



Ministry of External Affairs  
Government of India



**IE29BF**  
INDIA-EUROPE 29 BUSINESS FORUM



# 3<sup>rd</sup> India-Europe 29 Business Forum “Partnering for Transforming Economic Relations”

December 8-9, 2016, New Delhi

## Outcome Report & Key Recommendations



# EXECUTIVE SUMMARY

Even as the world economy braces for an extended period of economic slowdown and protectionism in some regions, India and the Europe 29 countries are all set to deepen the bilateral trade and investment flows, bolstered by cooperation in diverse sectors such as manufacturing, healthcare, renewables, clean technologies, smart city solutions, skill development, food processing, among others.

The 3rd India-Europe 29 Business Forum, organised by the Federation of Indian Chamber of Commerce & Industry (FICCI) in partnership with Ministry of External Affairs, Government of India, in New Delhi on December 8-9, 2016, endeavoured to focus on the emerging economic and business opportunities that would interest Indian and E29 governments and industries alike.

The Forum, titled “Partnering for Transforming Economic Relations”, saw participation of over 140 official and business delegates from 19 of the E29 countries. Senior Government of India officials and over 200 representatives from Indian industry also actively participated and had hands-on business discussions with the visiting E29 business delegates. In recognition of the Forum emerging as a credible platform to deliberate upon India-E29 engagements, Gen (Dr) V K Singh, Minister of State for External Affairs, Government of India, noted during his keynote address at the Forum's Inaugural Session that the participants should come up with tangible deliverables with definitive time lines for intensifying the bilateral India-E29 economic partnerships. The minister invited companies and investors from the E29 countries to participate in the 'Make in India' programme and develop world-class manufactured goods for global markets.

Citing that the current bi-directional investment flows remained way below potential, the discussants stated that areas like smart city development, clean technologies, renewables, physical infrastructure development, and skill development offer significant scope for bilateral partnerships. It was also stated that India with its large young population would be able to offer skilled workforce to the entire world should the skill development programmes in the country take deep roots.

The session on 'India and Cyprus: Prospects and Opportunities' highlighted the scope for bilateral partnerships in areas like shipping, tourism, professional services, real estate, banking & finance, healthcare and wellness tourism, renewable energy and



hydrocarbon exploration and development. The session also directed sharp focus on partnership opportunities in the area of environmental engineering, waste management and clean technologies.

Skill development was the focal point of deliberations in the Session on 'Nordic Contributions to Skill India'. The discussants pointed out that the Nordic countries' approach to skill development, with specific reference to the internship and apprenticeship systems, would be highly relevant to India, even as the Government of India directs focused attention on the 'Skill India' programme. The discussants noted that talent retention is also a big challenge in India which can be addressed by creating meaningful forward and backward linkages for the existing skill training programmes. The panel discussed the skill gaps in industries like IT, telecom, food processing, and automobile manufacturing.

In the Session on 'Cooperating to Upgrade Skills in Manufacturing, Food Processing, Infrastructure', the discussants asserted that skill development should become the aspiration of the youth, and due efforts needed to be made in that direction. It was also pointed out that the success of major initiatives like smart city development would hinge on the availability of a large right-skilled workforce.

The Session on 'Infusing Renewed Impetus for Promoting Collaboration on High Technology in Services, Healthcare and Health IT' threw light on the bilateral partnership opportunities in areas like medical IT, medical tourism, medical equipment manufacturing, and promotion of traditional medicine systems. It was stated that while India has made strident progress in the IT sector, medical IT development in the country has not kept pace with the needs of the day. Several E29 countries with strong capabilities in the medical IT and equipment space would find compelling investment and business opportunities in India.

Keeping in view Government of India's stated focus on the development of solar and wind energy, the Session on 'Clean Technologies and Renewable Energy to Define Future of India-Europe 29 Countries Economic Relations' highlighted the particular areas where technologies and expertise from the E29 countries could augment India's thrust on renewables. The panel touched upon aspects like hybrid energy systems development, waste-to-heat conversion, Solar Power 3.0, innovative solar panels, regional power cooperation, etc.

In the Valedictory Session the speakers underlined the fact that the IE29BF platform "is here to stay and well institutionalised". They highlighted the growing significance of India-E29 economic and business partnerships in a world that is characterised by rising protectionism and inward looking policies. Areas like logistics and food processing were cited as avenues for intense and large cross-border partnerships.

Day 2 of the Forum featured an exclusive session on India-Latvia business partnerships wherein Mr Kaspars Ozolins, State Secretary of Ministry of Transport, Latvia, and other senior Latvian government officials spoke about the core strengths of the Latvian economy and areas like logistics and warehousing in the port area, especially Riga port that would be of interest to Indian companies and investors.

The Forum also provided an opportunity for business delegates from India and E29 countries to engage in B2B discussions that would lead to long-term cross-border initiatives and partnerships. Over 500 structured pre-fixed B2Bs were organised during the Forum.

<b>DAY 1: DECEMBER 8, 2016</b>	
<b>Inaugural Session: India and Europe 29: Collaborating to Transform Existing Trade and Economic Ties</b>	
<b>Welcome Address:</b>	Mr Harshavardhan Neotia, President, FICCI
<b>Address by:</b>	Mr Yiorgos Lakkotrypis, Minister of Energy, Commerce, Industry, Tourism, Cyprus
	Mr Soren Pind, Minister for Higher Education and Science, Denmark
<b>Keynote Address:</b>	Gen (Dr) V K Singh, Minister of State for External Affairs, Government of India
<b>Concluding Remarks:</b>	Mr Rakesh Bakshi, IE29BF Forum Convenor and CMD, RRB Energy Ltd.



Gen (Dr) V K Singh, Minister of State for External Affairs, Govt of India & Mr Harshavardhan Neotia, the then President, FICCI with (L to R) Mr Rakesh Bakshi, IE29BF Forum Convenor and CMD, RRB Energy Ltd; H.E Mr Soren Pind, Minister for Higher Education and Science, Denmark; H.E Mr Yiorgos Lakkotrypis, Minister of Energy, Commerce, Industry and Tourism, Cyprus and Ms Ambika Sharma, Director General, FICCI, releasing the FICCI Knowledge Report.

## Key Assertions

Mr Harshavardhan Neotia, President, FICCI in his welcome address said the presence of over 140 official and business delegates from 19 of the E29 countries along with over 200 representatives of Indian industry at the Forum was an endorsement of FICCI's

continued efforts to strengthen the India-E29 partnerships. Mr Neotia acknowledged the support of the Ministry of External Affairs, Government of India and all E29 embassies in institutionalising a credible platform to discuss and deliberate upon the innumerable and unexplored business opportunities for India and the E29 countries to collectively assess and evaluate.

Mr Neotia said there lay immense scope for India-Europe 29 bilateral partnerships in areas like SME development, manufacturing, new and renewable energy, etc. Companies from E29 countries would also find compelling investment opportunities in India as the country develops sustainable, futuristic smart cities. However, the flow of bi-directional investments left much to be desired, he said, adding that cumulative investments from the E29 countries into India in the last 13 years had barely cross the \$15 billion level, accounting for just 6% of total FDI inflows into the country.

The true potentials of India-Europe 29 bilateral trade flows are vastly under-explored. Stating this in his keynote address, Gen (Dr) V K Singh, Minister of State for External Affairs, Government of India, urged the Forum to come up with tangible deliverables with definitive timelines that would go into building the roadmap for intensive India-E29 economic partnerships.

Gen. Singh invited companies and investors from the E29 countries to explore the investment opportunities in India's manufacturing sector in tandem with the 'Make in India' programme and cater to global markets. He also cited areas like infrastructure development, clean and renewable energy, and smart city development where E29 investors would find compelling business opportunities.

Gen. Singh stated that mutuality of interest was fundamental to any long-term business association. The minister released the FICCI Knowledge Report titled 'India- Europe 29: Partnering for Transforming Economic Relations' at the session.

Mr Yiorgos Lakkotrypis, Minister of Energy, Commerce, Industry, Tourism, Cyprus, said in



*Dignitaries during the Inaugural session's proceedings*



his address that Indian companies would find attractive investment and business opportunities in Cyprus, especially as the country has recorded faster GDP growth and key sectors like oil and gas, tourism and hospitality, shipping, real estate and large-scale development projects, and healthcare offered significant investment opportunities to overseas firms. Large gas finds in the country's exclusive economic zone (EEZ) have created a raft of business opportunities. He added that Cyprus enjoys a strategic location in Europe and has an investors-friendly, transparent economic environment.

Cyprus was the Partner Country of the third edition of IE29BF.

Mr Soren Pind, Minister for Higher Education and Science, Denmark, said in his address that building skills remained central to building a better world. Globalisation has placed new demands on the labour market, and both India and Denmark were faced with such challenges.

Mr Pind stated that India with its large young population would be able to offer skilled workforce to the entire world should the skill development programmes in the country take deep roots. He pointed out that Denmark with its experience of dovetailing higher education with the dynamic needs of the labour market could offer useful knowledge and expertise to India in the realm of skills development that was aligned with the particular needs of the private sector. Students in Denmark are exposed to the real needs of industry at an early stage of their education and training through internships. Industry leaders are also actively involved in Denmark's education curriculum.

Mr Pind referred to the role of the Danish Innovation Centre in India that has been building bridges between Danish and Indian businesses and universities in areas like education, research and innovation.

The Nordic Region was the Partner Region at the Forum.

Mr Rakesh Bakshi, IE29BF Forum Convenor and CMD, RRB Energy Ltd, said in his concluding remarks that the deliberations at the Forum should lead to sector-specific outcomes. He urged businesses from the E29 countries to do their homework well while identifying business partners in India and adopt a calibrated approach in this regard. He added that as both India and the E29 economies are in transition, there are opportunities to leverage one another's complementary strengths to build strong partnerships in areas like renewables.

At this session, the dignitaries were also awarded Green Certificates that endorsed planting of trees in the Sundarbans in India.

## Session: India and Cyprus: Prospects and Opportunities

<b>Session Chair</b>	Mr George Kambanellas, Treasurer of the Board of Directors, CIPA
<b>Speakers</b>	Mr Christodoulos Angastiniotis, Chairman, CIPA
	Mr Aram Tavitian, Partner, PwC
	Ms Xenia Loizidou, Director, J. V. ISOTECH Environmental Research and consultancy/Cyndia Engivibes (P) Ltd.
	Prof. Panos Razis, University of Cyprus



*L to R: Mr Christodoulos Angastiniotis, Chairman, CIPA; Ms Xenia Loizidou, Director, J. V. ISOTECH Environmental Research and Consultancy/Cyndia Engivibes (P) Ltd; Mr George Kambanellas, Treasurer of the Board of Directors, CIPA; Mr Aram Tavitian, Partner, PwC; Prof. Panos Razis, University of Cyprus*

## Key Assertions

Speaking on the theme of 'Investing in Cyprus: Exploring Synergies with India', Mr Christodoulos Angastiniotis, Chairman, CIPA elaborated the factors that make Cyprus a global investment destination. Cyprus is working towards promoting the country as an attractive international investment and business destination in key economic sectors by providing investor facilitation and support to new and existing investors. Cyprus' strategic geographical location, robust legal and regulatory framework, attractive taxation laws, abundant human talent, ease of doing business environment and good quality of life gave the country competitive advantage as an investment destination among the E29 countries.



Traditional economic sectors like shipping, tourism, professional services, real estate and banking & finance have been the key drivers of the Cypriot economy. The country has been also focusing on emerging sectors like R&D, health and wellness tourism, renewables and hydrocarbon exploration and development.

India and Cyprus could collaborate in both traditional and emerging sectors to enhance the bilateral business ties. Along with the aforementioned sectors, Mr Angastiniotis spoke about likely collaboration in the field of films and entertainment.

Mr Aram Tavitian, Partner, PwC focused upon normalisation of business ties between India and Cyprus and said that historically the two countries have shared strong ties and to further strengthen the relations a new DTTA had been signed on 18th November 2016. He pointed out that the real GDP growth of Cyprus was 1.6% in 2015 and was expected to grow at 2.8% in 2016.



*Panel discussion underway*

Ms Xenia Loizidou, Director, J.V. Isotech Environmental Research and Consultancy/ Cyndia Engivibes (P) Ltd spoke about India-Cyprus cooperation in the area of environmental solutions, technologies and skill development. India and Cyprus share a similar perspective on environmental protection. When it comes to environmental engineering, both India and Cyprus need to extend their horizons to sectors like coastal management, shipping industries, waste management and marine litter management. She said that the engagement of local authorities in the application of the clean technology solutions and strong focus on skill development and vocational and conventional training at the ground level would yield better results.

Moderating the session, Mr George Kambanellas, Treasurer of the Board of Directors, CIPA urged India and Cyprus to focus on key sectors like agriculture, technology and environment.

Prof. Panos Razis of University of Cyprus called for collaboration between Indian and Cyprus institutions in the thermal energy sector. Prof. Razis also laid emphasis on the use of solar thermal panels and proposed construction of two solar panel production facilities in India and Cyprus. He also focused on international promotion and marketing of those solar panels.

## Session: Nordic Contributions to Skill India

<b>Session Chair:</b>	Ms Sabina Dewan, Just Jobs Network
<b>Speakers:</b>	Mr Stephan Palskog, President, Scania Commercial Vehicles India, Sweden
	Mr Sanjiv Kanwar, Country Manager, Yara Crop Nutrition, Norway
	Mr Saurabh Arora, Head of HR and Operations, Comptel Communications India, Finland
	Mr Pankaj Sachdeva, Director – Telecom & Director, Business Development, Ramboll India, Denmark
	Mr Utkrisht Ahuja, Business Development Consultant, Ossur India, Iceland



*Ms. Sabina Dewan (Panel Moderator)(C), Just Jobs Network with (L to R) Mr Stefan Palskog, President, Scania Commercial Vehicles India Pvt. Ltd.; Mr. Utkrisht Ahuja, Business Development Consultant, Ossur India; Mr. Sanjiv Kanwar, Country Manager, Yara Crop Nutrition; Mr. Pankaj Sachdeva, Director – Telecom & Director – Business Development, Ramboll India and Mr. Saurabh Arora, Head of HR and Operations, Comptel*

## Key Assertions

Ms Sabina Dewan of Just Jobs Network said in her opening remarks that one in four youth in India were unemployable owing to the high school dropout rate in the country, low quality of education in general and high degree of informality in education. As a result a large section of society was unable to provide workforce to businesses. She added that retention was equally a daunting challenge for Indian industry which could be tackled by establishing backward and forward linkages with the training programmes, whereby one's skill development could be linked with education as well as

the career path. Ms Dewan underscored the importance of having a robust apprenticeship system.

Mr Stephan Palskog, President, Scania Commercial Vehicles India, Sweden, said that in India skill gaps needed to be addressed across the value chain in the automobile industry. He laid emphasis on the

training and retraining of drivers who handle Scania buses and trucks, technicians who service and repair the vehicles, workers in the manufacturing area, as well as those involved in customer engagement. He also pointed to the huge gap between theoretical education and practical knowledge and called for a triangulation of the Scania Academy, Indian Government and businesses to address the skill gaps in the country with regard to the particular automobile segment.

Mr Sanjiv Kanwar, Country Manager, Yara Crop Nutrition, Norway, said that undergraduates at the agricultural universities would do well by gaining first-hand experience of how crops are grown in the fields. He also underscored the need to enhance farmer knowledge of the right farm practices.

Mr Saurabh Arora, Head of HR and Operations, Comptel Communications India, Finland, said that continuous competency development was the need of the hour for the services sector. He also underlined the imperative of on-the-job training that would help bridge the gap in practical knowledge of young entrants to the industry.

Mr Pankaj Sachdeva, Director – Telecom & Director, Business Development, Ramboll India, Denmark, said that due emphasis on design skills development would yield good dividends to the industry. He said that the design professionals should be acquainted with the on-field challenges. He added that his company has been providing training to people across the ecosystems so that they were equipped with needed skills to furnish their tasks.

Mr Utkrisht Ahuja, Business Development Consultant, Ossur India, Iceland, too said that internships offered by industry could help bridge the skills gaps.



*Panel discussion underway*

## Session: Cooperating to Upgrade Skills in Manufacturing, Food Processing, Infrastructure

<b>Session Chair</b>	Ms Sabina Dewan, Just Jobs Network
<b>Speakers:</b>	Ms Divya Nambiar, Senior Consultant, Ministry of Skill Development and Entrepreneurship, Government of India
	Mr Milan Gavlak, Senior Consultant, Department of Investment, Slovak Investment and Trade Development Agency – SARIO
	Mr N S N Murty, Executive Director and Leader Smart Cities, PwC
	Ms Anna Samos Krishnan, Managing Director, Long Wealth GmbH
	Mr J J Singh, President, Indo-Polish Chamber of Commerce and Industry
	Mr Mikelis Lapse, Board Member, Bhandar Ltd and National Container Terminal Ltd. (Riga, Latvia)



*Ms. Sabina Dewan (Panel Moderator)(C), Just Jobs Network with (L to R) Ms Divya Nambiar, Senior Consultant, Ministry of Skill Development and Entrepreneurship, GoI; Mr. NSN Murty, Executive Director & Leader, Smart Cities, PwC; Ms Anna Samos Krishnan, Managing Director, Long Wealth GmbH; Mr Mikelis Lapse, Board Member, Bhandar Ltd; Mr J J Singh, President, Indo-Polish Chamber of Commerce and Industry; Mr Milan Gavlak, Senior Consultant, Department of Investment, Slovak Investment and Trade Development Agency*

### Key Assertions

Ms Divya Nambiar, Senior Consultant, Ministry of Skill Development and Entrepreneurship, Government of India, said the ministry was aiming at addressing three key challenges – Skill gap, Information gap and Aspiration gap. 93% of the workforce in India work in the unorganised sector and therefore it was important to address this issue by linking the demand and supply gap of skilled workers, recognising the unorganised sectors and bringing them into the organised fold.



Ms Nambiar also said that it was important to change the mind set about skill training. Skill training was still not considered aspirational and therefore it was leading to information gaps -- people are not aware which skill set yields what kind of job opportunity. India has been addressing the aforementioned challenges by re-focusing the skill development and entrepreneurship policy, creating a dynamic environment for job seekers and job creators, implementing new schemes and facilitating international cooperation for skill development.

Moderating the session, Ms Sabina Dewan of Just Jobs Network said that “we live in a dynamic economy and it is very important for our skills to be dynamic too”. She also laid emphasis on improving the educational system to build a stronger foundation for the economy.

Speaking on ways that India and the Slovak Republic could collaborate in regard to skill development, Mr Milan Gavlak, Senior Consultant, Department of Investment, Slovak Investment and Trade Development Agency – SARIO said that both the Slovak Republic and India are undergoing major changes in their respective economies. Information technology and automobile industries have seen a boom in both Slovak and India but both countries are also having to deal with skill issues. The Slovak Republic has plans to introduce new reforms in their skill development and training programmes in order to give a boost to their manufacturing sector and hence welcomed cooperation with India in this space.



*Panellists deliberating during the session.*

Talking about how smart cities initiative and skill development overlap, Mr N S N Murty, Executive Director and Leader Smart Cities, PwC highlighted the lessons that India could learn from Europe's experience of developing smart cities. Currently, about US \$30 billion of investments are being proposed for building smart cities in India. “When we talk about smart cities we can proudly say that India has good skills to build infrastructure but it is also equally important to manage the smart cities where new skills and technology come to play,” Mr Murty said. That was the key focus area where India needed to improve its skill development training.

Focusing on the point that smart cities without smart people was like a computer without software, Ms Anna Samos Krishnan, Managing Director, Long Wealth GmbH added that inclusiveness was equally important for developing smart cities. India would do well by including its economically weaker sections and Europe its differently abled

people into the main workforce and make them proactive in order to develop better and smarter cities.

Mr J J Singh, President, Indo-Polish Chamber of Commerce and Industry explained how Poland developed its economy by utilising the funds in the right sector - not only in infrastructure but also in the IT, food processing and maritime sectors. Today Poland boasts of having an advanced food processing sector where 85-90% of food was processed - India could collaborate with Poland in this area. In fact, Poland has an agreement with the State of Punjab for encouraging farmers to adopt new technologies.

Mr Mikelis Lapse, Board Member, Bhandar Ltd and National Container Terminal Ltd. (Riga, Latvia) said that India, being blessed with a vast coastline, held immense opportunity for Latvia to cooperate with India in this sector.

<b>Session: Infusing Renewed Impetus for Promoting Collaboration on High Technology in Services, Healthcare and Health IT</b>	
<b>Session Chair</b>	Dr Sanjeev K Chaudhry, Director- Devang Holding Pvt. Ltd
<b>Speakers</b>	Prof. Panos Razis, University of Cyprus
	Mr Prakash Hinduja, Chairman, Hinduja Group (Europe), Switzerland
	Dr Karanvir Singh, Chief Medical Information Officer, Apollo Hospitals



*Dr Sanjeev K Chaudhry, Director- Devang Holding Pvt. Ltd( Panel Moderator) with(L to R) Prof. Panos Razis, University of Cyprus; Mr Prakash Hinduja, Chairman, Hinduja Group (Europe) and Dr Karanvir Singh, Chief Medical Information Officer, Apollo Hospitals*



## Key Assertions

Speaking on the cooperation between India and Cyprus in the area of medical physics, Prof. Panos Razis, University of Cyprus said that both education and healthcare remained key to sustained economic progress. India could provide quality medical diagnosis at much lower costs, whereas Cyprus has established credentials in Europe for excellent medical services and medical tourism. Prof. Razis stated that medical research was another area where India and Cyprus could look to forge new partnerships.

Moderating the session, Dr Sanjeev K Chaudhry, Director- Devang Holding Pvt. Ltd said that healthcare was one of the most important sectors as nothing could be pursued without good health. India and E29 needed to work together on knowledge and technology sharing for improving the healthcare sector of both regions. It was a well-known fact that medical procedures in India cost only a fraction of that in the Western countries and almost every hospital in India have been using medical equipment and diagnostic machines manufactured in Europe. Therefore, it was important for India and E29 countries to combine their expertise and create an environment that facilitated better healthcare services.



*Mr Prakash Hinduja addressing the audience during the session*

You are what you eat, said Mr Prakash Hinduja, Chairman, Hinduja Group (Europe), Switzerland. He focused on three basic aspects – Knowledge sharing, Healthy food and Ayurveda. “India is home to ayurvedic medicine which not only works wonders but is also accessible to people of every strata. It is now important to propagate India's ancient medical knowledge” noted Mr Hinduja. In Europe, home remedies, very similar to Ayurveda, remained quite common. He advocated India-E29 joint initiatives in the documentation and dissemination of traditional medicine.

Stressing upon Government of India's 'Make in India' initiative, Dr Karanvir Singh, Chief Medical Information Officer, Apollo Hospitals said that India has been importing medical equipment and disposables from Europe in great quantities and that increased the cost of medical services offered to citizens. To provide better healthcare to people at an affordable cost and to strengthen bilateral relations between India and E29,

European countries should look to manufacture these equipments in India. He also laid emphasis on medical IT as an area of cooperation. While India has made strident progress in the IT sector, medical IT has not kept pace with the demands of the day. European countries command far more advanced medical IT capabilities. This area was now primed for collaboration and knowledge sharing.

Session on Clean Technologies and Renewable Energy to Define Future of India-Europe 29 Countries Economic Relations	
<b>Session Chair</b>	Mr Sarvesh Kumar, President & COO, RRB Energy Ltd., India
<b>Speakers</b>	Ms Xenia Loizidou, Director, J. V. Isotech Environmental Research and Consultancy/CyndiaEngivibes (P) Ltd.
	Mr Maciej Fałkowski, Dy. Joint Secretary, Deptt of Economic Cooperation, Ministry of Foreign Affairs, Poland
	Mr Rajiv Tayal, CEO, PPAM Solkraft India, Sweden
	Ms Pooja Malhotra, Vice President, Statkraft Markets, Norway
	Mr Pratyush Thakur, COO, Statkraft BLP, Norway



Mr Sarvesh Kumar, President & COO, RRB Energy Ltd. (Panel Moderator) (C) with (L to R): Mr Maciej Fałkowski, Dy. Joint Secretary, Ministry of Foreign Affairs, Poland; Mr Rajiv Tayal, CEO, PPAM Solkraft India; Ms Pooja Malhotra, Vice President, Statkraft Markets; Ms Xenia Loizidou, Director, J.V. Isotech Environmental Research and Consultancy and Mr Pratyush Thakur, COO, Statkraft BLP

## Key Assertions

Mr Sarvesh Kumar, President & COO, RRB Energy Ltd., India, in his opening remarks said that Government of India's target of generating 175GW of power from renewable sources – solar and wind energy-- had opened up a gamut of new investment opportunities in this sector. Of this 100GW would be generated from solar energy (60% would be grid-connected and 40% from rooftop solar systems).

He made specific reference to the opportunity to develop hybrid systems in the country, such as, solar-wind hybrid systems, solar-biomass hybrid systems, etc. He added that Norway could extend its expertise to India in the area of offshore energy development. The country had a 7,500 km of coastline. Norway and Denmark have signed agreements with India in this area of renewables. Mr Kumar urged other E29 countries to join India in this endeavour.

Mr Kumar also underscored the opportunity for joint R&D in the area of renewables and added that facilities existed for the testing of solar and wind farms and improving their efficiency levels.

Ms Xenia Loizidou, Director, J.V. Isotech Environmental Research and Consultancy/CyndiaEngivibes (P) Ltd, said that clean technologies and waste management systems procured from the



*Panelists pooling in their views during the session.*

overseas had to be calibrated to local conditions, challenges and needs. Clean technologies needed to be knowledge-based in order to be successful. Moreover, their application must draw high stakeholder participation including the local authorities, backed by sound monitoring mechanisms.

Cyprus boasts of waste-to-energy conversion technology that would be relevant to India. Ms Loizidou laid particular emphasis on the need for appropriate skill development in the area of clean technologies.

Mr Maciej Fałkowski, Dy. Joint Secretary, Department of Economic Cooperation, Ministry of Foreign Affairs, Poland, laid emphasis on SME cooperation in the area of renewables. He also said that Polish energy companies could offer Indian industry robust energy efficiency solutions – particularly in the railways sector. He also said that

Poland and India could deepen bilateral cooperation in the area of thermal power, and ensure that coal-fired power plants had a least environmental impact.

Mr Rajiv Tayal, CEO, PPAM Solkraft India, Sweden, explained that Solar Power 3.0 was about developing highly creative, aesthetic, innovative solar panels that could be deployed where the demand was. Such systems do not require solar farms. He added that his company has been developing solar panels that were multi-functional – including serving as noise barriers. “We have to be innovative and creative,” he said, while making a point that use of land for creating solar farms remained a cost-intensive approach. The company was therefore installing double-sided vertical solar panels on the Delhi Metro network.

Ms Pooja Malhotra, Vice President, Statkraft Markets, Norway, said that hydel power should be accredited as renewable energy. Currently only small hydel power plants come within the ambit of renewable energy in India. She pointed out that India and its neighbouring countries Nepal and Bhutan could learn from the experiences of regional initiatives of the Nordic countries in developing hydel power. Regional energy markets could be developed in tandem with such multilateral initiatives. Moreover, as India increased its focus on solar and wind power – which remained intermittent, hydel power could address the market and price distortions that would come about as the renewable energy replaced thermal energy. Harmonising the power tariffs across India would be a long-term challenge.

Mr Pratyush Thakur, COO, Statkraft BLP, Norway, said that India’s focus on renewable energy development has spawned significant investment opportunities (estimated at \$80-90 billion). He said that the focus on renewable energy like solar has taken energy development closer to the consumer.

### Valedictory Session

<b>Session Chair</b>	Mr Rakesh Bakshi, IE29BF Forum Convenor and CMD, RRB Energy Ltd
<b>Speakers</b>	Mr Subrata Bhattacharjee, Joint Secretary, Ministry of External Affairs, Government of India
	Mr Kaspars Ozolins, State Secretary of Ministry of Transport, Latvia
	Dr A Didar Singh, Secretary General, FICCI





*(L to R) Dr A Didar Singh, Secretary General, FICCI; Mr Subrata Bhattacharjee, Joint Secretary, Ministry of External Affairs, GoI; Mr Rakesh Bakshi, IE29BF Forum Convenor and CMD, RRB Energy Ltd; Mr Kaspars Ozolins, State Secretary of Ministry of Transport, Latvia*

## Key Assertions

Mr Rakesh Bakshi, IE29BF Forum Convenor and CMD, RRB Energy Ltd, said in his opening remarks that the IE29BF platform was here to stay and after organising three editions, has established itself as an institutionalised platform for promoting business dialogue between Indian and E29 industries.

Mr Kaspars Ozolins, State Secretary of Ministry of Transport, Latvia, said in his address that Latvia was endeavouring to deepen its ties with India as the country sought to expand its circle of economic partners. He stated that Latvia remained an important logistics and distribution hub in Europe and that Indian companies could reach out to the Baltic and Nordic markets through Latvia. He especially mentioned association of Bhandar with the Freeport of Riga.

India could gain significantly in food processing sector from the expertise that some of the Europe 29 countries boasted of. Food processing has assumed critical importance

for India. Stating this in his keynote address, Mr Subrata Bhattacharjee, Joint Secretary, Ministry of External Affairs, Government of India, said that India and the E29 countries as evolving economies had much to learn from each other's growth experiences. He cited manufacturing, smart city development, IT/ITeS as some of the other key areas that could fuel our bilateral partnerships.



*Dignitaries during the Valedictory session*

Dr A Didar Singh, Secretary General, FICCI, said in his concluding remarks that India and the E29 countries could jointly work towards sustaining a globalised world economy, more so as many economies have been turning protectionist. Noting that this was the age of disruption, he cautioned the participating countries against disrupting two key aspects – globalisation and democracy and urged both regions to take concerted efforts to reinforce the tenets of a market economy. Further, all businesses of the future must be based on a sustainable model, he asserted.

He spoke about the imperative of preparing for Industry 4.0 and how E29 countries could benefit from India's focus on sustainable, frugal innovations.

Dr Singh also suggested to formalise India – Europe 29 CEOs Committee. The committee could have one business leader each from E29 countries as well as select Indian CEOs on board.



## DAY 2: DECEMBER 9, 2016

### Business Interaction with H.E Mr. Kaspars Ozolins, State Secretary of Ministry of Transport, Latvia

<b>Opening remarks</b>	Ms Ambika Sharma, Director General, International Affairs, FICCI
<b>Speakers</b>	Mr Aivars Groza, Ambassador of Latvia to India
	Mr Kaspars Ozolins, State Secretary of Ministry of Transport, Latvia
	Mr Aivis Kļavinskis, Deputy Head of Mission, Embassy of Latvia in India
	Mr Mikelis Lapse, Member of the Board at National Container Terminal, Latvia



H.E Mr. Kaspars Ozolins, State Secretary of Ministry of Transport interacting with participants during the interaction

## Key Assertions

Welcoming the speakers and participants to the session, Ms Ambika Sharma, Director General, FICCI, said that India saw Latvia as a gateway to the European and CIS markets. The world-class Freeport of Riga could serve as an operational base for Indian companies and a transit point for Indian goods destined for different European markets.

Noting that India and Latvia were at the cusp of redefining the bilateral trade and investment ties, Ms Sharma assured the Latvian delegation that FICCI would make concerted efforts to boost the bilateral business cooperation.

Mr Aivars Groza, Ambassador of Latvia to India, noted that the diplomatic ties between India and Latvia had completed 25 years. The Latvian embassy was established in India two years ago, and the Latvian consulates have been established in Mumbai, Chennai and Bengaluru.

Stating that India should become more visible in Latvia, Mr Groza said that a significant number of Indian students have been studying in Latvia. The country could also be an attractive film shooting location for Bollywood movies, he said, referring to picturesque locales like white sand beaches.

Mr Kaspars Ozolins, State Secretary of Ministry of Transport, Latvia, said that his country was veritable geographical link between the EU, Russia and CIS countries. Latvia had a strong multi-modal logistics infrastructure that comprised of a rail network integrated with the rail network of Russia and CIS countries, a highly advanced Riga international airport that served as an aviation hub of the Baltic region, three large ice-free ports – Riga, Ventspils and Lie Paja handling 74 million tonnes of cargo every year, and a well-developed road network. The logistics industry accounted for 10% of Latvia's GDP. He informed that the rail network has been facilitating seamless movement of goods to the Russian and CIS markets with easy documentation and clearance systems.

The Freeport of Riga, strategically connected with the big ports of western Europe, has been handling mainly coal and oil products. It also attracts tourist visits and cruise ships. The Freeport serve as a good distribution centre with advanced warehousing facilities. The Ventspils free port also promote industrial zones. The Lie Paja port has an SEZ that was also attracting investments. Mr Ozolins said that Indian companies could look to develop logistics warehousing and industrial warehousing facilities in the port areas. In the free port area companies may stand to gain about 55% returns on their investments owing to the tax concessions being extended to investors there until year 2035.

Latvia also had a well-developed network of dedicated container train services in the Baltic region. Mr Ozolins said that as these rail lines were open for private cargo, they could be of interest to Indian companies.

He said that there were two routes for Indian goods to reach Latvia – traditional maritime route that extended to Russia and CIS countries and the North-South Corridor links with Northern Europe.

Mr Ozolins underlined Latvian strengths in the area of skilled workforce, technical education, trans-shipment cost advantage, among others. He explained that Latvia offered a cost-effective centre for repackaging goods from India that were heading for European markets. Packaging and labelling of special products could also be done with ease in Latvia, he said. As such labour cost at Riga was about 18% lower than that of a major port like Hamburg.

Mr Aivis Klavinskis, Deputy Head of Mission, Embassy of Latvia in India, said that Latvia became a member of OECD in 2016. He pointed out that while Latvia's trade exchanges with the Asian region has been rising, the bilateral trade with India still remained well below the potential. Hence, there lay huge potential for expanding India-Latvia trade flows.

He added that Latvia's Ease of Doing Business ranking had improved from 22nd position to 14th. Referring to the country's Polaris process that has been put in place to attract FDI inflow, Mr Klavinkis said the focus areas were: woodworking, metalworking and mechanical engineering, transport and storage, information technologies (including global business services), healthcare, life sciences, green technology and food processing. He also pointed out that Latvia's total tax rate of 35.9% for businesses was the lowest amongst the Baltic States and the 12th lowest in the EU and EFTA region.

Mr Mikelis Lapse, Member of the Board at National Container Terminal, Latvia, said that Latvia had a highly business-friendly environment that suited foreign investors. He underlined the fact that the labour force in Latvia was well educated, with one of the highest rates of university attendance in the world.

Since Latvia enjoyed access to EU Structural Funds, hence companies investing in Latvia would enjoy similar benefits. It was pointed out that Indian pharma companies have been preferring to move their goods to Russia and CIS countries via Riga.

## Key Recommendations

### Bilateral Trade

- The true potentials of India-Europe 29 bilateral trade flows are vastly under-explored. Both regions need to make concerted efforts to expand the bilateral trade basket and thereby deepen the trade ties.
- India and the E29 countries should also promote multilateral trade and act as a bulwark against protectionism.

### Manufacturing

- Manufacturing companies from E29 countries could explore a gamut of investment opportunities in India's manufacturing sector in the wake of the 'Make in India' programme launched by the Government of India.

### Energy

- As India steps up the focus on renewable energy, there are emerging investment opportunities in the area of hybrid systems, such as, solar-wind hybrid systems, and solar-biomass hybrid systems.
- In addition, Norway could extend to India its expertise in the area of offshore energy development.
- Indian companies will find attractive investment and business opportunities in Cyprus in the oil and gas sector.

### Smart City Development

- E29 companies with strong capabilities in smart city development would find compelling investment opportunities in India as the country develops sustainable, futuristic smart cities.

### Logistics

- Latvia is an important logistics and distribution hub in Europe. Indian companies could reach out to the Baltic and Nordic markets from Latvia.
  - Indian companies could also look to develop logistics warehousing and industrial warehousing facilities in Latvian port areas. In Latvia's free port area companies stand to gain up to 55% returns on investment owing to the tax concessions being extended to investors there until year 2035.
- Latvia offers a cost-effective centre for repackaging goods from India that are headed for European markets. Packaging and labelling of special products can also be done with ease in Latvia.

## Clean Technologies & Waste Management

- India and Cyprus have the opportunity to deepen the bilateral cooperation in areas like coastal management, waste management and marine litter management.
- Cyprus has strong capabilities in converting waste to energy technology that would be highly relevant to India.

## Healthcare

- While medical procedures in India cost only a fraction of that in the developed economies, there is a huge unmet demand for cost-effective medical equipment in the country. E29 countries with a strong technology base and manufacturing capabilities in the medical equipment spectrum could investment and partnership opportunities in India.
- India has made strident progress in the IT sector but has not made commensurate progress in the field of medical IT. Several E29 countries command significant expertise in this area which opens up partnership opportunities between India and E29 countries.
- India and Cyprus could deepen the bilateral cooperation in medical research with the overriding objective of building robust medical services delivery at affordable costs.
- India and the E29 countries would do well to make joint efforts to document and disseminate traditional medical knowledge and practices that have been in existence in both regions.

## Food Processing

- India could gain significantly from the food processing capabilities that E29 countries like Poland possess.

## Film & Entertainment

- Countries like Latvia, Cyprus and other E29 countries have attractive locales for shooting Indian Bollywood films

## Innovation

- E29 countries could benefit from India's focus on sustainable, frugal innovations.

## Business Takeaway

During the course of the Forum, Indian IT firm XS Infosol with strong capabilities in business automation and transformation software(s)/ERP solutions for small and large corporations alike held positive discussions with the officials of Government of Serbia for establishing joint initiatives between the firm and the Serbian government in software reselling, incubation of IT businesses, development of an India-Serbia ICT portal, and ICT training and development. Concrete partnerships and joint initiatives are expected to be inked soon.

During the site visits organised for E29 delegates, Bulgarian delegation representing IT sector, during their detailed business discussions at Wipro campus, requested for a senior Wipro team to visit Bulgaria in January 2017 to assess and ascertain hands-on business opportunities for forging JVs in the sector.

## Commendations

*"I would like to honestly thank you for the wonderful opportunity you gave our team. Not only we could be a member of the panel discussion on inclusion as an aspect of smart city concepts, but also meet and talk to numerous important businessmen from India. Meeting them and their companies was truly inspiring and gives us great possibilities to move forward with our project."*

**EszterHarsanyi, MagikMe Ltd, London**

*"For initiating a business dialogue with Serbian officials in the field of ICT, I am thankful to MEA, Gol and FICCI for introducing us to them and for organizing the wonderful event year after year."*

*SaurabhUpadhyay, XS INFOSOL.*







## About FICCI

Established in 1927, FICCI is the largest and oldest apex business organisation in India. Its history is closely interwoven with India's struggle for independence, its industrialization, and its emergence as one of the most rapidly growing global economies.

A non-government, not-for-profit organisation, FICCI is the voice of India's business and industry. From influencing policy to encouraging debate, engaging with policy makers and civil society, FICCI articulates the views and concerns of industry. It serves its members from the Indian private and public corporate sectors and multinational companies, drawing its strength from diverse regional chambers of commerce and industry across states, reaching out to over 2,50,000 companies.

FICCI provides a platform for networking and consensus building within and across sectors and is the first port of call for Indian industry, policy makers and the international business community.

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