdelhi@ifcci.org.in Chennai: contactdelhi@ifcci.org.in Bangalore: contactbangalore@ifcci.org.in
Germany	Indo-German Chamber of Commerce	Mumbai: bombay@indo-german.com soniaprashar@indo-german.com New Delhi: delhi@indo-german.com sumatisud@indo-german.com
Italy	Indo-Italian Chamber of Commerce & Industry	Mumbai: iicci@indiaitaly.com New Delhi: iicci.delhi@indiaitaly.com
Luxembourg	Indo-Belgium-Luxembourg Chamber of Commerce	manager@iblcci.net
The Netherlands	Indo Dutch Chamber of Business & Sciences	rajesh.srivastava@raboequity.in idcbssecy@gmail.com
Poland	Indo Polish Chamber Of Commerce & Industry (IPCCI)	j.mazurkiewicz@ipcci.pl jjsingh@ipcci.pl vijaymehta.ipccindia@gmail.com
Portugal	Chamber of Commerce Portugal India	rajan@ccpi.pt
Romania	Joint Business Council Romania	dmkapadia@bol.net.in
Slovakia	Indian Chamber of Commerce and in the Slovak Republic	vmcvijay@gmail.com taurani@indianchamber.sk
Spain	Indo Spain Chamber of Commerce	president@indospain.org
Sweden	Swedish Chamber of Commerce India	sara.larsson@swedishchamber.in
UK	- Confederation of British Industries - UK India Business Council	New Delhi: shehla.hasan@cbi.org.uk Mumbai: enquiries@ukibc.com

Businesses Success Stories



Founded in 1987, Frauscher Sensor Technology is known as a global technology leader. The company's portfolio makes it simpler for system integrators and railway operators to obtain the information they need to run, monitor and protect their operational network. Best-in-class wheel detection systems, axle counters and tracking solutions based on inductive sensor technology and distributed acoustic sensing form an essential component of a wide range of applications. Thanks to the comprehensive support and individual training sessions, Frauscher's customers are able to design, configure, install, adapt and maintain all components and systems by themselves.

Being in close contact with their customers has always been a major pillar of the company's philosophy. In 2013, Frauscher made its debut in India, which is one of the world's most prosperous railway markets for them. Ever since, the location has grown stronger. Today, more than 100 employees of Frauscher India are spread over five strategic locations throughout the country.

The main office is in Bengaluru, whilst a production facility is located in Mysore. The experts on-site are producing market specific solutions and tailored systems. In May 2019, this production unit moves into a new building. Meticulous planning and innovative design will support the team in meeting all relevant production requirements. Optional needs for future growth have been considered as well. The new facility will provide space for multiple meeting rooms, a dedicated RDSO inspection area, quality check and quality assurance departments, a warehouse, separate areas for sensor assembling, packing, work stations for all employees, an in-house cafeteria and more. Further regional project offices in New Delhi, Mumbai and Kolkota allow for a close relationship and proximity to the operators. This ensures optimum individual service and smooth project execution.



The Austrian developer and manufacturer of high performance analog semiconductors ams runs a design centre in Hyderabad, right in the middle of the 'Indian Silicon Valley'. 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.

BELGIUM



Antwerp-based Dynactionize began operations in Kochi, Kerala in 2014, tapping into the city's strong software engineering base to create a technical hub for its unique 'Dynizer' data management platform.

Unlike more traditional databases, the recently-patented technology is able to blend huge quantities of structured and unstructured data so that it can be used in the same way by multiple applications to provide previously hidden insights and to aid business decision-making.

Growing from just one employee to number around 20, in under five years, the predominantly young team has been working alongside colleagues in Europe on core development, testing, UI and UX creation, and recently celebrated the launch of the Dynizer at an event in Kochi supported by the Belgian Consulate and Flanders Investment and Trade.

Having been involved in the creation of the platform, the launch now signals the progression from development to sales and project fulfilment for the team in India.

Already working with local partners, Dynactionize is reaching out to organisations involved in planning and logistics, banking and accountancy, customer insight, and law and enforcement where the potential of the platform has already been recognised as being able to make a positive difference.



3E is a data and technology company based in Belgium, that delivers consulting, software and data services in renewable energy.

In January 2019, 3E opened its official branch in India: 3E Renewable Energy Software and Services Private Limited, backed by local presences in Delhi, Hyderabad and Chennai.

In India, 3E mainly focuses on the roll out of our renewable energy asset management software platform SynaptiQ. SynaptiQ was originally developed in Europe and enables solar and wind farm owners, asset managers and operators to perform advanced real-time monitoring and in-depth analysis to boost the performance of their portfolios.

The greatest milestone for 3E's entry in India took place in 2018, when ReNew Power, the leading player in renewable energy in India, selected SynaptiQ to manage their portfolio, currently featuring more than 4GW of solar and wind assets. 3E also delivers solar consultancy services to other major players, for example through our work on the new IKEA shops that are under construction in India. Under this assignment, 3E acts as Owner's Engineer for IKEA, supporting during the design phase, energy yield assessments, EPC and O&M tendering and contracting, and construction and commissioning monitoring for their solar rooftop systems in Hyderabad, Mumbai and Bengaluru, and will do the same for the upcoming shops throughout the country.

Our 20-year long European experience in the solar and wind business, as well as our presence in India can serve the very ambitious Indian solar program which will strengthen the country's leading position in the global renewable sector. From this perspective, at 3E we are pleased to share our experience and our ongoing research activities to boost the Indian energy revolution.

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 fulfills “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, the 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 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.

CZECH REPUBLIC



LIKO-S is a Czech family business founded in 1992. Its construction division is a leading producer of glass partitions and movable walls in Europe. Another product line includes special systems of exterior green roofs, facades and roof wastewater treatment plants which help the environment by decreasing the surrounding temperature and retaining more rain water. LIKO-S also has an engineering division that produces specialised welded and machined technological lines from stainless steel.

LIKO-S India Pvt. Ltd. was established at the beginning of 2018 to manufacture and sell LIKO-S products across India as well as to export to the Middle East and South East Asia. Headquartered in Bengaluru, besides its standard high-quality products with European design, LIKO-S India brings innovative solutions to the Indian market. These include glass partitions with high acoustics properties, movable partitions specially developed for co-working spaces and interactive media walls.

Alongside its business activities, LIKO-S India is also the initiator of the Czech Industrial Cluster in Bengaluru. This government-supported project is a way of enabling an easier entrance of Czech manufacturing companies to India by using common industrial and office spaces and building a community of business people who share their experiences.



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 a 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.

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.



FINLAND



Algol Chemicals, the chemicals trade expert of the Finnish, multi-branch Algol Group entered the Indian market in 2016 by acquiring Dynamic Orbita Advisory Pvt. Ltd., a specialty chemicals distributor and sourcing services expert based in Delhi. The acquisition was a unique opportunity to enter the fast-growing Indian chemicals distribution market where Algol Chemicals already had some earlier links.

Dynamic Orbita had a proven track record of excellent service, a highly professional and dedicated team, strong business ethics and an excellent network across India. Their regulatory compliance division is one of the pioneers in providing consulting, and technical services in the field of chemicals.

Through the Indian subsidiary Algol Chemicals has not only an access to the Indian chemicals distribution market but they can also offer a gateway to India to their European partners.

The ambitious target was to double the turnover in India within the first three years and the target was reached despite the challenging year 2017. The aim is to continue on the growth path in the coming years.



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.

IRELAND



Spearline provides the world's largest in-country number testing platform that allows clients to proactively test, monitor and troubleshoot their global telecoms footprint, enabling them to achieve the most efficient telecommunications experience possible. The Spearline Platform allows clients to monitor their contact numbers locally in countries across the world.

Spearline's expanding global infrastructure, which now covers over 64 countries, enables clients to replicate their customers' experience locally and analyse key performance metrics such as connectivity, audio quality, Dual Tone - Multi Frequency or DTMF functionality (the signals generated via the phone's keypad), and Caller ID presentation. Where an anomaly is detected, automated failure reports are generated alerting clients to the issue before a single customer complaint is lodged.

Spearline has opened an office in Ahmedabad, Gujarat and is planning to expand significantly in the next 12 months. Spearline is working with TCS and Tech Mahindra in India.



Magnet is a leading B2B Telecommunications, Data Connectivity and Security Services provider, delivering solutions to homes, businesses and enterprise customers. Magnet is engaged in a number of vertical business sectors including Transportation, Energy, Environment, Safety and Public event spaces. Magnet Networks owns and runs its own network thus it is able to give its customers their own dedicated line that they don't share with anyone else and lets them experience the backing of a top quality, dedicated customer care team. Next generation service is delivered through our extensive fibre optic and copper access network.

Magnet Networks has to date invested over €120 million in creating the most advanced telecoms network. Magnet Networks investment in fibre activity directly influences the decisions of big data corporations to choose Magnet Networks as their telecoms, connectivity and security partner.

The Smart Cities programme in India has attracted global attention. Magnet recently announced plans for a major expansion of its footprint in South Asia and has appointed a full-time company representative based in Mumbai. Magnet is already working with TATA and is in advanced negotiations with a range of companies across India.



Linesight has been providing professional consultancy services, management support and strategic advice to the global construction industry since 1974. The service is offered from initial concept to project completion. The company has staff based in Europe, the Middle East, Asia Pacific and the USA. The large business footprint allows Linesight to develop strategic partnerships, access local resources, formulate the most up-to-date market insights, and gain deep knowledge of each territory.

The firm is structured into a series of specialist service teams, each committed to helping clients successfully achieve their objectives. Deep expertise, ensures close collaboration with every client to give them clear and consistent advice on how to tackle all aspects of their construction project. Linesight has successfully completed numerous projects across multiple sectors that include: Commercial Development; Data Centers; Life Sciences & Healthcare; Education; Food and Beverage; High-tech Industrial; Hospitality; Residential & Retail.

The need for professional services to implement ambitious infrastructure and construction plans in India Linesight officially launched its office in Mumbai, India on March 7th 2019.



Aerogen is an innovative medical device and drug delivery company specialising in the design, manufacture and marketing of aerosol drug delivery systems, aimed predominately at the critical care respiratory market. Aerogen's patented OnQ™ aerosol technology is an integral part of its drug delivery systems, the technology allows drugs to be nebulised into a fine particle mist that can be absorbed through the lungs while maintaining drug integrity. Founded in Galway, Ireland in 1997, Aerogen has grown to become the global leader in acute care aerosol drug delivery equipment and today its Aeroneb® products play a critical role in treating patients on life-support ventilation, as well as home care offerings in over 65 countries worldwide.

Attracted by India's high growth healthcare market, Aerogen officially launched its new India HQ in New Delhi on March 11th 2019. The team will include clinical Specialists that located across India.

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.



The Paul Wurth Group is a leading player in the global market for design and supply of equipment and plant facilities for the ironmaking industry. Headquartered in Luxembourg since its beginnings back in 1870, the company has developed in the course of its history into an engineering company which is active on the international market.

Paul Wurth was incorporated in India in 1993 as the first Asian subsidiary of the Group. Since then, Paul Wurth has made a substantial contribution to the development of India's steel industry by supplying state-of-the-art technology and equipment for ambitious ironmaking projects. Paul Wurth has always pursued a policy of close contact with its customers and, thus, has established a trustful relationship with the most eminent Indian steel producers both from the public and private sector, who appreciate Paul Wurth for the quality and excellence of its products and services. Expressed in figures, 40% of the Indian Hot Metal capacity is coming from Paul Wurth blast furnaces and Paul Wurth equipment contributes to 85% of Hot Metal production in India.

In 2014, Paul Wurth established a service workshop in Bhubaneshwar (Odisha) for the manufacture, repair and maintenance of blast furnace charging equipment and other components. This step is in line with the "Make in India" concept and will increase even more our proximity and responsiveness towards our Indian customers.

Considering the office of Paul Wurth India Pvt. Ltd in New Delhi, some site offices across India and the service workshop in Bhubaneshwar, the Paul Wurth group has today a workforce of about 150 persons in India.



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.

NETHERLANDS

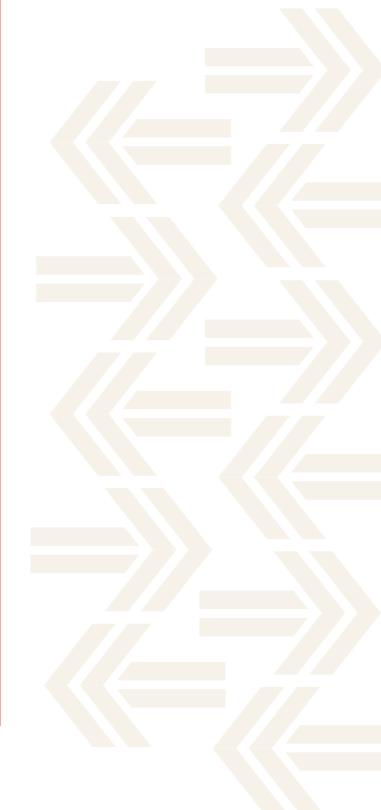


Allround invents, produces and sells machines for agricultural use. Their specialty is designing and building machines for processing bulbs, vegetables and potatoes.

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.





CANPACK Group, headquartered in Cracow (Poland), is a global manufacturer of aluminium beverage cans, packaging solutions for food and chemical industries, glass bottles and metal closures. The company employs nearly 7,000 people worldwide and has operations in 18 countries. The Group has been present in India since 2009. CANPACK India is one of the largest subsidiary companies of the Group with three multi location manufacturing units. CANPACK India based in Aurangabad, Maharashtra, is India's leading two-piece aluminium beverage can manufacturing company, offering a range of environmental friendly, recyclable, safe and high-quality beverage can packaging products. Since its inception, the company has developed an unmatched portfolio of aluminium can packaging. The world class manufacturing spirit supported with ongoing innovation and the employee centric approach make CANPACK India the first choice for customers.

In 2014, CANPACK India set up a second unit in Aurangabad, Maharashtra for glass beverage bottles production. This glass facility is equipped with world-class machinery and equipment from international suppliers, inclusive of two furnaces and seven production lines. Most recently, in October 2018, following the increased demand of modern aluminium packaging, CANPACK India opened its second beverage cans manufacturing plant in Nuh, Haryana bringing its total employment base to over 750 direct employees. The key contributors for the CANPACK India success is the GRiT value system, portfolio of environmentally friendly, modern packaging solutions and the "Care, Sustain, Renew" journey. The vision of the organisation is to grow its business whilst reducing the environmental impact of operations and increasing positive social impact. The CSR journey has high impact research and interventions for some insurmountable challenges the society is facing today, such as ground water level, Miyawaki forests, bee preservation and waste recycling.

TZMO SA

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 seven manufacturing plants and seven logistic centers. TZMO's products are available for one-third of the world's population.

Since 2002 it is present in India through three companies – BellaPremier Happy HygieneCare Pvt. 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 Socially Responsible Company. In India we support hygiene awareness through the 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

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 Bengaluru. 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 or/and SPV (Special Purpose Vehicle). After three years on the Indian market, EKOLOG is cooperating with 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.

PORTUGAL

vision-box

Founded in 2001, Vision-Box is a multinational technology company headquartered in Lisbon, Portugal. The company is committed to improve quality, convenience, efficiency and security in government services, travel, border control and all smart facilities. As a leading partner for the most prestigious airports, airlines, governments and private entities with critical security and identification challenges, Vision-Box supports them to optimize the identification and flow of travellers by establishing trusted biometric identity enrolment, verification and authentication processes, and enabling multi-directional data transactions to transform raw information into actionable business intelligence.

For that, Vision-Box is consistently ranked as one of the most innovative and entrepreneurial companies in Europe, with multiple prizes awarding our industry-changing technological advancements.

Today, Vision-Box has more than 5,000 solutions installed in 80 international airports and other venues. Its global footprint is made of more than 10 offices spread across the world - in countries like Australia, USA, United Arab Emirates and India, where it recently teamed up with Kempegowda International Airport, Bengaluru, for the first end-to-end face recognition-based walkthrough experience in Asia and the largest in the world. Within the Digi Yatra official program, this project embodies the Government's vision for a Digital India, and Vision-Box has several other large-scale partnerships in the making under the same scope.

SLOVENIA



Sensum specializes in the development and production of high technology automatic visual inspection systems for the pharmaceutical industry with its mission to contribute to the better quality of pharmaceutical products and reduce patients risks. Through its continuous innovation, Sensum became a renowned company, quickly expanding business from EU to India, USA, Japan, and China and is today present in many dynamic and fast-growing pharmaceutical companies, as well as in leading multinational companies.

In 2018 India emerged as the world's third largest producer of drugs in terms of volume and also became a key market for Sensum with references such as Ajanta, Granules, Hetero, Strides, Sun Pharma, Zydus, to name just a few. Because of the Indian pharmaceutical industry's rapid growth and importance of quality recognized by their entrepreneurs, Sensum identified India as a leading market for introducing game changing innovations to traditionally conservative industry.

This year, Sensum selected India for a global launch of its latest technologies, giving Indian companies early access to outstanding inspection machines integrated with bottle filling solutions and helping them to expand faster with the best quality "Make in India" products.



Seven Refractories offers an extensive portfolio of advanced monolithic refractory materials world-wide. 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 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."



SPAIN



Mahou India is a 100% subsidiary of Spanish brewing major, Mahou Group, a Spanish-owned family company and market leader in Spain with a production share of 34%. The firm's history dates back to more than 129 years, beginning with the birth of Mahou in 1890.

Our India entry is a key strategic pillar for the growth of our business. It is the only market outside of Spain where we have a subsidiary. Our brewery is located in Bhiwadi (Rajasthan) and it is one of the eleven we operate, eight of which are in Spain and two in USA. Mahou India is headquartered in Gurgaon, Haryana.

Mahou Group entered the Indian market in August 2012. In 2014, taking a leap in the internationalization strategy, the firm established the first international subsidiary of Mahou Group, today known as Mahou India. Internationalisation is one of Mahou Group's strategic cornerstones for the development of its business. The firm produces more than 70% of Spanish beer consumed worldwide, and has a presence in over 70 countries with a team of more than 3200 professionals.

Our lager beers—Dare Devil, Dare Devil Royal Export, Mahou 5 Star and Mahou Clasica—are brewed under the highest standards of the European brewing process that Mahou follows in all its breweries since 1890. We are present in 14 states and we have recently extended our presence in some states in the south and north-east of the country.

On the basis of our consumer research, we launched Mahou Maestra Wheat in the wheat beer category last year. It is the first Spanish wheat beer to be 'Made in India'. It is a Belgian style (Witbier) beer that comes with a golden colour, creamy foam, fruity aroma and a slight hint of hops. The refreshing feeling and a touch of sweetness creates a well-balanced sensation in the palate.

It is the perfect fusion of Spain and India

Ethos because of the mixture of Sevillian (Spanish) orange peel and Himalayan organic coriander making it a delectable, light and easy to drink. Mahou Maestra Wheat is also the first wheat beer in India with a pull-off cap in the bottle, as part of its premium packaging. We want to create a unique beer consuming experience and a beer-loving culture where people enjoy beer responsibly.

We are bringing the concept of Spanish gastronomy concept "Cañas&Tapas" in India and we hope Mahou beers will soon become an essential companion for the food. For that, we are organizing events and activations in the on-trade market to promote this Spanish lifestyle of food and beer in a social context.

Talking about Spanish culture, we cannot miss football which is an important part of our marketing campaigns. We already have some interesting global sponsorships, we are the official beer of the coveted football club Real Madrid and also for Atlético de Madrid. From Mahou India perspective, we have tied up with La Liga India as well and are also working with them to promote football in India.

With a young and growing population of young adults who are increasingly more adoptive of premium brands in their focus towards a quality lifestyle, expectations for growth of the Indian beer industry are particularly positive. We are very positive and upbeat about our brands and are fully committed to make it a success.

xlit group AB is a Swedish originated company, which amongst other things offers a portfolio of high-performance IoT (Internet of Things) modules, including software, hardware and related services. Its Indian subsidiary xlit Pvt. Ltd., which also provides technical services, including product introduction management and test services, has been in operation since 2017.

Xlit's IoT offering enables companies to digitally transform, reducing the complexity of connecting 'things to apps' with a comprehensive platform for collecting, managing and analysing critical device data in a secure way. Applications include continuous remote monitoring and management of connected sensors and similar, with preventive maintenance, remote software upgrades and analytics.

The backbone is a cloud-based IoT-OS from Swedish technology partner Modio AB, which is continuously updated and developed to take care of the biggest threats to connected devices and systems, preventing hacker attacks.

Xlit Pvt. Ltd. continues to develop the IoT solution thanks to a successful knowledge transfer from Sweden to India, catering for Indian needs and challenges, including an Indian developed front-end.

Its IoT-solution is the enabler of Condition Monitoring, Smart Manufacturing/Industry 4.0, Smart Buildings and Smart Energy & Utilities, which can lead to substantial savings and help address the challenge of modernizing the electric grid.

The success of the IoT installations is that they can be monitored from one place, reducing local visits and operating cost of maintenance, detecting faults etc. It is possible to replicate the solutions across India, securing and digitalizing establishments and saving energy across the country.

truecaller

Truecaller, a Swedish technology company has built a communication app that is used by over 130 million users on a daily basis. The company provides a suite of unique services such as a dialler that offers caller ID, spam detection, messaging and financial services.

With the boom of smartphones over recent times in the country, Truecaller has been growing along with this trend. Today, Truecaller is the fifth most downloaded and used app in India.

The company was founded in 2009 by Alan Mamedi and Nami Zarringhalam, and have offices in Bengaluru, Gurgaon, Mumbai, Stockholm and Nairobi. Truecaller is backed by some of the most respected investors in the world; Sequoia Capital, Atomico and Kleiner Perkins Caufield Byers.

I Want to Export to the EU

The EU wants to help traders make the most of global trading by making information clear. Trading with the wider world brings growth to the EU economy and jobs for European workers. The European Commission has the data on tariff duties, the technical requirements to trade, food health requirements, anti-dumping and anti-subsidy duties and other issues. This information is set out according to the following criteria:

You are exporting from the EU: Many of the trade problems which European exporters face are not just the traditional import tariffs or quotas but discriminatory or disproportionate regulations or standards. Removing these barriers is part of the EU's strategy to boost exports and promote growth and jobs in Europe.

The Market Access Database (MADB) gives information to companies exporting from the EU about import conditions in third country markets: <http://madb.europa.eu/madb/indexPubli.htm>

What information can you get there?

- » Duties and taxes on imports of products into specific countries
- » Procedures and documents required for customs clearance in the partner country
- » Statistics on trade flows in goods between EU and non-EU countries
- » Trade barriers affecting your exports
- » Food safety/animal health/plant health measures
- » Preferential agreements and rules of origin
- » Services for SMEs
- » Country trade information



You are importing into the EU: the EU supports businesses wanting to import into the EU by providing clear facts on the rules and requirements for importing into the EU.

The information here is aimed at helping both European firms wanting to import products to the EU and exporters from outside the EU who want to export their products to the EU.

The Trade Helpdesk (<http://trade.ec.europa.eu/tradehelp/>) for exporting to the EU provides comprehensive information for trade partner countries on how to access the EU market and benefit from preferential trade agreements.

To help exporters seize these opportunities, the Trade Helpdesk provides:

- » Information on EU and Member States' import requirements
- » Internal taxes on products
- » Information on import tariffs and other import measures
- » Information on EU preferential conditions for imports from trade partner countries
- » Trade data for the EU and its individual Member States
- » Links to other authorities and international organisations involved in trade promotion and the practical aspects of trade
- » The possibility to ask for information about your own particular situation and product(s)
- » A "What's New" section with import related news.

More on EU Import and Export Rules

Your Europe – Business (<https://europa.eu/youreurope/business/>) provides multilingual information and online government services for companies looking for business opportunities inside and outside Europe.

The European Small Business Portal (<https://ec.europa.eu/growth/smes>) compiles practical information ranging from practical advice to policy issues, from local contact points to networking links.

Enterprise Europe Network (<http://portal.enterprise-europe-network.ec.europa.eu/>) helps small businesses make the most of the European marketplace.

If you are an SME affected by **Trade Defence Instruments** (dumping) either as an importer or user of products subject to investigation or as an EU producer or as an SME exporting to non-EU countries you should be aware that the Commission makes special efforts to assist you in any way possible. You are invited to make use of this opportunity! Helpdesk - Small and medium-sized enterprises (SMEs): Send us your question in any official European Union language: trade-defence-sme-helpdesk@ec.europa.eu

India Specific Business Support

European Business and Technology Centre, India (<http://www.ebtc.eu/>)

An India IPR SME Helpdesk similar to the ones already existing for other regions (see <http://www.ipr-hub.eu/>) is in the make and will provide information and advice on intellectual property rights (IPR).

LIST OF USEFUL WEBSITES

Delegation of the European Union to India

http://eeas.europa.eu/delegations/india_en

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 Central Bank

<https://www.ecb.europa.eu>

European Investment Bank

<http://www.eib.org>



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