



The Council of EU Chambers
of Commerce in India

BUSINESS PULSE

VOLUME 12 | ISSUE 3 | SEPTEMBER-OCTOBER 2022



The Council of EU Chambers of Commerce in India

MEMBERSHIP BENEFITS



ADVOCACY

Regular engagement and representation of issues faced by Indian and European companies



ANNUAL EVENTS

Annual General Meeting, Conferences, Panel Discussions, Workshops & Webinars, Delegations - Inbound & Outbound Europe Day



DIGITAL PRESENCE

Digitally active on various social media platforms. Website is a single point of contact for all updates



PUBLICATIONS

e-Newsletter - Covers Business Opportunities from EU & India
Business Pulse - Covers latest developments on EU & India and its various activities

Members Directory - Detail of members and Business Resource information

Monthly Economic & Commercial Reports - Compiled by Indian Embassies in EU Countries provides market opportunities and trade & investment information



ADVISORY & SECTOR COMMITTEES

Sector Committees across various industries, focus on knowledge sharing as well as addressing various issues and challenges



BUSINESS SUPPORT

Support European & Indian Companies by facilitating Investment, Trade and Business Opportunities and organizing B2B and B2G meetings



MARKETING

Visibility and Promotion for companies through Events, Advertisements, Sponsorships respectively on concessional charges



NETWORKING

Various networking opportunities for members via Workshops, Seminars, Conclaves and provide access to key networks



VISA RECOMMENDATION

Visa recommendation support letter

ADDITIONAL BENEFITS FOR LIFE MEMBERSHIP

Complimentary participation at all events

Two complimentary insertions of advertisements in e-Newsletter

Interview/Article of the Chairman/MD/CEO in Business Pulse

Membership for lifetime & no renewal

One complimentary insertion of advertisement in Business Pulse

Assistance in Partner Search through various official Agreements, Partnership & MoUs and providing Trade Leads



The Council of EU Chambers
of Commerce in India

ANNUAL SPONSORSHIP

To chart newer heights to enhance visibility & branding
be the integral part of EU Chamber's initiatives of
advocacy, events, and committees

ANNUAL SPONSORSHIP BENEFITS

- Display of Name and Logo on all EU Chambers's platforms - All Events, Members Directory, Activity Report, Annual Report and Business Pulse
- Hyperlinked organization's logo on EU Chambers website
- Promotion of one corporate video on EU Chambers LinkedIn page OR CEO/MD interview in Business Pulse
- Speaker slot for MD/CEO for Seminar
- Complimentary Advertisement in the monthly Newsletter for two issues
- Complimentary Advertisement in the bi-monthly Business Pulse for two issues
- Access to two Sector Committees
- Sponsorship Amount INR 3 Lakhs

(Being a Service receiver of sponsorship, tax would be payable at your end if applicable.)

Contact: Mr. Sameer Itkyaal, Senior Executive

E mail: info@euindiachambers.com
director@euindiachambers.com

Mobile: +91- 9833095581
+91- 8104657233

GOVERNING COUNCIL MEMBERS FY 2022- 23

Contents

President Message
Proceedings
EU Trade Leads
Photo Gallery

Council's Board Members (Alphabetical order)

Mr. Peeyush Kaushik

President

Mr. Rajeev Sharma

Vice-President

Capt. Avinash Batra

Mr. Anupam Johri

Mrs. Harshbeena Sahney Zaveri

Mr. Joiel Akilan

Mr. K V Bala

Mr. Manish Bhatnagar

Mr. Meghnad Mitra

Mr. Mohit Agarwal

Mr. Oscar Esteban

Mr. Prakash Tulsiani

Mr. Shalil Shroff

Mr. Sharad Kumar Saraf

Mr. Shishir Joshipura

Mr. Zarir Langrana

Past President

Mr. Manish Bhatnagar	2020 - 2022
Mr. Ashok Barat	2019 - 2020
Mr. Nicolas SIMON	2018 - 2019
Mr. Ameet Nivsarkar	2017 - 2018
Mr. Chandramowli Srinivasan	2015 - 2017
Capt. Avinash Batra	2013 - 2015
Mr. Anupam Johri	2012 - 2013
Mr. R. Mukundan	2010 - 2011
Dr. Rana Kapoor	2009 - 2010
Mr. Dinesh K. Lal	2008 - 2009
Mr. Paul Haegeman	2007 - 2008
Mr. Atul Bhagwati	2006 - 2007
Mr. A. K. Nanda	2004 - 2005
Mr. Jeroen Nijsen	2003 - 2004
Mr. K.C. Mehra	2002 - 2003
Mr. Tomas Dyrbye	2001 - 2002
Mr. Jasu Shah	2000 - 2001
Mr. Manfred Knoll	1999 - 2000
Mr. M.Y. Noorani	1998 - 1999
Mr. Karel R. Ehrnreich	1997 - 1998
Mr. S.M. Datta	1995 - 1997
Mr. H Brenneiser	1994 - 1995
Mr. B. R. Sule	1993 - 1994
Mr. N. K. Nayar	1992 - 1993
Mr. Pratap Bhogilal	1991 - 1992

Chief Patron

H.E Mr. Ugo Astuto

Ambassador
European Union to India

Bi-National Business Committees

Indo-Austrian Business Committee

Indo-British Business Committee

Indo-Danish Business Committee

Indo-Finnish Business Committee

Indo-Greek Business Committee

Indo-Irish Business Committee

Indo-Portugal Business Committee

Indo-Swedish Business Committee

Bi-National Chambers

Indo-Romanian Chamber of Commerce

Indo-Spanish Chamber of Commerce

Invitees

Past Presidents

Ambassadors & High Commissioners

Consul Generals

Trade Commissioners

Chambers Secretariat

Dr. Renu Shome, Director

The Council of EU Chambers of Commerce in India
3rd Floor, Y B Chavan Centre, Gen J Bhosale Marg
Mumbai - 400021 Tel : 022 - 22854563, Fax : 022 - 22854564
Office Mobile:8104657233

Email : director@euindiachambers.com, info@euindiachambers.com

URL : www.euindiachambers.com

President Message



President

Dear Readers,

It gives me immense pleasure to present to you, this edition of our Business Pulse. It is indeed a matter of enormous pride for me, to know that our Business Pulse is enjoying so much recognition & assistance from all business quarters.

The Council of EU Chambers of Commerce in India (EU Chambers) has organized various activities and these events were very well attended by the Members of the Chambers and other Business Leaders.

This particular issue of the Business Pulse carries in-depth reports of Activities and other information:

- Panel Discussion on “Changing Geopolitical Dynamics: An Opportunity for EU-India Cooperation”
- Business Opportunities in Salalah Free Zone- Oman
- Meeting of Dr. Renu Shome with Mr. Bart de Jong, Consul General, Consulate General of the Kingdom of the Netherlands in Mumbai
- EU Trade Leads

I would like to express my sincere appreciation to all the member companies & look forward to their support and co-operation in all the future activities organized by the Chamber.

Thank You!

Yours faithfully,

sd-

Peeyush Kaushik

WE DELIVER THE WORLD



Clearship GROUP

Care... Comfort... Commitment



THE LEGACY OF **52 YEARS**

Anywhere. Anytime. On Time

Leading Freight Forwarder

India - Europe Tradelane

20,000+
Shipments / year

India-Europe Trade Lane

15 Cities
in India

23 Countries
in Europe



**OUR
SERVICES**



Air Freight
Forwarding



Ocean Freight
Forwarding



Warehousing
& Distribution



Authorized
Economic
Operator



Fiscal
Representation
in Europe



VAT
Assistance

📍 414-416 Bezzola Complex, V. N. Purav Marg, Chembur, Mumbai 400071

☎ + 91 22 4020 2222 ☎ + 91 22 4020 2200 ✉ info@clearship.com 🌐 www.clearship.com

The Council of EU Chambers of Commerce in India (EU Chambers) held its 30th Annual General Meeting on Wednesday, September 28, 2022. The theme was “Changing Geopolitical Dynamics: An Opportunities for EU-India”. The AGM was attended by members of the Chamber, EU and Non-EU Diplomats, top representatives from EU and Indian Companies.

The AGM was graced by the presence of **Shri. Rahul Narwekar**, Speaker, **Maharashtra Legislative Assembly**. The distinguished panelists were **Mr. Antonio Strafallaci**, Executive Managing Director, **O.L.C.I, Engineering India Pvt. Ltd**, **Ms. Rajani Sinha**, Chief Economist, **Care Ratings Limited**, **Mr. R. Radhakrishnan**, Chairman, **Clearship Group**, **Mr. Robin Banerjee**, Managing Director, **Caprihans India Ltd**, **Mr. Murali Sivaraman**, Chairman & Independent Director, **Hutamaki India Ltd**.

The newly elected President of EU Chambers, **Mr. Peeyush Kaushik**, Head – **Healthcare Innovation Center & Business Leader, Philips India Ltd**. formally welcomed the distinguished guests and all the Dignitaries. He thanked the **Guest of Honour, Shri. Rahul Narwekar**, Speaker, **Maharashtra Legislative Assembly** for gracing the 30th AGM despite of a busy schedule. He extended his sincere thanks to all the panelist. He appreciated the presence of all the Consul General of EU countries and other senior representatives present at the AGM. He initiated his further remarks stating that despite of the pandemic and having huge fiscal deficits and unsustainable levels of debts, India has still managed to be one of the fastest growing major economies surpassing China. India remains one of the major attractive trade and investment partners for EU, thereby creating plenty of opportunities. India's annual GDP growth rate is in excess of 7% over a decade. India is the 5th largest economy in the world. He talked about the activities the Chamber would be organizing in future. He sincerely appreciated all the member companies for their support and was grateful to the governing board for giving him the opportunity to serve as the President. Lastly, he appreciated the EU Chambers team lead by Dr. Renu Shome for supporting the members and executing activities in the past years especially in the last two years during the pandemic.

Mr. Manish Bhatnagar, Immediate Past President, EU Chamber and also **President, India & SE Asia of SKF India Ltd**, sent an audio message welcoming all the esteemed speakers. He initiated his remarks by highlighting the services that the Chamber provides to its members in India and EU. He appreciated the activities of the Chambers. He felt honoured and privileged to have been served as the President of the Chamber along with his fellow board members. He lead the EU Chambers in playing an even important role in enhancing the bilateral relations between India and EU. He thanked the governing board members and secretariat for the consistent commitment towards the Chamber and for the hard work in the very challenging times. He congratulated Mr. Peeyush Kaushik for succeeding as a President and he believes

the Chambers will achieve even more success in future under his leadership. He acknowledged the support that he received from the immediate past president **Mr. Ashok Barat** Managing Partner, **MERX Business Advisors LLP**. He also thanked him for the tremendous encouragement and mentorship that he received under his leadership. He extended his thanks to His Excellency, **Mr. Ugo Astuto**, Ambassador, **The Delegation of European Union to India** and his office for the support and for brain storming whenever required. He thanked all the member companies for their constant commitment as, the growth in membership showcases the confidence the companies have bestowed upon the Chambers. He thanked **Dr. Renu Shome**, Director, **EU Chambers** who worked relentlessly behind the scenes, supporting everyone, supporting members, strategizing and executing activities most meticulously and diligently.

Dr. Renu Shome, Director, **EU Chambers** announced the election results. She congratulated **Mr. Peeyush Kaushik** for being elected as the President of the Chamber and **Mr. Rajeev Sharma**, Country Managing Director, **G4S Secure Solutions(I) Pvt. Ltd**. for being elected as the Vice-President of the Chamber. She presented the activities of the Chamber for FY 2021-2022.

Shri. Nitin Gadkari, Hon'ble Minister of Road Transport and Highways, **Government of India** was the Special Guest at the AGM and had joined virtually. He congratulated the EU Chambers on its 30 years of completion. He talked about the Chambers role in facilitating business community and helping them in expanding business. He sincerely appreciated the efforts of Mr. Manish Bhatnagar, Mr. Peeyush Kaushik, and Dr. Renu Shome, for leading the organization in the right path. He mentioned that the FTA talks with India can be a turning point in a positive sense. He also said that new business ideas and the upgradation of technology promotes growth in any business activity. With reference to the theme, he shared his insights saying that the transition of geopolitical dynamics has brought in many business opportunities for all the countries across the globe. The same can be expected from India, where it is strategically well positioned with respect to the changing economic growth. In this context he mentioned that EU Chambers can play an important role by fostering and boosting strong trade relations between India and EU. The Chamber provides an open platform for the EU Indian businesses to discover and analyse new business opportunities which can build a strong trade network with its member countries. He encouraged maximum participation of EU Indian businesses to become a member of EU Chambers and explore the opportunities. He also highlighted the investment opportunities available in Indian infrastructure, particularly in the road and transport sector. He further mentioned that Innovations, entrepreneurship, science, technology, research scale and successful practises which can be named as knowledge, conversion of such knowledge into wealth is the future of India. He said that EU countries is rich in successful technology, research and innovation. There is a golden opportunity for the stake holders to make joint ventures which will ultimately lead to



INGENUITY IN EVERY STEP.

WITH ALLCARGO'S
END-TO-END LOGISTICS SERVICES.

Today's constantly evolving business landscape adds new levels of complexity to logistics and supply chain operations. But when you need a reliable partner for your global cargo movements, we are always here for you. With nearly three decades of experience and the expertise of our global subsidiary ECU Worldwide, with a reach spanning 180 countries, no distance is too far, and no challenge is too difficult.

With ECU360, our digital platform, moving cargo around the world was never so easy. You get end-to-end shipping solutions at your fingertips, powered by our strength as the world's leading LCL consolidator and our promise of ingenuity. We are committed to going to infinite lengths and stop at nothing in our endeavour to deliver excellence to you.

180 COUNTRIES | 2400 DIRECT TRADE LANES

allcargo logistics



International Supply Chain | CFS ICD | Express Distribution | Contract Logistics | Air Freight | Logistics Parks

mutual benefits between India and EU. He encouraged EU businesses to take initiative for joint ventures.

The Chief Guest, **Shri. Rahul Narwekar**, Speaker, **Maharashtra Legislative Assembly** congratulated the Chamber for on its 30 years of existence which is not only remembered by the members of this Chamber but by every trading house in India and Europe. He further mentioned that an organization like EU Chambers works with commitment in order to improve, make better and ensure bilateral progress and achievement on both the sides (EU & India). He also said that under the leadership of Hon'ble Prime Minister, Shri Narendra Modi, the aim is to strive towards becoming an economic super power in the entire globe. He believes that the Chamber would continue to consolidate the bilateral relations between India and EU in the future as well. While discussing about the Theme he said, the geopolitical situations at large definitely opens up doors and opportunities not only for India but also for the EU. He identifies India as an agrarian economy who has progressed into becoming a Hub for services. India's manufacturing capacities are now parallel to any other optimum manufacturing facilities around the world. During the pandemic, highest vaccine production was in India, it also administered the highest number of vaccinated citizens which was applauded by the world at a large. This was only possible due to efforts and commitments by business houses like Chamber of Commerce. He said that government of Maharashtra will ensure the business opportunities are further developed and a conducive atmosphere is promoted in order to ensure these opportunities are extended to the members of the EU Chambers. He once again congratulated EU Chambers for achieving 30 years of success and for its valuable contribution in progress of industry as the trade between EU and India has commendably progressed. India's infrastructure is also showcasing development in recent times. He concluded, by saying that Maharashtra Legislative Assembly will always support and promote the activities of Chambers and its members in order to ensure an instrumental business, trading, manufacturing atmosphere for India and EU entrepreneurs.

The Chamber honoured the companies who were the founding & long-standing members of the Chambers and acknowledged their continuous support to the Chamber by felicitating them. These companies were felicitated by the Chief Guest. The founder members were Mahindra & Mahindra Ltd, Hongkong & Shanghai Banking Corp. Ltd, Société General group, Ashok Leyland. The long-standing members were Wockhardt Ltd, Pennwalt Limited, Philips India Limited, Neterwala Group, NRB Bearings Ltd, Kalyaniwalla & Mistry and B. K. Khare & Co.

Mr. Ashok Barat, Managing Partner, **MERX Business Advisors LLP** & Past President, **The Council of EU Chambers of Commerce in India**, moderated the panel discussion. He believes the topic for panel discussion has a crucial importance. He began the panel discussion by relating to a tale of two cities which was set in the

background of French revolution in 1789. The reason for this reference was, he wanted to highlight the overwhelming cacophony of both optimism and pessimism that surrounds all of us, where surprisingly EU or Europe is the epicentre of it. He highlighted further that when he dwelt deeper in the statistics the paradoxes and contradictions validated the metaphor that it wasn't just for the fact of sounding poetic but it also reflects in reality. He further mentioned few lines from a book of Charles Dicken's, "It was the best of times, it was the worst of times. It was the age of wisdom, it was the age of foolishness. It was the epoch of belief, it was the epoch of incredibility. It was the season of light, it was the season of darkness. It was the spring of hope, it was the winter of despair". Similarly, the current world events create confusion in our minds. He explained this with the help of some data which establishes the amount of contradiction that exist in Indo-EU trade relationship. In 2021-2022 the bilateral trade projected a growth of 116 billion dollars as compared to the previous year which was less than 100 billion dollars. Surprisingly, EU is India's Third largest partner behind US and China. However, India is EU's tenth largest trading partner just 2.1% trailing well behind China at 16.2%, US at 14.7% and UK at 10%. In terms of exports EU is India's 2nd largest destination well ahead of China, while EU consist of 14.9% of India's exports and China only 5.8%. EU is the major foreign investor in India approximately 88 billion Euro's in 2020. However, it is way below in comparison to Brazil at an investment of 263 billion dollars and China with 201 billion dollars. There are approximately 6000 EU companies operating in India providing 1.7 million jobs. Out of the total 120-billion-dollar trade that exist between India and EU, 73% comprises of goods and 37% of services. The 15th EU - India summit held on 15th of July 2020, aimed at adopting a strategic partnership between EU and India, also to provide a roadmap in 2025 to guide the cooperation between the two countries for the next 5 years, but sadly there is no trade agreement till date. He further emphasized on two things, firstly on our contribution as a whole towards the growth of trade between India and EU. Secondly, to expand the definition of trade relations between EU and India.

Mr. Barat opened up the first question to the panellist on "was it political or economic or is it just a reaction to terrible times we went throughout the COVID? Is this narrative substantive, or flavour of the month or is this reaction? If it is substantive a lot of things can be done strategically or if it is reaction then it can be seen with some short-term tactical tools?"

Ms. Rajni Sinha began by saying that the events of the past years around the globe have been a combination of many factors that is political, macro-economic, dynamic changes, some being structural changes some of them being temporary. She stated that before the pandemic and war had begun, most of the economies had started looking inverse. There were a lot of protectionism that we were seeing all around us. Most of the economies were struggling with high unemployment, most of them were getting vary of global trend. Hence it resulted in trade war. Then came



Corporate &
Investment Banking

Working together towards a more sustainable future

BBVA's bank rests on 150 years of history and more than 79 million customers in more than 25 countries. We offer our international capabilities and our digital know-how as a key sustainable competitive advantage to Indian companies and banks, seeking to build trust to maximise the value we add in their business projects. Such clients benefit from our ability to create innovative and sustainable solutions and arrange strategic alliances because their success is our greatest aim.



For more information:

-  Representative Office:
-  Executive Centre, Level 7,
The Capital, B Wing,
Plot C-70, G Block,
Bandra Kurla Complex,
Bandra East, Mumbai - 400 051
-  +91-22-49055823
-  joiel.akilan@bbva.com
-  bbvacib.com
-  bbva.info/CIBLinkedIn

Creating Opportunities



the pandemic, where supply chains were disturbed. Every economy realised the importance of reducing the exposure to one particular economy. In fact, economies realised that they need to diversify their risks. EU has good trade relations with China in terms of trade and investment. She further highlighted that UK which is the important trading member of the EU, it would be difficult to trade with UK due to increasing trade barriers. Many political dynamic changes ultimately resulted in trade war, currency war and energy war being latest one which is again structural and permanent. Both EU and India realised the need for them to tap in the opportunity and synergies to sustain in the global market.

Mr. Robin Banerjee shared his view at a macro level, where he mentioned two takeaways. Firstly, the development of Indo-EU trade is going to change significantly post pandemic. After pandemic, the world has realised that China is not the only source of supply to the world. This realization is neither economic nor political, he termed it as a black swan event. Had the pandemic not taken place, the sourcing strategies of various companies and countries except for China would have not taken place especially in India. Secondly, the current war between USSR, Russia and Ukraine which is political and beats every logic leading to crises. In fact, Europe is suffering from energy crises which may continue as long as the war continues. Due to this crisis, in financial terms USA enhanced their interest rates to minimize their inflation. This attracted various investors across the globe. Thus, resulting in appreciation of US dollar and depreciation of EU euro and various currency mismatch in many countries in the world. This crisis is making imports expensive and exports cheaper. He concluded his view highlighting China will no longer be the global source and due to European uncertainty, the trade between EU and India will undergo some change.

Mr. R. Radhakrishnan shared his view on the much talked about concept – “Globalization”. He elaborated further saying that the thought of growth around the world has seen an impact in the last 30-36 months. The pandemic led to global demand contraction of supply adding an increase in inflation.

Ashok Barat asked Mr. Murali Sivaraman, “ While talking about China +3 where India being one of the country while the other two being Vitenam and Indonesia. Both the countries have a colonial linkage with Europe i.e French and the Dutch. So is it the countries that colonized India are out of China +3? What will be the possible outcome of this?”

Mr. Murali Sivaraman mentioned that, having worked in past couple of decades in China, early 2000 for Aexo ICI, later 2010 onwards for Phillips; moving a head quarter for a million dollars from Amsterdam to Shanghai. He believes we need to be brutal in business, we should only focus on money. Large markets like India and China have a large consumer base, EU will love to tap in these markets. He highlighted on the concept of comparative advantage theory. He said China has worked at its best. India has always being protective and regulated. He concluded saying, the speed

with which EU is reshaping its Indo-Pacific agenda speaks of realisation how China aims to increase its pre-eminence within the established world order, and even fundamentally revise it. Therefore, Europe's new strategic orientation towards India in the Indo-Pacific and India's priority towards maintaining its strategic autonomy with Europe will help build a robust relationship.

Moving forward to **Mr. Antonio Strafallaci**, Mr. Barat opened up the third question, “ Is EU one homogenous unit? EU was a creation of political economy. In its heart is EU one? So do we need to have a slightly nuance strategy versus EU rather than one size of its all? Also respond to how you see India?”

Mr. Antonio Strafallaci said that, EU has always viewed India as one country however, EU itself is not united as India due to presence of 27 diverse states and 24 languages. However he does believe with the younger generation it is possible to view Europe as one country. He shared the need of improvement in India. He shared his insights saying post covid, India-EU together have strong opportunities to move ahead in the Global Market. He also highlighted on the cultural advantage from India and competence from EU can open doors to new business opportunities.

Mr. Barat asked Ms. Rajni Sinha, “How do we create an economic model about using talent as India's trading item? Is it possible to do that? How would one measure its success and failure?”

Ms. Rajni Sinha also shared her view by agreeing with the fellow panellist, that talent will be one of the important factors going forward. In India we have huge working age population. We have labour pool consisting labour of all types of segments at the same time we are the high end of labour chain. Europe lacks labour pool of working population. Hence Indian labour pool can act as great opportunity for EU India trade. She talked about India having a surplus of talent pool which can be twined with high technological advancement to become a strong trading partner with EU. This new situation is also reshaping the global energy supply, production, distribution, and financial system

Mr. Barat opened up the next question to Mr. R. Radhakrishnan, “What are the opportunities in the service sector?” What are the key success factors that can be beneficial for both EU and India?”

Mr. R. Radhakrishnan, mentioned about the possible investment in service sector in India, due to strategic locations, talent pool and Indo-China partnership. He talked about the advantages that will be available to India EU trade due to advancement in service sector. The ongoing war in Ukraine has upended the existing world order and is reshaping a new world order with unimaginable political, economic, social and national security consequences for all countries and India rediscovering new pathways to conclude the FTA.

Mr. Barat asked Mr. Robin Banerjee “What are the opportunities, obstacles in the investment sector for both inbound and outbound?”

SAMSON

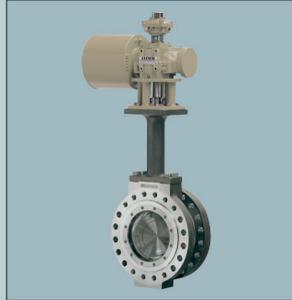
AIR TORQUE · CERA SYSTEM · KT-ELEKTRONIK · LEUSCH · PFEIFFER
PRECOGNIZE · RINGO · SED · STARLINE · UBIX · VDH PRODUCTS · VETEC



Intelligent Valve Engineering for Your Process from a Single Source

SAMSON CONTROLS PVT. LTD., a wholly owned subsidiary of SAMSON AG, Germany, manufactures and supplies control equipment, such as automated and non-automated control and on/off valves, positioners (conventional and smart), self-operated pressure and temperature regulators, differential-pressure-type level gauges.

In addition, SAMSON CONTROLS provides engineering expertise for special engineered valves by SAMSON's associated companies as well as by other companies.



SAM GUARD[®] *powered by Precognize*

SAMSON is pleased to introduce 'SAMGUARD' powered by Precognize

SAM GUARD is used for predictive maintenance on several thousand valves and other field devices in industrial plant operation and complements the SAM DIGITAL solutions portfolio.

SAM stands for "SAMSON ASSET MANAGEMENT". The SAM DIGITAL solutions combine decades of experience and SAMSON's in-depth understanding of processes with the latest technologies and smart information. Customers are offered true added value by the resulting optimization of their processes.



SAMSON CONTROLS PVT. LTD.

Factory: D-281, MIDC Ranjangaon, Taluka Shirur, District Pune 412220, Maharashtra, India
Phone: +91 2138 665600 · Fax: +91 2138 665666

Corporate Office (PUNE): 604, P-3, Pentagon Building, Magarpatta City, Hadapsar, Pune 411028, Maharashtra, India
Phone: +91 20 67246600 · Fax: +91 20 67246666

E-mail: info@samsoncontrols.net, sales@samsoncontrols.net · Internet: www.samsoncontrols.net

Mr. Robin Banerjee, answered that, the EU Green Deal which is an opportunity to strengthen EU-India partnership and foster ties between them in areas that include clean technologies, enhanced cooperation for technology development and transfer, increased investment in sunrise sectors etc. The Bilateral Trade and Investment Agreement (BTIA) has strategic importance for EU and India. It is also a geo-political opportunity for peace and security in the Indo-Pacific, and a geo-economic opportunity for opening new areas of economic cooperation.

Mr. Barat asked Mr. Murali Sivaraman, "What are the sweet spots in manufacturing sector that will be valid for European Companies?"

He shared his insights saying, that every product or machine is getting intelligent, connected and is getting customized and is highly advanced which makes India independent in terms of Human capital. Going back to China the cost of borrowing, scale the productivity, if the cutting edge of the manufacturing cost if being the lowest one; then India cannot compete with any other country. Today machines have to be embedded with intelligence. On the board of large automotive component players, 40% of their business is from exports. They export to the large automotive companies in EU. Indian companies are able to make ties, we are able to customize high engineering products to the EU countries. This is where India reaches the value curve. It can guarantee the Intellectual Property Rights. He concluded saying, the era of Indian manufacturing sector is definitely coming in.

Next question was asked by Mr. Barat to **Ms. Rajni Sinha**, "What businesses can do to gain an economic return on the skill created by the talent pool of India? Any Idea, any thoughts?"

She shared her thoughts stating, while talking about India's human capital, we also run the risk of not utilizing our demographic dividend. In spite of having a large working age population, but that population is not adequately skilled. While having a talk on exporting human capital, we have advancement in the IT and ITS related services yet the huge working age population is not adequately skilled. We need to focus on the Education System, the government has provided the skilling programme. Things are not moving with the pace at which it should be actually moving. She shared a solution to this stating there is an urgent need to stress on vocational education and on skilling. Reason being a lot of college graduates, post graduates are not employed productively. The corporates can train them as per their requirements. This will ensure we have a skilled labour work force. She concluded saying, the opportunity in the businesses for the unskilled labour force must not be missed, it should be considered effectively.

Mr. Barat asked "As EU Chambers will be focusing on few segments like education and skilling. While we are focusing on only three countries from the EU, Which can be the three important focus countries from EU not only from business point of view, but also from the thought of moving ahead?"

Mr. Antonio Strafallaci shared his view, by agreeing with the fellow panellist **Ms. Rajni Sinha**, there is need to deal with the large working age population and the college graduates and post graduates in a sustainable approach. He further added that Portugal can be a focused on being a small country, it is an example of renewable energy usage. This country does not face issue due to natural gas. In terms of quality of life, the Baltic states that fall in the north-eastern region can be focused on and are interesting. He explained that these may not be the strongest industrial countries in Europe, but before suffering in the pandemic they were the strongest economies. Italy, US, Germany, UK more than them other countries have suffered in the pandemic due to the specific reasons.

Mr. R. Radhakrishnan shared his insights saying if it were to focus on logistics then it would be Germany, as it is the capital of logistics in EU. They possess the technology and talent which can be helpful to India in terms acquiring additional knowledge in the logistics sector. It should not only be limited to the port logistics, but also in other parts of logistics as movement of goods by roadways etc. So, there is huge amount of talent in Germany.

Mr. Robin Banerjee answered saying, EU as a whole should be considered as the focus country. It has the opportunity as a whole. As Indian entrepreneurs we must see in which product space we fit into, and we need to identify the demand supply chain of the particular Country. For him it doesn't matter which country is strongest or smallest. It is the demand supply mismatch and the product that a particular entrepreneur deals with are the key important factors which should be the prime focus.

Mr. Murali Sivaraman, gave his valuable insights, sharing the thought where India could make a difference. Europe has a large market. Its not only China but even other countries have the potential to grow and sustain in the global market. Embedded Software, Artificial Intelligence, Data, Innovation, Research and Development are the area's in which many countries have the potential. The engineering product along with the human talent can be clubbed. He agreed with the words of **Mr. Robin Banerjee**, where Indian businessmen need to focus on product that fits the trading country's demand and supply chain in order to gain comparative advantage, resulting in a win-win condition. Each country needs to open up their market in order to sustain and grow in the global market.

The Panel discussion ended with an interesting Q&A session.

All the distinguished speakers were felicitated by **Mr. Peeyush Kaushik**, President, **The Council of EU Chambers of Commerce in India** and **Head –Healthcare Innovation Center & Business Leader, Philips India Ltd.**

Mr. Ashok Barat formally proposed a vote of thanks. He thanked all the attendees, governing Board Members and member companies.

इस परिवर्तनशील समय में निर्यात के लिए दोहरा बीमा
Double assurance for exports in these volatile times.



निर्यातकों के लिए ऋण जोखिम बीमा
Credit Risk Insurance for Exporters

एवं /&

बैंकों के लिए ऋण जोखिम बीमा
Credit Risk Insurance for Banks

आर्थिक अस्थिरता के इस समय में निर्यात के अनुकूल
ईसीजीसी के साथ ऋण जोखिम का बीमा कराएं।

In these times of economic instability, insure
against credit risk with ECGC's export-friendly
credit risk covers.

अधिक जानकारी के लिए ईसीजीसी के निकटतम कार्यालय से संपर्क करें।
For more information contact your nearest ECGC office.



ई सी जी सी लिमिटेड
(भारत सरकार का उद्यम)

पंजीकृत कार्यालय: एक्सप्रेस टावर्स, 10वीं मंजिल, नरीमन प्वाइन्ट,
मुंबई-400 021 टेली: 6659 0500 / 6659 0510,
वेबसाइट: www.ecgc.in

ECGC Limited

(A Government of India Enterprise)

Registered Office: Express Towers, 10th Floor, Nariman Point,
Mumbai - 400 021, India. Tel : 6659 0500 / 6659 0510.
Website: www.ecgc.in

IRDAI Regn. No. 124 | CIN No. U74999MH1957GOI010918 | @ecgclimited

आप निर्यात पर ध्यान केन्द्रित करें, हम जोखिम से रक्षा प्रदान करेंगे. • You focus on exports. We cover the risks.

The Council of EU Chambers of Commerce in India (EU Chambers) organized a seminar on “Business Opportunities in Salalah Free Zone- Oman” on 19th October 2022 at the Convention Hall, 4th Floor, Y.B. Chavan Centre, Mumbai.

The seminar was graced by the presence of the guest of honour **Mr. Badar Al Wahaibi**, Vice Consul General, **Consulate General of The Sultanate of Oman**. The speaker for the session was Mr. Mohsin Al Wahaibi, Senior Business Development Manager, **Salalah Free Zone**.

Dr. Renu Shome, Director, **The Council of EU Chambers of Commerce in India** formally welcomed all the esteemed guests and dignitaries to the event. She specially thanked **Mr. Mohsin Al Wahaibi**, Senior Business Development Manager, **Salalah Free Zone**. She also thanked **Mr. Badar Al Wahaibi**, Vice Consul General, **Consulate General of The Sultanate of Oman** for gracing the event by his presence.

She talked about the cordial relationship between India and Oman and Oman & EU. She elaborated about the progressive agreement that EU has signed with the Omani authorities with respect to clean energy, higher education, Vocational education and training and especially aviation. In terms of bilateral trade, Oman is the 6th largest trading partner with the European Union making about 1.9 billion Euros in total trade. Whereas, EU as a trading partner with Oman stands at 65th with 3.3 billion Euros. Positive response from Members will definitely help in boosting trade relations between EU and Oman. She educated the participants on the activities of the chambers.

Mr. Mohsin Al Wahaibi, Senior Business Development Manager, **Salalah Free Zone**, along made a presentation on the business opportunities available at the Salalah free zone. He said Salalah Free Zone was established in 2006 and is a member of ASYAD group. He also highlighted the important incentives like no minimum capital requirement, custom duties exemption, 30 years tax exemption, 80% of foreign work force permitted, Zero VAT charges, one stop shop services are offered by the Salalah Free Zone. An investment opportunity of 9 billion USD is available at the free zone. 6000 plus direct and indirect workers are engaged in the free zone.

Salalah Free Zone has signed 110 plus sub usufruct agreements so far. It has some exclusive advantages firstly shorter market access where from Salalah port it reaches USA market in 18 days, East Africa in less than a week, Yemeni in 3 hours by road, to China in 16 days, India in 6 days and Turkey in 12 days. Secondly the flexible connectivity, having one of the largest container terminals in the Middle East with a capacity of millions TEUs, Convenient road networks to Yemen, Saudi Arabia and the UAE. Along with 5-star international airport, it has a regional airport category partially covered with optical fibres and 5G. Thirdly, free zone provides easy access to resources being near the agricultural area in the Najd region (150 km), as well

as regional and global agricultural production area such as East Africa and India.

The free zone is just 100 km away from the natural minerals like gypsum and limestone areas. Existence of petrochemical projects makes it an attractive investment zone. Fourthly, the low operational costs are another beneficial factor including the free trade agreement with the United states for customs exemption, competitive cost of electricity and water. Competitive, low-cost labor and access to qualified local and expatriate workforce. A very competitive cost of living in terms of real estate prices, services, food, education, etc.

Salalah free zone offers fastest connectivity regionally and internationally. There are 50 plus shipping lines calls port available at the Salalah free zone. They do have weekly connections across the globe, thus offers worldwide connectivity. They focus on five main target sectors with the possibility of attracting investments. They include manufacturing & assembly, logistics & distribution, chemical & material processing, renewable energy and pharmaceuticals & medical supplies. Along with products like land, warehouses, offices and investment opportunities gives an additional advantage for the investors across the globe. Salalah free zone enables its self as a one stop shop services along with seamless registration and licensing, on-premises visa support, fast track customs procedures and digital portal. This acts as single destination for the all the requirements of the investors and businesses.

He also emphasized on the investments like Carmeuse-Majan for the manufacture of lime, Global gypsum board for gypsum board manufacturing, International Logistics hub for Logistics Services, Philex Pharmaceutical Industries, Production of more than 100 medicinal products, LPG for Extraction of Liquid Petroleum gas, Oman milk Products Factory for the manufacture of milk and dairy products (Al-Modhesh), Octal for the manufacture of raw material for plastic granules (PET), OQ plant for the production of methanol and ammonia, Dunes Oman Vehicle Spare Parts Manufacturing (Brake). He encouraged the participants to explore and benefit from the opportunities offered by Salalah to various businesses.

The seminar witnessed an interactive Q&A session and was largely attended by the members of the Chambers from the logistics, import-export and manufacturing sector.

Dr. Renu Shome felicitated Mr. Mohsin Al Wahaibi, Senior Business Development Manager, Salalah Free Zone and Mr. Badar Al Wahaibi, Vice Consul General, Consulate General of The Sultanate of Oman at the seminar. She formally proposed the vote of thanks. She thanked the esteemed guests, dignitaries and participants for their valuable time and presence.

The Seminar was followed by Hi-Tea.

EUROPE BY TRAIN

Book your European Train Journeys with Rail Europe.



www.raileurope.com

**Rail Europe is the world's no. 1 distributor
of train tickets and rail passes.**

RAIL▶EUROPE

Dr. Renu Shome, Director, EU Chambers had a meeting with Mr. Bart de Jong, Consul General, Consulate General of the Kingdom of the Netherlands in Mumbai on 30th September 2022.



The meeting was also joined by **Mr. Thierry van Helden, Deputy Consul General, Consulate General of the Kingdom of the Netherlands in Mumbai** who recently took charge.

Mr. Bart De Jong congratulated Dr. Shome as EU Chambers successfully completed 30 years of its presence. He also congratulated her on organizing the 30th AGM and the panel discussion on **“Changing Geopolitical Dynamics: An Opportunity for EU India Cooperation”** on 28th September 2022 at the Taj Mahal Palace, Mumbai. He added that the topic of the discussion was indeed very interesting and that he was keen to participate at the panel discussion. He apologized for his inability to attend the same. He requested her to share with him the proceedings of the 30th AGM.

Dr. Shome welcomed Mr. Van Helden to the financial city of India, Mumbai and wished him a safe and pleasant stay during his tenure. The meeting proceeded with discussion on planning new activities in different sectors across different cities to target and help the Indian and the European companies.

Mr. Bart De Jong suggested that Electric Vehicle and Green Energy are the most booming sectors presently and it would be apt to plan a conference or seminar on the same. There are many EV companies based in Pune which makes it one of the growing potential hubs for EVs. Mr. Bart also stressed on how healthcare sector has emerged as one of the strongest sectors across the world. Moreover, one of the leading Dutch companies, Philips has its headquarter in Pune.

Dr. Shome added that the Chamber also has a numerous member companies in Pune who are eager to support and participate in the activity. Moreover, several educational institutes are located in Pune and hence they could also be involved in the event. Consul General agreed to participate at the event on EVs.

Moving ahead, Dr. Shome said that the Chamber would like to strengthen its relation with the Netherlands and pave ways for more investment. For this, in the past the Chamber has organized a delegation to Amsterdam in the Netherlands. The delegation was a successful one and some of the companies were able to materialize the business. In the coming year, the Chamber is planning a delegation to the Netherlands.

To this Mr. Van Helden added that the promising sectors in the Netherlands are the Agriculture, Food Processing, Marine and Logistics and Shipping and a delegation dedicated to these sectors would be fruitful. In fact, there are several Dutch companies in the food processing and logistics sector in India like the Kiremko and Boskalis. Dr. Shome thanked Mr. Jong for his suggestions and useful insights and requested him for his support in successfully executing the delegation.

The meeting concluded with Dr. Shome expressing her gratitude towards the Consul General and Deputy Consul General for sparing their precious time for the meeting and also for their suggestions.





Artfully ITALIAN



Know where to draw the line: DRINK RESPONSIBLY!


@goldensparrowwines

EU TRADE LEADS

Trade Enquiry from the Embassy of India, Hungary (September 2022)

Sr. No.	Enquiry Originator	Product with HS codes		Nature (Export/Import)	Action taken
1	Valligo Interantioal		Sugar jaggery	Export	Query received: 01/09/22 Query answered: 01/09/22
2	Luster Cosmetics	3304, 3305, 3402	Cosmetics	Export	Query received: 01/09/22 Query answered: 01/09/22
3	Saboori International		Textiles: fashion	Export	Query received: 01/09/22 Query answered: 01/09/22
4	Amplus Marbles and Granites		Stones	Export	Query received: 01/09/22 Query answered: 01/09/22
5	Uniglobe Overseas	74153390, 732690, 30, 40169320, 7418, 3922, 8481	Fittings	Export	Query received: 01/09/22 Query answered: 01/09/22
6	Silver Star Ceramic		Ceramic tiles	Export	Query received: 01/09/22 Query answered: 02/09/22
7	MD Trading House		Miscellaneous	Export	Query received: 02/09/22 Query answered: 02/09/22
8	Asia Global		Agro: vege, fruit, Foodstuffs	Export	Query received: 05/09/22 Query answered: 05/09/22
9	Trident Group		home textiles	Export	Query received: 05/09/22 Query answered: 05/09/22
10	Flavee Ingredients		Agro: vege	Export	Query received: 05/09/22 Query answered: 05/09/22
11	Apex Hydrotech	84254200	Engineering: hydraulics	Export	Query received: 04/05/22 Query answered: 06/09/22
12	Sri Yug		Packaging: paper food boxes	Export	Query received: 05/09/22 Query answered: 06/09/22
13	Bizcovery	071220, 090412, 09103	Agro: vegetables	Export	Query received: 06/09/22 Query answered: 07/09/22
14	Navaties Soluitons		Miscellaneous	Export	Query received: 08/09/22 Query answered: 08/07/22
15	MetaScop	1006, 1904	Agro: cereals, rice	Export	Query received: 08/09/22 Query answered: 08/07/22
16	Chitkara Exports		Textiles: garments	Export	Query received: 09/09/22 Query answered: 09/09/22
17	Rajput Import and Export	07031010	Agro: vegetables	Export	Query received: 09/09/22 Query answered: 09/09/22
18	Diva Impex, jaini Impex	39269099, 73072900, 391740 00	Plastics: foils, fittings	Export	Query received: 12/09/22 Query answered: 12/09/22
19	Predawn Private Limited		Sports goods	Export	Query received: 11/09/22 Query answered: 12/09/22

EU TRADE LEADS

Trade Enquiry from the Embassy of India, Hungary (September 2022)

Sr. No.	Enquiry Originator	Product with HS codes		Nature (Export/Import)	Action taken
20	OM Trading Company	760200	Scrap metal	Import	Query received: 11/09/22 Query answered: 12/09/22
21	AS Export		Miscellaneous: textiles, garments human hair	Export	Query received: 12/09/22 Query answered: 12/09/22
22	Estrip Solution		Chemicals: detergent strips	Export	Query received: 12/09/22 Query answered: 12/09/22
23	Sunlite Enterprises		Textiles: home textiles, floor coverings	Export	Query received: 13/09/22 Query answered: 13/09/22
24	LJ Export Solution		Miscellaneous	Export	Query received: 14/09/22 Query answered: 14/09/22
25	Kandui Industries		Plastics, chemicals	Export	Query received: 15/09/22 Query answered: 15/09/22
26	PRATHAMESH EXPORTS & IMPORTS		Leather	Export	Query received: 15/09/22 Query answered: 15/09/22
27	Dhanraj Enterprise		Agro: spice	Export	Query received: 15/09/22 Query answered: 15/09/22
28	Bayazan and Co		Chemicals, pharma base materials	Export	Query received: 16/09/22 Query answered: 16/09/22
29	Hingmire Trading Company	08062010	Agro: raisins	Export	Query received: 16/09/22 Query answered: 16/09/22
30	Shah Export Hous		Handicrafts	Export	Query received: 16/09/22 Query answered: 16/09/22
31	Altals and Salsons		Auto components	Export	Query received: 16/09/22 Query answered: 16/09/22
32	Moonlake Ceramic		Ceramic tiles	Export	Query received: 17/09/22 Query answered: 20/19/22
33	OM Global	3904, 3005, 6211, 5407, 5604, 5605	Miscellaneous	Export	Query received: 17/09/22 Query answered: 20/19/22
34	JB Corporation	48191010	Packaging: Paper	Export	Query received: 17/09/22 Query answered: 20/19/22
35	Fectum Global, Industries	73084000, 73143900	Engineering:scaffoldings	Export	Query received: 17/09/22 Query answered: 20/19/22
36	Maniar Injectoplast		Plastic parts	Export	Query received: 19/09/22 Query answered: 20/19/22
37	Integral Overseas	64039190	Leather	Export	Query received: 21/09/22 Query answered: 21/19/22
38	Dream Exports		Ceramic tiles	Export	Query received: 21/09/22 Query answered: 21/09/22
39	MIDAS TOUCH JEWELLERY SALES AND SERVICE		jewellery	Export	Query received: 21/09/22 Query answered: 21/09/22

EU TRADE LEADS

Trade Enquiry from the Embassy of India, Hungary (September 2022)

Sr. No.	Enquiry Originator	Product with HS codes		Nature (Export/Import)	Action taken
40	Ashirwad Enterprise	52010015	Cotton	Export	Query received: 21/09/22 Query answered: 21/09/22
41	AAGA Commercial Services		Miscellaneous	Export	Query received: 22/09/22 Query answered: 22/09/22
42	Foster Enterprises	42022290	Packaging: nonwoven bags	Export	Query received: 22/09/22 Query answered: 22/09/22
43	IFB Automotive		Miscellaneous	Export	Query received: 23/09/22 Query answered: 23/09/22
44	Anish and Company	90211000	Medical: orthopedic implants	Export	Query received: 23/09/22 Query answered: 26/09/22
45	Atrey Phamaceuticals		Pharmaceuticals	Export	Query received: 24/09/22 Query answered: 26/09/22
46	Mereena Trading and Exports		Chemicals	Export	Query received: 26/09/22 Query answered: 26/09/22
47	Neoclassic		Ceramic tiles	Export	Query received: 26/09/22 Query answered: 27/09/22
48	Sevastu Global		Jute bags	Export	Query received: 26/09/22 Query answered: 27/09/22
49	Standard Drill Tech		Engineering drilling and excavation machinery	Export	Query received: 26/09/22 Query answered: 27/09/22
50	Bardhaman Export		Food products	Export	Query received: 26/09/22 Query answered: 27/09/22
51	A.S. Engineering Works		Handicrafts	Export	Query received: 27/09/22 Query answered: 27/09/22
52	Team Telesystems	85176290	Telecom solutions	Export	Query received: 27/09/22 Query answered: 27/09/22
53	Senskon Technologies	8707, 8708, 8714	Auto components	Export	Query received: 28/09/2022 Query answered: 28/09/22
54	Uma International		Agro: rice, spice	Export	Query received: 29/09/22 Query answered: 30/09/22
55	Aeon Procure		Pharma base materials / minerals	Export	Query received: 30/09/22 Query answered: 30/09/22
56	Uma International		Agro: tea	Export	Query received: 30/09/22 Query answered: 30/09/22
57	All Frontier Global		Misc: Perfume, pharma, cosmetics, herbals	Export	Query received: 30/09/22 Query answered: 30/09/22

Photo Gallery



Photo Gallery





The Council of EU Chambers of Commerce in India

The Council of EU Chambers of Commerce in India

Y. B. Chavan Centre, 3rd Floor, Gen. J. Bhosale Marg
Nariman Point Mumbai - 400 021. INDIA

Tel.: 022 - 22854563/ 64 Office Mobile: 8104657233

E-mail:- director@euindiachambers.com

info@euindiachambers.com

www.euindiachambers.com

