

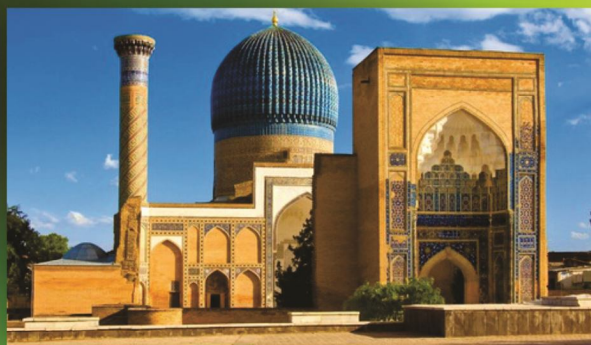


NATIONAL APEX CHAMBER

Business Delegation to Tashkent and Samarkand, Uzbekistan (8-14 April 2019) A Report



**International
Affairs
Committee
for Eurasia**





INTRODUCTION

India-Uzbekistan bilateral trade currently stands at around US\$ 350 million. In order to strengthen the strategic partnership, India and Uzbekistan have set an annual bilateral trade target of US\$1 billion to be achieved by 2020 and agreed to boost connectivity as the two sides recently signed 17 agreements across a range of sectors following delegation-level talks led by Indian Prime Minister Narendra Modi and Uzbekistan President Shavkat Mirziyoyev. India has extended Line of Credit (LoC) worth US\$200 million to Uzbekistan for housing and other social infrastructure projects and US\$800 million of Buyer's Credit from Exim Bank of India.

On the invitation of H.E. Mr Farhod Arziev, Ambassador, Embassy of the Republic of Uzbekistan in India, the Chamber mounted a business delegation to Tashkent and Samarkand, Uzbekistan from 8-14 April 2019 in its endeavour to strengthen the bilateral economic cooperation between India and CIS countries. The delegation comprised of representatives from the Healthcare, ICT and Food Processing sectors and the delegates had meaningful meetings with the following respective agencies in Uzbekistan.

- Indian Embassy in Tashkent
- BMB Trade Group, (an MOU was signed between BMB Trade and PHDCCI)
- Chamber of Commerce and Industry of Uzbekistan
- General Directorate of Health, Tashkent
- UNICON (Ministry of Information Technology)
- Ministry for Development of Information Technologies and Communications of the Republic of Uzbekistan
- National Cancer Center of Uzbekistan
- Ministry of Health of the Republic of Uzbekistan
- Ministry of Healthcare, Government of the State of Samarkand
- Samarkand State Oncology Centre
- ZARMED medical Centre

Members of the delegation were:

- Mr. Ajay Kumar Gupta, Managing Director, Kamtech Associates Pvt Ltd.
- Mr. Naveen Kumar Sharma, Director, Neerja Softwares Pvt. Ltd
- Mr. Amar Matlani, AVP - Business Development , Shalby Academy
- Dr. Amish Vora, Director, HOPE Oncology
- Mr. Aditya Talwar, Co-Founder, HOPE Oncology
- Mr. Niraj, Secretary – International Affairs, PHDCCI



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

DISCUSSION AND TAKEAWAYS

1. Meeting with Mr. Pramod Kumar Agarwal, Head of Chancery, Embassy of India in Tashkent



The delegation called on the Indian Embassy in Tashkent and met Mr. Pramod Kumar Agrawal, Head of Chancery and apprised him about their respective business interests. Mr Agrawal informed about the visit of Prime Minister Narendra Modi to Tashkent to attend Summit Meeting of the Shanghai Cooperation Organisation (SCO) during which India signed Memorandum of Obligations for obtaining status of the Member State of the SCO. The then Minister of State for External Affairs Shri M.J. Akbar visited Uzbekistan in November 2017 as special envoy of the Prime Minister to express condolences and pay respects at the grave of President Islam Karimov in Samarkand. In June 2017 India became a member of the Shanghai Cooperation Organisation, of which Uzbekistan is a founding member. The Regional Anti-Terrorist Structure of the Shanghai Cooperation Organisation (SCO-RATS) is headquartered in Tashkent. On 15 June 2017, the flag of India was raised at the SCO-RATS Headquarters in Tashkent. India has been actively participating in SCO and SCO-RATS events in Uzbekistan and other SCO countries.



Mr. Agrawal also apprised the delegation about the high level multi-sectoral delegation led by Mr. Abdulaziz Kamilov, Minister of Foreign Affairs of Uzbekistan visit to India in 2017 during which twenty-two contracts, worth more than US\$80 million, and 20 investment agreements, worth over US\$70 million, were signed.

Mr. Agrawal highlighted the various opportunities available specifically in the field of Agriculture & Food Processing, Healthcare & Pharmaceuticals and Information Technology. He updated the delegation about the Indian investments in the country and offered to provide assistance to Indian companies in linking with the relevant agencies in the region.

2. Meeting with BMB Trade Group



B2B meetings were organised for the PHDCCI Delegation with the members of BMB Trade Group led by Mr Bekzod Mamatkulov, Chairman of the Supervisory Board. BMB Trade Group employs a team of experts with diverse business backgrounds and knowledge in various fields of economy. Three subsidiaries (BMB Agro Trade, BMB Logistics and BMB Zomin Agro) and three joint ventures (Silverleaf BMB Agro Trade Group, BMB AZ Modern Engineering and Scientific and Production Center for the Development of Tea Production) have been established to realize the set of projects of the company.

BMB Trade Group and PHDCCI also signed an MOU on the occasion to promote and strengthen trade and economic relations of both the countries by focussing on SMEs and Skill Development.



3. Meeting with Chamber of Commerce and Industry of Uzbekistan



The PHDCCI delegation met the members of Chamber of Commerce and Industry of Uzbekistan. Mr. Oleg Rijichenko, Head of Investment Attraction and Innovation Development Department led the delegation on behalf of the Chamber of Commerce and Industry of Uzbekistan and agreed to revive the MOU that was signed between the two organisations on 28 October 2010.

4. Meeting with General Directorate of Health in Tashkent

The PHDCCI delegation met Mr. Ulugbek A Egamberdiev, Head of Department and Mr. Botirbek A Isabekov, Deputy Head, General Directorate of Health in Tashkent. They discussed and deliberated on the need of Super Speciality Hospitals, specialised training program for doctors, exchange programs for conducting CMEs and OPDs.





5. Meeting with UNICON

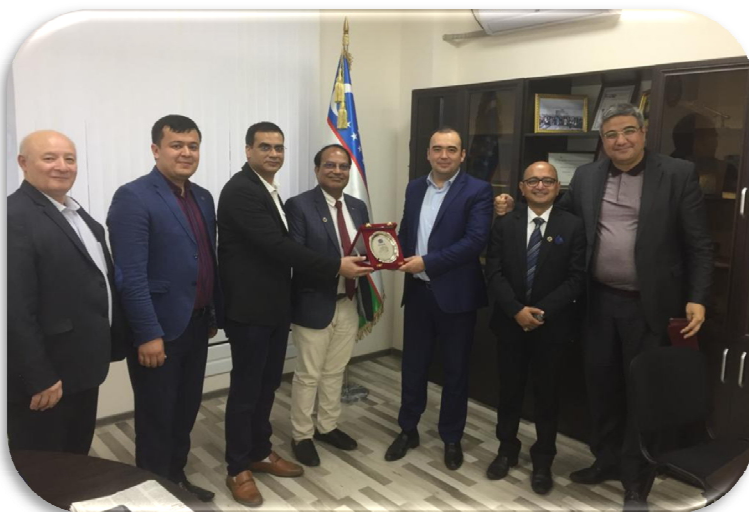


The PHDCCI delegation met Mr. Aziz Mukhitdinov, First Deputy Director, UNICON, an Information Technology Agency under the Ministry of Information Technology of Government of Uzbekistan. The agency is responsible for standardisation and regulations of ICT in Uzbekistan as well as Certification of Information Instruments (Software and Hardware). The Indian industry expressed their

interest in connecting the advance technology available in India with the pool of resources in Uzbekistan.

6. Meeting with Ministry for Development of Information Technologies and Communications of the Republic of Uzbekistan

The PHDCCI delegation met Mr Nodir Tursunov, Chief of IT, Ministry for Development of Information Technologies and Communications of the Republic of Uzbekistan. The agency is responsible for expansion of ICT technologies in Uzbekistan and has been mandated by the President to bring investment in ICT which will channelise the development of



Smart Cities, IT Centres in 14 locations of the country, Healthcare, High Speed Internet through Optical Fibres in Schools and Educational Institutes for free and other important sectors. The delegates informed about the various projects related to ICT in India and how they can be replicated in Uzbekistan at state and national level.



7. Dinner hosted by Embassy of India in Tashkent



The Embassy of India in Tashkent hosted networking dinner for the Indian delegation before the departure to India.

The delegation had a number of B2B meetings with their counterparts during the 4 days visit to Uzbekistan. There

are a number of opportunities for the Indian industry into ICT, Healthcare & Pharmaceuticals, Agriculture & Food Processing and Smart Cities in Uzbekistan.

8. Meeting with National Cancer Center of Uzbekistan

PHDCCI continued its delegation with the presence of Mr. Aditya Talwar, Co-Founder and Dr. Amish Vora, Director, HOPE Oncology in Tashkent. The delegation met Dr. Yusupbekov

Abrorbek Akhmedjanovich, Vice Director, National Cancer Center of Uzbekistan and visited the various facilities of the Center.

The delegation discussed and deliberated on the gap areas in

diagnosis technology present in Uzbekistan and the state of art technology present in India and ways to upgrade the existing facilities.





9. Meeting with H.E. Mr. Vinod Kumar, Ambassador, Embassy of India in Tashkent



Mr. Sanjay Aggarwal, Vice President, PHDCCI called on H.E Mr. Vinod Kumar, Ambassador, Embassy of India in Tashkent and apprised him about the activities of the Chamber and its commitment to strengthen the ties between the two countries, especially with regard to Healthcare, Pharmaceuticals, ICT and Agriculture sector. The Ambassador apprised about the Indian investment in Uzbekistan and the immense opportunities available for the Indian Business Houses.

10. Meeting with Ministry of Health

The PHDCCI delegation called on First Deputy Minister, Dr. Yusupaliyev Baxodir Kaxramonovich, Ministry of Health of the Republic of Uzbekistan and informed him about the existing state of art technology in Oncology in India and how the technology can be replicated in Uzbekistan within the framework of the MOUs signed between the two countries with regard to the healthcare sector.





11. Meeting with Ministry of Healthcare, Government of the State of Samarkand



The PHDCCI delegation called on Hon'ble Mr. Bahromov Adham Obsullaevich, Deputy Minister, Ministry of Healthcare, Government of the State of Samarkand and discussed ways to implement the best practices of the Indian Healthcare Sector in Samarkand. The Hon'ble Deputy Minister assured the delegation of all the possible assistance in upgrading their existing Oncological Infrastructure.



12. Meeting with Samarkand State Oncology Centre



The delegation called on Mr Juraev Mirjalol Dehkanovich, Professor of Medical Science, Samarkand State Oncology Centre and visited the various facilities of the Centre. They interacted with the Heads of Department including the patients.



13. Meeting with ZARMED Medical Center



The delegation visited ZARMED Medical Center, one of the Top Private Hospital in Samarkand and met Mr Shukurlaev Dilshod Dalerovich, CEO and his wife. They were shown the state of the art facilities of the centre and invited the delegation on possible collaboration to upgrade the centre with the latest technology available in India. They are also keen in setting up International Education Institutes in Samarkand in collaboration with Indian Institutes.



DELEGATES' PROFILE

Members of the Delegation and their Profile



Mr. Ajay Kumar Gupta
Managing Director
Kamtech Associates Pvt Ltd.
Phone: +91 141 2607931
Mobile: +91 9414046876
Email: md@kamtech.in

Business Interest: Export of Frozen Agro, Horticulture produce, Parboil Rice and Global Consultants for ICT & ITES, Training and Skill Development, Start-up Incubation and others

Company Profile: Kamtech has significant capabilities in developing best-in-class strategy and business solutions in different domains. Since inception, it has grown to become a leading consultancy company working across industry and business domains operating in emerging and mature economies like Africa, Europe, Middle East and Asia. The company has developed key expertise in Turnkey Industrial Project Consultancy, Management Systems and Best Practices, International Markets, Technology and Investment Advisory, Outsourcing, Compliance Value Creation, IT Support and Solutions.



Mr. Amar Matlani
AVP – Business Development
Shalby Academy
Phone: +91 79 40203000
Mobile: +91 9512036051
Email: avp.bd@shalby.org
Business Interest: Healthcare

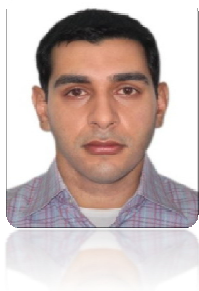
Company Profile: Shalby Hospitals (Shalby Limited), established by Dr. Vikram I. Shah in 1994 in Ahmedabad, Gujarat, operates a chain of multispecialty hospitals across India, holding an aggregate bed capacity of over 2000 hospital beds. Shalby's recognition as a multispecialty tertiary hospital chain in the Indian healthcare industry was envisioned by its founder Dr. Vikram Shah – CMD, who has been felicitated by Ethicon India for the development of the 'OS Needle'.



Mr. Naveen Kumar Sharma
Director
Neerja Softwares Pvt. Ltd.
Mobile: +91 9929990001
Email: info@neerjasoftwares.com

Business Interest: Information and Communication Technology

Company Profile: Neerja Softwares is an Indian company contributing through offshore clients, managing web technology and services as an IT solution provider. Its focus is to establish business value to our clientele through cutting edge technology, regular innovation packed research with the cost effective approach. Its testimonials are on a wide spectrum in the facets of national and international standards in terms of quality and output.



Mr. Aditya Talwar
Co-Founder & CEO
HOPE Oncology
Phone: +91-11-4342-0000
Mobile: +91-9643467148
Email: aditya.talwar@hopeonco.com

Business Interest: Healthcare

Company Profile: The H.O.P.E. Oncology Clinic, located in the heart of New Delhi, provides personalized cancer care. The clinic is primarily a day care centre for patients to undergo chemotherapy, immunotherapy & targeted therapy. But what sets it apart is how they approach the treatment of cancer as a completely holistic experience. They at H.O.P.E. realize that cancer is a disease that should be treated in an atmosphere of warmth and support for maximal chances of beating it. Combining the most advanced technology in cancer treatment with peerless care, the H.O.P.E. Oncology Clinic promises to be along your side at every juncture to help you grapple with this illness.



Dr. Amish Vora
Co-Founder & Director
HOPE Oncology
Phone: +91-11-4342-0000
Mobile: +91-9643467148
Email: aditya.talwar@hopeonco.com

Business Interest: Healthcare

Company Profile: The H.O.P.E. Oncology Clinic, located in the heart of New Delhi, provides personalized cancer care. The clinic is primarily a day care centre for patients to undergo chemotherapy, immunotherapy & targeted therapy. But what sets it apart is how they approach the treatment of cancer as a completely holistic experience. They at H.O.P.E. realize that cancer is a disease that should be treated in an atmosphere of warmth and support for maximal chances of beating it. Combining the most advanced technology in cancer treatment with peerless care, the H.O.P.E. Oncology Clinic promises to be along your side at every juncture to help you grapple with this illness.

Secretariat Member of the Delegation



Mr. Niraj
Secretary – International Affairs
PHD Chamber of Commerce and Industry
Phone: +91 11 49545454
Mobile: +91 9810107069
Email: niraj@phdcci.in

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.

*Report compiled
by
International
Affairs
Committee
for Eurasia*



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 the following thrust areas:

- Economic & Business Policy Advocacy
- Industry
- Infrastructure
- Housing
- Health
- Education & Skill Development
- Agriculture & Agri-business
- ICT
- International Trade

PHD Chamber of Commerce and Industry

PHD House, 4/2, Siri Institutional Area, August Kranti Marg, New Delhi - 110016

Tel.: +91 11 26863801-04, 49545454

Fax: +91 11 26855450 Website: www.phdcci.in