

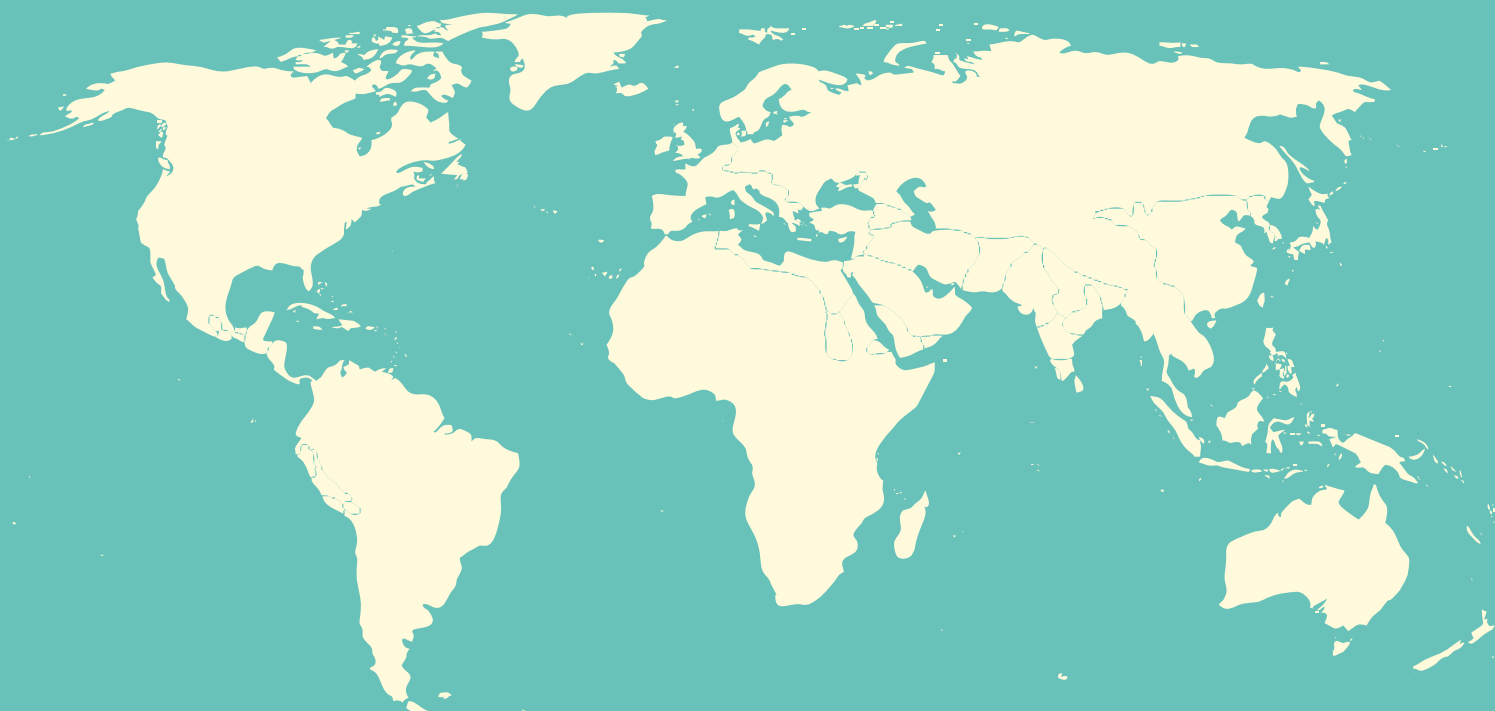


Confederation of Indian Industry

happening ARYANA

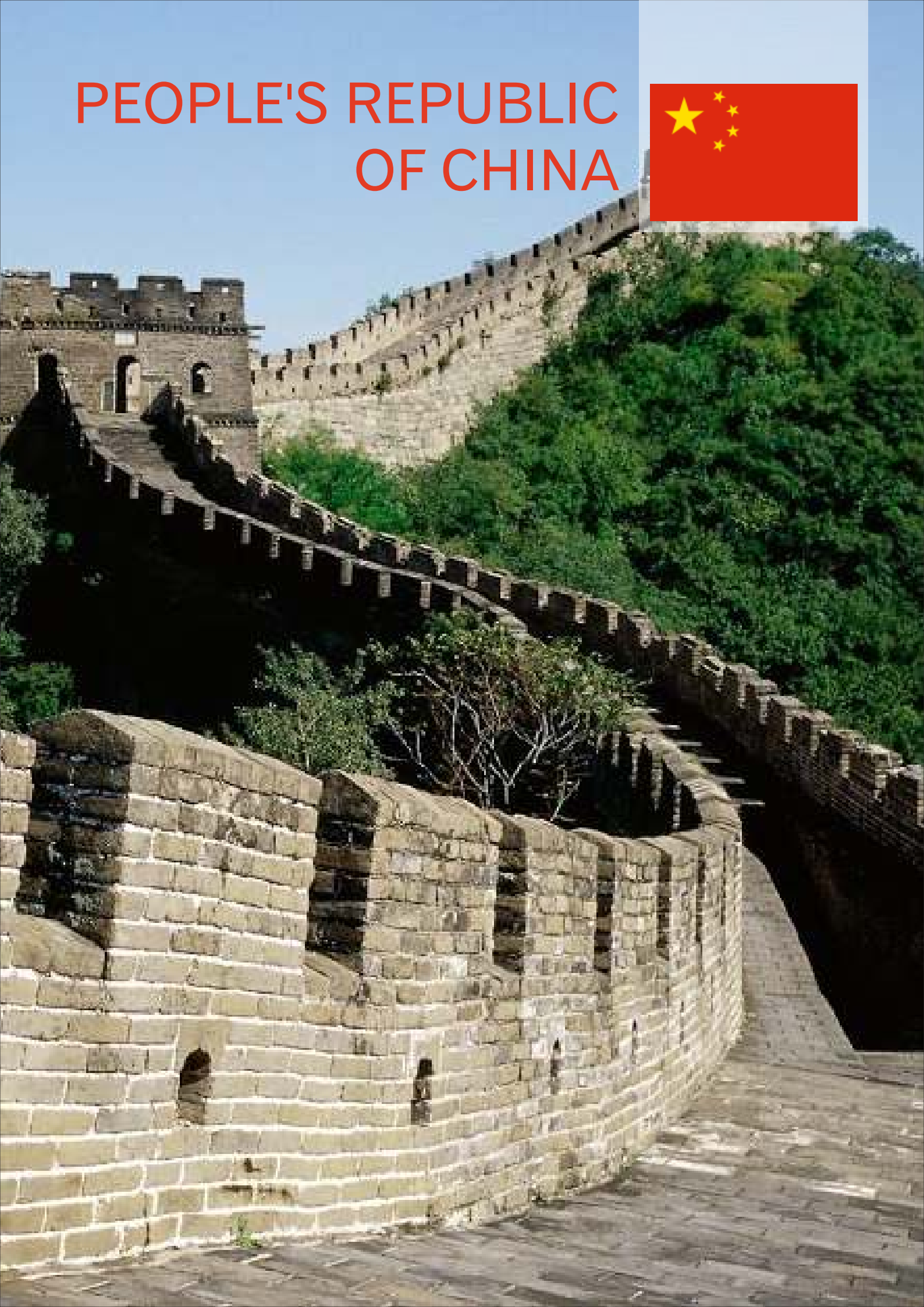
The Land of Karma beckons You

GLOBAL INVESTORS SUMMIT  GURGAON
MARCH 7-8, 2016



Partner Countries Profile

PEOPLE'S REPUBLIC OF CHINA



Greeting

- Upon shaking hands, although some people prefer a bow, two people greet by saying Nín hǎo (Hello) which is followed by the formal phrase Nǐ hǎo ma (how are you?).

Flag



Xi Jinping - The President of the People's Republic of China



Xi Jinping is often referred to as China's "paramount leader" as he holds the top offices of the party and the military, in addition to being the head of state. He holds an assertive public profile and has been a strong proponent of Chinese investment abroad. It is believed that Xi has fought harder than his predecessors in introducing far-ranging measures in favour of greater economic and security alliances.

National Animal/Bird

- National Animal- The Giant Panda

Demographics¹

- Population: Approximately 1.38 billion (2016)
- Location: Southeast Asia along the coastline of the Pacific Ocean

Political

- Chief of State: Xi Jinping
- Head of Government: Prime Minister Li Keqiang
- Ruling Party: Communist Party of China (CPC)
- Indian High Commissioner to China: H. E. Vijay Keshav Gokhale
- China High Commissioner to India: H.E. Le Yucheng

ECONOMY²

ECONOMIC PARAMETER	VALUE
GDP (PPP)	USD19.51 trillion (est. 2015)
GDP Growth	6.8% (est. 2015)
Currency	Chinese Yuan (CNY) (1 CNY = 10.52 INR)
Key Sectors	Food Processing, Plastics & Petrochemicals, Wood and Paper Products, Textiles, Machinery, Transportation Equipment, Banking, Insurance, Tourism, Mining

¹ <http://www.worldometers.info/world-population/china-population>

² <https://www.cia.gov/library/publications/the-world-factbook/geos/ch.html>

Trade³

- Export from India to China (USD 11,934.25million)(2014-2015) – Major Commodities are iron ore, marine products, oil seeds, salt, inorganic chemicals, plastic, rubber, optical and medical equipment and dairy products
- Import by India from China (USD 60,413.17 million)(2014-2015) – Major Commodities are electrical machinery and equipment, organic chemicals, nuclear reactors, boilers, machinery, silk, mineral fuels, and oils.
- **China based companies in India**
 - Some of the well-known Chinese companies in India are Lenovo, Haier, Huawei, TCL, FiberHome Technologies Group, Jiangsu Overseas Group, China Shougang International Trade and Engineering Corporation India, CMIEC, ZTE.
- **Indian based companies in China**
 - Several Indian based companies in China are Agriland, New India Assurance Co. Ltd., Bank of Baroda, Bank of India, tirupatiImpex Beijing Rep. Office, The Cotton Textile Export Promotion Council of India, JUBILANT ORGANOSYS LTD, KPL International Ltd., Raymond Ltd., Reliance Industries Ltd, Tata Information Technology (Shanghai) Co., Ltd, JINDAL STRIPS LIMITED, Ranbaxy (Guangzhou China) Limited, Aurobindo (Datong) Bio-Pharma Co., Ltd.

Bilateral Relations

- On 1 April, 1950, India became the first non-socialist bloc country to establish diplomatic relations with the People's Republic of China.
- Trade and economic relationship has seen rapid progress in the last few years. India-China bilateral trade which was as low as US\$ 2.92 billion in 2000 reached US\$ 70.65 billion in 2014 making China India's largest trading partner in goods. India's exports to China touched US\$ 16.41 billion whereas China's exports were US\$ 54.42 billion.
- Apart from trade, India is also one of the largest markets for project exports from China. Currently, projects under execution are estimated at over US\$ 60 billion.

Year	Chinese investments in India	Indian investments in China
2010	US\$ 33 million (China's non-financial investment in India)	India's FDI in China- 77 Projects; investment of US\$ 55 million
2011	US\$ 95.90 million (China's non-financial investment in India)	India's FDI in China- 130 Projects; investment of US\$ 42.17 million
2012	US\$ 154 million (China's non-financial investment in India)	India's FDI in China - US\$ 44 million
2013	US\$ 2.763 billion (cumulative, China's non-financial investment in India)	India's FDI in China - US\$ 50.75 million
2014	US\$ 243 million (China's non-financial investment in India)	Indian Investment in China (cumulative): US\$ 0.564 billion

³ <http://www.commerce.nic.in/eidb/default.asp>

Recent major China delegation visits to India

(Delhi-Mumbai) 19-21 May 2013: Premier Li Keqiang

The two sides signed eight agreements and released a Joint Statement.

September 2014: President Xi Jinping

A total of 16 agreements were signed during the visit in various sectors including, commerce & trade, railways, space-cooperation, pharmaceuticals, audio-visual co-production, culture, establishment of industrial parks, sister-city arrangements etc. The two sides also signed a MoU to open an additional route for Kailash Mansarovar Yatra through Nathu La.

The Chinese side agreed to establish two Chinese Industrial Parks in India and expressed their intention to enhance Chinese investment in India.

Recent major Indian delegation visits to China

- 22-24 October 2013: Dr. Manmohan Singh

Agreements relating to border, trans-border Rivers, establishing service centers for servicing power equipment in India, road transport and Nalanda University were signed. Also signed were three agreements establishing sister-city partnership between Delhi-Beijing, Kolkata-Kunming and Bangalore-Chengdu.

- June 2014: Vice-President Hon'ble Shri Hamid Ansari

Three agreements related to industrial parks, training of public officials, and exchange of flood season data on the Yarlung Zangbo River were signed. The two Vice-Presidents also jointly released the English and Chinese versions of the Encyclopedia of India-China Cultural Contacts.

Points of Collaboration

Infrastructure

- Haryana's infrastructure derives most of its robustness from its industry being home to some of the world's most extensive business empires.
- Infrastructure can be a key area for Investment among Chinese investors in Tier II and III cities.
- Haryana being one of the highly urbanized and economically advanced states of India with investor friendly policies, offers enormous potential for further development of global towns with world class infrastructure.
- Recently, MOUs were signed between the Haryana government and Chinese companies such as the Wanda Group, China Land Development Company Private Limited, and ZTE Corporation to set up a \$10 billion industrial park and smart cities in the state.
- Chinese enterprises can explore infrastructure investment opportunities in the industrial clusters along the upcoming Delhi-Mumbai Industrial Corridor (DMIC), KMP Expressway, and Manesar Bawal Investment Region generating employment for a large number of people in Haryana.

Textiles

- Haryana is the 4th largest producer of cotton, the essential raw material for textile industry.
- Panipat also known as the “city of weavers” has established itself as a centre for handloom products on the global map.
- Over the years, Gurgaon has emerged as a hub for manufacturing of readymade garments. Some of the largest manufacturers in Asia such as Benetton India Pvt. Ltd and DCM textiles have their manufacturing facilities in the state which exports nearly US\$ 1.3 billion annually.
- The handloom business is expected to receive a further boost with the establishment of the proposed International Trade and Convention Centre in Panipat which shall function as a design centre for the handloom products.
- Haryana also offers plentiful opportunities for investors across the entire value chain of synthetics and specialty fabrics.
- The Enterprise Promotion Policy - 2015 (EPP) provides various measures for the growth of Textile & Apparel sector in the form of fiscal incentives such as reduced power tariff, employment generation subsidy and last mile connectivity through Industrial Infrastructure Development Fund for CLUs.
- China being the powerhouse of the textile industry can make significant progress with Haryana through a mutually cooperative approach in exploring enormous growth opportunities.

Agro & Food processing

- Haryana is predominantly an agricultural state with favourable weather conditions for both Rabi and Kharif crops. It has achieved self-sustainability status in milk products and is the second largest food grains producer in the country.
- The State Government has provided special incentives like grant-in-aid of 50% to Primary Processing Centres, Interest Subsidy @6%, investment subsidy on VAT @75% - 100 %, 50% exemption from EDC and 80% - 100% refund of stamp duty.
- Foreign investment is expected in areas such as seed production, large-scale hydroponic farming, bio farming, animal-feed production, cattle breeding and high value-added food processing for export. Opportunities exist in the production and processing of vegetables and fruits and in rearing of cattle.
- China and Haryana can explore cooperation in establishment of agro food parks in (Rai at Sonapat and Saha at Ambala) focused on farming, dairy technology, agricultural technology, deep processing of agro-products, animal husbandry.
- Also with the launch of new Enterprise Promotion Policy, a mega food park at Barhi is proposed to be developed to cater the growing agro and food processing industry.
- Good use could be made of aviation links to increase trade in horticulture, fresh agro-products and improve cooperation in processing refrigerated and dried agro-products.

Renewable Energy

- Haryana is amongst the few states to have achieved 100% rural electrification and has less than 1% energy deficit with close to 0% peak deficit for both FY 14 and FY 15.
- With more than 4500 acres of land earmarked for solar projects and subsequent 300 acres of land for upcoming solar park, the state plans to increase the share of renewable energy to more than 5% by FY 2019.
- The state has planned for INR 350 crore investment in Renewable energy sector.
- For a solar power project, state is providing additional incentive of 10-40% of cost of system apart from the 30% provided by MNRE.
- Considering the significant progress made by China in the production of solar photovoltaic power and smart grid technologies (2014) and Haryana in Renewable Energy, both may benefit mutually through a cooperative approach to further R&D in this sector. Solar energy and biomass would be the key aspects in this collaboration.

Petrochemicals

- The state is keen to tap the potential of the IOCL refinery at Panipat which is one of the most modern refineries in India.
- The state also wants to set up a pharma park in its vicinity to exploit the raw-material from the refinery for development of the downstream industries. To serve this purpose, a petrochemical hub/ plastic parks is proposed to be developed.
- Cooperation between the two can be beneficial to increase the share of petrochemical industry in both regions.

CZECH REPUBLIC



Greeting

Upon shaking hands, two people greet by saying Ahoj (Hello) which is followed by the formal phrase jak se máš? (How are you?).

Flag



Prime Minister Bohuslav SOBOTKA



Bohuslav SOBOTKA comes from Telnice. Sobotka was first elected to the Chamber of Deputies in 1996. From 2002 to 2006, he was Finance Minister of the Czech Republic. He was also a Deputy Prime Minister from 2003 to 2004 and from 2005 to 2006. Prime Minister of the Czech Republic since 2014 and chairman of Czech Social Democratic Party (ČSSD) since 2011.

National Animal/Bird

- National Bird: Double-tailed lion

Demographics¹

- Population: Approximately 10 million (July 2015 estimate)
- Location: Central Europe, between Germany, Poland, Slovakia, and Austria

Political

- **Chief of State:** President Milos ZEMAN
- **Head of Government:** Prime Minister Bohuslav SOBOTKA
- **Ruling Party:** Czech Social Democratic Party, Christian and Democratic Union – Czechoslovak People's Party and ANO 2011 (Coalition Government)
- **Indian High Commissioner to Czech Republic:** H.E. Mr. Krishan Kumar
- **Czech Republic High Commissioner to India:** H.E Milan Hovorka

Economy²

- **GDP (PPP):** INR22734.04 crore (USD 331.4 billion) (est. 2015)
- **GDP Growth:** 3.9% (est. 2015)
- **Currency:** Czech Koruna (CZK) (CZK 1 = INR 2.79) (as of 22Feb, 2016)
- **Key Sectors:** Automobiles, metallurgy, machinery and equipment, glass, armaments

¹ <https://www.cia.gov/library/publications/the-world-factbook/geos/is.html>

² USD = 68.60 INR (as of 22 Feb, 2016)

Trade³

- **Export from India to Czech Republic (INR 4748.88 crore or USD 692.56 million in 2014) –** Main exports include Iron and Steel, Articles of apparel and clothing accessories, Textile yarn, fabrics, made-up articles, Electrical machinery, apparatus and appliances, Power-generating machinery and equipment, Medical and pharmaceutical products, Miscellaneous manufactured articles, footwear, General industrial machinery and equipment, Organic chemicals.
- **Import by India from Czech Republic (INR 4037.95 crore or USD 588.88 million in 2014)–** Main imports include Boilers and Electrical Machineries, Machinery specialized for particular industries, General industrial machinery and equipment, Roads vehicles, Organic chemicals, Rubber materials, Telecommunications and sound-recording equipment.
- **Czech Investment in India**
 - Skoda Auto: one of the premium automobile manufacturers in India, a fully owned subsidiary of Skoda Auto Czech Republic (Volkswagen Group)
 - Skoda Power: hundred power blocks in operation in India supplied from Skoda Power and by local firm BHEL, to which Skoda sold a license in the 1970s
 - Vítkovice Machinery Group: a major Czech Industrial group
 - ZKL Bearings CZ: setting up the production of railways bearings
 - Bonatrans: setting up railway and metro wheels production
 - Linet: hospital beds
 - FANS: cooling towers
 - Tatra: a joint venture in India with BEML
- **Indian Investment in Czech Republic**
 - Infosys: IT facility in Brno
 - Shriram and SIRO Clinpharm
 - Spentex Industries: bought yarn maker Schoeller Litvinov
 - Glenmark Pharmaceuticals: acquired Medicamenta company
 - Arcelor Mittal: invested in a steel plant in the Czech Republic
 - Ashok Leyland (Hinduja Group): invested in Avia Ashok Leyland for trucks production
 - Alok Industries: acquired a textile plant Mileta in Horice and manufactures textile material under COTTONOVA brand
 - MothersonSumi Systems Limited: manufacturing and supplying injection moulding components for automobile
 - Fedders Lloyd: acquired two Czech companies Lloyd Coils Europe (industrial heat exchangers) and Jankaa.s. (industrial coils)

³ <http://eoiprague.in/eoi.php?id=CommercialRel>

Bilateral Relations⁴

- Since 2012, bilateral trade has amounted to more than one billion U.S. dollars.
- There has been some cooperation for educational and scientific exchanges. Council for Scientific and Industrial Research (CSIR) and the Czech Academy of Sciences (CzAS) has an agreement of cooperation. CzAS also has an agreement for cooperation with Indian National Science Academy (INSA).
- Indo-Czech Joint Commission meeting centred around the areas of Renegotiation of aspects of Double Taxation Avoidance Agreement, Visa, greater sourcing from India, Investment, Czech proposal to establish a Joint Working Group on energy related matters, establishment of fund to finance R&D and a host of other issues.
- Programme of Scientific and Technological Cooperation between DST and the Czech Ministry of Education, Youth and Sport and a Work Plan for support of India–Czech joint projects
- An MOU on establishment of ICCR's Chair of Indian Studies / Hindi Language between ICCR and Faculty of Arts, Charles University in Prague was signed in June 2011.

Czech Republic Delegations⁵

- January 2015: Minister of Industry and Trade Mr. Jan Mladek visited India
- February 2014: Deputy Foreign Minister Tomas Dub
- November 2013: Foreign Minister, Jan Kohout and Minister for Culture, Jiří Balvín

Indian delegations

- February 2014: Shri, S. Natchiappan, MOS (C & I)
- September 2012: Industry & Textiles Minister Shri Anand Sharma
- October 2012: Minister of State for External Affairs Smt. Preneet Kaur

Points of Collaboration

- Energy
 - The Czech Republic, rich in coal resources, is the third-largest electricity exporter in the European Union.⁶
 - Research partnership and mutually beneficial partnerships may be explored in which Czech partners (academic) benefit from access to experimental facilities in India; and India (government laboratory) partners benefit from access to national laboratories in the Czech Republic.
 - Natural gas reserves in the Czech Republic are estimated to be 500 billion cubic feet (Bcf). Future domestic natural gas production is expected to remain essentially constant. However, natural gas demand is expected to increase by 5 to 7% per year. This is due, in part, to the fact that natural gas is expected to replace small-scale coal use in urban areas.⁷

⁴ <http://eoiprague.in/eoi.php?id=Bilateral>

⁵ <http://eoiprague.in/eoi.php?id=Bilateral>

⁶ <https://www.iea.org/countries/membercountries/czechrepublic/>

⁷ http://www.geni.org/globalenergy/library/national_energy_grid/czech-republic/EnergyOverviewofCzechRepublic.shtml

- Haryana is a power surplus State and will continue to remain so because of advanced planning for generation and procurement. Rs.20000 crore to be invested in transmission and distribution infrastructure to ensure 24x7 power supply to commercial and industrial enterprises.
- Haryana City Gas Distribution (HCG) is a company, which with the approval from State Government of Haryana to distributes natural gas in Gurgaon, Rewari&Jhajjar districts of Haryana state and for Neemrana&Bhiwadi area of Rajasthan state from state government of Rajasthan. The company has already laid 140 Kilometers pipeline network capable of connecting 2000 industries. As per plan these will be connected by year end.⁸
- The State of Haryana has large extents of land eminently suitable for non-conventional and renewable energy installations particularly Solar energy. The State has come out with a Solar Parks Policy to support the development of the Solar Parks by the private sector. Under the SUN (Saur Urja Nivesh) initiative of the HSIIDC and HPGCL proposed to develop a solar park for which an area of 300 acres has been identified.

• Infrastructure

- Indian Czech Joint Chamber of commerce is planning to set up an aerospace academy in India. It will train the pilots, help to develop new technologies for aerospace engineering.⁹
- The existing airstrip at Hisar will be developed as an Aviation Hub which will include setting up of a Maintenance Repair and Overhaul (MRO), Fixed Base Operations (FBO) and Aerospace & defence manufacturing facility.
- There is scope for Czech based companies to invest in infrastructure projects, partner with Indian companies in setting up National Manufacturing & Investment Zones (NMIZs) and may participate in the ambitious Delhi-Mumbai Industrial Corridor project as well as contribute to managing urban infrastructure, particularly the mass transit system.

• Manufacturing

- The major sector of bilateral cooperation is the automotive industry; Skoda Auto is doing well in India with its production of Skoda cars in India. Another Czech company Tata produces trucks, mainly for the defense forces. Ashok Leyland is also now present in the Czech Republic since it bought a majority stake in the Czech company Avia, to name only the few and some of these companies are further planning to invest more in India.¹⁰
- Haryana is India's Largest Auto Hub: Produces 50% of the passenger vehicles, 39% of India's 2-wheeler production, and 11% of India's tractor production.¹¹
- Recent liberal policy regime with higher levels of FDI, flexibility in offset production and private procurement in Defense Manufacturing/ import and potential of creating/ stimulating investment through large mother units with spinoff benefits in terms of ancillarisation and large scale employment.

⁸ http://haryanacitygas.com/?page_id=2

⁹ http://www.business-standard.com/article/companies/czech-republic-eyes-india-for-investments-115051201458_1.html

¹⁰ http://articles.economictimes.indiatimes.com/2015-09-10/news/66396844_1_visa-application-centre-direct-flight-vfs-global

¹¹ <http://www.happeningharyana.org/focus-sectors/agriculture-food-processing-allied-activities/>

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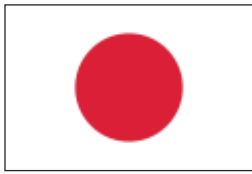
JAPAN



Greeting

- In Japanese culture, greeting is usually in the form of a bow. The longer and deeper the bow, the more respect is shown. Upon shaking hands, two people greet by saying Kon'nichiwa (Hello) which is followed by the formal phrase Ogenkidesuka? (How are you?).

Flag



Head of Government – Shinzō Abe



A Japanese politician, appointed twice as Prime Minister of Japan, Abe Shinzo is a member of prominent political family. Abe became Japan's youngest post-war Prime Minister to be born after World War II. He has been able to garner much support from the people of Japan with his ideological vision and leadership style which he has adapted from his father. Famously called as the “accidental progressive”, he's a deeply conservative man wrapped in the Liberal Democratic Party but has been appreciated for his efforts to make Japan free of its problems.

National Animal/Bird

- National Animal – Koi, Green Pheasant

Demographics¹

- **Population:** 126,919,659 (July 2015 est.)
- **Location:** Eastern Asia, island chain between the North Pacific Ocean and the Sea of Japan, east of the Korean Peninsula.

Political

- Chief of State: Emperor Akihito
- Head of Government: Prime Minister Mr. Shinzo Abe
- Ruling Party: Democratic party of Japan
- Indian Ambassador to Japan: H.E. Mr. Sujan R. Chinoy
- Japanese Ambassador to India: H. E. Kenji Hiramatsu

Economy²

- GDP (PPP): \$38,200 (USD 4.658 trillion) (est. 2015)
- GDP Growth: 0.6% (est. 2015)
- Currency: Yen (JPY) (1 JPY = 0.61 INR)
- Key Sectors: Automobiles, electronic equipment, machine tools, steel and nonferrous metals, ships, chemicals, textiles, processed foods.

¹ <https://www.cia.gov/library/publications/the-world-factbook/geos/ja.html>

² <https://www.cia.gov/library/publications/the-world-factbook/geos/ja.html>

Trade³

- **Export from India to Japan (US \$ 5,385.57 Million 2014-2015)** – Major commodities are petroleum products, iron ore, gems and jewelry, marine products, oil meals, ferro alloys, inorganic/organic chemicals
- **Import by India from Japan (US \$ 10,131.36 Million, 2014-2015)** – Major commodities are machinery, transport equipment, iron and steel, electronic goods, organic chemicals, machine tools.
- **Japan companies based in Haryana**
The number of Japanese affiliated companies in India has grown significantly in recent years and currently there are nearly 1,230 Japanese companies operating in India such as Canon India Pvt. Ltd., Denso Haryana Pvt. Ltd., Fujifilm India Pvt. Ltd., Fujitsu India Pvt. Ltd., Hitachi India Trading Pvt. Ltd, Honda Motorcycle and Scooter India (Pvt.) Ltd., Kawasaki Heavy Industries Ltd., Mitsubishi Corporation India Pvt. Ltd., Nikon India Pvt. Ltd., Toshiba India Pvt. Ltd and many others.
- **Indian based companies in Japan**
Indian companies such as HMT Limited, Suzlon Energy, Indian Oil Corporation Ltd., Indian Metals & Ferro Alloys, Reliance Communications, Bajaj Auto Ltd., Bharat Heavy Electricals Ltd., CEAT Ltd., etc. have established their presence in Japan.

Bilateral Relations

- India's economic interests in the Japan include investments in areas like infrastructure, manufacturing, automobiles and auto parts, power, metals, renewable energy, food processing and electronic hardware.
- Hon'ble PM of India, Shri Narendra Modi recently visited Japan. Some of the key agreements signed were defence pact for regional safety, advance pricing agreement and Kyoto-Varanasi agreement.
- Other bilateral trade agreements include MoU on Social Security Totalization Agreement (2012), MoU between Department of Atomic Energy of India and Ministry of Economy, Trade and Industry of Japan on cooperation in the rare earths industry in India (2012), MoU on a Model Project for Energy Management Systems in Telecommunications Tower in India (2014) and MoU between Japan Tourism Agency and Ministry of Tourism, India (2014). The two countries have also signed an MoU on cooperation and assistance in the Mumbai-Ahmedabad High speed rail project (2015).
- India and Japan also entered into two comprehensive technological cooperation agreements on 11th December, 2015 for modernization and upgradation of Indian railways(2015).
- Notable people of Indian origin in Japan are Anastasia Malhotra (professional tennis player), Annu Marzi (Actress), Bob Singh Dhillon (multi-millionaire businessman), Arvind Narayan (Footballer), Bodhisena (Indian Buddhist scholar and monk), Jaideep Singh (kickboxer).
- Japan is also heavily investing in the early bird projects under Delhi - Mumbai Industrial Corridor (DMIC), India's most ambitious Infrastructure programme to develop new Industrial cities as "Smart Cities".

³ <http://www.commerce.nic.in/eidb/iecnt.asp>

- **Recent major Japan delegation visits to India**

- September 2013: Visit to India by Mr Toshimitsu Motegi, Minister of Economy, Trade and Industry
- November 2013: Visit to India by Their Majesties the Emperor and Empress of Japan
- January 2014: Visit to India by Prime Minister of Japan Mr. Shinzo Abe and Mrs. Akie Abe
- January 2015: Foreign Minister Fumio Kishida Visits India and Europe
- December 2015: Prime Minister Abe Visits India

- **Recent major Indian delegation visits to Japan**

- March 2013: Visit to Japan of H.E. Mr. Salman Khurshid, External Affairs Minister of India
- May 2013: Visit to Japan by Dr. Manmohan Singh, Prime Minister of India and Mrs. Gursharan Kaur
- August 2014: Visit to Japan of H.E. Mr. Narendra Modi, Prime Minister of India
- March 2015: Foreign Secretary Dr. S. Jaishankar led a delegation in the third world conference.
- June 2015: Visit to Japan by Foreign Secretary Dr. S. Jaishankar

Points of Collaboration

- **Automobile and Auto components**

- Japan, the 3rd largest automobile market in the world, after China and the U.S., is also the world's most industrialized and protectionist market.
- The motor vehicle industry is one of the most successful industries in Japan with large world shares in automobile, electrical machineries, parts, tires and engine manufacturing.
- Japan is home to six of the top ten largest vehicle manufacturers in the world. Toyota (1st), Renault-Nissan (4th), Honda (8th), Suzuki (10th), Mazda (14th), Mitsubishi (16th).
- Some global Japanese automobile manufacturers – Toyota, Honda, Nissan, Suzuki, Mazda, Mitsubishi, Subaru, Isuzu and Denso are the world's largest companies in automotive components. In addition Honda, Suzuki, Yamaha and Kawasaki are global motorcycle companies based in Japan.
- The Compound Annual Growth Rate (CAGR) of Industrial Manufacturing (till 2025) for the nation is expected to be 14%, with automotive at 9% and engineering at 8% respectively.
- Automotive sector occupies a prominent place in the Industrial scenario of Haryana. Gurgaon, Faridabad, Sonapat, Panchkula, Ambala and Yamuna Nagar are the key industrial districts of Haryana for Automotive and Engineering.
- The state government has offered several fiscal and non-fiscal benefits along with the opportunity to set up large manufacturing centers along the DMIC and KMP industrial corridors.
- Japanese automotive companies may evaluate potential synergies through collaboration and investment in Haryana. Setting up units in Haryana will help them produce cost effective quality products. This may mutually benefit both by working on

R&D initiatives, trade opportunities and employment generation in different manufacturing sectors.

- **Agro – Food Processing**

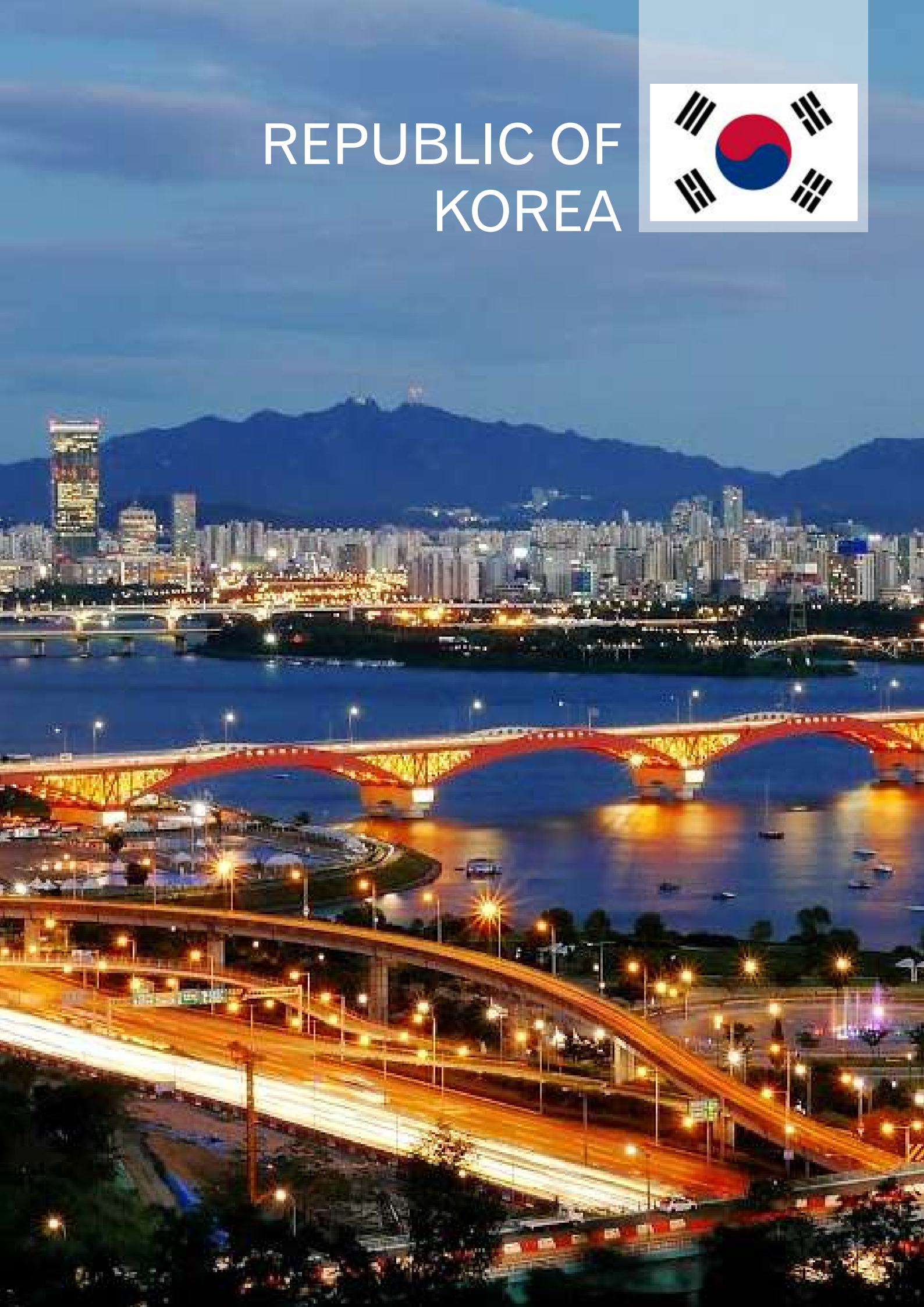
- The Japanese food industry is worth ~USD 600 billion whilst food processing was worth ~USD 209 billion.
- The production value of the food industry ranked third among manufacturing industries after electric and transport machinery.
- Japan produces a great variety of products, ranging from traditional Japanese items, such as soybean paste (miso) and soy sauce, to vegetables and meat.
- Food processing industry of Japan - Perishables (like milk) 32%; packaged goods (like confectionaries) 37%, commodities (like pork processing) 60%; traditional goods (such as rice vinegar) 18–38%.
- Foreign investment in Haryana is expected in areas such as seed production, large-scale hydroponic farming, bio farming, animal-feed production, cattle breeding and high value-added food processing for export. Opportunities exist in the production and processing of vegetables and fruits and in rearing of cattle.
- The State Government has provided special incentives like grant-in-aid of 50% to Primary Processing Centres, Interest Subsidy @6%, investment subsidy on VAT @75% - 100%, 50% exemption from EDC and 80% - 100% refund of stamp duty.
- Also with the launch of new Enterprise Promotion Policy, a mega food park at Barhi is proposed to be developed to cater the growing agro and food processing industry.
- Japan and Haryana can extend their support in bringing about a further change in their agribusiness leading to an increased production and amount of exports.

- **Consumer Electronics and IT Hardware**

- Japan's electronic products are known for their quality, durability, and technological sophistication. Japanese computer technologies are some of the most advanced in the world.
- Japan is also the world's largest electronics manufacturer with prominent companies such as Sony, Casio, Mitsubishi Electric, Panasonic, Canon, Fujitsu, Nikon, Yamaha etc
- Leading computer and peripheral manufacturers in Japan include Toshiba, NEC, Fujitsu, Seiko and Epson.
- Japan is home to 7 out of 20 world's largest chip manufacturers.

- More than 400 IT and ITES companies in Gurgaon with a workforce of 2.53 lakh people, Gurgaon is famously called as the BPM capital of the world, employing nearly 5% of worldwide BPM workforce.
- There is a great scope for co-operation between Japan and Haryana especially in embedded technology which involves integration of both software and hardware.
- The government of Haryana is in the final phase of drafting its IT policy which is proposed to be launched soon. Haryana can become an attractive destination for outsourcing services with its highly industrialized world class facilities for setting up businesses in the IT sector. There also lies a great scope for outsourcing/subcontracting from Japan to Haryana, both in IT products and services.

REPUBLIC OF KOREA



Greeting

- Upon shaking hands, two people greet by saying ahn-nyong-ha-se-yo!(Hello) which is followed by the formal phrase ahn-nyong-ha-se-yo? (How are you?).

Flag



Head of State - Park Geun-hye



In over a thousand years, Park Geun-hye was elected as South Korea's first female president in 2013. She has earned an engineering degree from the Sogang University and comes from a famous political family. Her determination to carry welfare activities for less fortunate Koreans is highly appreciated by the people of Korea. With her popularity and political skills she is also famously known as the "Queen of Elections".

Demographics¹

- Population: 49,115,196 (July 2015 est.)
- Location: Eastern Asia, southern half of the Korean Peninsula bordering the Sea of Japan and the Yellow Sea

Political

- Chief of State: President Park Geun-hye
- Head of Government: Prime Minister HWANG Kyo-ahn
- Ruling Party: Saenuri party (SP)
- Indian Ambassador to Republic of Korea: Mr. Vikram Doraiswami
- South Korean Ambassador to India: Mr. Hyun CHO

Economy²

ECONOMY	VALUE
GDP (PPP)	\$36,700 (2015 est.)
GDP Growth	2.7% (2015 est.)
Currency	1 South Korean Won equals 0.056 INR
Key Sectors	electronics, telecommunications, automobile production, chemicals, shipbuilding, steel

1 <https://www.cia.gov/library/publications/the-world-factbook/geos/ks.html>

2 <https://www.cia.gov/library/publications/the-world-factbook/geos/ks.html>

Indo – Korean Trade³

- **Export from India to Korea (USD 4602 Million, 2014-15)** – Major commodities are mineral fuels/ oil distillates (mainly naphtha), cereals, iron and steel.
- **Import by India from Korea (USD 13,529 Million, 2014-15)** - Korea's main exports to India are automobile parts, telecommunication equipment, hot rolled iron products, and petroleum refined products, base lubricating oils, nuclear reactors, mechanical appliances, electrical machinery & parts and iron & steel products.
- **South Korean companies in India**
 - LG Electronics
 - SAMSUNG Electronics Co. Ltd.
 - HYUNDAI Motors
 - Sinhan Bank
 - Woori Bank
 - Doosan Group and Mando Corporation
 - Posco
- **Indian based companies in Korea**

Some of the well-known Indian companies in Korea include Tata Daewoo Commercial Vehicle Company (TDCV), Tata Consultancy Services, Novelis, Air India Ltd., Alchemy Mold & Plastic Ltd, Ashoka Restaurant, Indian Overseas Bank, Seoul Branch, Indo-Korean Petrochem Ltd., L&T Infotech and M/s Wipro Technologies.

Bilateral Relations⁴

- In the economic arena, trade volume between the two countries has shown a sharp increase since the Comprehensive Economic Partnership Agreement (CEPA) entered into force in 2010
- Bilateral relations are anchored on a strong economic foundation. CEPA in particular facilitated rapid expansion of trade volume.
- Major Korean conglomerates such as Samsung, Hyundai Motors and LG have made significant investments into India, estimated at over \$3 billion. Indian investments in ROK have already exceeded \$2 billion.
- Prime Minister Narendra Modi paid a state visit to Korea during May 2015. During the visit the bilateral relationship was upgraded to 'special strategic partnership'.
- The two sides also agreed to commence negotiations to amend CEPA to strengthen cooperation on energy, electronics and shipbuilding industries, including setting up of a Joint Working Group for Electronics Hardware manufacturing.
- **Recent major South Korean delegation visits to India**
 - January 2014 – President of the Republic of Korea Madame Park Geun-hye, Minister of Foreign Affairs Mr. Yun Byung-se, Deputy Prime Minister and Minister of Strategy and Finance Dr. Hyun, Oh-seok

³ <http://www.commerce.nic.in/eidb/iecnt.asp>

⁴ <http://www.indembassy.or.kr/pages.php?id=21>

- March 2015 - Visit of Mr. Suh Byung-soo, Mayor of Busan to India
- May 2015 - Visit of Mr. Chung Ui-hwa, Speaker of National Assembly of the Republic of Korea to India
- **Recent major Indian delegation visits to The Republic of South Korea**
 - March 2012 - Hon'ble Prime Minister Dr Manmohan Singh
 - September 2013 - Minister of Petroleum and Natural Gas, Dr. M. Veerappa Moily
 - October 2014 - Hon'ble Minister of Communications & IT Shri Ravi Shankar Prasad
 - April - May, 2015 - State visit of Prime Minister Narendra Modi and seven member delegation led by Shri Manohar Parrikar, Raksha Mantri (Minister of Defence).

Points of Collaboration

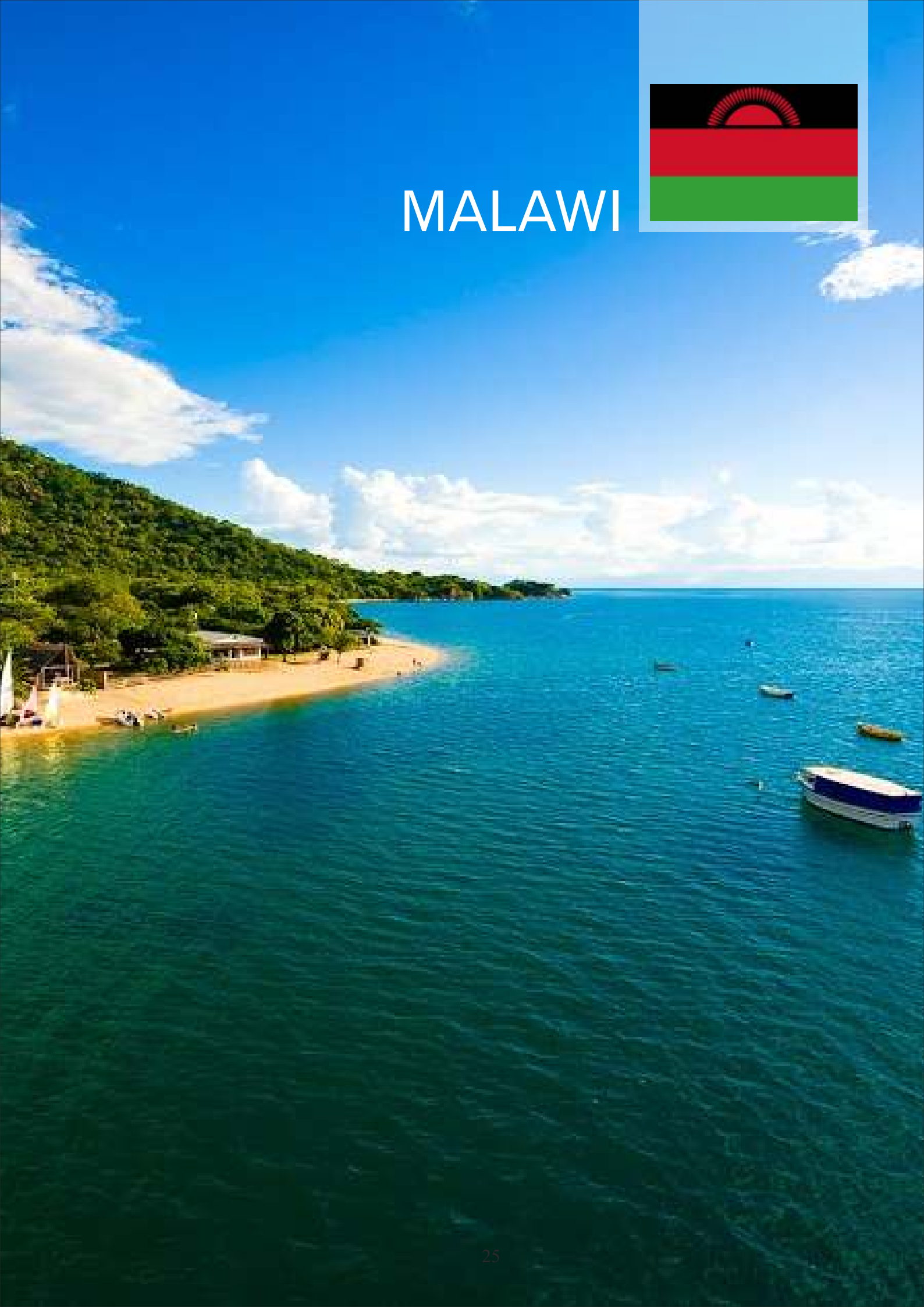
- **Electronics Hardware manufacturing/Electronic products**
 - Haryana is the 3rd largest exporter of software in the country
 - More than 400 IT and ITES companies in Gurgaon with a workforce of 2.53 lakh people, Gurgaon is the BPM capital of the world, employing nearly 5% of worldwide BPM workforce.
 - There lies huge potential for Electronic System Design & Hardware Manufacturing.
 - Animation, Visual Effects, Gaming & Comics are some of the few high growth sectors with an abundant availability of skilled workforce in Gurgaon.
 - Availability of Cost-effective labor pool for Tier-2 townships to set up Rural BPOs wherein special incentives shall be provided by the state government.
 - Data Centres are worth USD 1 billion, India is fast becoming the regional hub.
 - The Republic of South Korea with its advantage of IT manufacturing on one hand and Haryana with its robust IT software sector on the other hand shall highly complement each other in exploring enormous growth opportunities.
- **Renewable Energy**
 - Haryana is amongst the few states to have achieved 100% rural electrification and has less than 1% energy deficit with close to 0% peak deficit for both FY 14 and FY 15.
 - With more than 4500 acres of land earmarked for solar projects and subsequent 300 acres of land for upcoming solar park, the state plans to increase the share of renewable energy to more than 5% by FY 2019.
 - The state has planned for INR 350 crore investment in Renewable energy sector.
 - For a solar power project, state is providing additional incentive of 10-40% of cost of system apart from the 30% provided by MNRE.
 - Considering the significant progress made by The Republic of Korea and Haryana in Renewable Energy, both may benefit mutually through a cooperative approach to further R&D in this sector. Solar energy and biomass would be the key aspects in this collaboration.

- **Automobile**

- As per 2014, the automotive industry in South Korea was the fifth-largest in the world measured by automobile unit production and the fifth-largest by automobile export volume. Haryana is India's largest auto hub producing 50% of the passenger vehicles, 39% of India's 2-wheeler vehicles, and 11% of India's tractor production.
- The state is home to three SME auto-component clusters, and offers a strong base of about 90,000 SMEs, thus providing a robust network of auto ancillary companies.
- Industry sales are expected to increase to USD 40 billion by 2016 with about USD 20 billion generated from export.
- There lies huge demand for electric vehicles and to develop R&D Centre to support multinational companies for smaller auto-ancillary companies.
- The South Korean companies can also avail the opportunity to set up large manufacturing centers along the industrial corridor - DMIC (Delhi-Mumbai-Industrial-Corridor).
- Over the years, Haryana has become the Automobile Hub with number of foreign players zeroing in Haryana to set up manufacturing facilities such as Hyundai, Suzuki. The South Korean companies can be invited to explore opportunities in this sector.

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MALAWI



Greeting

The official language of Malawi is English and Chichewa. In Chichewa, “Moni” means “hello” and “mulibwanji” means “how are you?”

Flag



Arthur Peter Mutharika - President



Born to a local teaching family in the tea growing district of Thyolo, His Excellency Arthur Peter received his LL.B. degree from the University of London and his LL.M. and J.S.D. from Yale University. A Malawian politician, educator and lawyer by profession, Peter Mutharika has worked in the area of international justice globally. He is also the recipient of the 2008 International Jurist Award.

National Animal/Bird

National Animal – Thomson's Gazelle; Bar-tailed Trogon

Demographics¹

Population: 17,964,697

Area: 118,484 sq km

Location: Southern Africa, east of Zambia, west and north of Mozambique

Political

Chief of State: President Arthur Peter Mutharika; the president is both the chief of state and head of government.

Head of Government: President Arthur Peter Mutharika

Ruling Party: Democratic Progressive Party

Indian Ambassador to Malawi: H. E. Shri Vanlalhuma

Malawi Ambassador to India: H. E. Dr. Mbuya Isaac G. Munlo

Economy²

ECONOMIC PARAMETER	VALUE
GDP (PPP)	\$1,200 (2015 est.)
GDP Growth	4% (2015 est.)

¹ <https://www.cia.gov/library/publications/the-world-factbook/geos/mi.html>

² <https://www.cia.gov/library/publications/the-world-factbook/geos/mi.html>

ECONOMIC PARAMETER	VALUE
Currency	Malawi kwacha (1 Malawian Kwacha = 0.092 INR)
Key Sectors	Agriculture, Mining and Quarry, Manufacturing, Tourism, Financial and Professional Services, Transport and Communication form the main sectors of Malawi's economy.

Trade³

- **Export from India to Malawi (INR 1467crore or USD 214 Million, 2014-15)** – Major Commodities textile yarns, fabrics, transport equipment, pharmaceuticals, machinery and equipment
- **Import by India from Malawi (INR 252crore or USD 37Million, 2014-15)** – Major Commodities are pulses, chickpeas and other agricultural commodities
- **India based companies in Malawi**
 - Indian companies in Malawi are engaged in agro processing, chemicals, energy, financial service & insurance, food processing, Information Technology & software development, logistics, textile, cosmetics & pharmaceuticals, mining, manufacturing, hotel & hospitality etc.
 - The prominent companies are Bharti Airtel, Tech Mahindra, Hi Tos Linear Agency Pvt Ltd, Weismann Ltd, TATA, Mahindra, Godrej, Kirloskar, Ashok Leyland, TVS etc.

Bilateral Relations

- The relations between India and Malawi are historical, marked by cordiality and longstanding friendship. The two countries hold similar views on several international and multilateral issues such as the UN, NAM, CHOGM and WTO.
- Under the Government of India's Pan African e-network project, VVIP Video Conferencing facility at the New State House, Tele-medicine facility at the Kamuzu Central Hospital, and Tele-education facilities at the Chancellor College have been made functional.
- US\$1 million worth of essential medicines were handed over on 1st July 2015 and US\$1 million worth of tractors and implements are to be supplied by the Government of India shortly.
- Over the years, the Government of India has extended Line of Credit (LOC) worth US\$ 180 million to Malawi Government for various infrastructure development projects like cotton ginneries, petroleum storage tanks, sugar processing plant, green belt initiative and agriculture machinery.
- **Following are the recent agreements between India and Malawi:**
 - MoU on Cooperation in the field of Mineral Resources Development, MoU on Cooperation in the field of Rural Development, Health and Medicine (2010)

³ http://www.mea.gov.in/Portal/ForeignRelation/Malawi_2015_07_23.pdf

- National Small Industries Corporation of India and One Village One Product of Malawi(2010)
- MoU with TCIL of India for Pan African e-networking (2007)
- **Recent Major Malawian Delegation visits to India**
 - March 2012: Ms. Otrijere, Deputy Minister of Education, Science and Technology for the India Africa Science and Technology Ministers Conference, Mr. John Banda, Minister of Industry and Trade and Mr. Mahomed Sidik Mia, Minister of Transport and Public Infrastructure for the India-Africa Trade Minister's Conference.
 - September 2012: Prof. Peter Mwanza, Minister of Agriculture & Food Security, Mr. Ritchie Muheya, Minister of Water & Irrigation.
- **Recent Major Indian Delegation visits to Malawi**

The Hon'ble Vice President of India, Shri Hamid Ansari paid an official visit to Malawi under a grant of US \$5 million. He was accompanied by the Minister of State for Labour and Employment, Shri Harish Rawat and three Members of Parliament. This business delegation was the first ever visit at such a high level from India to Malawi.

Points of Collaboration

- **Mineral Resources**
 - Malawi has mineral resources of coal, precious and semi-precious stones, graphite, phosphate, nickel, copper, platinum group of elements etc.
 - There exists a definite possibility of increasing India's involvement in the mining sector of Malawi. Indian mining companies can explore the possibilities of joint collaboration with their counterparts in Malawi to exploit Malawi's mineral resources.
 - Indeed, to facilitate cooperation activities, Ministry of Mines and Ministry of Natural Resources, Energy and Environment of the Republic of Malawi signed a MoU for cooperation in the field of Geology and Mineral Resources during the visit of the President of Malawi to India.
- **Agriculture**
 - Haryana is predominantly an agricultural state and has achieved self-sustainability status in milk products and food grains.
 - Foreign investment is expected in areas such as seed production, large-scale hydroponic farming, bio farming, animal-feed production, cattle breeding and high value-added food processing for export. Opportunities exist in the production and processing of vegetables and fruits and in rearing of cattle.
 - Also with the launch of new Enterprise Promotion Policy, a mega food park at Barhi is proposed to be developed to cater the growing agro and food processing industry.
 - The State Government has provided special incentives like grant-in-aid of 50% to Primary Processing Centres, Interest Subsidy @6%, investment subsidy on VAT @75% - 100 %, 50% exemption from EDC and 80% - 100% refund of stamp duty.

- The economy of Malawi is predominantly agricultural like India with edible soil, the nutritive potential of which is suitable for growing crops.
- Malawi and Haryana can explore cooperation in establishment of agro food parks in (Rai at Sonipat and Saha at Ambala) focused on farming, dairy technology, agricultural technology, deep processing of agro-products, animal husbandry.
- Malawi and Haryana can also cooperate in bringing about technology advancement in their agricultural sector through a mutual agreement.

- **Vehicles and Auto Industry**

- Malawi continues to increase its use of ethanol to reduce dependence on imported fuel and has drawn implementation plans leaving no stone unturned in a bid to solve fuel problems in the country permanently.
- The country is making use of ethanol produced from sugarcane molasses and biomass raw materials serving as a renewable source of energy thereby reducing greenhouse gas emissions.
- Haryana, on the other hand is the Automobile Hub: Produces 50% of the passenger vehicles, 39% of India's 2-wheeler production, and 11% of India's tractor production with number of foreign players zeroing in Haryana to set up manufacturing facilities.
- Currently the state has several projects running under Biomass Power Project (HBPL) making use of Bio-fuel technology.
- Haryana offers favourable policies and incentives amalgamated with excellent infrastructure and connectivity.
- Haryana also provides the opportunity to develop R&D Centre to support multi-national companies and training for smaller auto-ancillary companies.
- The Malawi government can explore opportunities by setting up R& D centers thus propagating the use of ethanol run vehicles in the country and also set up large manufacturing centers along the industrial corridor – DMIC (Delhi-Mumbai-Industrial-Corridor).

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MAURITIUS



Introduction

A stable democracy with regular free elections and a positive human rights record, the country has attracted considerable foreign investment and has one of Africa's highest per capita incomes. The island of Mauritius lies 855 kilometers east of Madagascar, about 2400 kilometers south east of Africa mainland, and about 3,900 kilometers southwest of India

Upon shaking hands, two people greet by saying Bonjour (Hello) which is followed by the formal phrase Comment allez-vous? / Comment vas-tu? (How are you?).

FLAG



Head of State

Sir Anerood Jugnauth GCSK, KCMG, QC, MP, PC (born 29 March 1930), is a Mauritian politician and currently the Prime Minister of Mauritius since December 2014. He also holds various ministerial portfolios including Minister of Rodrigues, Defence, Home Affairs and National Development Unit.

- Head of State and Commander in Chief: President Ameenah Gurib.
- Head of Government: Prime Minister Anerood Jugnauth
- Ruling Party: Alliance Lepep is a coalition led by the Mouvement Socialiste Militant (MSM) with other parties including the Parti Mauricien Social Democrate (PMSD) and the Muvman Libérateur (ML).
- High Commissioner of India to Mauritius: Shri Anup Kumar Mudgal
- High Commissioner of Mauritius to India: Mr. Jagdishwar Goburdhun

ECONOMIC PROFILE OF MAURITIUS

ECONOMIC PARAMETER	VALUE
GDP (PPP)	24.51 US billion dollars (2015 est.)
GDP Growth	3.2 percent in 2015.
Currency	Mauritian rupee (1 Indian Rupee equals 0.52 Mauritian Rupee)
Key Sectors	Sugarcane, Electricity, Gas, Water Construction, Wholesale and retail trade, Hotel and restaurant, Transport, storage

Bilateral-Trade

- Diplomatic relations between India and Mauritius were established in 1948. Mauritius maintained contacts with India through successive Dutch, French and British occupation.
- With its strategic location, Mauritius forms the lynchpin of India's vision of the Indian Ocean as a zone of peace and security. India has forged extensive Defence relations with Mauritius to safeguard sea lanes of communication.
- Indian naval ships regularly conduct surveillance and joint patrolling of the vast Exclusive Economic Zone (EEZ) of Mauritius.
- India has attracted USD 9.03 billion in FDI from Mauritius in 2014-15.
- Cumulative FDI equity inflows from Mauritius to India amounted to USD 87.55 billion (2000-2015) due to the Double Taxation Avoidance Convention.
- India is Mauritius' largest trading partner and has been the largest exporter of goods and services to Mauritius since 2007. In FY 2014-2015 India exported goods worth US\$ 1.9 billion to Mauritius and imported goods worth US\$ 21.19 million from Mauritius.

COMPANIES WITH OVERSEAS OPERATIONS

Mauritius Companies in India

- Barclays Bank Mauritius
- Mauritius Post
- Harel Mallac Group
- Ireland Blyth Limited
- Etisalat Mauritius Limited
- TMI Mauritius Limited
- Oracle Global (Mauritius) Limited
- Vodafone Mauritius Limited
- CMP Asia Limited
- Merrill Lynch (Mauritius) Limited

Indian Companies in Mauritius

• PRIVATE COMPANIES

Several Indian private sector companies such as Infosys Technologies Limited, Nahar Spinning Mills Ltd, Apollo Tubes Ltd., A.M Johri Associates, Opinion Express Newspaper, Ajanta pharma, Crain Technologies Ltd are operating in Mauritius.

• PUBLIC COMPANIES

Bank of Baroda , Life Insurance Corporation, New India Assurance Corporation, India Handloom House, Telecommunications Consultant India Ltd , Indian Oil Limited , Mahanagar Telephone Ltd. and State Bank of India Limited are few PSUs functioning in Mauritius.

HISTORY OF BILATERAL RELATIONS

Agreements between Indian and Mauritius

- Agreement on Early Warning of Coastal Hazards (2010)
- Memorandum of Understanding on Science and Technology Cooperation (2012)
- Memorandum of Understanding on Cooperation in Election Management and Administration (2013)
- Memorandum of Understanding on cooperation in MSME Sector (2013)
- Memorandum of Understanding on cooperation in Communication and Broadcasting between Mauritius Broadcasting Corporation and Prasar Bharti (2014)
- Memorandum of Understanding on Cooperation in Ocean Economy (2015)
- Memorandum of Understanding in the field of Traditional Systems of Medicine (2015)

In addition, several cultural exchange programs have been regularly concluded since 1971.

Delegations

- Mauritian Prime Minister Navinchandra Ramgoolam paid a four-day State Visit to India from 6-12 February 2012.
- Mauritian President Rajkeswur Purryag paid a State Visit to India from 3-10 January 2013. Hon'ble President Pranab Mukherjee paid a state visit to Mauritius from 11-13 March 2013.
- Hon'ble External Affairs Minister Smt Sushma Swaraj visited Mauritius from 1-3 November 2014.
- Hon'ble Prime Minister Shri Narendra Modi visited Mauritius from 11-13 March 2015.

OPPORTUNITIES FOR COLLABORATION

AGRO & FOOD PROCESSING

- Haryana is predominantly an agricultural state with favourable weather conditions for both Rabi and Kharif crops. It has achieved self-sustainability status in milk products and is the second largest food grains producer in the country.
- The State Government has provided special incentives like grant-in-aid of 50% to Primary Processing Centres, Interest Subsidy @6%, investment subsidy on VAT @75% - 100 %, 50% exemption from EDC and 80% - 100% refund of stamp duty.
- Foreign investment is expected in areas such as seed production, large-scale hydroponic farming, bio farming, animal-feed production, cattle breeding and high value-added food processing for export. Opportunities exist in the production and processing of vegetables and fruits and in rearing of cattle.
- Major agricultural crops produced in Haryana include rice, jowar, bajra, maize, wheat, barley, gram, mustard, cotton and sugarcane. The state of Haryana is a key contributor to Indian agriculture.
- Haryana has implemented several schemes to maintain soil quality and R&D promotion and has also established Mega Food park at Barhi for the promotion of agri food processing. Mauritius and Haryana can benefit by helping each other in R&D initiatives to improve soil productivity and harvest quality by sharing of best practices.

SERVICES

- The services sector with around 57 % contribution to the gross domestic product (GDP), has emerged as the largest and fastest-growing sector of Haryana.
- Being the dominant sector in the state GDP, it has also contributed substantially to foreign investment flows, exports, and employment covering a variety of activities.
- The growth of the Services Sector has been at 13.5 per cent during 2004-05 till 2009-10 and @ 8.2% during the 11th Five Year Plan (CII Report 2011).
- The newly launched Enterprise Promotion Policy seeks to provide a Virtual Employment Exchange which would be set up to act as the matchmaking platform for the Industry and the skilled manpower. Emphasis will also be laid on creation of the skills for the services sector.
- Up-to 25% of the plots in Industrial estates will be earmarked for identified services sector.
- Government will also strive to introduce demand and market driven curriculum in professional institutions for developing skilled and efficient manpower for services sector particularly for creation of the matching soft skills.
- Mauritian companies can collaborate with Haryana since it offers special support to identified services by enhancing the competitiveness of the industry with the Enterprise Promotion Policy setting a new paradigm.

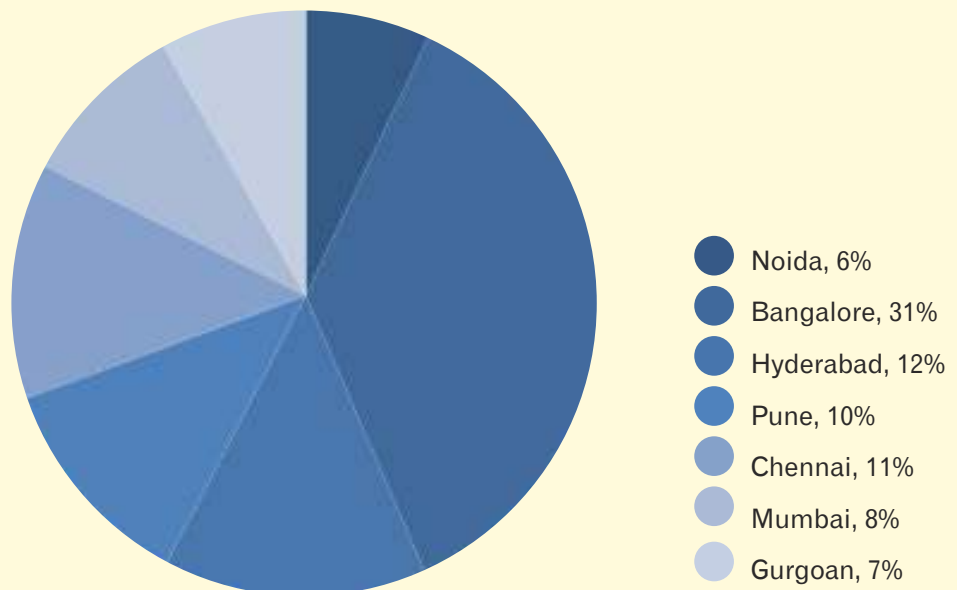


OPPORTUNITIES FOR COLLABORATION

INFORMATION & COMMUNICATION TECHNOLOGIES AUTHORITY OF INDIA

- Mauritius is a leading global outsourcing destination. The sector specific opportunities include BPO voice, BPO non-voice, software development, cloud computing, animation, game and web designing, business intelligence and consultancy (data warehousing, business analytics, market research).
- Haryana has a robust IT Software sector which will complement the electronics hardware manufacturing industry. Gurgaon is known as the BPM capital of the world, as it employs nearly 5% of the worldwide BPM workforce.
- Haryana is also the third largest exporter of software in India. Innovation campus is proposed to be developed in Gurgaon along with 7 incubation centres in seven universities in the State.
- The Gurgaon-Manesar-Bawal and Panchkula-Barwala belts have been declared as Brownfield Electronics Cluster by the Government of India. Companies like Panasonic, and Denso have already set up their base in the State.
- Special incentives have been proposed for creation of mega projects/ mother units in ESDM sector at par with fiscal incentives in extremely backward blocks. To tap the available potential, the State would come out with an Electronics & IT Policy within the next three months.
- Mauritian companies can collaborate with Haryana since it offer's world class facilities for setting up businesses in the IT sector with flexible labour laws, global connectivity and among the lowest start up and operational costs in India.

Gurgaon, IT-ITES & BPM Hub



NEW ZEALAND



Greeting

- Upon shaking hands, two people greet by saying Hello which is followed by the formal phrase How are you?

Flag



Prime Minister John KEY

Born in 1961, John Phillip Key is the 38th prime Minister of New Zealand, in office since 2008. He was born in Auckland, and graduated with a commerce degree in 1981 from University of Canterbury. He entered New Zealand Parliament representing Auckland electorate of Helensville in election of 2002. As Prime Minister, Key leads the Fifth National Government of New Zealand.

National Animal/Bird

- National Bird– Kiwi

Demographics¹

- Population: Approximately 44.38 Lakhs (2015)
- Location: Oceania, islands in the South Pacific Ocean, southeast of Australia

Political

- Chief of State: Queen ELIZABETH II
- Head of Government: Prime Minister John KEY
- Ruling Party: New Zealand National Party
- Indian High Commissioner to New Zealand: H. E. Mr. Sanjiv Kohli
- New Zealander High Commissioner to India: H. E. Mr. Grahame Morton

Economy¹

- GDP (PPP): INR 11,23,762 crores (USD 166 billion) (est. 2015)²
- GDP Growth: 2.2% (est. 2015)
- Currency: New Zealand Dollar (NZD) (1 NZD = 44.85 INR) (as of 3 Mar, 2016)
- Key Sectors : Food Processing, Textiles, Machinery, Transportation Equipment, Finance, ICT, Tourism, Mining

¹ <https://www.cia.gov/library/publications/the-world-factbook/geos/nz.html>

² USD = 67.69 INR (as of 3 March, 2016)

Trade

- Export from India to New Zealand (INR 2278.38 crore or USD 508 million) – Major Commodities are Diamond Jewellery articles, Bed linen, table linen, garments and footwear³
- Import by India from New Zealand (INR 2789.6 crore or USD 622 million) – Major Commodities are Coking Coal, Wool, Logs, Sheep skin leather, raw hides and skins
- Indian based companies in New Zealand
 - Mahindra-Satyam, HCL Technologies, WIPRO, Infosys and Tech Mahindra, New India Assurance Co. Ltd., Bank of India and Bank of Baroda.

Bilateral Relations:

- Foreign Office Consultations: India-New Zealand Foreign Office Consultations were held in Wellington on 24th September, 2012. The latest round of consultations was held in April 2015 in New Delhi.
- Joint Business Council: Ministry of Commerce and Industry is the nodal Ministry. Joint Business Council meeting was held in New Zealand in May, 2011.
- Negotiations for a Free Trade Agreement (FTA) between India and New Zealand are underway. The 9th Round of negotiation was held during July, 2013 at Wellington (New Zealand) followed by an intersessional discussion on 9-10th December, 2013 in New Delhi⁴.
- Indian Delegations to New Zealand
 - July 2013: Hon'ble Minister for Human Resource Development, Dr. M.M Pallam Raju
 - January 2014: Hon'ble Minister of Energy & Resources, Shri Beni Prasad Verma
 - June 2015: Hon'ble Minister of State (Independent Charge) for the Ministry of Skill Development and Entrepreneurship and Parliamentary Affairs, Shri Rajiv Pratap Rudy
- New Zealand Delegation to India
 - June 2013: Minister of Foreign Affairs, Mr. Murray McCully

Points of Collaboration⁵

- **Agro and Food Processing**
 - A number of New Zealand firms deliver services that focus on improving yields and productivity of farmers and forestry businesses through information technology and animal and plant-based biotechnologies. This includes in areas such as pasture and plantation management, livestock farming, improved genetics (animal and plant), animal health and traceability.
 - Haryana is predominantly an agricultural state with favourable weather conditions for both Rabi and Kharif crops. It has achieved self-sustainability status in food production and milk products. Haryana the second largest food grains producer in the country.

3 <http://www.hicomind.org.nz/hcinz/india-new-zealand/bilateral-relations/>

4 http://commerce.nic.in/trade/international_ta_current_details.asp

5 http://commerce.nic.in/trade/india_newzealand_joint_study_report_2009.pdf

- The State has a huge potential for establishment of agro-based and food processing industry. Due to lack of proper post-harvest handling facilities and inadequate infrastructure facilities along the supply chain, a substantial quantity of farm produce especially perishable commodities get wasted. Therefore, food processing sector's utmost requirement is investment for creating infrastructure facilities for post-harvest operations including food processing. The State Government has provided special incentives like grant-in-aid of 50% to Primary Processing Centres, Interest Subsidy @6%, investment subsidy on VAT @75% - 100 %, 50% exemption from EDC and 80% - 100% refund of stamp duty etc. for the various categories
- **Information technology and telecommunications**
 - New Zealand has a healthy environment for start-up enterprises in ICT sector, and is known for its low cost barriers, flexibility resilience and entrepreneurship
 - Haryana has a robust IT Software sector which will complement the electronics hardware manufacturing industry. Gurgaon is known as the BPM capital of the world, as it employs nearly 5% of the worldwide BPM workforce. Haryana is also the third largest exporter of software in India.
 - Innovation campus is proposed to be developed in Gurgaon along with 7 incubation centers in seven universities in the State. Besides, a mobile application development centre will also be set up.
- **Manufacturing**
 - New Zealand's global advantage is in manufacturing high-value, short-run production cycles. Key areas of strength and opportunity include the aviation, energy, healthcare, marine, security, industrial equipment, and food, beverage and bio-processing technology sectors.
 - Haryana is India's Largest Auto Hub: Produces 50% of the passenger vehicles, 39% of India's 2-wheeler production, and 11% of India's tractor production⁶.
 - Recent liberal policy regime with higher levels of FDI, flexibility in offset production and private procurement in Defense Manufacturing/ import and potential of creating/ stimulating investment through large mother units with spinoff benefits in terms of ancillarisation and large scale employment, the new policy needs to factor in these changing dynamics. The creation of dedicated Eastern and Western freight corridors which traverse through North and South of Haryana, respectively, offer ample opportunities for leveraging the same to create industrial and manufacturing corridors.
- **Educational Services**
 - Both technical and non-technical education institutes in New Zealand could train Indian personnel, thereby further developing trade in this sector.
 - Areas of co-operation in education and training can be in IT and R&D sector.
 - Haryana and New Zealand can sign MoUs of cooperation with Universities / Institutes based in Haryana for various student exchange programs, study tour, Executive Development Programmes for greater knowledge and culture sharing. Visiting faculties can be invited for insights on the best global education.

6 <http://www.happeningharyana.org/focus-sectors/agriculture-food-processing-allied-activities/>

PERU



Greeting

Upon shaking hands, two people greet by saying Hola (Hello) which is followed by the formal phrase *Cómo estás?* (How are you?).

Flag



President Ollanta HUMALA Tasso

Ollanta Humala, is a Peruvian politician who has been President of Peru since 2011. He is a former army officer who has fought in two Peruvian conflicts.

He has a master's degree in Political Science.

Demographics¹

Population: Approximately 3.04 crore (July 2015 estimate)

Location: Western South America, bordering the South Pacific Ocean, between Chile and Ecuador

Political

Chief of State and Head of the Government: President Ollanta HUMALA Tasso

Ruling Party: Peruvian Nationalist Party

Indian Ambassador to Peru: H. E. Mr. Manpreet Vohra

Peruvian Ambassador to India: H. E. Mr. Javier Paulinich

Economy¹

GDP (PPP): INR 26,44,229 crore (USD 385.4 billion) (est. 2015)²

GDP Growth: 2.4% (est. 2013)

Currency: Peruvian nuevo sol (PEN) (1 PEN = 19.48 INR)

Key Sectors : Mining; Metals and Machinery; Oil and Gas Extraction and Processing; Fish processing, Cement

¹ <https://www.cia.gov/library/publications/the-world-factbook/geos/pe.html>

² USD = 68.57 INR (as of 22 Feb, 2016)

Trade³

- **Export from India to Peru (INR 5022.14 crore or USD 819.86 million)⁴** – Major Commodities are automobiles, motorcycles and three-wheelers, iron and steel products, polyester and cotton yarns, pharmaceuticals, tyres, pipes
- **Import by India from Peru (INR 3616.52 crore USD 590.4 million)** – Major Commodities are gold, silver, copper minerals, phosphates of calcium, zinc and lead minerals, fish flour, synthetic filaments
- **Indian based companies in Peru**
 - Five Indian companies have currently invested in the mining sector in Peru with approx. investment of INR 185 crore (USD 30 million)
 - IFFCO has a major stake in a large phosphate mining operation in northern Peru
 - Zuari Agro, partnering with Mitsubishi, has a 30% stake in a large rock phosphate reserve in northern Peru
 - Tata Consultancy Services, Aegis, Wipro, Reliance, Mahindra Satyam have opened their offices in Peru
- **Peruvian based companies in India**
 - AJE Peru has opened a subsidiary in Maharashtra, AJE India Pvt. Ltd. manufacturing soft beverages. They have invested around INR 92.91 crore (USD 15 million)
 - Bambos, a fast food chain based in Peru, has opened an outlet in Mumbai
 - Major Peruvian company, Resmen S.A.C., which specializes in mining machinery, has opened a subsidiary in New Delhi by the name of Reliant Drilling Ltd., following a major contract it has won from Hindustan Zinc Ltd.

Bilateral Relations

- Major bilateral agreements signed are Defence Cooperation Agreement, Establishment of a Joint Commission, Educational Exchange Programme and an MoU on Cooperation in Geology and Mineral Resources
- A number of other agreements such as Bilateral Investment Protection and Promotion Agreement, Customs Cooperation Agreement, Mutual Legal Assistance in Criminal Matters, Air Services Agreement, Agreement for the Exchange of Information and Assistance in Collection with respect of Taxes, and MoUs on Renewable Energy, and Health, are being negotiated
- Peru and India have agreed to the proposal of Free Trade Agreement.
- **Indian Delegations⁵**
 - January 2010: Minister of State for External Relations, Dr. Shashi Tharoor
 - March 2010: Minister for Housing, Urban Poverty Alleviation & Tourism Kumari Selja
 - September 2010: Minister of State for Commerce and Industry, Shri Jyotiraditya Scindia
 - February 2010: Secretary of the Ministry of Mines, Santa Sheela Nair

³ <http://www.indembassy.org.pe/english/bilateral-relation/india-peru.html>

⁴ <http://commerce.nic.in/eidb/iecnt.asp>

⁵ <http://www.embassyperuindia.in/indiaperubilateralrelations.html>

- **Peruvian Delegations:**

- July 2012: Ambassador, Jose Beraun Aranibar
- January 2011: Ministry of Trade and Commerce of Peru, Mr. Eduardo Ferreyros

Points of Collaboration

- **Agriculture**

- Diverse climates and geographical zones make Peru a very important agricultural nation. Peru agricultural exports are highly appreciated and include artichokes, grapes, avocados, mangoes, peppers, sugarcane, organic coffee and premium-quality cotton
- Between businesses of the India/Haryana and Peru in beefing up food security and in areas relating to development of agriculture and agricultural processing. With climate changes wreaking havoc in the agriculture output, India/Haryana and Peru could synergise and complement each other to meet the growing food crisis.

- **Manufacturing**

- Under manufacturing, most promising sectors in Peru are textiles, metal mechanics, food industry, agricultural industry, manufactures, chemicals, pharmaceuticals, machinery and services.
- Haryana has major opportunities as manufacturing will see an increase by appropriately leveraging the eastern and western dedicated freight corridors such as AKIC and DMIC respectively.
- Points of collaboration can be explored in the defence and aerospace sectors to set up manufacturing bases in their countries by offering tax incentives.
- India may supply MFDs for multiple helicopter programmes as well as fixed wing aircraft.
- The existing airstrip at Hisar will be developed as an Aviation Hub which will include setting up of a Maintenance Repair and Overhaul (MRO), Fixed Base Operations (FBO) and Aerospace & defence manufacturing facility.
- Initiatives/organizations regarding Women Empowerment
- Gender Ratio – 1030 women / 1000 men

POLAND



Greeting

- Upon shaking hands, two people greet by saying cześć (Hello) which is followed by the formal phrase jak się masz? (How are you?).

Flag



Piotr Gliniński – Deputy Prime Minister of Republic of Poland

He is a Polish sociologist, professor, university lecturer and politician. His academic specialty was the study of social movements, sociology of culture and civil society, as well as in the social aspects of environmental protection. He has been a consultant for national and international institutions, including the Polish ministries and the United Nations Development Programme.

Demographics¹

- Population: 9,845,155 (November 2015 estimate)
- Location: Central Europe, East of Germany

Political

- Chief of State: President Bronisław KOMOROWSKI (2010-2015)
- Head of Government: Prime Minister Beata Szydło
- Ruling Party: Law and Justice party
- Indian Ambassador to Poland: Shri Ajay Bisaria
- Polish Ambassador to India: Mr. Tomasz Łukaszuk

Economy¹

ECONOMIC PARAMETER	VALUE
GDP (PPP)	US\$ 24,100 (est. end of quarter)
GDP Growth	3.6% (est. 2015)
Currency	Polish zloty (1 PLN= 17.25 INR) (est. 2016)
Key Sectors	Machinery, Metal, Coal, Coal, Mining, Chemicals, Shipbuilding, Textiles

¹ <https://www.cia.gov/library/publications/the-world-factbook/geos/pl.html>

¹ <http://data.worldbank.org/indicator/NY.GDP.PCAP.CD>

Indo-Poland Trade²

- Export from India to Poland (USD 1,711 million, 2014) – Major Commodities are cotton, textiles, chemical products, electromechanical appliances, vehicles, air ships and vessels
- Import by India from Poland (USD 550 million, 2014) – Major Commodities are electromechanical appliances, mineral products, chemical products
- **Polish Companies in India**
- Torunskie Zaklady Materialow Opatrunkowych (TZMO) in Dindigul (manufacturing hygiene sanitary products)
- Can-Pack Poland in Aurangabad (manufacturing metal packaging)
- Inplot (cosmetic products)
- Geofyzika (seismic surveys for oil companies)
- **Indian based companies in Poland**
- The Indian investments in Poland are over US\$ 2.5 billion and include ArcelorMittal, Videocon, Escorts, Strides Arcolab, Reliance Industries, Ranbaxy, Essel Propack, KPIT Cummins, Zensar Technologies Ltd, Infosys and Wipro, Jindal Stainless, Berger Paints India, UFLEX Glenmark Pharmaceuticals, Flemingo Duty Free, Rishabh Instruments etc

Bilateral Relations

- Poland is India's largest trading partner in Central Europe and India's private sector considers Poland an investment destination.
- There are streets named by Mahatma Gandhi, Rabindranath Tagore, Jawaharlal Nehru and Indira Gandhi in Warsaw and Krakow.
- With diplomatic relations established in 1954, India opened its Embassy in 1957. During the Communist period, bilateral relations were close with regular high level visits, planned trade and economic interaction through state trading organisations underpinned by the rupee clearing arrangements, inter-governmental cooperation in defence and cultural exchanges.
- There is a strong tradition of Indology studies in Poland. Polish scholars translated Sanskrit classics into Polish in the 19th Century, with the first Chair of Sanskrit established at Jagiellonian University (Krakow) in 1893.
- In 2012, bilateral trade was US\$ 1.905 billion (Indian exports - USD 1.240 bn, and Indian imports - USD 0.665 bn). During the first quarter of 2013, bilateral trade reached a figure of USD 0.430 bn
- The Indian investments in Poland are over US\$ 3 billion.
- Following are the recent agreements between India and Poland
 - India enters revised DTAA/ Protocol with Poland (2014)

² <http://www.indembwarsaw.pl/en/india-poland-together/india-and-poland>

- Agreement on Audio-visual Co-production (2012)
- Cultural Exchange Programme 2010-13 (2010)
- Agreement on Cooperation in the field of Tourism (2009)
- Agreement on Cooperation in the field of Health Care and Medical Science (2009)
- Agreement on Economic Cooperation (2006)

- **Recent Major Polish Delegation visits to India**

- February 2003: Prime Minister Leszek Miller
- February 2004: President Aleksander Kwasniewski
- September 2010: Prime Minister Donald Tusk
- November 2013: Foreign Minister of Poland Mr. Radoslaw Sikorski visited India
- February 2014: Polish Secretary of State in the Ministry of Foreign Affairs, Ms. Katarzyna Kacperczyk, visited India
- September 2014: Deputy Minister of Agriculture and Rural Development, Mr. Tadeusz Nalewajk, led a delegation to India
- Deputy Minister of Economy of Poland Mr. Jerzy Pietrewicz headed a business delegation to India in December 2014 and met with the Union Minister of Steel and Mines Narendra Singh Tomar, and representatives of Indian business in Delhi
- Deputy Prime Minister and Minister of Economy of Poland, Mr. Janusz Piechocinski, led a large business delegation to India in January 2015 to attend the Vibrant Gujarat Summit in Gandhinagar and met with Prime Minister Shri Narendra Modi

- **Recent Major Indian Delegation visits to Poland**

- April 2009: President Pratibha Devisingh Patil
- June 2011: Minister of Coal Shri Sriprakash Jaiswal visited Poland
- October 2013 : Minister of Steel Shri Beni Prasad Verma led a delegation to Poland
- November 2013: Minister of Environment and Forests Smt. Jayanthi Natarajan led a delegation to attend the UN Climate Change Conference COP 19 and CMP 9 in Warsaw
- June 2015: An Indian delegation led by Comptroller and Auditor General of India Shri Shashi Kant Sharma attended the 24th meeting of International Organisation of Supreme Audit Institutions (INTOSAI) working group of IT Audit

Points of Collaboration

• Automotive

- Poland has become a major manufacturer of motor vehicles and supplier of parts for European manufacturers. Poland specializes in combustion engines.
- The automotive sector, along with neighboring industries, generates 8.6% of added value to the Polish economy
- In 2012, the value of sold production of the automotive sector (without VAT and excise tax) in Poland amounted to PLN 102.8 billion. This represented 10.7% of sold production of the processing industry and 9.0% of total industry sales
- The sector employed 153.4 thousand persons which represents 7.5% employed in the processing industry and 6.2% employed in the industry
- Poland is also home to producers of engines, engine components and a wide range of automotive parts. One of the biggest advantages is the access to highly qualified specialists from automotive faculties at the technical universities.
- Polish Automotive sector ranks second in terms of manufacturing output is a solid backbone of country's economy³. The automotive sector is driven by excellent cost-to-quality ratio, availability of pool of talented people and attractive incentives system
- Haryana is the Automobile Hub as number of foreign players zeroing in Haryana to set up manufacturing facilities. Favourable policies and incentives amalgamated with excellent infrastructure and connectivity make Haryana an ideal hub for investment in Automobile sector. Polish companies can be invited to explore opportunities in this sector

• Renewable Energy

- Polish government has a special focus on increasing the share of renewable energy and one of the objectives of the Polish energy policy is to increase the proportion of energy from renewable sources in final energy consumption up to 15.5% in 2020
- Wind energy and the use of biomass for energy purposes are currently the most dynamically developing renewables.
- Technical cooperation between the two can be beneficial to increase the share of renewable energy in both regions

• Biotechnology

- Biotechnology is an emerging sector. Poland has 6 mature biotech clusters (Warsaw, Lodz, Tri-City, Krakow, Wroclaw, Poznan) which has excellent R&D infrastructure. Business spending on R&D in Poland has increased over the last year by 800%.
- Possibilities for agreement for cooperation in R&D as well as manufacturing in the sector can be explored

³ <http://www.paiz.gov.pl/sectors/automotive>

- **Trade and Investment**

- The Republic of Poland looks forward to partner strategically with Punjab and Haryana in food processing and renewable energy sectors. Both India and Poland are coal-based economies and hugely dependent on the import of energy resources strengthening cooperation in fields of energy efficiency, renewable energy, green technologies and alternative sources of energy".

Tomasz Lukaszuk, Ambassador, Embassy of the Republic of Poland is keen to augur strategic partnership with the food baskets of Punjab and Haryana by way of investments in food processing.

SPAIN



Greeting

- Upon shaking hands, two people greet by saying Hello which is followed by the formal phrase How are you

Flag



Prime Minister Mariano RajoyBrey



Born in 1955 in Santiago de Compostela, Mariano RajoyBrey is a Spanish politician who became the Prime Minister of Spain in 2011 following the People's Party landslide victory in that year's general election. He passed the competitive examination required in Spain to enter into the civil service, becoming the youngest-ever property registrar at age 23.

National Animal/Bird

National Animal- Bull, Iberian lynx

National Bird – Spanish imperial eagle

Demographics¹

- Population: 4.814 Crore (July 2015est.)
- Location: Southwestern Europe, bordering the Mediterranean Sea, North Atlantic Ocean, Bay of Biscay, and Pyrenees Mountains; southwest of France

Political

- **Head of State:** King Felipe VI
- Head of Government: Mariano RajoyBrey
- Major Political Parties: People's Party (Manuel FragaIribarne), Spanish Socialist Workers Party, Convergence & Union
- Indian Ambassador to Spain: Mr. Vikram Misri
- Spanish Ambassador to India: Mr. Gustavo Manuel de Arístegui y San Román

Economy¹

- GDP (PPP): USD 1.636 trillion (est. 2015) 1 USD = 68.56 INR (as of 23Feb, 2016)
- GDP Growth: 3.1% (2015est.)
- Currency: Euro (EUR) (1EUR = 75.52 INR) (as of 23Feb, 2016)
- Key Sectors: Machinery, motor vehicles, chemicals, shipbuilding, foodstuffs, electronic devices, pharmaceuticals and medicines, other consumer goods

¹ <https://www.cia.gov/library/publications/the-world-factbook/geos/br.html>

Trade²

- **Export from India to Spain (INR 19,250 crore or USD 3,148 million)(2014-2015)** – Major Commodities are Machine and mechanical appliances, vehicles and automobiles, plastic manufactures, electrical appliances, rubber and rubber products and olive oil
- **Import by India from Spain (INR 12,280 crore or USD 2,005 million) (2014-2015)**– Major Commodities are Organic chemicals, textile and garments, Iron and steel products, automotive components, marine products, leather goods.

Bilateral Relations:

- India-Spain bilateral trade in the year 2013 stood at USD 4.76 billion (Exports from India: USD 3.22 billion; Imports from Spain: USD 1.49 billion). Bilateral Trade between India and Spain from January to March, 2014 stood at USD 1.29 billion
- Spain is the 13th largest investor in India with total FDI at \$885 million*. A total of 300 Spanish companies have subsidiaries, joint ventures, projects or liaison offices and purchase offices in India. There are about 30 Indian companies in Spain in the fields of IT, automobiles, pharmaceuticals and road maintenance.
- Confederation of Indian Industry (CII) has MoUs with ICEX (Spanish Institute for Foreign Trade), AENTEC (Spanish Association for New Technologies) and CEOE (Spanish Confederation of Business Organizations) for promoting bilateral economic and technical cooperation. ACMA (Indian Auto Components Manufacturers Association) has an agreement with its counterpart SERNAUTO.
- Indian organizations like the Indian Trade Promotion Organization (ITPO), Council for Leather Exports (CLE), Apparel Export Promotion Organization (AEPC), Carpet Export Promotion Council (CEPC), and Electronics and Computer Software Export Promotion Council (ESC) have been actively participating and promoting Indian products in various trade fairs and exhibitions in Spain.
- Potential areas of interest for Spanish companies in India are infrastructure (roads, airports, ports, railways), energy (renewable and non-renewable), technology in agriculture, food processing, water desalination/purification, city waste management and tourism there is a huge potential for cooperation from Spain to India. Similarly, for the Indian companies, there is a huge potential for cooperation in the areas of pharmaceuticals (generic medicines) and IT.
- **Spanish Investment in India**
 - Acciona and Gamesa in field of Energy
 - ABENGOA in Water Desalination
 - IsoluxCorsan, Grupo San Jose in Infrastructure
 - Gestamp in Auto Components
 - Inditex – Zara/Mango in Single Brand Retail

² <http://www.commerce.nic.in/eidb/default.asp>

* Spanish Ministry of Trade and Competitiveness; 1 Euro= 1.36\$

- **India Investment in Spain**

- TCS, Tech Mahindra in IT
- Avantha in Energy
- Mahindra in Automobiles

- **Indian Delegations**

- May 2014: Shri Rajeev Kher, Commerce Secretary to Government of India
- May 2013: A 17- member delegation comprising of officials of DBT, representatives of Academia, Industry and FICCI visited Madrid and Barcelona
- February 2013: Rahul Khullar, Chairman TRAI led the Indian delegation at the GSMA World Mobile Congress held in Barcelona
- January 2013: Dr. K. Chiranjeevi, MOS (IC), Tourism inaugurated the India Pavilion in Tourism Fair FITUR-2013

Points of Collaboration

- **Renewable Energy (Solar & Wind)**

- Spain is the 4th largest producer of renewable energy (non-hydro) in the world and renewable energy accounts for 32% of total electricity generated in the country. It is also a global leader in production of concentrated solar power.
- India is at the 6th position in renewable energy generation.
- Haryana is a power surplus State and will continue to remain so because of advanced planning for generation and procurement. Rs.20000 crore to be invested in transmission and distribution infrastructure to ensure 24x7 power supply to commercial and industrial enterprises.
- Haryana City Gas Distribution (HCG) is a company, which with the approval from State Government of Haryana to distributes natural gas in Gurgaon, Rewari&Jhajjar districts of Haryana state and for Neemrana&Bhiwadi area of Rajasthan state from state government of Rajasthan. The company has already laid 140 Kilometers pipeline network capable of connecting 2000 industries. As per plan these will be connected by year end.
- The State of Haryana has large extents of land eminently suitable for non-conventional and renewable energy installations particularly Solar energy. The State has come out with a Solar Parks Policy to support the development of the Solar Parks by the private sector. Under the SUN (Saur Urja Nivesh) initiative of the HSIIDC and HPGCL proposed to develop a solar park for which an area of 300 acres has been identified.

- **Railways Sector**

- A MoU was signed between Indian Railways and RENFE OPERADORA and ADIF (Spanish railways operations and infrastructure companies) for technical co-operation.
- Spain has well developed MRT, rail network and 2800 km of high-speed rail (speeds of

over 300 km/hour). Spain has expertise in construction, signalling, safety (anti-collision system), 200-220 km speed locomotives, track-interchange techniques and management capability. Spain also got a contract for supply of six coaches to Kolkata metro.

- A Rail Coach Factory will be set up in Haryana on the public-private partnership (PPP) model. The state and the Railways will soon ink an agreement to set up a special purpose vehicle (SPV) for the prompt execution of the railway projects.
- Mass Rapid Transit System between Gurgaon and Manesar and Bawal (investment of approx. Rs 20,000 crore) is planned.

- **Urban Infrastructure**

- KMP expressway with a 1 kilometer belt on the either side designated as Controlled area. It is intended to develop this stretch as a Global Economic Corridor. A Development Plan for the corridor is intended to leverage the potential for development of various theme parks and industrial hubs (e.g. auto, tourism, entertainment, logistics etc.)
- Mega projects like development of a Global City in Gurgaon with investment potential of Rs. 1 lakh crore along with provision of World class exhibition-cum-convention center spread across 250 acres.
- Televent (now acquired by Schneider Electric) is a world class Spanish company providing innovative and turnkey solutions for smart and sustainable city development. The company has excellent opportunities to set up projects in the state of Haryana. It is already working with L&T for a project in Maharashtra.

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TUNISIA



Greeting

- Upon shaking hands, two people greet by saying as-salam alaykum (Hello).

Flag



Habib Essid - Prime Minister of Tunisia

Appointed on 6th February 2015, Habib Essid is the first Prime Minister of Tunisia, following the adoption of the new constitution. A U.S.-educated agricultural economist by profession, Essid was nominated by their Central-Left party to form a new government. He also previously served as Minister of the Interior in 2011 as a top-ranking ministry official.

Demographics¹

- Population: 11,037,225 (July 2015 est.)
- Location: Northern Africa, bordering the Mediterranean Sea, between Algeria and Libya

Political

- Chief of State: President Beji CAID ESSEBSI (since 31 December 2014)
- Head of Government: Prime Minister Habib ESSID (since 6 February 2015)
- Ruling Party: Ennahda Party
- Indian Ambassador to Tunisia: Prashant Pise

Economy²

ECONOMIC PARAMETER	VALUE
GDP (PPP)	\$11,600 (2015 est.)
GDP Growth	1% (2015 est.)
Currency	1 Tunisian Dinar equals 33.78 INR
Key Sectors	petroleum, mining (particularly phosphate, iron ore), tourism, textiles, footwear, agribusiness, beverages

¹ <https://www.cia.gov/library/publications/the-world-factbook/geos/ts.html>

² CIA Factbook

Indo-Poland Trade³

- **Export from India to Tunisia (USD 250 million, 2014-15)** – Major Commodities are clothing, semi-finished goods and textiles, agricultural products, mechanical goods, phosphates and chemicals, hydrocarbons, electrical equipment.
- **Import by India from Tunisia (USD 196 million, 2014-15)** – Major Commodities are textiles, machinery and equipment, hydrocarbons, chemicals, foodstuffs.
- **Indian based companies in Tunisia**
Indian companies M/s KEC International Limited, Mahindra and Mahindra, Tata Motors and Jyoti Structures Limited have a presence in Tunisia.

Bilateral Relations

- India has traditionally maintained cordial and friendly relations with Tunisia since the establishment of diplomatic relations in 1958.
 - Tunisia has been a reliable source for phosphates - a primary input for the fertilizer industry since 1950s.
 - India accounts for over 50% of Tunisia's global phosphoric acid exports.
 - The annual bilateral trade during 2015 was worth US\$ 340 million.
 - Following are the recent agreements between India and Tunisia:
 - Cooperation Agreement between Tunisia Radio and All India Radio (2012)
 - Agreement in the field of Small and Medium Enterprises (2007)
 - Air Services Agreement (2007)
 - Cooperation in Communication & Information Technology (2004)
 - Agriculture (2000)
 - Tourism (2000)
-
- **Recent Major Tunisian Delegation visits to India**
 - December 2000: FM Habib Ben Yahya
 - October 2015: Mr. Taieb Baccouche, Foreign Minister of Tunisia
 - **Recent Major Indian Delegation visits to Tunisia**
 - November 2012: Shri E. Ahmed, Minister of State (External Affairs)
 - July 2013: Shri Srikant K. Jena, Chemicals & Fertilizers
 - February 2014: EAM Salman Khurshid
 - July 2015: Shri. Santosh Kumar Gangwar, Hon'ble Minister for Textiles and Special Envoy of Prime Minister of India to Tunisia

Points of Collaboration

Textiles

- Haryana is the 4th largest producer of cotton, the essential raw material for textile industry.
- Panipat also known as the “city of weavers” has established itself as a centre for handloom products on the global map.
- Over the years, Gurgaon has emerged as a hub for manufacturing of readymade garments. Some of the largest manufacturers in Asia such as Benetton India Pvt. Ltd and DCM textiles have their manufacturing facilities in the state which exports nearly US\$ 1.3 billion annually.
- The handloom business is expected to receive a further boost with the establishment of the proposed International Trade and Convention Centre in Panipat which shall function as a design centre for the handloom products.
- Haryana also offers plentiful opportunities for investors across the entire value chain of synthetics and specialty fabrics.
- The Enterprise Promotion Policy - 2015 (EPP) provides various measures for the growth of Textile & Apparel sector in the form of fiscal incentives such as reduced power tariff, employment generation subsidy and last mile connectivity through Industrial Infrastructure Development Fund for CLUs.
- Tunisia is 5th largest supplier of Europe and 2nd supplier of France in Textiles.
- Tunisia being the top 15 garment suppliers in the world is characterized by competitive production costs with more than 200 brands currently functioning in Tunisia. Haryana and Tunisia may benefit mutually through a cooperative approach.

Footwear

- The growth potential of the footwear sector in Haryana is expected as 20% CAGR for the next 35 years.
- A footwear hub is proposed to be established with Footwear technology Institute to realize the dreams of footwear industry.
- The State Government shall also avail funding under the scheme of “Mega Leather Footwear Park” of Ministry of Commerce, Government of India, where grant-in-aids up to Rs.105 Cr shall be available.
- The State Government shall also bring FDDI (Footwear Design and Development Institute) in the footwear park.
- HSIIDC has developed 555.34 acre land in Sector 16 & 17 to establish Industrial Estate and Footwear Park. The Sector 16 has been exclusively carved out for General Category industrial units and Sector-17 for Footwear units.
- The footwear production of various companies such as Relaxo Footwear Ltd., Action footwear Industries, Diamond Footwear, Lancer Footwear, Italica International Columbus Shoes, Aerobok Shoes and Welcome Footwear has already begun.
- There are major clusters at Karnal, Faridabad, Bahadurgarh, Gurgaon, Manesar, Sonapat, Kundli and Ambala which are involved in the process of end-to-end product making. This

would add up to the global competence of the Industry giving a strong reason to invest Haryana.

- The fiscal and non-fiscal incentives by the state government and the support extended by the Central government in the form of Union Budget would largely help to liberalize the norms in establishing the business unit.
- Tunisia stands as a profitable site for production, quality and know-how to companies operating in the leather and footwear sector. Both the regions can explore enormous opportunities of growth through mutual cooperation.

Agribusiness

- Haryana is predominantly an agricultural state with favourable weather conditions. It has achieved self-sustainability status in milk products and is the second largest food grains producer in the country.
- Foreign investment is expected in areas such as seed production, large-scale hydroponic farming, bio farming, animal-feed production, cattle breeding and high value-added food processing for export. Opportunities exist in the production and processing of vegetables and fruits and in rearing of cattle.
- The State Government has provided special incentives like grant-in-aid of 50% to Primary Processing Centres, Interest Subsidy @6%, investment subsidy on VAT @75% - 100 %, 50% exemption from EDC and 80% - 100% refund of stamp duty.
- Tunisia and Haryana can explore cooperation in establishment of agro food parks in (Rai at Sonipat and Saha at Ambala) focused on farming, dairy technology, agricultural technology, deep processing of agro-products, animal husbandry.
- Also with the launch of new Enterprise Promotion Policy, a mega food park at Barhi is proposed to be developed to cater the growing agro and food processing industry.
- As per National Institute of Statistics (INS) – 2015 Tunisia was the 2nd world exporter of olive oil, 1st world exporter of dates, 2nd exporter of organic products in Africa and 10th worldwide tomato producer (2014).
- Tunisia and Haryana can extend their support in bringing about a further change in their agribusiness leading to an increased production and amount of exports.

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UNITED KINGDOM



Greeting

- Upon shaking hands, two people greet by saying Hello which is followed by the formal phrase How are you?

Flag



David Cameron- Prime Minister of the United Kingdom

David studied at Eton College before graduating from Oxford University with a first class degree in politics, philosophy and economics. He spent 7 years at Carlton Communications where he served on the management board. He became Prime Minister in May 2010, when he led a Conservative and Liberal Democrat coalition government. He continued as Prime Minister from May 2015, leading a Conservative government.

National Animal/Bird

- National Animal – Lion

Demographics¹

- Population: Approximately 64.1 million (2013 estimate)
- Location: Western Europe, islands - including the northern one-sixth of the island of Ireland - between the North Atlantic Ocean and the North Sea; northwest of France

Political

- Chief of State: Queen ELIZABETH II
- Head of Government: Prime Minister David CAMERON
- Ruling Party: Conservative Party
- Indian Ambassador to UK: H.E. Mr. Ranjan Mathai
- UK Ambassador to India: H. E. Dr. Alexander Evans

Economy¹

- GDP (PPP): INR \$2.66 trillion (2015 est.)
- GDP Growth: 2.5% (2015 est.)

¹ <https://www.cia.gov/library/publications/the-world-factbook/geos/uk.html>

- Currency: Pound Sterling (GBP) (1 GBP = 99.01 INR) (as of 21 Feb, 2016)
- Key Sectors : Metals and Machinery, Automotive, Infrastructure, Shipbuilding, Energy, Food Processing, Textiles

Trade²

- Export from India to UK (INR 63,918 crore or USD 9.3 billion) – Major Commodities are garments and textiles, machinery, petroleum products, metal products, gems and jewelry, engineering goods, transport equipment and parts, spices, drugs & pharmaceuticals and marine products
- Import by India from UK (INR 34,364 crore or USD 5 billion) – Major Commodities are machinery, ores and metal scraps, precious and semi-precious stones, silver, metalifers, aircrafts and parts, beverages and spirits, engineering goods
- **UK Companies in India**
 - HP, Royal Bank of Scotland, Deloitte, Dunnhumby India, Ernst & Young
- **India based companies in UK**
 - About 700 Indian companies have operations in the UK of which about 10% Indian and India-focused companies are listed on the London Stock Exchange
 - Major investors are Reliance, Tata, Jindal, Mahindra, UTV Software, Emcure Pharma, Amtek, Siccadi India Ltd., Union Bank of India and many others.

Bilateral Relations²

- During the visit of Shri Narendra Modi, Hon'ble Prime Minister to UK during November 2015, a Joint Statement of the India-UK Summit in London was released, which envisaged investments in skills and creation of high quality jobs, infrastructure, promotion of manufacturing & research, technology & innovation and partnering in making the rivers cleaner, habitats healthier and build smart, sustainable cities for a low carbon future.
- A Joint announcement by India and the UK was made on setting up a FAST-TRACK system for UK companies in India. The FAST-TRACK system will be operational by the end of March 2016.
- An MoU was signed between the Ministry of Railways, Government of India and the UK Department for Transport on Technical Co-operation in the Rail Sector.
- The leadership of two countries also announced three UK-India city partnerships with Indore, Pune and Amaravati to support India's ambitious urban development goals through technical assistance, expertise sharing and business engagement.
- A new Thames/Ganga partnership for healthy river systems - a collaborative programme of research and innovation to enable the sustainable management of water resources in the Ganga basin

² <https://www.hcilondon.in/pages.php?id=152>

Recent Major Polish Delegation visits to India

- January 2016: Minister for Employment Rt Priti Patel
- December 2015: Secretary of State for Business, Innovation and Skills Rt Hon Sajid Javid, Minister of State for Universities and Science Jo Johnson
- September 2015: UK Secretary of State for Energy and Climate Change Rt Hon Amber Rudd
- July 2015: Chancellor of the Duchy of Lancaster, Rt Hon Oliver Letwin

Points of Collaboration

- **Energy**
 - UK is the largest producer of oil and the second-largest producer of natural gas in the European Union (EU)
 - Nuclear energy also contributes a significant fraction to the energy output of the UK, currently accounting for about one-fifth of total electricity generation
 - The UK government has developed key energy policies to address the domestic production decline which could be studied for domestic use. These include: using enhanced recovery from current and maturing oil and gas fields, promoting energy efficiency, decreasing the use of fossil fuels and thus reliance on imports, and decarbonizing the UK economy by investing heavily in renewable energy.
 - Research partnership and mutually beneficial partnerships may be explored in which UK partners (academic) benefit from access to experimental facilities in India; and India (government laboratory) partners benefit from access to national laboratories in UK
 - India-UK joint statement on Energy and Climate was released in November 2015, to strengthen the existing energy partnership between India and the UK, resolved to address climate change and promote secure, affordable and sustainable supplies of energy, reduce greenhouse gas emission
 - Haryana is a power surplus State and will continue to remain so because of advanced planning for generation and procurement. Rs.20000 crore to be invested in transmission and distribution infrastructure to ensure 24x7 power supply to commercial and industrial enterprises.
 - The State of Haryana has large extents of land eminently suitable for non-conventional and renewable energy installations particularly Solar energy. The State has come out with a Solar Parks Policy to support the development of the Solar Parks by the private sector. Under the SUN (Saur Urja Nivesh) initiative of the HSIIDC and HPGCL proposed to develop a solar park for which an area of 300 acres has been identified.
- **Infrastructure**
 - There is scope for UK based companies to invest in infrastructure projects, partner with Indian companies in setting up National Manufacturing & Investment Zones (NMIZs) and may participate in the ambitious Delhi-Mumbai Industrial Corridor project
 - The Government of India's intention to launch the first government-backed rupee bond

in London was also announced. Setting up of an India- UK partnership fund under the umbrella of National Infrastructure Investment Fund (NIIF) was also announced.

- Haryana being one of the first nodes on the Delhi Mumbai Industrial Corridor is at an advanced stage of planning of three large infrastructure projects – Mass Rapid Transit System between Gurgaon and Manesar Bawal Industrial region, Integrated Multimodal Logistics Hub in southern Haryana and Global City with World Class Exhibition-cum-Convention Centre in Gurgaon.

- **Manufacturing**

- UK is a major centre for engine manufacturing
- UK has a strong base both in terms of manufacturing and R&D in pharmaceuticals
- The aerospace industry of the UK is among the largest in the world
- Recent liberal policy regime with higher levels of FDI, flexibility in offset production and private procurement in Defense Manufacturing/ import and potential of creating/ stimulating investment through large mother units with spinoff benefits in terms of ancillarisation and large scale employment.
- The creation of dedicated Eastern and Western freight corridors which traverse through North and South of Haryana, respectively, offer ample opportunities for leveraging the same to create industrial and manufacturing corridors.
- The existing airstrip at Hisar will be developed as an Aviation Hub which will include setting up of a Maintenance Repair and Overhaul (MRO), Fixed Base Operations (FBO) and Aerospace & defence manufacturing facility.

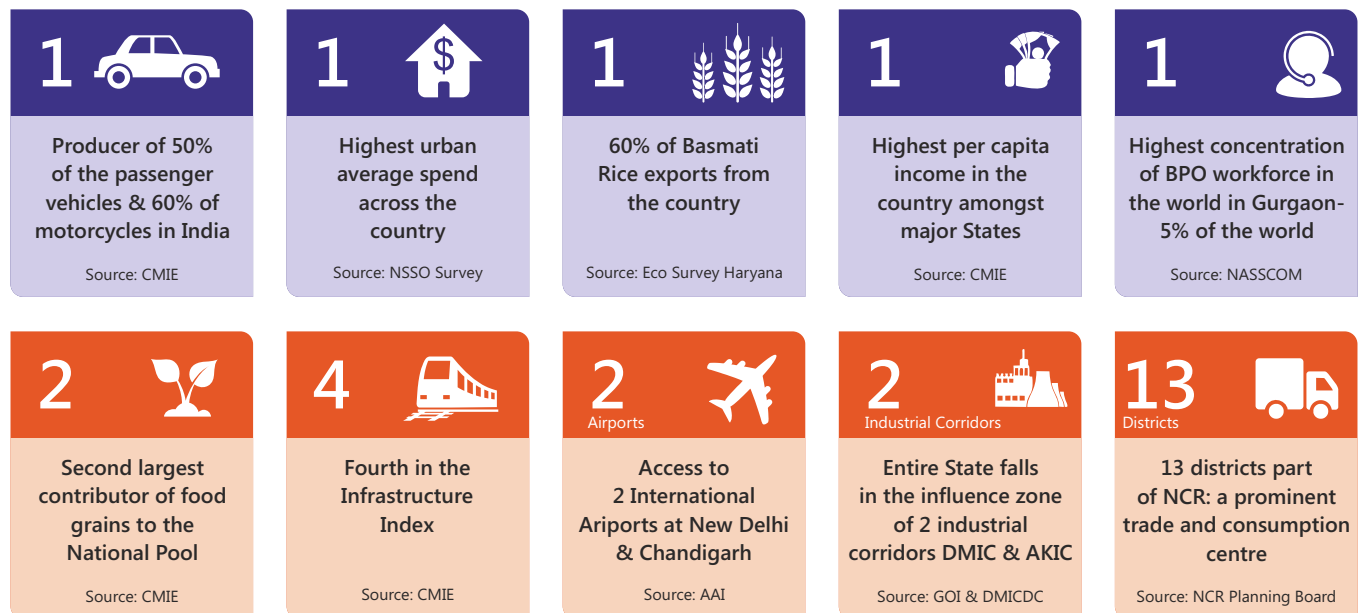
- **Finance**

- London is a major centre for international business and commerce and is one of the three "command centers" of the global economy (alongside New York City and Tokyo)

Initiatives/organizations regarding Women Empowerment

- The Women's Empowerment Principles (WEPs) are a joint initiative between UN Women and the UN Global Compact offering businesses a set of practical guidelines to empower women in the workplace. They were launched in the UK in 2012.
- Women Empowered (WE), based in UK, is a wholly social initiative which aims to empower women to make the best of their individual skills and talents and help them to achieve whatever personal and professional goals they have.

#HappeningHaryana



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