



Confederation of Indian Industry

“1st CII-EUROPE BUSINESS CONGREGATE” **Strengthening Partnerships**

9 - 10 September 2010
Taj Palace Hotel, Diplomatic Enclave,
Sardar Patel Marg, New Delhi 110021

Concept Note

The growing \$1 trillion economy of India provides opportunities for new partnerships. Indian economy has shown tremendous growth in sectors such as Information & communications Technology, Energy, Infrastructure, Food Processing, Design, Clean & Green Technologies, R&D & Education. The growing requirement of the country creates space for fresh investment in resource and technologies.

There is a felt need for a platform that provides for

- Strategic collaborations between Indian and respective European country industries;
- Fresh discussions on specific business opportunities
- information on markets
- identification and choice of cooperation activities for broader business;
- building new partnerships and strengthening existing ones;

In the backdrop of the above objectives, CII is initiating a fresh engagement model with European countries title “CII-Europe Business Congregate”.

This series will focus on Indian industry engagement with select European countries at a time.

This series will provide a platform where entrepreneurs of Large, Small and Medium industry would explore and identify closer collaboration between businesses including technology transfer, research & innovation and skill development.

The first in the series this Conference will focus on **Albania, Austria, Belgium, Bosnia & Herzegovina, Bulgaria, Croatia, Czech Republic, Denmark, Estonia, Finland, Hungary, Iceland, Latvia, Lithuania, Luxembourg, Liechtenstein, Malta, Macedonia, Moldova, Norway, Poland, Romania, Serbia & Montenegro, Slovakia, Slovenia, Sweden, Switzerland and Turkey** . Scheduled in September this conference will be a forum to focus on increasing business links between India and the region.

These European countries with high ICT adoption, besides R&D investments, offer an untapped opportunity for Indian companies as a potential entry point to Europe. They are amongst the strongest European performers in the area of innovations, adopting new

technologies and R&D. The high degree of collaborations between universities and the private sector in research in these countries is exemplary.

With the bilateral trade for 2008-2009 at US\$ 39,518.46 mil, which is 39.78% of India's total trade with all European countries, & a potential consumer base of 500 mil in Europe and 208 million consumer households in India there is a tremendous potential to accelerate the growth of bilateral trade (*Refer Annexure-I*).

Elements of CII-Europe Business Congregate:

- Two days business conference ;
- Sectoral focused parallel sessions;
- Close-door CEO's meeting
- Speed Meeting;
- Business to Business meetings;
- Exhibition;
- legal advice

Sectors of Focus

- IT & ITes
- Infrastructure
- Clean & Green technologies
- Tourism
- Pharmaceutical
- Renewable energy
- Environmental technologies
- Banking & Financial services
- Education and R&D
- Bio & Nano technologies

Program Structure:

- Day One:
- Inaugural session
 - Press Briefing
 - Sessions on specific sectors
 - @Speed Meeting
 - Gala Dinner

- Day Two:
- Close-door CEO's meeting
 - Sessions on specific sectors
 - Valedictory
 - Business to Business meetings
 - Close

Target Participants

From focused countries

- Business leaders
- CEOs of business organizations
- Senior managers of businesses
- Decision makers in business organizations
- Senior Representatives of investment promotion agencies
- Senior Representatives of Chambers of Commerce & Industry
- Representatives of sectoral organizations (Govt & Private)
- Representatives of Think tanks

From India

- CEOs and decision makers from business organisations
- Representatives of the government of India from the identified sectors
- Representatives of the state governments
- Representatives of Think tanks
- Law firms
- Banking & financial organisations

(Annexure-I)

India's Total bilateral trade with above European countries

Value in \$ million

	2008-09	2009-10 (Apr-Sep)
India's Total Export to above European Countries	12,422.63	4,658.07
% of Total Export to European Countries	29.52	27.52
India's Total Export to Europe	42,076.36	16,922.95
India's Total Export to World	185,295.36	79,480.43
India's Total Import from above European Countries	27,095.83	12,263.69
% of Total Import from Europe	47.31	51.66
India's Total Import from European Countries	57,262.42	23,738.11
India's Total Import from World	303,696.31	124,636.85

Source: Ministry of Commerce & Industry, Government of India

India's trade with selected European countries

Value in \$ Million

Total Import: Selected European Countries					
S.No.	Country	2008-2009	%Share	2009-2010 (Apr-Sep)	%Share
1.	Albania	0.18	0.0001	0.27	0.0002
2.	Austria	701.64	0.2310	279.67	0.2244
3.	Belgium	5,776.77	1.9022	2,507.30	2.0117
4.	Bosnia-Herzegovina	1.31	0.0004	0.29	0.0002
5.	Bulgaria	61.14	0.0201	15.70	0.0126
6.	Croatia	15.42	0.0051	5.61	0.0045
7.	Cyprus	158.25	0.0521	6.13	0.0049
8.	Czech Republic	491.87	0.1620	247.32	0.1984
9.	Denmark	477.45	0.1572	380.14	0.3050
10.	Estonia	15.55	0.0051	24.71	0.0198
11.	Finland	1,219.64	0.4016	478.74	0.3841
12.	Greece	69.49	0.0229	120.96	0.0970
13.	Hungary	190.34	0.0627	80.99	0.0650
14.	Iceland	3.50	0.0012	8.80	0.0071
15.	Latvia	113.87	0.0375	53.59	0.0430
16.	Liechtenstein	0.08	0.0000	0.02	0.0000
17.	Lithuania	572.67	0.1886	54.49	0.0437
18.	Luxembourg	24.83	0.0082	13.60	0.0109
19.	Macedonia	0.71	0.0002	10.40	0.0083
20.	Malta	5.13	0.0017	4.72	0.0038
21.	Moldova	7.15	0.0024	0.05	0.0000
22.	Norway	1,120.73	0.3690	336.04	0.2696
23.	Poland	266.12	0.0876	158.71	0.1273
24.	Romania	341.23	0.1124	123.83	0.0994

25.	Slovak Rep	46.01	0.0151	20.73	0.0166
26.	Slovenia	75.18	0.0248	53.85	0.0432
27.	Sweden	1,952.50	0.6429	730.90	0.5864
28.	Switzerland	11,869.50	3.9083	5,449.12	4.3720
29.	Turkey	1,504.30	0.4953	1,092.69	0.8767
30.	Union Of Serbia & Montenegro	13.27	0.0044	4.32	0.0035

Total Export: Selected European Countries					
	Country	2008-2009	%Share	2009-2010 (Apr-Sep)	%Share
1.	Albania	12.14	0.0065	3.73	0.0047
2.	Austria	490.67	0.2648	130.01	0.1636
3.	Belgium	4,480.32	2.4179	1,619.94	2.0382
4.	Bosnia-Herzegovina	5.43	0.0029	1.07	0.0013
5.	Bulgaria	73.69	0.0398	25.41	0.0320
6.	Croatia	85.48	0.0461	37.93	0.0477
7.	Cyprus	250.01	0.1349	22.76	0.0286
8.	Czech Republic	183.30	0.0989	81.55	0.1026
9.	Denmark	583.66	0.3150	285.41	0.3591
10.	Estonia	49.31	0.0266	10.85	0.0137
11.	Finland	264.89	0.1430	85.27	0.1073
12.	Greece	878.43	0.4741	220.85	0.2779
13.	Hungary	439.69	0.2373	153.00	0.1925
14.	Iceland	12.73	0.0069	4.46	0.0056
15.	Latvia	44.93	0.0243	17.18	0.0216
16.	Liechtenstein	4.92	0.0027	0.02	0.0000
17.	Lithuania	60.26	0.0325	18.39	0.0231
18.	Luxembourg	11.56	0.0062	1.94	0.0024
19.	Macedonia	10.54	0.0057	2.78	0.0035
20.	Malta	100.08	0.0540	134.11	0.1687
21.	Moldova	6.78	0.0037	1.81	0.0023
22.	Norway	393.67	0.2125	129.09	0.1624
23.	Poland	518.45	0.2798	187.62	0.2361
24.	Romania	498.41	0.2690	206.97	0.2604
25.	Slovak Rep	35.83	0.0193	14.80	0.0186
26.	Slovenia	160.70	0.0867	124.43	0.1566
27.	Sweden	566.69	0.3058	207.33	0.2609
28.	Switzerland	769.24	0.4151	249.13	0.3134
29.	Turkey	1,416.75	0.7646	673.73	0.8477
30.	Union Of Serbia & Montenegro	14.06	0.0076	6.50	0.0082

Source: Ministry of Commerce & Industry, Government of India
