



NATIONAL APEX CHAMBER



# **Report on** **Business Delegation to** **Bulgaria and Czech Republic**

*coinciding with the visit of*  
**Mr. Ram Nath Kovind,**  
**Hon'ble President of India**

**04-08 September 2018**



## **ABOUT THE DELEGATION**

PHD Chamber mounted the business delegation to Sofia, Bulgaria and Prague, Czech Republic on 04-08 September 2018 coinciding with the visit of Mr. Ram Nath Kovind, Hon'ble President of India and participated in the Business Events in the respective countries.

The business events were attended by the who's who of the industry, Ministers, Bureaucrats and other decision makers from India, Bulgaria and Czech Republic.

The participants represented the various sectors of the economy including electrical equipments, BPO, ICT, Defence, Manufacturing Malt Extract Powder, Liquid Malt Extract, Barley Malt & Barley Malt Flour, Tourism, Medical Devices, Food Processing, Pharmaceuticals, IT and Innovation.

Members of the delegation included:

1. Mr. Mohit Jain, Director, The Malt Company (India) Pvt. Ltd.
2. Dr. J K Tandon, CEO, A&Z Exports International
3. Mr. Jaspreet Singh, Marketing Head, A&Z Exports International
4. Mr. Ashwani Kumar Garg, Director, Ganpati Electricals Pvt. Ltd.
5. Mr. Rashpal Singh Jammu, Proprietor, Puran Overseas Employment Bureau & Trident Travel World
6. Mr. Vishal Sanghavi, Founder & CEO, SETU INFOCOM/ Net2Point
7. Mr. Mohammad Ameel, Senior Consultant, Healthcare Technologies (WHO CC for Priority Medical Devices & Health Technology Policy, National Health Systems Resource Centre, Ministry of Health & Family Welfare, Govt. of India)
8. Mr. Yogesh Srivastav, Principal Director, PHD Chamber

The main objective of the delegation was to find business opportunities in Bulgaria and Czech Republic and interact with key decision-makers in the public as well as private sector to explore avenues and scope for the Indian businessmen.

## SIGNING OF MOUs

Apart from B2B meetings in the Business Events of both the countries, two MOUs were signed in each country:



### 1. Cooperation Agreement between PHD Chamber of Commerce and Industry, India and Bulgarian Chamber of Commerce and Industry, Bulgaria

Mr. Tsvetan Simenov, President, Bulgarian Chamber of Commerce and Industry and Mr. Mohit Jain, Chairman, International Affairs Committee for Central Europe, PHD Chamber signed the MOU on 5<sup>th</sup> September 2018 in Sofia, Bulgaria.

### 2. MOU between PHD Chamber Of Commerce and Industry, India and Association of Small and Medium-Sized Enterprises and Crafts of the Czech Republic

Ing. Libor Musil, Member of the Board of Directors, Association of Small and Medium-Sized Enterprises and Crafts of the Czech Republic and Mr. Mohit Jain, Chairman, International Affairs Committee for Central Europe, PHD Chamber signed the MOU on 7<sup>th</sup> September 2018 in Prague, Czech Republic.





## **DISCUSSIONS**

Mr. Mohit Jain, Leader of the PHDCCI Delegation, in his remarks, apprised about PHD Chamber of Commerce and Industry (PHDCCI) as a National Apex Chamber having its international office at Bahrain for 6 GCC countries and having 1,30,000 companies as its members base with a focus on the development of small and medium businesses. He highlighted that the Chamber has co-opted National and International Industry Associations and Organisations through over 100 MoUs signed between them.

He introduced the members of the delegation and hoped that this visit would open a new chapter in our business ties with both the countries further opening greater avenues for the Indian businessmen for establishing joint ventures and facilitating technological transfers and enhancing cooperation in all important sectors.

The Business Forum in Bulgaria was attended by around 60 companies from India and 250 Bulgarian business representatives and the Business Forum in Czech Republic was attended by 45 companies from India and 200 business representatives from Czech Republic.

During the visit, there have been various discussions on matters of mutual concern and on agreements related to energy, environment, tourism, trade and investment, financial services and defence production.

Leaders exchanged views on economic cooperation and a total of 12 MoUs and agreements were signed during the three nations (Cyprus, Bulgaria and Czech Republic) visit of the Hon'ble President of India, covering aspects of political, trade, investment, people to people relations, financial services, etc.

During the visit, the Hon'ble President of India mentioned that Bulgarian companies can take advantage of the high growth trajectory of the Indian economy and Indian companies could form partnerships in Bulgaria both for the domestic market and for the wider EU economy. The key areas for two-way trade and investment include ICT, Biotechnology, Pharmaceuticals, Agriculture, Food Processing, Auto Components, Medical Devices, Defence Production, Infrastructure and Tourism sectors. Emphasizing on the strengths of India and Bulgaria in IT sector, he invited Bulgarian companies to collaborate, especially in artificial intelligence, data analytics, the internet of things, robotics and defence.

Hon'ble President also made a strong argument for Indo-Czech cooperation in the sectors of high technology and defence sectors and invited Czech companies to the vast market of heavy engineering, defence, advanced manufacturing and automotive and energy technologies.

He mentioned that "investment by Czech majors in 'Make in India' initiative is a reaffirmation of the promise of Indo-Czech relationship. From BATA to SKODA, the story of India-Czech partnership has been defined by popular embrace, sustainable practices and high business confidence. We encourage Czech enterprises to remain invested in the Indian growth story."

It was emphasised that there is immense potential for India-Czech defence collaboration to meet the growing requirements of the Indian defence industry.

Another important area was highlighted - participation in each other's fairs and exhibitions. For instance, India's participation as a partner country in the prestigious MSV International Engineering Expo in Brno last October reciprocated by Czech Republic's participation as a partner country in the International Engineering Sourcing Show in Chennai this year has resulted in new business openings for the two sides.

Further, there is significant potential for joint ventures in the pharmaceuticals and healthcare sectors and cooperation in the field of agriculture and food processing also holds much promise.

There are new opportunities to be tapped in the tourism, film, hospitality, infrastructure and aviation sectors. Entertainment is a growing area of economic engagement. A number of Bollywood films have been shot in Bulgaria and Czech Republic which has also led to increased tourist flow from India to these two countries.

Varied discussions took place over the course of the meetings during the delegation and platforms like such are very important as they give way to discussions and deliberations which eventually form the building blocks of long lasting partnerships.

## **GLIMPSES OF THE BUSINESS FORUM IN BULGARIA**



*Address by Mr. Ram Nath Kovind, Hon'ble President of India in the Bulgarian-Indian Business Forum in Sofia, Bulgaria*



*Members of the Delegation with Hon'ble President of India in the Bulgarian-Indian Business Forum*





*Mr. Mohit Jain, Leader of Business Delegation from PHD Chamber, delivering his remarks in the Bulgarian-Indian Business Forum*



*Participants at the Business Forum in Sofia, Bulgaria*





*Mr. Mohit Jain, Leader of Business Delegation from PHD Chamber & Director, The Malt Company (India) Pvt. Ltd. and Mr. Yogesh Srivastav, Principal Director, PHD Chamber with Mr. Vasil Todorov, Secretary General, Bulgarian Chamber of Commerce and Industry in Sofia, Bulgaria*



*Mr. Mohit Jain, Leader of Business Delegation from PHD Chamber interacting with Mr. Sanjay Kothari, Secretary to the Hon'ble President of India*



*B2B Meetings during the Business Forum in Sofia, Bulgaria*



*Interaction with H.E. Nr. Petko Doykov, Ambassador of Bulgaria to India and other officials from Bulgaria*

## **GLIMPSES OF THE BUSINESS FORUM IN CZECH REPUBLIC**



*Members of the Delegation with Hon'ble President of India in Prague, Czech Republic*



*Mr. Mohit Jain, Leader of Business Delegation from PHD Chamber delivering his remarks in the Business Forum in Prague, Czech Republic*





*Interaction with H.E. Mr. Milan Hovorka, Ambassador of Czech Republic to India*



*Interaction of the Delegates with Mr. V P Singh, First Secretary, Embassy of India in Czech Republic*

## **DELEGATES' PROFILE**

### **Leader of the Delegation**



**Mr. Mohit Jain**  
**Chairman, International Affairs,**  
**Central Europe & Director, The Malt Company (India) Pvt. Ltd.**

#### **Business Profile**

The Malt Company (India) Pvt. Limited, is one of the largest Malting companies in India and is a well recognized brand name throughout the entire liquor, health foods, confectionery and pharmaceutical industry. MCI as a leading producer of premium quality Malt products has a long range commitment to quality, ensure that customers get superior Malt products-exactly the way they want it.

#### **Business Interest:**

Manufacturing Malt Extract Powder, Liquid Malt Extract, Barley Malt & Barley Malt Flour.

### **Members of the Delegation**



**Mr. Ashwani Kumar Garg**  
**Director**  
**Ganpati Electricals Pvt. Ltd.**

#### **Business Profile**

Ganpati Electricals (P) Ltd. is a technology driven company and is registered as Class I Electrical Contractor. It is primarily a Contractor and undertakes all types of electrical contracts and turnkey projects in Industries, Commercial Complexes, Banks, IT Parks, Shopping Malls and Government Organizations.

**Business Interest:** BPO, ICT, Defence, etc



**Dr. J K Tandon**  
**CEO**  
**A&Z Exports International**

#### **Business Profile**

A&Z is an international trading house established in 1952. This is the 4th Generation (Family Unit), having presence in over 120 countries and is known for their commitment to sourcing and delivering only top quality premium products - food items, consumer durables, engineering products, telecom and other services.

**Business Interest:** Manufacturing, Tourism, Medical Devices, Food Processing & Pharmaceuticals





**Mr. Jaspreet Singh**  
**Marketing Head**  
**A&Z Exports International**

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**Business Interest:** Manufacturing, Tourism, Medical Devices, Food Processing & Pharmaceuticals



**Mr. Vishal Sanghavi**  
**Founder & CEO**  
**SETU INFOCOM/ Net2Point**

**Business Profile**

Setu Infocom is a smart solution specialist with use of Internet of Things Technology in the area of security, power, telecom and advertisement. It has discovered internet telephony before 20 years and spread technology to millions of people across the globe. The company has now launched, first time in the world, life time free one month video storage IoT mobile camera, vehicle camera and solar camera for home, office, city and border surveillance and people's safety.

**Business Interest:** IT and Innovation



**Mr. Rashpal Singh Jammu**  
**Proprietor**  
**Puran Overseas Employment Bureau & Trident Travel World**

**Business Profile**

Puran Overseas Employment Bureau serves and supports diverse clientele in varied sectors such as Refineries, Oil & Gas facilities, Construction, Electromechanical, FMCG, Hospitality, Health Care, etc. in and around Middle East and Far East markets, with constant supply of skilled and professional manpower.

**Business Interest:** Human Resources Consultants and Tour & Travel



**Mr. Mohammad Ameer**  
**Senior Consultant**  
**Healthcare Technologies**

(WHO CC for Priority Medical Devices & Health Technology Policy, National Health Systems Resource Centre, Ministry of Health & Family Welfare, Govt. of India)

**Business Profile**

Mohammad Ameer is the Senior Consultant, Healthcare Technologies (Medical devices) at National Health Systems Resource Centre, Ministry of Health & Family Welfare, Government of India which is a WHO collaborating center. He spearheads the work of establishing technical specifications of medical devices for procurement under the National Health Mission (NHM). He also leads the work of identification and uptake of innovations that are of value in public health programs. He recently represented India at the WHO Global Forum on Medical Devices in Geneva and formally proposed the hosting of next Global forum in India.

**Business Interest:** Medical Devices

**Secretariat Member of the Delegation**



**Mr. Yogesh Srivastav**  
Principal Director  
PHD Chamber of Commerce and Industry

**Company Profile**

PHD Chamber of Commerce and Industry (PHDCCI) is one of the Premier Chambers in India to have been accredited with “Diamond Grade” by NABET (QCI), at national and international level. PHDCCI is a National Apex Chamber having its international office at Bahrain for 6 GCC countries, having 1,30,000 companies as its members base, has total focus on the development of small and medium businesses. PHDCCI has co-opted National and International Industry Associations and Organisations through over 100 MoUs signed between them.

## **IMMEDIATE TAKEAWAYS**

- ❖ PHD Chamber of Commerce and Industry is proposing to organise the 7th India Heritage Tourism Conclave- 'An integrated approach towards Sustainable Tourism' in Prague, Czech Republic in the month of February in 2018, with an objective to promote Heritage Tourism across the globe in a sustainable manner by bringing together all the relevant stakeholders on a common platform where they can share ideas to promote Heritage Tourism.
- ❖ Bulgarian Chamber of Commerce and Industry and PHD Chamber of Commerce and Industry signed an MOU on 5th September 2018 in Sofia, Bulgaria in order to strengthen India-Bulgaria bilateral relations.
- ❖ Association of Small and Medium-Sized Enterprises and Crafts of the Czech Republic and PHD Chamber of Commerce and Industry signed an MOU on 7<sup>th</sup> September 2018 in Prague, Czech Republic in order to strengthen India-Czech Republic bilateral relations.
- ❖ Bulgarian Chamber of Commerce and Industry and Association of Small and Medium-Sized Enterprises and Crafts of the Czech Republic has committed to bring in business delegations from respective countries to India to further discussions on cooperation in focus sectors such as Tourism, Pharmaceuticals, Medical Devices, Food Processing, IT, Innovation, defence, railways and civil aviation and assist in forming joint ventures in these sectors.
- ❖ Focus on having Student exchange programmes.
- ❖ Focus on promotion of inbound and outbound tourism through road shows in respective countries.



**NATIONAL APEX CHAMBER**

## About Us

**PHD Chamber of Commerce & Industry**, a leading Industry Chamber of India, ever since its inception in 1905, has been an active participant in the India Growth Story through its Advocacy Role for the Policy Makers and Regulators of the Country. Regular interactions, Seminars, Conference and Conclaves allow healthy and constructive discussions between the Government, Industry and International Agencies bringing out the Vitals for Growth. As a true representative of the Industry with a large membership base of 1,30,000 direct and indirect members, PHD Chamber has forged ahead leveraging its legacy with the Industry knowledge across sectors (58 Industry verticals being covered through Expert Committees), a deep understanding of the Economy at large and the populace at the micro level.

At the National level, the PHD Chamber is well represented in 16 States with its own offices and MOUs with eleven Partner Chambers in different States.

At the Global level we have been working with the Concerned Ministries, Embassies and High Commissions to bring in the International Best Practices and Business Opportunity.

### PHD Chamber has special focus on seven thrust areas:

- Infrastructure
- Housing
- Health
- Education & Skill Development
- Agriculture & Agri-business
- Industrial Development
- Digital India

**Report compiled by  
International Affairs Committee  
for Central Europe**

## PHD CHAMBER OF COMMERCE AND INDUSTRY

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