

DOING BUSINESS IN INDIA

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INDIA – KEY FACTS



- 7th largest nation of the world
- Area: 3.3 million sq. kms
- Parliamentary Democracy
- 28 Federal States & 7 Union Territories
- 2nd most populous nation [1.3 billion]
- Multi-cultural, multi-lingual, multi-ethnic

Economic Facts

- ✂ 9th largest economy in India (4th largest in PPP terms)
- ✂ GDP: \$1.7 trillion (nominal) \$ 4 trillion (PPP).
- ✂ GDP (in nominal terms and in PPP) expected to (nearly) double in 5 -7 years
- ✂ GDP growth: 7.5%
- ✂ Services: 57% Manufacturing: 28% Agriculture: 15%
- ✂ Inflation: 10%
- ✂ Foreign Exchange Reserves ~ \$320 bn
- ✂ 1 £ = Rs 80

Aerospace sector in India

- Indian Aerospace Industry growing.
- Over US \$ 120 bn (£ 78bn) worth investments in civil aviation sector in next 20 years - US\$ 80 bn (£ 52bn) for aircraft purchases.
- Airbus and Boeing prediction - 900 new aircraft for Indian Operations in next 20 yrs

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- Defence budget for 2010-11 US \$30bn - £ 20 bn.
- Private players increasing their role in civil and defence aerospace.
- Presence of a strong SME aerospace supply chain and hungry for partnerships and opportunities
- Key cities for Aerospace: Bangalore, Hyderabad, Mumbai, Delhi, Hyderabad, Nagpur, Nashik, Lucknow, Thiruvananthapuram



UK-INDIA TECHNOLOGY PARTNERING PROGRAMME

UKTI TECH PARTNERING EVENT

- Two high profile business mission programmes to three advanced engineering centres – Bangalore, Pune and Mumbai, from 07 – 11 November 2011.
- Allowed participating UK companies to network in the premises of the top Aerospace and Automotive companies in India.

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- 34 delegates from 27 UK Companies
- Aerospace visited HAL, BEL, L&T and GODREJ.
- Two networking events with supply chain. (Mumbai and B'lore).
- Presentations made by host Indian companies.
- 5 min elevator pitch speeches by UK companies.

UKTI NOV MISSION

- 90% of missioners rated quality and relevance of contacts as ***very good or good***
- 100% of missioners rated their overall satisfaction as ***very satisfied or fairly satisfied***
- 71% of missioners expect to win new orders as a result of participating in the event, with a ***likely value of £2,353,000***

Testimonials

- “Mission opened up new contacts (both in India & UK) but also opportunities for acquisition and JV. Excellent mission.”
- “One of the best Indian missions I have been involved in.”
- “The mission was excellent and run in a very professional manner.”

CASE STUDIES

- Supply chain management, ERP consulting
- Milling and machining work and JV
- Liaison for market introduction with Ministers
- Fuel additives and clean fuel
- Cross sector lean manufacturing market survey

UKTI NETWORK

- All India Network
 - 9 Posts
- Bangalore
 - Leads on Aerospace Sector
- Bangalore: Aerospace
 - A natural choice for the Aero Cluster, with Indian Institute of Science (IISc) , NAL and many public sectors organisations.
 - The Aero cluster, is about 300 companies strong.
 - Strong presence of Defence aero research Institutes

What UKTI can do for you?

- Market intelligence, lobbying and support where appropriate.
- Bespoke services include a bouquet of information services including overseas market introductory service (OMIS), which can include anything from detailed analytical work, to a validated list of contacts or a visit programme service.
- Seamless cross sector focus.
- Support for Trade Missions

UKTI adding value for UK companies

- For every £1 that UKTI spends, £19 is generated for the UK economy.
- The UK secured 1,619 inward investment projects and UKTI helped to bring 759 of these projects to the UK
- UKTI's estimated total financial benefit to businesses across all trade services is around £3 billion each year

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- Each UKTI service generates over £100,000 in estimated benefits per customer
- Some 2,960 companies increase R&D activity in the UK as a result of UKTI support

(as per 2009 data)

British High Commission in India



Thank You

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