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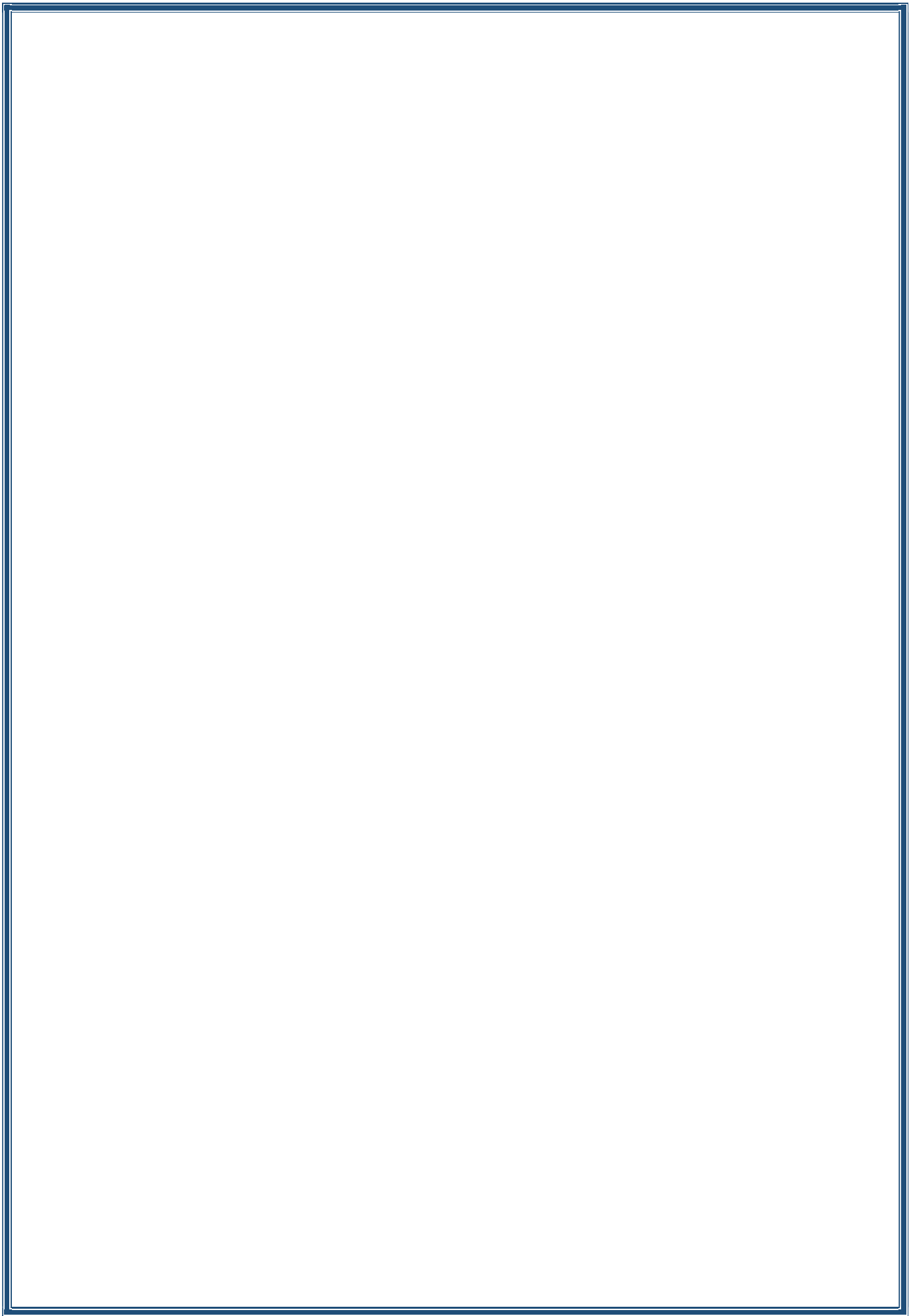
PHDCCI BUSINESS DELEGATION TO IRAN

21st - 24th May 2022

***A Report on
Buyer Seller Meet in
Iran***

by

International Affairs Committee for Middle East and Africa (MENA), PHDCCI





Mr. Pradeep Multani
President, PHDCCI



Message

India-Iran relations spans millennia marked by meaningful interactions. The two countries shared a border until 1947 and share several common features in their language, culture and traditions. Both South Asia and the Persian Gulf have strong commercial, energy, cultural and people-to-people links. Besides geographic proximity, India and Iran share a historic relationship that has its mark even today.

Despite the rather subdued engagement with Iran, there are a number of areas of convergence and enhanced engagement for India to consider such as Iran as a viable direct land route to Afghanistan. India and Iran have the potential to forge a common and effective policy of engagement with Afghanistan in the future. India, which has stressed exercising its strategic autonomy while importing oil from Russia amid the sanctions could explore a similar decision for Iran, opening up a huge potential for trade and cooperation.

India and Iran therefore have a lot that can be achieved together. The assertive diplomacy being practiced by India, emphasizing on standing by its neighbours and friends and focusing solely on fulfilling its national interests, is a refreshing change. The International North South Transport Corridor (INSTC) which aims to connect India, Iran, Afghanistan, Russia, Central Asia, and Europe through multi-modal transport will reduce transit time of goods drastically. India and Iran will play a major part in giving INSTC the required boost to reap benefits of resultant trade.

I am sure each member of the business delegation have been enriched with the plethora of information on exploring and expanding their respective business in the region and Iran in particular. We are thankful to High Commissioners in India and Iran and their respective team, the Leaderships of Tehran Chamber of Commerce Industry, Mines and Agriculture, Alborz Chamber of Commerce Industries, Mines and Agriculture, Bazarganan Hospital, Federation of Iranian Food Associations Iran National Innovation Fund, Trade Promotion Organisation of Iran and Tehran Health Tourism Association for their support and cooperation in making the visit a success.

This report incorporates the deliberations that took place during each of the meeting and I am sure it can be used as a reference material in future. We at PHDCCI remain committed to the members in providing the platform to explore the new geographies worldwide.

New Delhi

(Pradeep Multani)



Mr. Vijay Mehta

Chair, International Affairs Committee for MENA, PHDCCI

Leader of Delegation



Message

The visit to Tehran and Alborz was organised at the right time when every individual nation is looking for true partners worldwide. I was privileged to lead this high level business delegation of Indian Companies to a country which has historical linkages for centuries.

The visit has provided us with the real business environment in Iran which is very favourable and promising. The bilateral trade between India and Iran during the Fiscal Year 2020-21 was USD 2.10 billion which itself provides opportunities to the industries of both the great nations. The Major Indian exports to Iran are rice, tea, sugar, fresh fruits, drugs/pharmaceuticals, manmade staple fibers, electrical machinery, artificial jewellery etc. and major Indian imports from Iran is dry fruits, inorganic/organic chemicals, glass and glassware, natural or cultured pearls, precious or semiprecious stones, leather, gypsum etc. The cumulative Indian Foreign Direct Investment (FDI) in Iran stood at USD 5.7 billion during the period June 1990 to March 2021. Iran's vast gas, oil, and hydrocarbon reserves as well as its strategic location make it an attractive destination for India.

As emerging and complementary economies, India and Iran stand to gain immensely from increased trade and economic cooperation. Concrete efforts should be channelised towards highlighting the importance of sustainable relationship in the multifaceted development partnership between India & Iran by identifying and building upon the complementarities between the two economies. With India having comparative advantage in many services sectors, including, ICT, education, skill development and health & AYUSH, India's investments in these sectors will serve the Central Asian region well.

The delegation comprised of representatives from the Wellness and Healthcare, Medical Device, Education, Chemical for Paper Industry, Textiles, Leather, Agriculture and Food, Dyes, Chemicals and Maritime Services and each of these sectors were well engaged with their respective counterparts in Iran during the visit.

I am sure the report would give valuable insight about India's capabilities and achievements in these sectors and new seeds of cooperation can be sown between India and Iran.

(Vijay Mehta)

New Delhi



Mr. Saurabh Sanyal
Secretary General
PHDCCI



Message

PHD Chamber of Commerce and Industry has been undertaking various initiatives to promote cooperation between India and Iran by way of organising various interactions and meetings. With the support of Department of Commerce, Ministry of Commerce and Industry, Government of India, the Chamber took the initiative and planned a very important and strategic Business Delegation of Indian companies to the Islamic Republic of Iran.

The Report highlights the trends in the overall business scenario of India and Iran and the untapped opportunities that exist for increased bilateral cooperation between the two regions. It is my privilege to present this Report to our esteemed readers.

PHD Chamber has always acted as a catalyst in the development of the country and is quite active in promoting international trade and cooperation. Through our International Affairs and Trade Fairs Division, we work in close cooperation with missions and trade development bodies around the world. We have been sponsoring outbound delegations and host visiting delegations from abroad. The Chamber has over 153 MOUs with foreign chambers of commerce and like-minded organisations to facilitate two-way flow of information on business opportunities for promoting trade and economic cooperation.

I hope that this report serves as a useful and an informative guide for the Indian businessmen, policy makers, researchers and other stakeholders, highlighting the trade and investment scenario of India and Iran and the significant economic potential that exists between these two regions.

New Delhi

(Saurabh Sanyal)

COUNTRY FACTSHEETS



Iran

- **Capital:** Tehran

Official Languages: Persian Farsi (official), Azeri and other Turkic dialects, Kurdish, Gilaki and Mazandarani, Luri, Balochi, Arabic

- **Area:** total: 1,648,195 km²
land: 1,531,595 km²
water: 116,600 km²

- **Population:** 86,758,304 (2022 est.)

- **Literacy:** definition: age 15 and over can read and write
total population: 85.5%
male: 90.4%
female: 80.8% (2016)

- **GDP-Per-Capita (PPP):** \$ 12,400 (2020 est.)

- **GDP-Composition by sector:** agriculture: 9.6% (2016 est.)
industry: 35.3% (2016 est.)
services: 55% (2017 est.)

- **Agriculture Products:** wheat, sugar cane, milk, sugar beet, tomatoes, barley, potatoes, oranges, poultry, apples

- **Industries:** petroleum, petrochemicals, gas, fertilizer, caustic soda, textiles, cement, and other construction materials, food processing (particularly sugar refining and vegetable oil production), ferrous and nonferrous metal fabrication, armaments

- **Exchange Rates:** Iranian rials (IRR) per US dollar – 42,000 (2022 est.)

- **Exports:** \$101.4 billion (2017 est.)

Exports Commodities: crude petroleum, polymers, industrial alcohols, iron, pistachios (2019)

- **Exports Partners:** China 48%, India 12%, South Korea 8%, Turkey 6%, the United Arab Emirates 5% (2019)

- **Imports:** \$76.39 billion (2017 est.)

- **Import Commodities:** rice, corn, broadcasting equipment, soybean products, beef (2019)

- **Import Partners:** China 28%, United Arab Emirates 20%, India 11%, Turkey 7%, Brazil 6%, Germany 5% (2019)



India – Iran Trade and Investment

Values in US\$ millions

| S.No. | Year | 2017-2018 | 2018-2019 | 2019-2020 | 2020-2021 | 2021-2022 |
|-------|-----------------------|-------------|-------------|-------------|-------------|--------------|
| 1. | EXPORT | 2,652.37 | 3,511.01 | 3,373.62 | 1,774.69 | 1,451.09 |
| 2. | %Growth | | 32.37 | -3.91 | -47.40 | -18.23 |
| 3. | India's Total Export | 303,526.16 | 330,078.09 | 313,361.04 | 291,808.48 | 421,894.29 |
| 4. | %Growth | | 8.75 | -5.06 | -6.88 | 44.58 |
| 5. | %Share | 0.87 | 1.06 | 1.08 | 0.61 | 0.34 |
| 6. | IMPORT | 11,111.52 | 13,525.64 | 1,397.33 | 331.48 | 463.38 |
| 7. | %Growth | | 21.73 | -89.67 | -76.28 | 39.79 |
| 8. | India's Total Import | 465,580.99 | 514,078.42 | 474,709.28 | 394,435.88 | 612,607.71 |
| 9. | %Growth | | 10.42 | -7.66 | -16.91 | 55.31 |
| 10. | %Share | 2.39 | 2.63 | 0.29 | 0.08 | 0.08 |
| 11. | TOTAL TRADE | 13,763.89 | 17,036.65 | 4,770.95 | 2,106.17 | 1,914.47 |
| 12. | %Growth | | 23.78 | -72.00 | -55.85 | -9.10 |
| 13. | India's Total Trade | 769,107.15 | 844,156.51 | 788,070.32 | 686,244.36 | 1,034,502.00 |
| 14. | %Growth | | 9.76 | -6.64 | -12.92 | 50.75 |
| 15. | %Share | 1.79 | 2.02 | 0.61 | 0.31 | 0.19 |
| 16. | TRADE BALANCE | -8,459.16 | -10,014.63 | 1,976.29 | 1,443.20 | 987.70 |
| 17. | India's Trade Balance | -162,054.83 | -184,000.33 | -161,348.24 | -102,627.40 | -190,713.42 |

Note: Since 2006-07, Petroleum figures are being computed from Import Daily trade Returns (DTRs) generateate country-wise/port-wise tables. Up to 2005-06 consolidated petroleum import figures were being received from the Petroleum Ministry.

Sources:

- i. *The World Factbook, Central Intelligence Agency*
- ii. *Department of Commerce, Ministry of Commerce and Industry, Government of India*



INTRODUCTION

PHD Chamber of Commerce and Industry with the support of the Department of Commerce, Ministry of Commerce and Industry, Government of India mounted a business delegation for the **Buyer Seller Meet in Tehran and Alborz, Iran from 21-24 May 2022**. **Tehran Chamber of Commerce, Industries, Mines and Agriculture** and **India-Iran Chamber of Commerce** were the local partners in Iran. **Mr. Vijay Mehta, Chair, International Affairs Committee for Middle East and North Africa (MENA), PHDCCI & Founder & Chairman, Mefcom Capital Markets Ltd.**, lead the delegation representing various sectors of the economy including Wellness and Healthcare, Medical Device, Education, Chemical for Paper Industry, Textiles and Leather, Agriculture and Food, Dyes and Chemicals and Maritime Services.

1. Mr. Pankaj Banerjee, Head – Exports, Hamdard Laboratories India
2. Mr. Vijay Sheoran, CEO, Dalmia Healthcare Ltd
3. Mr. Ramesh Munuswamy, Founder, International Marketing & Sales Head, Alan Electronic Systems Private Limited
4. Mr. Ramkumar Cherukuru Baskar Rao, Director, Sanma Medineers Vision Pvt Ltd.
5. Mr. Saurabh Pradhan, CEO, Dalmia Education Pvt. Limited
6. Mr. Rocky Gupta, CEO, Advance Chemicals
7. Dr. Anubhav Gupta, R&D Head, Advance Chemicals
8. Mr. Naitam S. Kapadia, Director, Shidimo Interaux Pvt Ltd
9. Mr. Aamer Farook Valiulla, Partner, Abdullabhai Abdul Kader
10. Mr. Aditya Bajaj, AVP- Sales and Distribution, Tropilite Foods Pvt Ltd
11. Mr. Anand Kumar Radhakrishnan, Sales Head- International Business, Tropilite Foods Pvt Ltd
12. Mr. Vijay Jaykumar Takudage, Director, KVG Agrovvet Private Limited
13. Mr. Niraj Ajit Kotwal, Self-Employee, Greenberry Exports
14. Mrs. Sushma Kolwankar, Director, Kaushal Food Products
15. Mr. Mahesh Pandurang Asabe, Director, Asabes Agro Nutri Private Limited
16. Mr. Umesh Kumar, Sales Manager, Rasna Private Limited
17. Mr. Ghanshyam Suryawala, BGM, Maharshi Udyog
18. Mr. Rakesh Kumar Jain, Director, Sara-Chem (India) Pvt Ltd
19. Capt. Karanjit Singh Rai, Director, Three Bees Shipping Pvt Ltd
20. Mr. Niraj, Senior Secretary – International Affairs, PHDCCI
21. Mr. Rakesh Sangrai, Senior Secretary, PHDCCI

The main objective of the delegation was to find business opportunities in Iran and interact with key decision-makers in the public as well as private sector to explore avenues and scope for the Indian businessmen. This visit provided the right opportunity to the Indian Industry to have a direct access to the markets of Iran by means of B2B and B2G meetings, and through discussions on the challenges and issues that they are currently facing in doing business.

Visit to Bazarganan Hospital



The PHDCCI Business Delegation was invited by **Dr. Kalantari Bengar, CEO, & Medical Director, Bazarganan Hospital** for a visit to the Hospital on **21st May 2022**.

Dr. Bengar welcomed the delegation and introduced Bazarganan Hospital as one of the best mid-sized hospital in Tehran and best hospital for poor people. The hospital was built in 1950 with the help of Tehran Chamber of Commerce and Industry Mines and Agriculture and has the best scientific and advanced medical services and provides highest level of safe treatment, diagnostics and rehabilitation and health services.

The delegates introduced their respective companies and the products and services on offer. Dr. Bengar along with his team of doctors toured the delegates to each of the departments and laboratories of the hospital so that the delegates could have a first-hand information on the various technologies being used and offer their products and services to the hospital for the better services. The hospital has 153 active beds including 43 beds in General Hospitalisation, newest devices and software for Nuclear Medicine, 17 ICU beds for severe cardiovascular problems and respiratory, advanced equipment and experienced staff for Physiotherapy, Rehabilitation services with magnet, shockwave equipment, Maternity ward, Angiography and Angioplasty, modern and advanced equipment in open heart surgery room, CCU and Eco Cardiograph services, Post Cath department, Operation room with modern and advanced equipment, MRI by newest device, advanced devices for Radiotherapy, Sonography, CT Scan with GE16 and Laboratory with advanced systems such as biochemistry atomizer, haematology.

Bazarganan Hospital is considered one of the best hospital in Tehran and the best hospital for poor as the treatment of Cancer is free of charge. It acts as the social responsibility of Tehran Chamber of Commerce and Industry, Mines and Agriculture.



Meeting with Federation of Iranian Food Industry Associations and Iran Food Machinery Manufacturers Association



The PHDCCI Business Delegation was invited by **Mr. Rashid Azizpour, Secretary General of Federation of Iranian Food Industry Associations**, and **Mr. Nima Seyedolhokamaie, Treasurer of Iran Food Machinery Manufacturers Association** on 21st May 2022.

The delegates introduced their respective companies and the products and services on offer followed by the Interactive Session between Indian and Iranian Companies. The several aspects such as market potential, import potential, trade issues and barrier etc. were discussed among themselves. The businessmen from both the sides had a very long and fruitful discussions among themselves that gave a desired market intelligence, networking opportunities, etc. to the delegates from both sides.



Meeting with Officials from Embassy of India, Tehran and UCO Bank





Mr. John Mai, Deputy Chief of Mission, Embassy of India in Tehran invited the PHDCCI delegation on **21st May 2022 at the Persian Azadi Hotel, Tehran** for a meeting and arranged a presentation from UCO Bank for a better understanding of the Rupee Rial Trade Agreement. Mr. Gautam Wahi, Counselor (Economic & Commerce), Mr. Ravinder Singh, Acting Director, SVCC, Embassy of India in Tehran accompanied were the other officials present from the Indian Embassy. Mr. Fahim Ahmed, Chief Representative, Iran Representative Office, UCO Bank made a presentation on the role of UCO Bank and the guidelines of trade under the Indian Rupees and Iranian Rial Agreement.



Mr. John Mai welcomed the PHDCCI delegation and informed that though there is a delay in the Vienna Talk which aims to return the US to the nuclear deal including lifting of the sanctions on Iran, India should be prepared on resumption of bilateral trade with Iran soon. He further informed that Iran is looking at East for its suitable partner and India is one of the most trusted partner in the region for Iran. Iran is looking for partnership in the field of Technology, Healthcare, Pharmaceuticals and Start-ups which has been the focus of India's export.



Mr. Fahim Ahmed presented on the role of UCO Bank in the India Iran trade relation and the Rupee Rial Agreement with specific focus on the guidelines of Reserve Bank of India. He cited many examples wherein the Bank has helped the Indian and Iranian industries specially related to the Food, Medicines, Medical Devices and Humanitarian Goods that are not under the sanction. Some of the excerpts from his presentations are:

- On account of Sanctions on Iran, an International Banking operation with Iran came to a standstill resulting in virtual stoppage of trade payments for a long time. UCO Bank with the support of the Government of India and the Reserve Bank of India, took the initiative of setting up a Rupee Payment Mechanism through which payment of the oil imports of Indian oil companies are settled in INR. The mechanism became operational in February 2012.
- Under the mechanism, a few Iranian banks have opened Indian Rupee Vostro Accounts with UCO Bank. The payments towards permissible imports payment are credited to this account.
- The payments towards Exports of non-sanctioned goods directly from India to Iran (as per DGFT/RBI guidelines) are paid from this account.
- Payments received by Indian Importer importing permissible goods from Iran are used to pay the Indian exporter, exporting non Sanctioned goods directly from India to Iran. All the payments are in Indian Rupees and no foreign currency is involved. The payment is from the deposits of the Iranian Bank available with UCO Bank.



- **Payments from the INR Vostro Accounts**

- Payments related to exports of Non-Sanctioned goods /non-Sanctioned Sector can be on account of :
 - i. Advance payment against future Exports
 - ii. A payment after export has taken place.
- This is in accordance with extant FEMA/RBI guidelines.

- **General Guidelines**

- The Rupee Mechanism was started with special permission from GoI / RBI.
- Port of Loading should be an Indian Port.
- Port of Destination should be an Iranian Port.
- All related entities should not be OFAC SDN List.
- Non-Sanctioned Goods of Indian Origin to be exported should be permissible under FTP (DGFT Regulations)/ Govt of India Regulations for export to Iran.
- End use of commodities should not be under sanctioned sector
- In case of re-export, presently should be exported as per FTP (DGFT Regulations)/RBI guidelines.
- Invoicing and all related export documents should be in INR only.
- No Merchanting trade is permitted under RPM

- **Letter of Credit Mechanism**

- Iranian Banks, with whom we have relationship, to open LCs in the favor of an Indian exporter.
- LCs will be advised to the Beneficiaries (customers of other Indian Bank also) by us (through designated branches only) after receiving intimation letter from Treasury Branch, Mumbai.
- After Shipment, documents as per LC terms to be presented to UCO Bank. Designated Branches should sent documents as per LC terms to LC opening Iranian Bank for debit authority. In case documents are discrepant, it will be sent on collection basis.
- For Customers of other Indian Bank, whom we have advised LCs. The respective Bank should forward the Original Documents as per LCs terms along with their letter confirming that account is KYC complied (including Beneficiary Account details) to Designated Branches for onward sending to LC opening Iranian Bank for debit authority.
- All Document should be in INR.
- Export bills are realized on receipt of debit authority from the Iranian Bank which will be matched against the certification received from the branch/bank's which handled the export document.
- After receiving debit authority Designated Branches have to lodge claim with our Treasury Branch, Mumbai in a prescribed certificate format.

- **Collection**

- The concerned Branch/ Bank of the exporter to forward the documents to any of the Iranian Banks maintaining INR Vostro Account.

- On receipt of the corresponding debit authority from the concerned Iranian bank, we will pay to the exporter (through their Banker).



- **Advance Remittance from Iran**

- 'Treasury Branch' receives payment instruction (BY SWIFT) from the Iranian Bank for Advance Remittance in favour of beneficiary (Indian Exporters).
- The same is advised to the beneficiary specifying the details of payment and instructions to the beneficiary's banker to claim proceeds directly from 'Treasury Branch'.
- The beneficiary's banker upon claiming the proceeds from 'Treasury Branch' takes the responsibility for FEMA/KYC related compliances/Due-diligence related to the account and subject transaction.

- **Presently Facilitating : (Export of goods and services):**

- Foods
- Medicine
- Medical Devices
- Humanitarian Goods

- **List of Banks in Iran having Correspondent Relationship:**

- | | |
|--------------------|---------------------------------------|
| 1. Saman Bank | 6. Bank Eghtesad Novin Bank (EN Bank) |
| 2. Bank Pasargad | 7. Tourism Bank |
| 3. Keshavarzi Bank | 8. Middle East Bank |
| 4. Bank Shahr | 9. Sarmaye Bank |
| 5. Karafarin Bank | |

- **Other Important Point:**

- The currency allocation is under the purview of Central Bank of I.R. Iran.
- Exchange rate in Iran under purview of Central Bank of I.R. Iran – Iranian Banks.
- Type of SWIFT Message
- Opening of Current Accounts by Banks – Need for Discipline
- UCO Bank has special waiver for opening Current Account for Iran Trade Transactions under RPM

- **Settling transactions in International currency / through third Country**

- Settling payments through a convertible international currency require the services of a willing 'Foreign Correspondent' in a third country.
- Due to the legal risks associated with sanctions, these Foreign Banks refrain from settling transactions related to Iran even for Humanitarian goods like Food, Medicine and Medical Devices.

- **UCO Bank is also Facilitating Non- Oil Import from Iran to India in INR for following:**

- | | | |
|---------|------------|-------------------|
| ○ Foods | ○ Medicine | ○ Medical Devices |
|---------|------------|-------------------|

The delegates had a very fruitful interaction with the officials of the Indian Embassy and representative of UCO Bank. A number of queries were handled and the Indian industry were assured of all the possible support and guidance from both the Indian Embassy and UCO Banks in assisting them in doing business with their counterparts in Iran. The session was followed by a Networking dinner for the participants.



Meeting with Iran National Innovation Fund (INIF)



Dr. Siavash Malekifar, Chief Development Officer, Iran National Innovation Fund (INIF) invited the PHDCCI Business Delegation for an interaction with its members followed by B2B meetings on 22nd May 2022. **Mr. John Mai, Deputy Chief of Mission, Embassy of India in Tehran** along with **Mr. Gautam Wahi, Counselor (Economic & Commerce)** and **Mr. Ravinder Singh, Acting Director, SVCC, Embassy of India in Tehran** were also present. **Mr. Vijay Mehta, Chair International Affairs Committee for Middle East and Africa** led the PHDCCI Business Delegation for the meeting.



Dr. S. Malekifar welcomed the Diplomats from the Indian Embassy and PHDCCI Business delegation. He introduced Iran National Innovation Fund that it was established in 2011 on the basis of The Support of Knowledge-based Institutions and Companies and Commercialization of Innovations and Inventions (PEKBOCI) Law, Innovation and Prosperity Fund (later known as

Iran National Innovation Fund-INIF), in order to assist the non-governmental institutions and companies in commercialization of innovations and inventions and also make the technical



knowledge grow and become applicable by providing financial support and services to knowledge-based institutions and companies also known as New Technology Based Firms (NTBFs). He mentioned that there are more than 60 research and tech funds in 31 provinces. Iran has 49 Science and Technology parks with over 6500 forms located in these parks and there are 224 incubators in Iran in 2022. He further added that Iran's knowledge based companies comprises of 1529 in ICT, 1474 Advanced Machinery and Equipment, 1472 Electrical and Electronics, 8995 Advance Materials and Products and 991 Advanced Medical.

Dr. Melkifar mentioned that the INIF in comparison with Banks and Financial Institutions offers the following:

- Facility fees are less than the banks (up to 8% and in some cases up to 10% less than the rate approved by the National Council of Money and Credit).
- The time required for receiving loans from INIF for knowledge-based companies is much less than the banks.
- INIF requires less guarantees as compared with the banks, with the same condition.
- Knowledge-based companies do not need to have a depositary or a cash contribution (similar to what is done in banks) to receive INIF's financial facilities.
- With lending loans to high risk projects, INIF helps the knowledge-based companies to grow and develop. However, banks usually refuse to provide facilities for these projects and do not accept such risks.

Based on the statute of INIF, this fund will analyze the technical, financial, managerial and marketing aspects of the applicants and also the projects of the knowledge-based companies prior to providing them with the following facilities.

- Interest-free loans for patents, acquisition of technology (a patent) and modelling
- Interest-free loans to support companies with technology commercialization
- Long-term loans for operational manufacturing activities
- Working capital loan
- Facilities for development activities of industrial production
- Leasing sales facilities
- Facilities to purchase the shares of knowledge-based companies
- Credit Guarantee Facilities
- Contributing to pay percentage of interest
- Partnering in Venture capital (with no financial limits)
- Capacity Building services for knowledge-based companies
- Financing work offices of knowledge-based companies in the condition of "Rent to own contract"

According to its mission, INIF is responsible to support non-governmental knowledge-based institutions and companies. Therefore the following items are excluded from the supports of INIF:



- Governmental corporations, institutions and public non-governmental companies with more than fifty percent (50%) of their ownership belonging to the government or public non-governmental institutions.
- The representatives of foreign companies and companies that import knowledge-based products without any transfer of knowledge and know-how.
- Universities and educational and research institutes.
- Common software activities without any innovations.
- Organizing and participating in scientific conferences, education and training.
- Practices that are not aimed at developing new products or services or improving existing products or services.
- Activities and products that are not considered to be within high technologies
- Activities without any economic value added outcome.

The number of supported TBFS has increased from 52 in March 2014 to 5665 in January 2020. They account for more than 300,000 jobs and more than USD5.5 billion in revenue.



Mr. John Mai thanked the Iran National Innovation Fund for organising the meeting and highlighted that the Government of India has a lot of focus on innovation and start-ups due to which over 80 unicorns have emerged from India alone over the last few years. He mentioned that India stands at the 20th spot among the top 100

countries that have been ranked in the Global Startups Ecosystem Index 2021. India has become the third-largest startups ecosystem in the world after the US and China as the government recognised over 14,000 new startups in 2021-22 against 733 in 2016-17. The total number of recognised startups in the country surpassed 61,400. India saw a record 44 startups turning unicorns in 2021. India had 83 unicorns with a total valuation of \$277.77 billion, according to the Survey. Most of these unicorns are in the services sector, which contributes over 50% to India's GDP. Mr. John Mai further informed that Innovation and Startups are focus for India and January 16 is celebrated as Startup Day in India.



Mr. Vijay Mehta in his address thanked the Indian Diplomats and Iran National Innovation Fund for the meeting. He briefed on the India – Iran trade relation and requested the Iranian Authority to organise regular awareness programs on the Business Opportunities in Iran for the Indian companies and in particular the MSMEs. He invited the Indian Companies to briefly introduce

themselves and the objective of their visit.

B2B Meetings were organised between the members of INIF and PHDCCI Business Delegation. The diplomats from the Indian Embassy along with the delegation had a fruitful meetings with over 40 Iranian Companies displaying their respective products and services.



GLIMPSES OF B2B MEETING AT IRAN NATIONAL INNOVATION FUND (INIF)





Meeting with Trade Promotion Organization of Iran



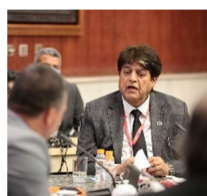
Mr. Seyed Reza Seyed Aghazadeh, Acting Director General for Indian Subcontinent of Trade Promotion Organization of Iran invited the PHDCCI Business Delegation for an interaction on **22nd May 2022** in his office at the Iran Trade Promotion Center. **Mr. John Mai, Deputy Chief of Mission, Embassy of India in Tehran** along with **Mr. Gautam Wahi, Counselor (Economic & Commerce)** and **Mr. Ravinder Singh, Acting Director, SVCC, Embassy of India in Tehran** were also present. **Mr. Vijay Mehta, Chair International Affairs Committee for Middle East and Africa** led the PHDCCI Business Delegation for the meeting.



Mr. Aghazadeh welcomed the Diplomats from the Indian Embassy and PHDCCI Business delegation. He informed the participants that Iran Export Promotion Center was founded in 1967 and was renamed Trade Promotion Organization of Iran in 2004 after its merger with Foreign Trade Department of the Ministry of Commerce and the Goods Procurement Center. In January 2004 the Council of Ministers assigned TPO as the main organization responsible for export of non-oil products and was set as the benchmark and reference for all organizations institutes and governmental departments acting in commerce, trade and services sectors. He further informed that considering the trade relation between India and Iran a new office to look after the Indian Subcontinent was formed within TPO last week of which he is the head. He informed the delegation that the ITPO was even considering opening one chapter with PHDCCI based on the business interest of the members.



Mr. John Mai thanked the Iran National Innovation Fund for organising the meeting and highlighted that the Government of India has a lot of focus on innovation and start-ups due to which over 80 unicorns have emerged from India alone over the last few years. He said that the virtual B2B webinar organised by PHDCCI in October 2022 with the support of ITPO was very successful and this delegation is an outcome of the initial discussions. He stressed upon the fact that the relation between India and Iran has sustained due to the strong political relation between the two countries over the past many years. He suggested that the Banking Sector should be open to help the business and the opening of the Chabahar Port is very important. The operation of Mahan Airlines has started at a crucial stage which will connect the business men of both the countries.



Mr. Vijay Mehta in his address thanked the Indian Diplomats and Iran Trade Promotion Organization for the meeting. He informed that India and Iran have been traditional business partners for a long time which needs to strengthen further in coming time. He spoke on the current status of India in the Global market in terms of being the largest democracy, best banking and legal system, leaders in pharma and manufacturing sector with excellent young manpower. He requested TPO to promote and encourage participation of Iranian Companies in various events and exhibitions in India for a better understanding of the Indian People and Industry in particular.

The meeting concluded with Question and Answer session wherein many queries were resolved by the Iranian Agency.



INDIA – IRAN BUSINESS FORUM & BUYER SELLER MEET IN TEHRAN



The India – Iran Business Forum and Buyer Seller Meet in Tehran, Iran was held on the 24th May 2022 at the Tehran Chamber of Commerce, Industries, Mines and Agriculture. The India – Iran Business Forum was organised before the Buyer Seller Meet between the Indian Seller and Buyers from Iran. The Forum was moderated by **Mr. Hessameddin A Hallaj**, Deputy for International Affairs, Tehran Chamber of Commerce, Industries, Mines and Agriculture and had presentations from the following:



- **Dr. Bahman Eshghi**, Secretary General, TCCIMA
- **Mr. Ahmad Dadeghi**, Director of India Subcontinent, Ministry of Foreign Affairs, Iran
- **Mr. Vijay Mehta**, Leader of the Delegation & Chair, International Affairs Committee for Middle East and North Africa, PHDCCI
- **Mr. Gautam Wahi**, Counselor (Economic & Commerce), Embassy of India, Iran
- **Mr. Ahmad Sadeghi**, Vice President, Iran India Chamber of Commerce
- **Mr. Ramin Hariri**, Partner, APP Dentons

The proceedings of the Business Forum are as follows:



Dr. Bahman Eshghi while welcoming the delegation from India, appreciated the timely initiative of PHDCCI. He informed that though there are a number of limitations in doing business between the two countries, there are great mind and opportunities that will overcome these limitations and strengthen the historical trade relations between the two great nations. He was of the opinion that it is the people of the countries who should mandate the Government to revive the business ties. He was appreciative of India's stand on Russia – Ukraine crisis and believed that India will do the same for Iran so that the business and trade are back to normalcy. He said that both the chambers are century old, TCCIMA 140 years and PHDCCI 117 years, deep rooted and can make the difference and the two chambers should mediate with the government to solve the trade problem.



Mr. Gautam Wahi thanked TCCIMA for organising the Business Forum and appreciated the coordination between PHDCCI and TCCIMA which proves the commitments of both the Chambers in strengthening the economic ties between the two countries. He stressed upon that as India is going to be the 4th largest economy in next 5 years, it is important to strengthen the old linkages that India and Iran have for centuries. He hoped that both the Chambers will play an important and key role in connecting the business community of both the nations.



Mr. Vijay Mehta appreciated the efforts of TCCIMA and ensured that the Indian Delegation will carry back very crucial information in terms of doing business with their counterparts in Iran. He was of the opinion that as India and Iran are competitive in terms of adoption of technology in some sectors, it is important for them to collaborate to further enhance the capabilities. He informed that due to the less communication between the two countries has created a gap and it is very important for the Iranian Business houses to be visible in India. Women empowerment in Iran is same as in India, it is all the more important for a closer cooperation between the two great nations. The Pharmaceuticals and Healthcare sector are the best in both the countries but need further collaboration in Textiles, Agriculture, Real Estate, Construction, Automobiles and Financial Services.



Mr. Ahmad Dadeghi informed that the efforts put in by the respective missions in India and Iran in close coordination with both PHDCCI and TCCIMA has resulted in having the first Business Delegation to Tehran post the International lockdown due to the pandemic. He said that in terms of cooperation in Oil and Energy sector, it is very important to focus on transportation including the Chabahar Port. He informed that transfer of money through credit line was a problem but the recent transfer of USD2.2 billion under sanction was has showed the way. The opening of the Iran Bank in India is another step in the right direction to help the industries. He assured the support of the Ministry of Foreign Affairs in Tehran and the Embassy in New Delhi in assisting the Indian Businessmen to explore the collaboration in Iran.



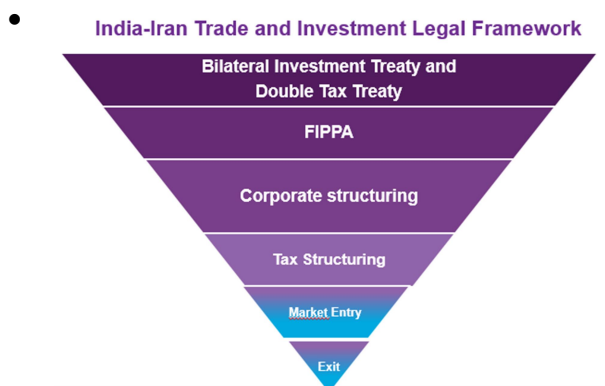
Mr. Ahmad Sadeghi asserted that the though there are limitations to trade and investment between the two countries, both the nations should prepare and be ready to grab the first opportunity once the sanctions are lifted in coming time. He believed that the business will enhance as during the sanction Indian companies helped Iranian companies in a big way.



Mr. Ramin Hariri presented on the India-Iran Trade and Investment Legal Framework and apprised the participants on various aspects of rules and regulations.

Some of the excerpts from his presentations are as follows:

- According to the World Bank, Iran's Gross Domestic Product (GDP) has been estimated at US\$628 billion for the Iranian year 2020/21, calculated at the official exchange rate for a population of about 84 million.
- Iran Exports to India was US\$2.04 Billion during 2018, according to the United Nations COMTRADE database on international trade.
- Iran Imports from India was US\$2.65 Billion during 2018, according to the United Nations COMTRADE database on international trade.
- According to the European Commission's statistics, EU exported over €3.75 billion worth of goods to Iran in 2020





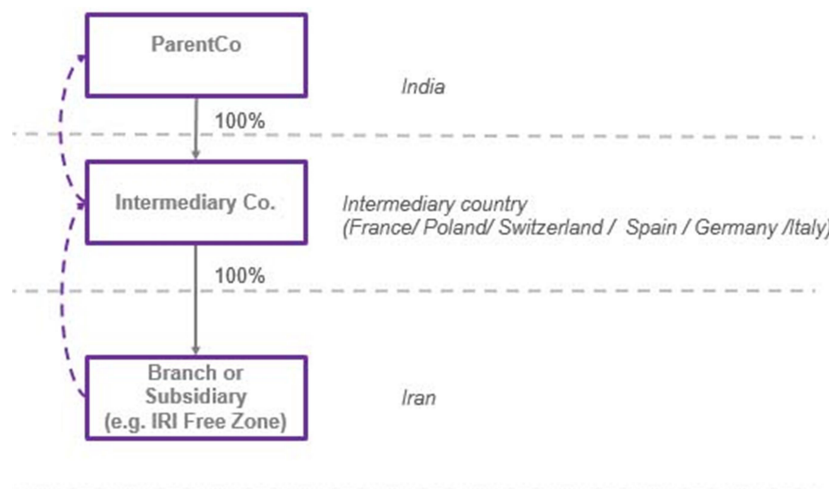
- **Bilateral Investment Treaty (BIT) and Double Tax Treaty (DTT)**

- Definition and Importance of BITs and DTTs
- Consequences of absence of BIT in force between Iran and India
- Choice of an holding structure to be set in one European countries having a BIT and a DTT in force with Iran based on:
 - Best BIT in force with Iran after benchmark
 - Strong business rationale
 - Flexible management
 - Tax efficiency

- **Admission and Protection of Investment : FIPPA**

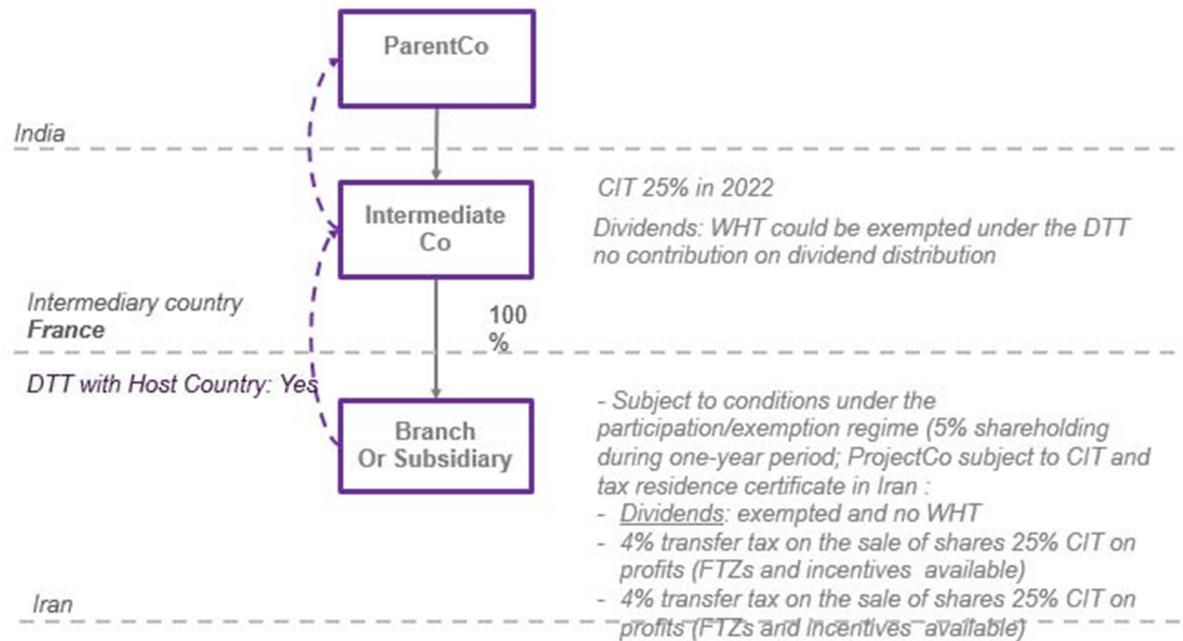
- Admission of foreign investment is mainly defined by Foreign Investment Promotion and Protection Act (FIPPA) approved by the Expediency Council on 25 May 2002.
- FIPPA has enhanced the legal framework and operational environment for foreign investors in Iran ☉ foreign investments admitted in accordance with FIPPA shall enjoy the facilities and protection available under this Law.
- Organization for Investment, Economic and Technical Assistance of Iran (OIETAI) is the competent authority in charge of granting FIPPA license and observation of due execution of the Act. OIETAI is an affiliate of the Ministry of Economic Affairs and Finance
- Definition of Foreign investor foreign capital and Investment
- Foreign Direct Investment, where private sector activity is permitted
- Foreign Investment authorized in all sectors
- The right to repatriate profits (dividends)
- The right to receive compensation resulting from expropriation (deprivation of ownership) and nationalization of foreign capital
- The right to receive compensation resulting from the passing of laws or Cabinet decrees causing prohibition or interruption in the implementation of financial contracts of foreign investors
- The right to enjoy equitable treatment granted to domestic investors
- Tax incentives
- Other facilities

- **Corporate Structuring Example**





- **Tax Structuring Example**



- **Preparing Market Entry**

- Select the right partner
- Perform proper compliance and sanction due diligence on the project and business partners
- Enter into preparatory agreement to secure the project: NDA, MOU, Term Sheet
- Select the right corporate and legal structure
- Select the best management team

- **Preparing Market Exit**

- Prepare an orderly exit but also to avoid the company to go through the market entry process twice in a few years (i.e. a reduced time to market).
- Select a step-in partner from day one
- Negotiate Force Majeure, MAC (Material Adverse Change), Business Restrictions and Sanction/Compliance clauses
- Think out of the box: add a layer to, don't hesitate to mix the notions (if you remain on top of them)

Buyer Seller Meetings were organised between the members of TMCCIA and PHDCCI Business Delegation. The diplomats from the Indian Embassy along with the delegation had a fruitful meetings with over 200 Iranian Companies.



GLIMPSES OF BUYER SELLER MEET IN TEHRAN





Meeting with Health Tourism Development Center





Mr. Majid Zangooel, General Secretary Health Tourism Development Center of Islamic Countries invited the PHDCCI Business Delegation for an interaction on **23rd May 2022** in his office located at the **Innovation & Entertainment Center in Jamshideih Park, Niavaran, Tehran**. **Mr. Armin Shahriari, CEO, Launch it** along with his team received the delegation led by **Mr. Vijay Mehta, Chair International Affairs Committee for Middle East and Africa, PHDCCI**.



Mr. Armin Shahriari welcomed the PHDCCI Business delegation to their beautiful office located in one of the most beautiful parks in Tehran. He presented about the newly launched platform *Launch it* as the first international and specialized accelerator in the field of health tourism in cooperation with the Health Tourism Development Center of Islamic Countries (HTDCENTER) and the other related associations and organizations, provides various business solutions and programs for business growth and development. With the help of experienced experts, consultants and mentors, Launch It will provide from the implementation of the idea to its commercialization, growth and development in domestic and international markets. Management and strategic consulting, business support and acceleration programs, business model design consulting, team building and many other services according to the needs are among the services provided at Launch It.



Mr. Majid Zangooel appreciated the visit of the delegation to the centre. He informed that Health Tourism Development Center of Islamic Countries (HTDCENTER) was formed to provide networking and introducing the capacities of health, tourism and health tourism sectors in the Islamic countries and creating synergies between related players and stakeholders. He assured and extended his support to the Indian delegation in introducing and connecting them with the relevant stakeholders in Iran.



Mr. Vijay Mehta in his address thanked Mr. Majid and his team for the warm welcome received by the delegation. He informed about the status of Health Tourism in India and sought ideas on the ways the Health Tourism Sectors of both the countries can complement each other to provide best of the services in the region.



INDIA – IRAN BUSINESS FORUM & BUYER SELLER MEET IN ALBORZ



The India Iran Buyer Seller Meet was organised in Karaj, Alborz Province of Iran on the 24th May 2022 at the Alborz Chamber of Commerce, Industries, Mines and Agriculture. **Mr. Parham Rezaei, President, Alborz Chamber of Commerce and Industry** invited the delegation for an interactive session with Industry from the Alborz Province before organising the Buyer Seller Meet between the Indian Seller and Buyers from Alborz. The Session was moderated by **Ms. Maryam Falahati**, Head of International Affairs, Alborz Chamber of Commerce and Industry.



Mr. Parham Rezaei, welcomed the delegation to the beautiful city of Alborz. He mentioned that Iran and India share traditional and cultural relation and the 4-day sea distance between Iran and India is one of the capacities that helps to expand the level of trade relations between the two sides. He further said that "Iran's Chabahar port is only one thousand kilometres away from the nearest coastal city of India and this is a good economic advantage to expand trade between the two countries. India with a population of 1.4 billion people is a good market for exporting Iranian products. On the other hand, Iran and its neighbouring countries with a population of 500 million are a good



economic opportunity for India's foreign trade. He further mentioned the most important transit opportunity for Iranian traders as the north-south corridor and said that India's industrial activists can transport to the Commonwealth of Independent States, Eurasia and Europe with the lowest cost through this transit axis.

He pointed out that so far in the best conditions of Iran's trade balance in India has been about 10 to 12 billion dollars and mainly oil goods. He further added that of this amount, Iran's non-oil trade with India has been only 2 billion dollars and hoped that it will significantly increase in the form Travel of business delegations and holding meetings between Iranian and Indian chambers of commerce.



Mr. Vijay Mehta while thanking the President of Alborz Chamber of Commerce for hosting the delegation, referred to the existence of over 4,000 auto parts companies in India and said that India can meet the needs of the Iranian auto industry in this field. He further stated that India's GDP is about 9 percent, according to the World Bank and foreign investors from even the world's largest economies, including China, were investing in the country. The existence of 51 Alborz pharmaceutical companies strengthens the opportunity for trade between Iran and India. Referring to the importance of expanding relations between Iran and India based on knowledge-based activities, he said that India is very capable in the field of software and IT, also considering the activities of 51 pharmaceutical companies in Alborz, the opportunity for business interaction between the parties is huge as Iran has good capacities in the field of treatment and health.

Mr. Mehta stated that the existence of 540 active Indian companies in the field of food industry is another good opportunity for the country to cooperate with Iran and even in the field of textiles, we should focus more on expanding Iran-India relations.

Referring to the importance of supplying the needs of Iranian automotive groups, Mr. Mehta added that India, with more than 4,000 parts companies, can support the Iranian automotive industry in this field, on the other hand, electric vehicles with a capacity of 5 people and a range of 300 km is manufactured in India with a price over 10 thousand dollars for each.

Buyer Seller Meetings were organised between the members of ACCIA and PHDCCI Business Delegation. The delegation had a fruitful meetings with over 100 Iranian Companies from the province.



GLIMPSES OF BUYER SELLER MEET IN ALBORZ



Testimonials



"I would also like to put on record my deep appreciation for both Niraj and Rakesh for their dedication and skills in making The Iran Trip a huge success for all stakeholders, delegates and especially for PHD CHAMBER itself. Both of them took care of everything meticulously. All programs were well organised, all schedules were strictly followed and all delegates were able to have excellent B-to-B meetings. A word of appreciation is also due to Dear Naveen for his overall guidance and help in making of this successful event."

Mr. Vijay Mehta

***Chair, International Affairs Committee for Middle East & North Africa,
PHDCCI & Leader of the Delegation
Founder & Chariman, Mefcom Capital Markets Ltd.***



"Thank you so very much for leading the delegation to Iran. Just like the previous visit, this too was extremely fruitful for us at Dalmia's.

The event was managed very very well. The visit to the flagship hospital was fantastic. The formal meeting at Tehran Chamber of Commerce was eventful for us and we were able to collaborate with at least 2 MOU's. We were pretty happy with the industry representation from Tehran chambers. Well Done !

The Albouze Chambers of commerce meeting was also a success for us in Healthcare. We have been able to organize our follow up meetings with our upcoming visit to Tehran in the last week of June. We are sure we will have at least 1 agreement for Healthcare tie up. Well Done !!

With regards to Education vertical, we are successfully able to sign agreements with more than 9 universities in this trip. This has been a very successful trip for us at Dalmia's from an education vertical perspective too.

We are able to get some leads for Armenia and Georgia too with the delegates from Tehran Chambers meeting.

Thank you once again and once again -- Well Done for this fantastic industry visit. We are looking forward to the next industry delegation visit."

Mr. Vijay Sheoran

***Member, PHDCCI
CEO, Dalmia Healthcare Limited***



"It has been my pleasure to accompany and be a member of this delegation to Iran. A well-organized trip by PHDCCI, special thanks to Mr. Niraj, Mr. Rakesh and Mr Sina for professionally managing the entire trip. Value adding and of course successful. Stay in touch and there's no end to collaborative growth. Cya soon! Thank"

Mr. Pankaj Banerjee

Member, PHDCCI

Head – Exports, Hamdard Laboratories India



"We feel honoured to be a part of India-Iran delegates, was a pleasure & great opportunity to be a part of the trip as organised by PHD Chamber, must say it's been a real professional trip integrated to the minutest detail possible & viable to make is smooth for the delegates for interacting with their counterparts in Iran & Ministry. It shows real skill & professionalism by the PHD Team to expedite a trip of such nature thoroughly. Must say the PHD Team has worked tirelessly to make it memorable & it has exceeded all our expectations.

Well kudos to the entire PHD Team who have worked in front & behind, would still like to mention PHD members who were part of this trip accompanying/liaison with us - Mr Niraj, Mr. Abhishek, Mr Rakesh & local contacts - Mr Digvijay & Mr. Sina.

We certainly do like to be part of these professional business trips in the near future as well. "

Capt. Karanjit Singh Rai

Member, PHDCCI

Director, Three Bees Shipping Pvt Ltd

Members of the Delegation

FINANCIAL SERVICES



Mr. Vijay Mehta

Leader of the Delegation

Chair, International Affairs Committee for Middle East and North Africa, PHDCCI

Founder & Chariman

Mefcom Capital Markets Ltd.



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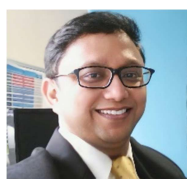
Website: www.mefcom.in

Fields of Activity: Capital Markets, Investment Banking, Money Management & India Entry Services

Objectives/ Business Interest: To help Iranian companies to Set-up business in India and extend help in Trading of Goods & Services

Business Profile: Estd. In 1985 by Mr. Vijay Mehta, MEFCOM today enjoys a strong brand-equity in the world of financial services in India. With the trading strength and market intelligence of a Broker, knowledge and skills of Wealth Management, business acumen, flair and contacts of an Investment Banker, MEFCOM now stands amongst the best in the industry, backed by an impressive infrastructure and a dedicated management team with excellent credentials.

WELLNESS & HEALTHCARE



Mr. Pankaj Banerjee

Member, PHDCCI

Head – Exports

Hamdard Laboratories India



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Website: https://hamdard.in

Fields of Activity: Manufacturing & Marketing

Objectives/ Business Interest: To expand geographic reach and make global people receive the benefits of our products.

Business Profile: Hamdard Laboratories India is a leading traditional medicine manufacturer with a specialization in Unani and Ayurvedic Medicines and also having pharmaceutical products. It was established in 1906 by Hakeem Hafiz Abdul Majeed in Delhi and later modernized by Hakeem Abdul Hameed who was a great visionary physician and established premier educational centers like Jamia Hamdard University. Hamdard has also established the Hamdard Institute of Medical Sciences and Research – a modern medical education center and playing a significant role in the integration of the Traditional Knowledge-based system with the Modern System of Medicine. It is having more than 400 formulations for different therapeutic areas. All these formulations are ensured for safety and efficacy. Some of its most popular products include Safi, Joshina, Jigreen, Sualin, Roghan Badam Shirin, and Cinkara, etc. which are having an international presence.



Mr. Vijay Sheoran
Member, PHDCCI

CEO
Dalmia Healthcare Limited



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Website: www.dalmiahealth.com

Fields of Activity: Export of ayurvedic and allopathic medicines

Objectives/ Business Interest: Explore and Expansion of Business

Business Profile: Dalmia Healthcare Limited (DHL), a Dalmia Group Company, has made a foray into the healthcare business in the year 2000 and offers plant-based formulations (Ayurvedic/herbal) prepared through scientific validation followed by clinical trials undertaken by its research center, Dalmia Centre for Research and Development.

HEALTHCARE – MEDICAL DEVICE



Mr. Ramesh Munuswamy Counder
International Marketing & Sales Head
Alan Electronic Systems Private Limited



Mobile: +91 – 8879003067

Email: export@alanindia.net

Website: www.alanindia.net

Fields of Activity: Truelab® Uno Dx Real Time Quantitative micro PCR Analyzer, Truelab® Duo Real Time Quantitative micro PCR Analyzer, Trueprep® AUTO v2 Universal Cartridge Based Sample

Objectives/ Business Interest: Importers and Distributors of Healthcare and Medical Devices

Business Profile: AESPL is CE certified manufacturer in the field of medical equipment and was established in 2004, although it existed from 1997 (industrial electronics). It specializes in the electrosurgical & ultrasonic generator, co2 insufflator, led light source segment. Has global presence and sold more than 20000 units with a huge satisfied customer base. Based on reliability and prompt customer service, ALAN emerged as a preferred brand in advanced microcontroller based medical equipment. In future ALAN will be launching more products which may be considered as substitute for imported products. Our mission is to offer products of international standard at a price which will be value for money, backed with prompt after sales service.



Mr. Ramkumar Cherukuru Baskar Rao
Director
Sanma Medineers Vision Pvt Ltd.



Mobile: +91 – 9444444624

Email: ramkumar@sanmas.com

Fields of Activity: Manufacturing & Marketing Surgical Operating Microscope for Neuro, Spine, P&R, ENT, Ophthalmology, Dental

Objectives/ Business Interest: Looking for Sales partner in Iran

Business Profile: Sanma started with making accessories & camera attachments for third party surgical operating microscope & slit lamps. Analyzing the market demand, the , users feedback and real time ideology Sanma spread it's wings for producing medical devices in terms of efficacy, precision and accuracy as Original Equipment Manufacturer / Original Design Manufacturer / Own Brand Manufacturer

- Surgical Operating Microscope
- ENT Shaver system

EDUCATION



Mr. Saurabh Pradhan
CEO
Dalmia Education Pvt. Limited



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Email: Saurabh.pradhan@dalmiabiz.com

Fields of Activity: Collaboration with Educational Institutions

Objectives/ Business Interest: Expansion of Business

Business Profile: Established in National Capital Region of India, Dalmia Biz Education has a strong presence in the Education domain. Having signed up MOUs with several universities across CIS countries for Foreign Medical Students Program, the Dalmia group is planning to help meet the shortage of medical professionals in the healthcare industry in coming years. Dalmia Group has been a significant name in the Indian Industrial panorama for decades. We are among the oldest of all commercial enterprises in India, progressing under the leadership of Mr. Sanjay Dalmia, the Chairman, Dalmia Group. Dalmia Biz Education Limited has signed a Memorandum of Understanding with several medical universities in CIS countries that are recognized by World Health Organization and offer 5 years course in Doctor of Medicine (MD) in English language. Under the arrangement, the group will facilitate Indian students to study medicine abroad and prepare them to pass the Indian National Medical Commission exams namely Foreign Medical Graduate Exam (FMGE) / National Exit Test (NExT). Dalmia Biz Education will identify, shortlist and screen the students as per the eligibility criteria and standards of the University. Finally, the most competent student profiles will be forwarded for university program enrolments. Post successful completion of the program, Dalmia Healthcare Limited - a Dalmia group venture into healthcare domain will provide 100% assistance to these professionals for their placements or setting up their healthcare centers in India. Dalmia Biz Education owns and runs education programs all over India. We are planning to acquire schools, colleges, training institutions etc. with the sole aim of transforming education and to make it affordable for all. We are on a mission to bring the change in the overall Education domain by leveraging the power of technology and blending it with the best of both worlds.

CHEMICALS FOR PAPER INDUSTRY



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CEO
Advance Chemicals

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Website: www.advancechemicals.in



Dr. Anubhav Gupta
R&D Head
Advance Chemicals

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Email: advancechemicals11@gmail.com

Website: www.advancechemicals.in

Fields of Activity: Chemicals for Paper Industry

Objectives/ Business Interest: To understand Iranian Pulp & Paper industry and find out importers/distributors of our products to establish mutual beneficial relationship with them

Business Profile: Advance Chemicals is a pioneer in production of Speciality chemicals for paper industry but not limited to this industry. The vast experience in the field of effluent treatment chemicals, binders, sizing/swelling agents, de-foamers etc has brought us to a position where the customers have benefitted not in terms of quality only but our advance has done a lot of import substitution as well. With the challenge thrown to public under Make in India we have been successful to achieve its true sense. The wings may not be crippled and the flight should be long, thus exploring markets of Middle East & West Asia, after having a substantial presence in Indian Subcontinent.

DYE, PHARMA & TEXTILES



Mr. Naitam S. Kapadia
Director
Shidimo Interaux Pvt Ltd



Mobile: +91 - 9879749686

Email: naitam@shidimo.com

Website: www.shidimo.com

Fields of Activity: Manufacturer & Exporter

Objectives/ Business Interest: To study, understand & survey the IRAN market and find importers/dealers/consumers in Textile and Leather Processing sector and establish long-term relations with them.

Business Profile: Founded in the year 1983, Shidimo Interaux Pvt. Ltd. has established itself as one of the leading organizations engaged in the manufacture, and export of a range of Acid Dyes, Acid Milling Dyes, Acid Metal Complex Dyes, Solvent Dyes, Fluorescent Pigments & Detergent Powder. The products are manufactured under the supervision of our professionals making use of quality

ingredients sourced from trusted vendors in the market. Our stringent quality standards have ensured a loyal customer line over the years. Being a customer-centric organization, SIPL aims at providing maximum satisfaction to the customers by offering them quality products. Our team of diligent professionals ensures the delivery of a defect-free range of products within the scheduled time frame. Owing to the ethical business policies and on-time delivery of products, we have been able to spread our wings across the markets of Korea, Taiwan, Japan, Canada, USA, EU, Ghana, Nigeria, Mexico, and Argentina. 60 - 80% of our annual production caters to the international market.

AGRICULTURE & FOOD



Mr. Aamer Farook Valiulla
Partner
Abdullabhai Abdul Kader



Mobile: +91 – 9819850756

Email: marketing@aakexports.com

Fields of Activity: Agricultural Commodities, Natural Gums, Essential Oils

Objectives/ Business Interest: GuarGum Powder [UNICOL], Coffee, Chicory, Sorbitol, Soya Lecithin, Essential Oils

Business Profile: The Foundation of Abdullabhai Abdul Kader Group (AAK Group) was laid in the year 1869. Today we are one of the leading procurers, processors, manufacturers, developers, exporters, and importers of agro-based products like natural gums, oils, vegetable seeds, guar gum seeds, guar gum powder, cereals, spices, dry fruits, and fruit pulps. We are a Government Recognized Export House that imports and exports the most important Indian medicinal herbs, herbal extracts, natural food colors, synthetic food colors, chemicals, and various other products. We initially started our business as “Merchant Exporters” and have constantly poured in our hard work, inspiration, loyalty, and faith for its development. We have learned a lot from our valuable suppliers and buyers with whose coordination and co-operation we have been able to make a good deal in import and export of a wide range of products. Since its inception, the “AAK Group” has been constantly improvising its methods and technologies for producing and marketing the best quality products as a result of which it was honored by a number of associations, achievements, and awards. Since the development of our country after 1950, many small-scale industries were established, which provoked us to explore many different lines of business and simultaneously got opportunities to promote sales of our goods in different parts of the world. This led us to develop ourselves in the fields of Cosmetics, Ceramics, Dyes, Pharmaceuticals, Textiles & Handicraft industries.



Mr. Aditya Bajaj
AVP- Sales and Distribution
Tropilite Foods Pvt Ltd

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Email: adityab@davars.com
Website: www.davars.com

Davars
Adding Value...



Mr. Anand Kumar Radhakrishnan
Sales Head- International Business
Tropilite Foods Pvt Ltd

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Email: anand.kumar@tropilite.com
Website: www.davars.com

Fields of Activity: TFPL is a well-known Indian manufacturer, distributor, and exporter of high-quality products to service the bakery, HORECA, and dairy industries.

Objectives/ Business Interest: The company has always placed importance on innovation and prizes its ability to provide necessary specialized services and products to the food industries across the globe.

Business Profile: Tropilite Foods Pvt Ltd (TFPL) has a well-known reputation in the food processing industry. Established in the year 1982 by the Davars Group, it was formerly known as 'Davar's MP Organics'. The group founder Late Dr.GS Davar was a visionary enthusiast. The same spark kept igniting the minds of his progeny who made a mark in their destined disciplines. The Research & Development division of TFPL is recognized by the Department of Science and Industrial Research (DSIR) under the Ministry of Science and Technology, Govt. of India. The company has in-house R&D laboratories for the development and standardization of food, pharmaceutical, and industrial-grade additives which were essentially imported substitutes of Carrageenans, Pectin, Sodium Alginates, Locust bean gum, and PGA and gum Tragacanth. Our state-of-the-art laboratories are capable of analyzing and investigating the properties of indigenous available hydrocolloids, low cost, high nutrition ingredients, and other food elements. Based on the consistent quality of our products and our unwavering focus on QC and R&D activity, our products have received the best ratings. The company has always placed importance on innovation and thus continues to develop and offer newer and novel products.



Mr. Vijay Jaykumar Takudage
Director
KVG Agrovat Private Limited



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Email: info@kvagrovat.com

Website: www.kvagrovat.com

Fields of Activity: Export & Import of fresh, frozen, canned, fruits vegetables, spices, rice ,sugar

Objectives/ Business Interest: Looking for distributors/ importers for Fresh banana ,coconut, frozen fruits and vegetables etc., Import nuts dates and fruits

Business Profile: From year 2021, KVG AGROVET PVT LTD increased operations of supplying quality fruits and vegetable in the domestic market as well as leading supermarket chain in India. We Export & supply FRESH FRUITS, VEGETABLES, AND PULSES. With our sustainable crop solutions to produce safe and high quality fruits, vegetables and pulses by lowering the residue levels, customized crop protection programs with the help of continuous involvements & monitoring of growers at field level comply with Good agricultural practices. KVG AGROVET PVT LTD Around The World Presently the firm is Exporting to Bangladesh, Nepal, UAE, Italy, Canada, UK, Malaysia, Thailand, Singapore, Netherlands, Germany & Gulf Countries and are eager to expand all over the GLOBE



Mrs. Sushma Kolwankar
Director
Kaushal Food Products



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Website: www.kdsushma.com

Fields of Activity: Fresh Vegetables, Fresh Fruits and Processed Food, Jaggery, Basmati Rice and Non-Basmati Rice, Pulses, Sugar, Banana, Sugar, Kiwi, Apple

Objectives/ Business Interest: Importers, Distributors, Wholesalers, Suppliers, Commission Agent etc.

Business Profile: Kaushal Food Products are established in INDIA and are poised to enhance the presence in any other markets. The company established in 2015 and recorded the export business in 10 countries in just 5 years. The reason of our achievement is 'commitment' and 'dedication.' we always aim for long term relationship that makes a sustainable and cost effective supply chain. Also, our new venture in UAE which is Kaushal Foodstuff Trading LLC is effectively works to promote Indian products in middle east countries.

our current business is running with 10 countries by delivering products from the 60 farmers and 100 ha farm. They grow the best and most beautiful fruit and vegetables for us. And we ensure that their business continues to grow. Fresh Vegetables, Fresh Fruits and Processed Food ,Jaggery, Basmati Rice and Non Basmati Rice, Pulses, Sugar, Banana, Sugar, Kiwi, Apple.



Mr. Niraj Ajit Kotwal
Self Employe
Greenberry Exports



Mobile: +91 – 7770039928

Email: Greenberryexports777@gmail.com

Fields of Activity: GRAPES, BANANA,APPLE

Objectives/ Business Interest: Manufacturer, Distributer

Business Profile: Fresh Fruits (GRAPES, BANANA,APPLE)



Mr. Mahesh Pandurang Asabe
Director
Asabes Agro Nutri Private Limited



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Email: asabesagronutri@gmail.com

Fields of Activity: Export & Import of fresh, frozen, canned, fruits vegetables, spices, rice ,sugar

Objectives/ Business Interest: Fresh banana, coconut, frozen fruits and vegetables etc.

Business Profile: Export & Import of Fresh, Frozen, Canned, Fruits Vegetables, Spices, Rice, Sugar



Mr. Umesh Kumar
Sales Manager
Rasna Private Limited.



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Website: www.rasnainternational.com

Fields of Activity: Instant Drink Powder, Natural Honey, Peanut Butter, Glucose, Honeyvita, Juices & Syrups, Fruit Cordials

Objectives/ Business Interest: Looking for distributors/ importers for branded FMCG products

Business Profile Rasna is a family-owned business. It was established by Mr. Pirozsha Khambatta, the father of Mr. Areez Khambatta and the Grandfather of our CMD – Mr. Piruz Khambatta, three and a half decades ago. So far, in this journey, Rasna has become one of the largest manufacturers of instant drinks. We deliver uncompromised quality offerings at economical rates, and at a fast pace all over the world.



Mr. Ghanshyam Suryawala
BGM
Maharshi Udyog



Mobile: +91 – 9979841818

Email: marketing@maharshi.com

Website: <https://www.maharshi.com/>

Fields of Activity: 1. Sticker labelling machines. 2. Liquid filling line with Electronic / Mechanical /Servo filler. 3. Tablet counting & filling line. 4. I.V. fluid Packaging line (For Flexible Bottles) 5. Shrink warp and shrink sleeve machine

Objectives/ Business Interest: Explore Business in different sectors in Iran

Business Profile: Proven capabilities in design, development & manufacturing of packaging machinery and material for various industries with packaging need. Maharshi is Pioneer in Sticker Labelling Technology & today has highest nos. of installations in India. With positive attitude, continuous R&D technology awarness and ultimately with client's support, Maharshi has kept up the blistering growth rate in excess of 20%, retaining its leadership position to No.1 in India with more than 75% market share. The group is also involved in the manufacturing activity of Sticket 9Self Adhesive) Labels, as a supporting activity, as the most important inputs for labelling machine. The group has expanded the facility for printing unit boxes (cartons), tages, flexible packaging films, etc considering the present market trend in packaging.

DYES & CHEMICALS



Mr. Rakesh Kumar Jain
Director
Sara-Chem (India) Pvt Ltd



Mobile: +91 – 9820071256

Email: rkjainr@hotmail.com

Economic Sector: Chemicals

Objectives/ Business Interest: Yarn Producers/ Manufacturers

Business Profile: Incepted in the year 1989, we are one of the renowned manufacturers, exporters, importers, and traders of quality aerosol products. Our range of products include; specialty products for Synthetic Fiber Industry, Aerosol Tin Cans, Valves, Caps, Aerosol Contract Filling and Trunkey aerosol plant installations & solutions. Being a quality-centric organization, all our products are manufactured under intense quality control criterion with specific focus on process controls, safety, and use of excellent quality raw materials, which are sourced from reliable and audited suppliers. This has ensured that we offer products that have high reliability and operability. We welcome you to our website and invite you to spend your valuable time going through our offering.

MARITIME



Capt. Karanjit Singh Rai
Member, PHDCCI

Director
Three Bees Shipping Pvt Ltd



Mobile: +91 – 9815631301

Email: shipping@3bees.co

Website: www.3bees.co

Fields of Activity: Mariners, Shipping

Objectives/ Business Interest: Mariners with cumulative decades of sea experience established on shore & running this setup from Chandigarh (The City Beautiful) next to International Airport Mohali. We look forward to having a long term business relationship with your Organisation.

Business Profile: We wish to provide one complete solution in terms of single access seamless Maritime solution. Our Organisation established on shore & running this setup from Chandigarh. 3Bees is a young and competitive Organisation with a team of experienced staff available for all essential needs. We are experienced Master Mariners & Chief Engineers with over 90 years of combined sailing experience besides over 14 years of combined shore experience & being at the helm of affairs at 3Bees we understand quite intricately the needs of the Owners / Operators, Managers and the Seafarers. We are primarily into Marine Related Services with Variance & Budgeting being our forte, followed by Manning, Training & Auditing. We are ISO 9001:2015 & RPSL DG Shipping Approved with MLC Compliance.



Mr. Niraj
Senior Secretary – International Affairs
PHD Chamber of Commerce and Industry

Mobile: +91 – 9810107069

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Website: www.phdcci.in



PHD CHAMBER
OF COMMERCE AND INDUSTRY



Mr. Rakesh Sangrai
Senior Secretary
PHD Chamber of Commerce and Industry

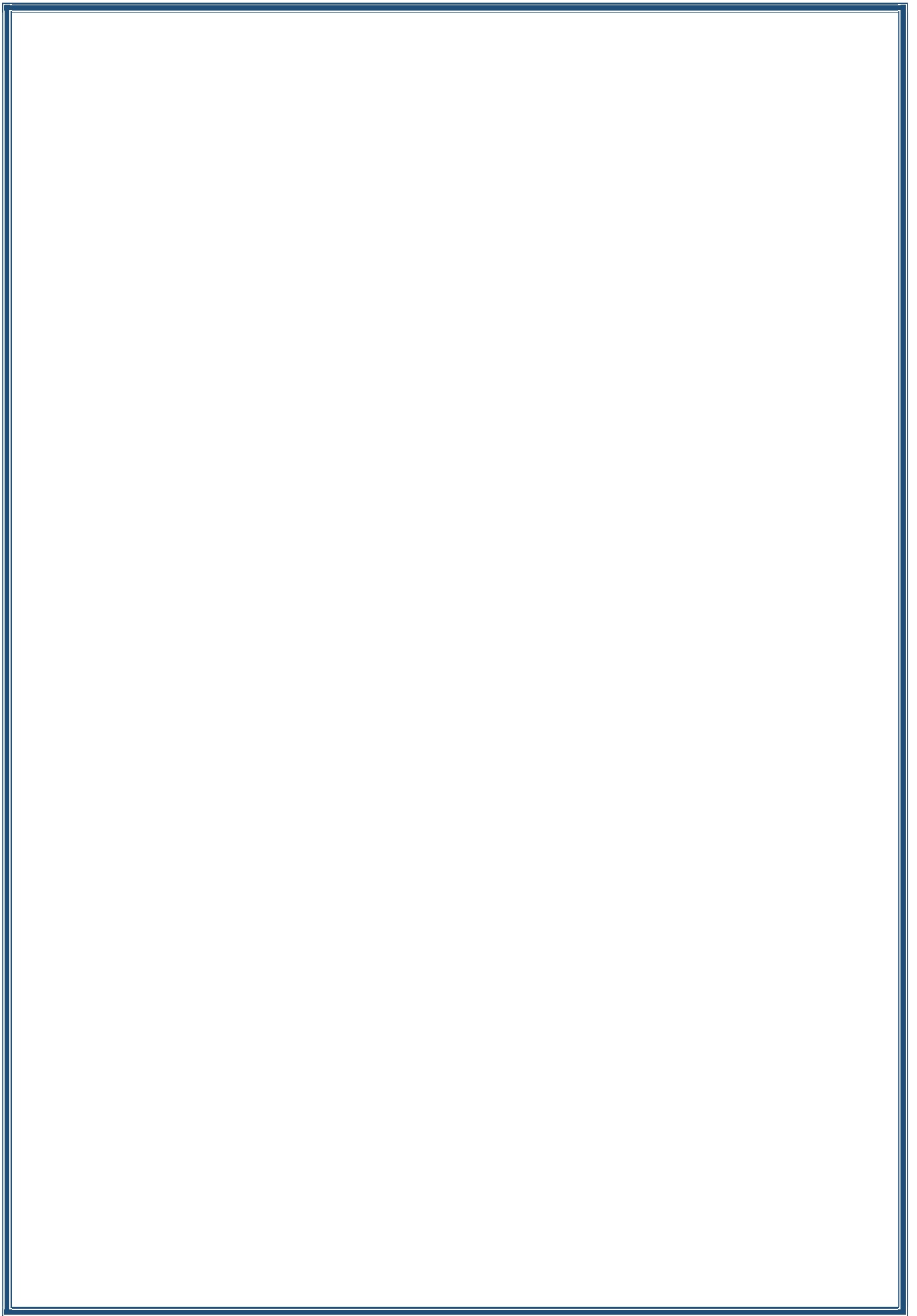
Mobile: +91 – 8285011851

Email: rakesh@phdcci.in

Website: www.phdcci.in

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PHD CHAMBER
OF COMMERCE AND INDUSTRY

About PHDCCI

PHD Chamber of Commerce and Industry (PHDCCI) has been working as a catalyst for the promotion of Indian industry, trade and entrepreneurship for the past 116 years. It is a forward looking, proactive and dynamic PAN-India apex organization. As a partner in progress with industry and government, PHDCCI works at the grass roots level with strong national and international linkages for propelling progress, harmony and integrated development of the Indian economy.

PHDCCI, acting as the “Voice of Industry & Trade” with a large membership base of 1,50,000 direct and indirect members consisting of large, medium and small industries, has forged ahead leveraging its legacy with the industry knowledge across multiple sectors to take Indian Economy to the next level.

At the global level, we have been working with the Embassies and High Commissions in India and overseas to bring in the International Best Practices and Business Opportunities.

“Voice of Industry & Trade”

PHD House, 4/2 Siri Institutional Area, August Kranti Marg, New Delhi - 110 016 (India)

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Connect with us:

