



Ministry of External Affairs
Government of India



4th INDIA-EUROPE 29 Business Forum

**“India and Europe 29: Synergising Economic Vision For
Expanded Economic Relations”**

March 5 & 6, 2018
New Delhi

*Outcome Report
Key Assertions & Recommendations*





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Executive Summary

The 4th India – Europe 29 Business Forum, organised by the Federation of Indian Chamber of Commerce & Industry (FICCI), in coordination with Ministry of External Affairs, Government of India, in New Delhi during March 5-6, 2018, witnessed intense deliberations on the joint steps that may be taken to broadbase and deepen India – Europe 29 bilateral economic and business partnerships. The speakers addressing the conference titled “India and Europe 29: Synergising Economic Vision For Expanded Economic Relations” spoke about partnership opportunities in the realms of Industry 4.0, smart city development, implementation of healthcare IT, and skills development.

In the **Inaugural Session** of the conference, Mr M J Akbar, Minister of State for External Affairs, Government of India, stated Government of India remained committed to extending every support to Indian industry's focused efforts to increase investments in European countries. “India is assiduously furthering the global goal of shared prosperity”, Minister Akbar underlined.

Hon. Mr Carmelo Abela, Minister for Foreign Affairs and Trade Promotion, Malta, urged Indian industry to increase their investments in Malta and reap the benefits of easier access to the European and African markets. Stating that India was one amongst top ten non-European trade partners of Czech Republic, H.E Mr Tomas Huner, Minister of Industry and Trade, Czech Republic, underlined the immense scope for bilateral partnerships in the area of energy development. Mr Sandip Somany, Senior Vice President, FICCI, asserted that there was significant scope for increasing the India-Europe 29 bilateral trade flows that stood at \$38 billion in 2016-17.

The '**Focus Country Session on Czech Republic**' highlighted the opportunity for deepening bilateral business and economic cooperation between India and Czech Republic. H.E Mr. Tomas Huner, Minister of Industry and Trade, Czech Republic who led a business delegation to India said the focus of his visit to India was to find ways to reinforce business cooperation between India and Czech Republic through discussions with key decision makers in India. The Czech leaders cited major Czech brands like Bata, Sigma and Skoda that had established themselves as household names in India.

Concurrent roundtable discussions were conducted between select representatives from the Indian pharmaceutical sector and Mr Carmelo Abela, Minister for Foreign Affairs and Trade Promotion, Malta, and Mr Tomas Huner, Minister of Industry and Trade, Czech Republic, respectively.

The **Panel Discussion on Industry 4.0: Defining India-E29 Cooperation Through**

Developing Innovation Ecosystem in Hi-Tech Manufacturing and Skilling & Transforming Human Capital in India, directed attention on the imperative for India to build the right ecosystem for ushering in Industry 4.0 and how the country could benefit from the experiences of E29 countries with regard to advance manufacturing and skills development.

In the **Panel Discussion on Promoting e-Governance Through ICT Technology & Inviting E29 Expertise for Digitisation of Healthcare Sector in India**, the discussants underlined the beneficial impact of technology on healthcare delivery. It was cited that India could benefit immensely from the European experience of implementing healthcare IT. Issues related to data privacy and EHR, telemedicine, and related areas were discussed in depth.

The **Panel Discussion on Collaborating to Develop 100 Smart Cities in India: Innovative Urban Transport Solution and Clean Technologies to Define India-E29 Future Partnerships** threw light on how India could identify and customise some of the smart city solutions that were developed in the E29 cities for Indian smart city projects. It was cited that Indian cities like Pune, Jaipur and Visakhapatnam have already put in place smart city ingredients such as command and control systems, IoT systems, early warning systems for flood control and even smart solution for public lighting. Smart city development takes place over a decade or two. It is a "a journey, not necessarily a destination," the discussants said.

In the **Valedictory Session**, Ms Ruchi Ghanshyam, Secretary (West), Ministry of External Affairs, Government of India, said that "It is natural that we join hands" with the Europe 29 countries. India offers a huge consumer market to European companies and Europe with its advanced and clean technologies is well placed to meet India's emerging needs in this regard".

Mr Bogdan, Igic, State Secretary, Ministry of Agriculture, Serbia, invited Indian businesses to invest in Serbia's agriculture sector which has 107,000 hectares on offer to foreign investors who are ready to invest at least half a million Euros. Mr Iztok Mirošič, Deputy Minister of Foreign Affairs, Slovenia, said that India, being the world's 4th largest economy, held immense potential for remaining an important trading partner for the Europe 29 countries.

The conference attracted the participation of some 170 officials and business leaders from 20 E29 countries, and over 200 Indian delegates. During the inaugural session, a FICCI report on 'India-Europe 29: Synergising Economic Vision for Expanded Relations' was also released.

On Day 2, sector specific site visits were organised for Europe29 companies at the Artemis and Escorts campuses in Delhi NCR. Later, a business interaction between Mr Aleksandar Manolev, Deputy Minister of Economy, Republic of Bulgaria, and Indian industry leaders was also organised, wherein FICCI exchanged a cooperation agreement with National Company Industrial Zones PLC (NCIZ) to strengthen the economic and trade ties between India and Bulgaria.

Inaugural Session

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| Welcome Address: | Mr Sandip Somany, Senior Vice President, FICCI |
| Keynote Address: | Mr M J Akbar, Minister of State for External Affairs, Government of India |
| Address: | Hon Carmelo Abela, Minister for Foreign Affairs and Trade Promotion, Malta H.E Tomas Huner, Minister of Industry and Trade, Czech Republic |
| Concluding Remarks: | H.E Milan Hovorka, Ambassador of Czech Republic to India |



Mr M.J Akbar, Hon'ble Minister of State for External Affairs, Govt. of India; Mr Sandip Somany, Senior Vice President, FICCI with (L-R) H.E Milan Hovorka, Ambassador of Czech Republic to India, Hon. Carmelo Abela, Minister for Foreign Affairs and Trade Promotion, Malta and H.E Tomáš Hüner, Minister of Industry and Trade, Czech Republic releasing the knowledge report at the Inaugural session.

Key Assertions

Government of India remained committed to extending every support to Indian industry's focused efforts to increase investments in European countries. Stating this in his keynote address, Mr M J Akbar, Minister of State for External Affairs, Government of India, said that India was assiduously furthering the global goal of shared prosperity.



Dignitaries during the Inaugural session's proceedings

"The radical reforms that were introduced by the Government of India some four years ago under the leadership of Prime Minister Narendra Modi have delivered robust results", said Mr Akbar, while highlighting the Government of India's programmes that contributed to the socio-economic transformation of the country. He cited how interventions in the areas of micro-finance and housing had strengthened the participation of women in development endeavours.

Pointing to the threat of terrorism confronting global societies, Mr Akbar said that India and Europe had come together to fight the war against terrorism and make the world a peaceful place to live in.

Hon. Carmelo Abela, Minister for Foreign Affairs and Trade Promotion, Malta, urged Indian industry to increase their investments in Malta and enjoy the benefit of easier access to the European and African markets. "Malta is open for business," he said, and referred to pharma manufacturing, education, healthcare, consultancy, renewal energy, financial services, events, biotechnology research, knowledge-based industries among other sectors that would be particularly attractive for investments by Indian companies. Mr Abela also mentioned that Malta remained a global film production hub.

H.E Tomas Huner, Minister of Industry and Trade, Czech Republic, in his address underlined the immense scope for bilateral partnerships in the area of energy development between India and Czech Republic. Minister Huner highlighted the core strengths of the Czech Republic, such as a highly qualified domestic workforce, investment protection laws, among others, as factors that would attract Indian investments to the country. Czech Republic was the 'Focus Country' at the fourth edition of the Forum.

Earlier, Mr Sandip Somany, Senior Vice President, FICCI, in his welcome address said there remained a significant scope for increasing the India-Europe 29 bilateral trade flows that stood at \$38 billion in 2016-17. Cumulative bi-directional India-E29 investments of \$16 billion in 13 years was “miniscule” when viewed against the unexplored opportunities for expanding the bilateral trade flows. He also pointed to the need for strengthening India-E29 partnerships involving small and medium enterprises (SMEs).

The conference attracted the participation of some 170 officials and business leaders from 20 E29 countries and over 200 Indian delegates were also present at the Forum deliberations.

H.E Milan Hovorka, Ambassador of Czech Republic to India, proposed the vote of thanks.

| Focus Country Session – Czech Republic | |
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| Address: | H.E Tomas Huner, Minister of Industry and Trade, Czech Republic |
| Address: | Mr BorivojMinar, Vice President, Czech Chamber of Commerce Mr Jiri Hansl, Director of Foreign Department, Czech Republic |





H.E Tomáš Hüner, Minister of Industry and Trade, Czech Republic with (L-R) Mr. Jiří Hansl, Director of Foreign Department, Czech Republic and Mr Borivoj Minar, Vice President, Czech Chamber of Commerce

Key Assertions

The deliberations in this session brought forth the various areas of cooperation between India and Czech Republic that could be further explored to unlock the true potentials of expanded bilateral relations between the two countries.

Following a promotional video on Czech Republic that highlighted the country's world class manufacturing infrastructure, and natural and human resources base, Minister Huner in his address said that the focus of his visit to India was to find ways to reinforce business cooperation between India and Czech Republic through discussions with key decision makers in India.

Mr Huner was leading a Business Mission to India that included representatives of large and small companies from Czech Republic.

Mr Borivoj Minar, Vice President, Czech Chamber of Commerce, said the industry body that he represented boasted of 15,000-member strong membership accounting for 60% of Czech Republic's national GDP.

Highlighting the areas of business cooperation between Czech Republic and India, he cited industrial machinery and renewable energy segments as promising areas for bilateral business

engagements. "Czech Republic offers superior quality products and services," he said, adding that "the cooperation between the two countries is not limited to the exchange of only goods and services but also in areas like tourism."

He also made a mention of big brands from Czech Republic like Bata, Sigma and Skoda that were now well established in India. He said that Czech was home to many Indian restaurants and there has been an increase in the number of people from India visiting the country to experience its beautiful natural landscape and thousands of years old culture.

Mr Jiri Hansl, Director of Foreign Department, Czech Republic, spoke about the different Czech companies that participated in the 4th IE29BF as part of the Business Mission from Czech republic. The list included entities like BPS, Czech Export Bank, Export Guarantee & Insurance Corporation, Ekotechnik, Home Credit India, Chemoprojekt, etc.

Closed-Door Pharma Roundtable I - Malta

In a closed door roundtable discussions held between Hon. Carmelo Abela, Minister for Foreign Affairs and Trade Promotion, Malta and select representatives from the Indian pharmaceutical sector, it was cited that Malta had established a free port in the Mediterranean Sea to enable the manufacturing companies to gain easy access to raw material supplies and seamlessly connect with overseas markets.

Pharmaceutical exports constitute 13% of Malta's total exports. The country has acquired certification in lab tests and there is a strong cluster of medical devices manufacturing firms.

Malta has a well-developed logistics sector that helps movement of finished materials/products to different markets by air and sea. It was also cited that cost of production in Malta remained highly competitive. Besides, manufacturers also stood to benefit from lower license fee. There remained no duplication of license fee that was otherwise applicable in European Union.

Closed-Door Pharma Roundtable II - Czech Republic

In another closed door roundtable discussion held between Mr Tomas Huner, Minister of Industry and Trade, Czech Republic and select representatives from the Indian pharmaceutical sector, it was cited that exports account for 80% of Czech Republic's GDP.

Czech Republic was highlighted as one of the most attractive investment destinations in the region for multinational pharmaceutical companies. In the long term, the broader European economic recovery would continue to act as a tailwind to drive investments in the export-intensive Czech Republic's economy, which would further benefit pharmaceutical producers.

Panel Discussion -- Industry 4.0: Defining India-E29 Cooperation Through Developing Innovation Ecosystem in Hi-Tech Manufacturing and Skilling & Transforming Human Capital in India

Moderator: Dr Darlie Koshy, DG & CEO, ATDC, India

Panelists:

Mr N Sivanand, Joint Secretary & CVO, Department of Heavy Industry, Ministry of Heavy Industries and Public Enterprises, Government of India

Mr Dilip Sawhney, Managing Director – India, Rockwell Automation India Pvt Ltd

Ing. Jan Rott, Director, Sale and Marketing, Stros Esquire Elevators & Hoists Pvt Ltd, Czech Republic

Ms Sabina Dewan, President and Executive Director, JustJobs Network

Mr Stephen Vella, General Manager, Malta College of Arts, Science and Technology, Malta

Mr Gautam Dutta, Director Marketing, Siemens PLM, India





Dr Darlie Koshy, DG & CEO, ATDC (Session Moderator) (C) with (L-R) Mr Dilip Sawhney, MD-India, Rockwell Automation India Pvt Ltd, Ing. Jan Rott, Director, S&M, Stros Esquire Elevators & Hoists Pvt Ltd, Czech Republic, Mr Stephen Vella, GM, Malta College of Arts, Science and Technology, Mr N Sivanand, Joint Secretary & CVO, Department of Heavy Industry, MoHI&PE, Govt. of India, Ms Sabina Dewan, President and ED, Just Jobs Network, Mr Gautam Dutta, Director Marketing, Siemens PLM and Mr G Veerappan, Vice President, Excelus

Key Assertions

"India has no option but to embrace Industry 4.0 if we are to sync and compete with the world," said Mr N Sivanand, Joint Secretary & CVO, Department of Heavy Industry, Ministry of Heavy Industries and Public Enterprises, Government of India. "With Industry 4.0, Indian industry has the potential to increase productivity by 20%," Mr Sivanand said, while pointing out that China, Germany, the US, the UK and France were already early adopters of advanced manufacturing.

"Any new technology that is disruptive will pose challenges and present opportunities too. Advanced manufacturing is not just about upgrading the manufacturing processes but also that of skilling, reskilling and upskilling the workforce" Mr. Sivanand underlined.

Stating that Indian SMEs accounted for 80-90% total manufacturing in India, the Government was now focusing upon "skilling which has spin-offs at the industry and societal levels and which will enable India to develop its capabilities at par with the best in the world, including the E-29 countries," Mr Sivanand said.

Mr Dilip Sawhney, Managing Director - India, Rockwell Automation India Pvt Ltd, India said that India needs to "create a platform for an ecosystem revolution in manufacturing to happen." "No company can manage this revolution in the ecosystem all by itself. The government and industry have to be part of this change management and de-risk this changeover to advanced manufacturing by involving the academia also," he said.

Other than that, Mr Sawhney said, it was also important to create "integrated supply chains, the bedrock of Industry 4.0 and a skilled workforce to work the new system." He added that the dividends from embracing Industry 4.0 could be applied for addressing some of the demographic challenges that the country was today facing. Hence, "emerging and disruptive technologies like big data, connectivity, cyber-physical systems, robotics, etc., will have to be blended with the conventional modes of manufacturing" Mr. Sawhney observed.

"The Government's job is to act as a facilitator in creating an ecosystem where the technologies for advanced manufacturing can be integrated. I am happy to see that steps are being taken in that direction," Mr Sawhney said. Industry on its part needs to work in conjunction with institutes and academia where the new technologies are incubated. There is also the need for inter-operability standards to be set up across the supply chain so that a whole new ecosystem evolves" he stressed.

"Our company is proud to be in India", said Ing. Jan Rott, Director, Sale and Marketing, Stros Esquire Elevators & Hoists Pvt Ltd, Czech Republic. Stating that the company was in the business of developing cutting-edge technologies "with supplies to NASA and the Canadian Navy", he said that they did face some challenges in regard to sourcing of high quality components, apart from certain infrastructure issues. However, he said that upgradation to advanced manufacturing could help address those issues.

Ms Sabina Dewan, President and Executive Director, JustJobs Network, said that lack of adequate skilled workers in the country was a real problem and suggested that while the skilling and reskilling initiatives should not be mere band-aid solutions. The successful European economies developed on the strength of their quality education system and "India has to look deeper into the quality and efficacy of its education system, she said, while adding that "it is imperative that India looks to long-term solutions for improving the educational qualifications of millions of students."

Mr Stephen Vella, General Manager, Malta College of Arts, Science and Technology, Malta, said that "systems and processes are changing dramatically. Therefore, it is important that human capital is identified as the most important resource." "Knowledge, skills, and particularly creativity, are the new components of advanced manufacturing and those have to be developed with a mix-in of international accreditations - to foster a global mindset and encourage a culture of innovation."



Panelists deliberating during the session

Underlining the demographic challenge that faces India, Mr Gautam Dutta, Director Marketing, Siemens PLM, India, said, "There are a million Indian youth who turn 18 every month. That means 12 million jobs need to be created for this category of citizens every year. He also said that "India should not be in the business of mass, volume manufacturing. That space has already been taken up in the world. Rather, we should be in the business of smart solutions manufacturing. Clever ways of solving problems is where we should concentrate on."

The government, Mr Dutta said, has been in the business of skilling and reskilling India. Likewise, Siemens works with colleges, especially those run by government, to conduct skilling and reskilling programmes. Those institutes are linked to local ITIs and polytechnics, which in turn are linked to industry and business to create optimally skilled workforce for the advanced industries. "The target is to retool 50% of the organised workforce to make them ready for Industry 4.0," he added.

Mr G Veerappan, Vice President, Excelus, India, said the Indian government was making vigorous efforts at skilling through the two flagship schemes: the Deen Dayal Upadhyaya Grameen Kaushal Yojana to train "about 4 to 5 lakhs" rural youth for jobs; and the Pradhan Mantri Kaushal Vikas Yojana (PMKVY), a skill development initiative scheme for recognition and standardisation of vocational skills.

Dr Darlie Koshy, DG & CEO, ATDC, India, who moderated the panel discussions said a recent report had noted that there ought to be a "50%-55% radical change in skill-sets to support

Industry 4.0 in the next five years, 35%-40% in the textile sector and 20%-25% in the retail sector. In the next five years, 10%-15 % or even 20% of present-day skills will be completely redundant. Industry 4.0 is already there in sectors like automotive manufacturing, where the adoption is fairly rapid."

"The Indian millennials, about 400 million of them, are rapidly changing the market landscape and that is a point that the industry has to factor-in, in its plans. India will have significant demographic dividends in the next few decades. 62% of India is in the working population bracket. 54% are under 25 years. That means, that we have an explosive situation in which skilling and reskilling is an imperative," he said.

Skilling is to be undertaken on the basis of the 'RUN' model - reskilling, upskilling and new skilling", he said. "Resources may be limited but creativity is not. So, India has to move towards a sustainable manufacturing economy," Dr Koshy underlined.

He also laid emphasis on increasing the participation of women in the workforce if India was to boost its growth. "China's GDP started surging only when the women entered the workforce in considerable numbers," he pointed out.

Panel Discussion -- Promoting e-Governance Through ICT Technology & Inviting E29 Expertise for Digitisation of Healthcare Sector in India

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| Moderator: | Ms Sabina Dewan, President and Executive Director, JustJobs Network |
| Panelists: | <p>Mr Juris Stalmeisters, Director of Economic Relations, Trade and Development Corporation Directorate, MFA, Latvia</p> <p>Mr Rahul Paith, COO and Director, Doconline Health India Pvt Ltd, Sweden</p> <p>Dr Baljit Singh Bedi, COO, Telemedicine Society of India</p> <p>Mr Parminder Singh Kakria, Head-Public Policy/Policy Affairs, Wipro Ltd</p> <p>Mr Gaurav Sharma, Deputy Director, Centre for Health Informatics, MoH&FW, Government of India</p> <p>Dr S B Bhattacharyya, GP and Health Informatics Experts, Ministry of Health & Family Welfare, Government of India</p> |





Ms Sabina Dewan, President and ED, Just Jobs Network (Session Moderator) with (L-R) Mr. Rohit Sharma, Director, FICCI, Dr Baljit Singh Bedi, COO, Telemedicine Society of India, Mr Gaurav Sharma, Deputy Director, Centre for Health Informatics, Ministry of Health & Family Welfare, Govt. of India, Mr Juris Stalmeistars, Director- Economic Relations, Trade and Development Corporation Directorate, MFA, Latvia, Dr S B Bhattacharyya, GP and Health Informatics Experts, Ministry of Health & Family Welfare, Govt. of India, Mr Rahul Paith, COO and Director, Doconline Health India Pvt Ltd, Sweden and Mr Parminder Singh Kakria, Head-Public Policy/Policy Affairs, Wipro Ltd.

Key Assertions

The impact of technology on healthcare is evident from the way technological solutions are addressing affordability, accessibility and acceptability - the three most important pillars of healthcare in India. Taking a cue from this viewpoint, Ms Sabina Dewan, President and Executive Director, JustJobs Network, who moderated the panel discussion, said: "Technological impact on healthcare can be assessed in terms of public access to services and delivery of quality health delivery through use of solutions like mobile health and digitisation of health records, among others."

Sharing Latvia's experience in implementing ICT in healthcare, Mr Juris Stalmeistars, Director of Economic Relations, Trade and Development Corporation Directorate, MFA, Latvia, said that precision medicine remained among the priority areas for Latvia and life sciences was one of the core industries in the country.

"Latvia is a data-driven nation which believes in data democracy. We have a world class technology infrastructure and are among the leaders who have enrolled for 5G. Latvia aims to establish a precision medicine centre of excellence by 2020 which will be supported by open data driven infrastructure for carrying out a wide range of research," he said.

Mr Rahul Paith, COO and Director, Doconline Health India Pvt Ltd, Sweden, highlighted how the technology his company brought from Sweden would help the Indian healthcare sector.

"Through Doconline we are reaching out to people at the grassroots level for doctor consultations and health insurance. In India, we aim to provide consultations in 20 Indian languages by 2018," he said. Mr Paith added, "We understand the challenges in India. We are planning to provide healthcare to people as per need. We have come up with different models to offer our services. We have introduced a model by which a person can have direct consultations with a doctor within 15 minutes of booking the appointment. We have also come up with solutions to provide medicines at the doorstep of people."



Session deliberations underway

Sharing his experiences, Dr Baljit Singh Bedi, COO, Telemedicine Society of India, said that in the 1990s when he was part of a government team to oversee the development of Health IT in the country, given the diversity of the country he had recognised the importance of telemedicine then. "Today, technology has evolved with the advent of mobile. Back then we realised that the devices for telemedicine were not affordable at the village level." Referring to the challenge of interoperability in India, he said that he was also part of the team that saw the first EHR standards being formulated. "But their acceptance by the clinicians was one of the biggest challenges," Dr. Bedi noted.

Dr Bedi suggested that India needed to learn from the European countries on implementing Health IT.

Mr Parminder Singh Kakria, Head-Public Policy/Policy Affairs, Wipro Ltd, said that the health vertical in his company stood at over \$1.2 billion and remained one of the fastest growing sectors with huge opportunities to be explored in the realms of digital technology, medical robotics, Electronic Health Record. "But the biggest game changer was talent". We employ around 80,000 people and our biggest challenge is how to train them so that they can see the challenges and solutions beforehand," Mr Kakria said.

Pointing out the differences between Indian and European health sectors, he said that European countries provided near universal health insurance coverage, while only 2%-3% of people in India were covered under health insurance today. He added that in 2016 the total public health spending in EU stood at \$1.13 trillion compared to \$110 billion in India, which needed to be increased several fold to provide quality healthcare across the country. He also pointed to the regulatory challenges and "constraints in India-EU cooperation in regard to data protection, recognition requirements, institutional cooperation, reciprocal health agreements, collaboration between educational institutions and skill training, among others, that need to be addressed."

Highlighting the role of the Ministry of Health and Family Welfare in promoting ICT in health, Mr Gaurav Sharma, Deputy Director, Centre for Health Informatics, Ministry of Health & Family Welfare, Government of India, said that applications like MCBS, Hospital Management System e-hospital and mobile-based application 'MeraHaspatal' are spurring the growth of e-medicine. "The National Health Policy 2017 envisages unique identity to health facilities across the country and we are currently focusing on that. The focus is also on developing platforms for seamless integration of data. PPP in healthcare need to be promoted in a big way," he said.

Dr S B Bhattacharyya, GP and Health Informatics Experts, Ministry of Health & Family Welfare, Government of India, said that 70% of healthcare in India remained with the private sector and thus most of the initiatives were happening there. "But there are many major public sector initiatives too that are underway," he added. Highlighting the regulatory challenges, he said that although the EHR standards have been developed in India and are continually evolving, "they do not have the force of law". "How many hospitals are conforming to that is not known and India lacks a regulatory body," Dr Bhattacharyya added.

"Data privacy is becoming a big challenge. Overworked doctors find it challenging to enter patient data into computer systems. It is encouraging to see that over the last couple of years the use of ICT among doctors has grown and it is the patients who are forcing the doctors to adopt this change," he said.

Panel Discussion: Collaborating to Develop 100 Smart Cities in India: Innovative Urban Transport Solution and Clean Technologies to Define India-E29 Future Partnerships

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| Moderator: | Mr N S N Murty, Partner & Leader – Smart Cities, PWC, India |
| Panelists: | Mr Mohit Kochar, Assistant Vice-President, KPIT Technologies, India Mr Jayant Kohale, Business Head-RPG Smart Infra, India Mr Ravi Chaudhry, Chairman, CeNext Consulting & Investment Pvt Ltd, India |





Mr N S N Murty, Partner & Leader – Smart Cities, PWC (2nd from R) (Session Moderator) with (L-R) Mr Mohit Kochar, Assistant Vice-President, KPIT Technologies, Mr Jayant Kohale, Business Head-RPG Smart Infra, Mr Manish Singhal, Deputy Secretary General, FICCI, and Mr Ravi Chaudhry, Chairman, CeNext Consulting & Investment Pvt Ltd

Key Assertions

"Cities in the E-29 region are world leaders in Smart Cities innovation and there is much that India can learn from them," said Mr Mohit Kochar, Assistant Vice-President, KPIT Technologies, India, said. "Cities like Copenhagen and Helsinki are leaders in innovation, for instance, in data mobility solutions. While they may not lend themselves to be cloned as Indian cities as is, there is huge scope for customising their solutions for Indian smart cities," he said.

Stating that urban mobility has been identified by "70%-75% of citizens" as the single greatest concern, it will be in the order of things that the experience of E-29 cities like Helsinki and Copenhagen in 'mobility as a service' are leveraged after customising them for the Indian ecosystem.



Panelists pooling in their views during the session

This sentiment was echoed by Mr Jayant Kohale, Business Head-RPG Smart Infra, India, who said that as the Smart Cities Mission in India is a "structured programme, there is considerable scope for E-29 cities and India to partner and collaborate." He pointed out that cities in India like Pune, Jaipur and Visakhapatnam have already put in place smart city ingredients such as command and control systems, IoT systems, early warning systems for flood control and even smart solution for public lighting. "However, these cities are looking toward more 'lighthouse projects' and smart solutions bandwidth and the E-29 experience could be leveraged". Mr Kohale added that as financing of the projects is a challenge, "quick monetisation is important". He cautioned against looking for instant gratification under the smart cities mission and said that making a city truly smart is "a journey, not necessarily a destination."

As importantly, Mr Kohale said, it was necessary to keep the citizen at the "lowest rung in the pyramid" in focus to ensure that the smart cities remained meaningful and would make a difference in the ease of living of the common citizen.

Mr Ravi Chaudhry, Chairman, CeNext Consulting & Investment Pvt Ltd, India, said while the government's Smart Cities Mission was laudable, "India has to move away from incremental way of doing things and need a transformational approach leading to transformational changes. The danger in India is not that of aiming high and falling short but of aiming low and achieving it," he asserted. Mr Chaudhry also called for "creating a sustainable and equitable model for smart cities" so that it takes care of all segments of society "including the low-wage labour force who migrate to urban centres in search of livelihood".

He said that on-tap potable water, an effective sewage system, solid waste disposal system, affordable housing for all, safe and green spaces for citizens, clean air and clean fuel for public transportation are prerequisites for a "really smart city".

Mr N S N Murty, Partner & Leader - Smart Cities, PWC, India, who moderated the session gave an overview of the Smart Cities Mission and emphasised that the fundamental thrust of the programme as outlined by the Prime Minister of India Narendra Modi was that there should be a "leapfrogging in the service delivery mechanism" for the citizen.

He said the Mission was based on "24 essential-elements" and remained citizen catalysed. Mr Murty also pointed out that "even the European cities took a decade or two to get smart. In India too it is about time to get to the set target." He said the single greatest challenge defined in the smart cities survey of citizens was the urban transportation problem. "Every city cannot be smart overnight. It takes about a decade or two to remove the mon-functional aspects of the system and make the ecosystem actually smart."

Mr Murty emphasised that in addition to the technology and innovations, the success of the smart cities also depended on "behavioural changes", which, in turn, depended on "how passionate citizens are about the Mission".

| Valedictory Session | |
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| Summarisation: | Mr Manish Singhal, Deputy Secretary General, FICCI |
| Address: | Mr Bogdan, Igic, State Secretary, Ministry of Agriculture, Serbia Mr Iztok Mirosic, Deputy Minister of Foreign Affairs, Slovenia |
| Keynote Address: | Ms Ruchi Ghanshyam, Secretary (West), Ministry of External Affairs, Government of India |





Ms Ruchi Ghanshyam, Secretary (West), Ministry of External Affairs, Govt. of India (2nd from R) with (L-R) Mr Manish Singhal, Deputy Secretary General, FICCI, H.E Mr Bogdan Igic, State Secretary, Ministry of Agriculture, Serbia and H. E Mr Iztok Mirosic, Deputy Minister of Foreign Affairs, Slovenia

Key Assertions

India is in the process of bringing about systematic and systemic transformation and business cooperation between India and Europe is a win-win for both the regions, said Ms Ruchi Ghanshyam, Secretary (West), Ministry of External Affairs, Government of India, in her keynote address.

While mentioning that India has recently jumped 30 places to be ranked 100 in World Bank's Ease of Doing Business Index, she said, "It is natural that we join hands", adding that it is time to "make use of the complementarities that India and Europe have". India offered a huge consumer market to European companies and Europe with its advanced and clean technologies were well placed to meet India's emerging needs in this regard.

Mr Bogdan Igic, State Secretary, Ministry of Agriculture, Serbia, said that Serbia was one of the biggest food trade partners of the EU. "India-Serbia trade in agriculture products remained modest and there was plenty of space for expanding the trade," he said.

"While India imports mainly tobacco from Serbia, India's agriculture exports to Serbia constitute seeds, banana and other tropical fruit," Mr Igic said. He also made a mention of the various agreements that have been signed between the two countries, including the agreement for science and technology transfer, which could be utilised to extend the scope of cooperation between the two countries.



Valedictory session underway

Mr Igic invited Indian businesses to invest in Serbia's agriculture sector which has 107,000 hectares on offer to foreign investors who were ready to invest at least half a million Euros.

Mr Iztok Mirosic, Deputy Minister of Foreign Affairs, Slovenia, said that India has emerged as the world's 4th largest economy and remained an important trading partner for European countries in the region. "There are countless opportunities for doing business in India and its neighbourhood," he said.

Stating that since the beginning of diplomatic relations between India and Slovenia in 1992, there has been an increase in the number of Indian companies investing in the country, Mr Mirosic said. "Apart from environmental technology, automotives, tourism and renewable energy, water management in smart cities is one area that Slovenia is looking to deepen the partnership with India," he said. He added that due to Slovenia strategic location in Europe with 4.5% GDP growth, made the country an ideal choice for investments and trade.

Mr Manish Singhal, Deputy Secretary General, FICCI, in his vote of thanks said that India was transforming at a rapid pace and with equitable growth. He added that Europe and India have much to offer to each other in aiding growth and development of their respective economies.

Mr Singhal said the 4th India Europe 29 Business Forum had drawn unprecedented response in terms of participation by European and Indian companies and would continue to build upon the success of the past events to strengthen India-Europe 29 business cooperation.

Site Visits

Sector specific site visits were organised for Europe29 companies at the Artemis and Escorts campuses in Delhi NCR on March 6, 2018.

Business Interaction with Mr. Aleksandar Manolev, Deputy Minister of Economy, Republic of Bulgaria

An exclusive business interaction with Mr Aleksandar Manolev, Deputy Minister of Economy, Republic of Bulgaria and the accompanying business delegation was organised at FICCI. The delegation comprised business leaders from the IT, defense equipment and other sectors.

FICCI also exchanged a cooperation agreement with National Company Industrial Zones PLC (NCIZ), during the interaction, to strengthen the economic and trade ties between India and Bulgaria. The agreement was signed by Ms Ambika Sharma, Director General (International) and Ms Antoaneta Bares, Executive Director on behalf of FICCI and NCIZ respectively.



Mr Manish Singhal, Deputy Secretary General, FICCI presenting FICCI's Green Certificate to H.E Aleksandar Manolev, Deputy Minister of Economy, Republic of Bulgaria in presence of (L-R) H.E Petko Doykov, Ambassador of Bulgaria to India and Ms Antoaneta Bares, Executive Director, National Company Industrial Zones (NCIZ) Bulgaria

The interaction was followed by a networking session.

Key Recommendations

India-E29 Bilateral Trade & Investments

- There is significant scope for increasing the India-Europe 29 bilateral trade flows that stood at \$38 billion in 2016-17.
- Due efforts are to be directed to boost India-E29 bilateral investment flows.
 - ❖ Cumulative bi-directional India-E29 investments in the last 13 years added up to a mere \$16 billion.
- India offers a huge consumer market to European companies and Europe with its advanced and clean technologies is well placed to meet India's emerging needs in this regard.

Industry 4.0

- India should direct sharper focus on advanced manufacturing and smart solutions manufacturing instead of mass, volumes-driven manufacturing. Toward this:
 - ❖ Disruptive technologies like big data, connectivity, cyber-physical systems, and robotics are to be blended with the country's conventional modes of manufacturing.
 - ❖ Skilling, reskilling and upskilling of the workforce are to be fast-tracked.
- Inter-operable standards are to be established across the manufacturing supply chain.

Healthcare

- India could benefit from the experiences of European countries in implementing Health IT.
- There are significant opportunities for India-E29 cooperation in the realms of digital technology, and medical robotics.
- Issues that underpin India-EU cooperation in regard to data protection, recognition requirements, institutional cooperation, reciprocal health agreements, collaboration between educational institutions and skill training, among others, need to be addressed.

Smart Cities

- Several cities in the E-29 region are world leaders in Smart Cities Innovation and there is much that India can learn from them.
- On-tap potable water, an effective sewage system, solid waste disposal system, affordable housing for all, safe and green spaces for citizens, clean air and clean fuel for public transportation are the pre-requisites for creating a smart city.

- Smart cities in the E-29 region took a decade or two to become truly smart. Hence, India should also eschew the search for instant results and adopt sustainable and long-term solutions for smart city development.
- For the Smart Cities Mission to become more meaningful, it would have to favourably impact the ease of living of the citizens at the 'bottom of the pyramid'.

SME Partnerships

- Keeping in view the critical contributions of the SME sector to the Indian and Europe 29 economies, there are ample opportunities to deepen India-E29 bilateral partnerships involving SMEs.

Counter-terrorism

- India and the E29 countries shall deepen the joint efforts to counter global terrorism to make the world a peaceful place for the global societies.

Investment Opportunities in Individual E29 Countries

- **Czech Republic:** Industrial machinery manufacturing, renewable energy development and tourism were cited as promising areas for India-Czech Republic bilateral business engagements.
 - ❖ Czech Republic is one of the most attractive investment destinations in the region for multinational pharmaceutical companies.
- **Malta:** Indian companies shall find attractive investment opportunities in Malta in areas like pharma manufacturing, education, healthcare, consultancy, renewal energy, financial services, events, biotechnology research, knowledge-based industries, and film production.
 - ❖ Malta has established a free port that supports the domestic manufacturing companies to easily access raw material supplies and reach overseas markets.
- **Serbia:** Serbia invited Indian businesses to invest in the country's agriculture sector which has 107,000 hectares on offer to foreign investors who are ready to invest at least half a million Euros.
- **Slovenia:** There has been an increase in the number of Indian companies investing in the country. Apart from environmental technology, automotives, tourism and renewable energy, water management in smart cities is one area that Slovenia is looking to deepen the partnership with India.

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About FICCI

Established 90 years ago, FICCI is the largest and oldest apex business organization 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 organization, 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, reaching out to over 2,50,000 companies. FICCI serves its members from large (domestic and global companies) and MSME sectors as well as the public sector, drawing its strength from diverse regional chambers of commerce and industry.

The Chamber with its presence in 14 states and 10 countries 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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