



**Embassy of India**  
France & Principality of Monaco



**Embassy of India**  
Prague, Czech Republic



# **BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC**

**21- 22 September 2024 | Marseille, France**

**23 - 24 September 2024 | Paris, France**

**25 - 27 September 2024 | Prague, Czech Republic**

**A Report**

*by*

***International Affairs***

***Committee for Europe & CIS, PHDCCI***





## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### MESSAGE



**Mr. Sanjeev Agarwal**  
*President, PHDCCI*

India maintains strong and dynamic bilateral relationship with both France and Czech Republic the two key European partners. France is a major source of Foreign Direct Investment (FDI) in India, with over 1,000 French companies operating in the country, contributing to a cumulative FDI of US\$ 10 billion making France the 11th largest foreign investor in India. Bilateral trade between the two nations is thriving, with the total trade amounting to over US\$ 3.0 billion for the fiscal year 2023-24. Similarly, India's relationship with the Czech Republic is marked by robust cooperation across economic, defense, and cultural sectors. The Czech Republic has emerged as a significant partner in Central Europe, with nearly 7% of its investments outside Europe (US\$100 million) in India. More than 30 Czech companies are actively investing in the country, contributing to a total bilateral trade of US\$ 424 million for the fiscal year 2023-24.

Shared democratic values and mutual interests in regional stability further solidify India's relationships with both France and the Czech Republic, underscoring the importance of these partnerships in the broader European context.

I am confident that each delegate gained valuable insights for business expansion in France and Czech Republic. We extend our gratitude to the Embassy of India in France and Czech Republic, as well as to Mr. Amit Pathare, Vice President, CCIFI; Mr. Baptiste Tholoniati, Project Officer – South Asia & Oceania, MEDEF International, Ms. Gabreila Bauerova, Director of Foreign Activities and Investment, CzechInvest, Mr. Lukas Martin, Director – International Relations Department, Confederation of Industries of the Czech Republic, Mr. Richard Hlavaty, Director, Non-European Countries Department, Ministry of Industry and Trade of the Czech Republic, Mr. Jiri Kus, Chairman, Czech Nanotechnology Industries Association, Mr. Ondrek Base and Mr. Tomas Svanoda, Export Consultants, CzechTrade for their support and contributions. This report incorporates the deliberations that took place during each of the meetings 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

(Sanjeev Agrawal)



## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### MESSAGE



**Dr Ranjeet Mehta**  
*Secretary General & CEO*

PHDCCI has been actively promoting cooperation between India and Europe through various initiatives, including organizing interactions and meetings to foster bilateral ties. Over the years, PHDCCI has led high-level business delegations to several European countries, including Turkey, Malta, Romania, Bulgaria and Czech Republic. Building on this experience, and with the support of the Indian Embassy in France and Czech Republic, PHDCCI recently organized a strategically important Business Delegation of Indian companies to France & Czech Republic.

This report highlights the trends in the overall business landscape of India, France, and Czech Republic, and explores the untapped opportunities for enhanced bilateral cooperation between these regions. It is my privilege to present this report to our esteemed readers. PHDCCI has consistently played a catalytic role in the development of India and has been actively involved in promoting international trade and cooperation. Through our International Affairs and Trade Fairs Division, we collaborate closely with missions and trade development bodies worldwide. We regularly sponsor outbound delegations and host visiting delegations from abroad, fostering global business connections. The Chamber has established over 163 MOUs with foreign chambers of commerce and like-minded organizations, facilitating the two-way flow of information on business opportunities and promoting trade and economic cooperation. I hope that this report serves as a valuable and informative guide for Indian businessmen, policymakers, researchers, and other stakeholders, shedding light on the trade and investment landscape between India and Europe and the significant economic potential that exists between these regions.

India shares strong and multifaceted relationships with both France and the Czech Republic, characterized by robust political dialogue, economic cooperation, and cultural exchanges. With France, India enjoys a strategic partnership that encompasses defence collaboration, trade, and investment, with France being one of India's key allies in Europe. Bilateral trade has witnessed significant growth, particularly in sectors such as aerospace, nuclear energy, and information technology. In contrast, India's relationship with the Czech Republic has deepened in recent years, focusing on enhancing trade ties, especially in machinery, automotive, and pharmaceuticals. Both nations have engaged in various cooperative initiatives, fostering people-to-people connections and promoting cultural understanding through educational exchanges and tourism. The bilateral relations between India and both France and Czech Republic reflect a commitment to mutual growth and collaboration on global challenges.





## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### COUNTRY FACTSHEETS - FRANCE

**Capital** – Paris

**Official Languages** - French (official) 100%, declining regional dialects and languages (Provençal, Breton, Alsatian, Corsican, Catalan, Basque, Flemish, Occitan, Picard)

**Area: total:** 643,801 sq km; 551,500 sq km (metropolitan France)

**land:** 640,427 sq km ; 549,970 sq km (metropolitan France)

**water:** 3,374 sq km ; 1,530 sq km (metropolitan France)

**note:** the first numbers include the overseas regions of French Guiana, Guadeloupe, Martinique, Mayotte, and Reunion

**Population:** 68,374,591 (2024 est.)

**GDP-Per-Capita (PPP):** \$3.764 trillion (2023 est.)

**GDP- Composition by sector: agriculture:** 1.7% (2017 est.)

**industry:** 19.5% (2017 est.)

**services:** 78.8% (2017 est.)

**Agriculture Products:** wheat, sugar beets, milk, barley, maize, potatoes, grapes, rapeseed, pork, sunflower seeds (2022)

**Industries:** machinery, chemicals, automobiles, metallurgy, aircraft, electronics, textiles, food processing, tourism

**Exchange rates:** Euros (EUR) per US dollar- 0.925 (2023 est.)

**Export:** \$1.052 trillion (2023 est.)

**Export Commodities:** aircraft, packaged medicine, cars, natural gas, vehicle parts/accessories (2022)

**Export Partners:** Germany 13%, Italy 9%, US 8%, Belgium 8%, Spain 8% (2022)

**Imports:** \$1.099 trillion (2023 est.)

**Import Commodities:** natural gas, cars, refined petroleum, crude petroleum, garments (2022)

**Import Partners:** Germany 15%, Belgium 9%, Spain 8%, Italy 8%, Netherlands 8% (2022)



## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### India – France Trade Investment

*Values in US\$ millions*

S.No.	\Year	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
1	<b>EXPORT</b>	5,097.81	4,782.18	6,640.91	7,610.06	7,141.09
2	%Growth		-6.19	38.87	14.59	-6.16
3	India's Total Export	3,13,361.04	2,91,808.48	4,22,004.40	4,51,070.00	4,37,072.03
4	%Growth		-6.88	44.62	6.89	-3.1
5	%Share	1.63	1.64	1.57	1.69	1.63
6	<b>IMPORT</b>	6,168.82	4,343.22	5,782.10	6,201.05	7,971.16
7	%Growth		-29.59	33.13	7.25	28.55
8	India's Total Import	4,74,709.28	3,94,435.88	6,13,052.05	7,15,968.90	6,78,214.77
9	%Growth		-16.91	55.43	16.79	-5.27
10	%Share	1.3	1.1	0.94	0.87	1.18
11	<b>TOTAL TRADE</b>	11,266.63	9,125.40	12,423.01	13,811.11	15,112.25
12	%Growth		-19.01	36.14	11.17	9.42
13	India's Total Trade	7,88,070.32	6,86,244.36	10,35,056.45	11,67,038.89	11,15,286.81
14	%Growth		-12.92	50.83	12.75	-4.43
15	%Share	1.43	1.33	1.2	1.18	1.36
16	<b>TRADE BALANCE</b>	-1,071.00	438.96	858.81	1,409.01	-830.07
17	India's Trade Balance	-1,61,348.24	-1,02,627.40	-1,91,047.65	-2,64,898.90	-2,41,142.74

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



## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### INTRODUCTION



**The economic and commercial relations are an important component of India's bilateral relations with France.** The economic relationship has been broadened over the years because of various factors including economic reforms process in India, thirteen Prime Ministerial visits from India to France in the period 1992-2023, the visit of our President to France in 2000, the visit of the French Prime Minister to India in 2003, nine visits of the French President to India in the period 1998-2024, and the growing French interest in establishing its presence in Indo-Pacific markets including in India. The series of high-level visits in the commercial and economic field reflects the growing interest of both the governments in expanding trade between the two countries. France considers India an important market for its products and is looking to increase the number of joint ventures and encouraging investments in and from India. Both countries are also moving to jointly develop technologies and integrate existing technologies. The process of enabling Unified Payment Interface is ongoing. Several Indian companies have opened their innovation centers in France for joint technology development including Tata Technology and L&T Tech Service. French technologies especially in renewables, sustainable manufacturing and urban infrastructure development are being integrated in India.

PHDCCI, in its constant endeavor to strengthen India's bilateral trade and investment cooperation between India and France with the aim to further business linkages in the region mounted a High Level Business Delegation to Marseille and Paris in France from 22 – 25 September 2024.



## BUSINESS DELEGATION TO **FRANCE & CZECH REPUBLIC**

The delegation comprised of the following members representing **IT & ICT, Gems & Jewellery, Handicraft, Education & Skill Development and Forex & Capital Markets:**

1. Mr. Shyam Poddar, Managing Director, Forex Capital Services Pvt Ltd
2. Dr. Ranjeet Mehta, CEO & Secretary General, PHDCCI
3. Ms. Arisha Rastogi, President, Adhyayan Craftsmanship
4. Mr. Pranshu Kumar, Secretary, R S Educational Society
5. Ms. Manpreet Kaur, Chief Executive Officer, Skyway Technologies
6. Ms. Anterpreet, Chief Technology Officer, Skyway Technologies
7. Mr. Manpreet Singh, Digital Project Manager, Skyway Technologies
8. Mr. Pawan Kumar, Web Developer, Easyway Technologies
9. Mr. Jaswinder Singh, Senior Project Manager, Easyway Technologies
10. Mr. Rohit Jain, Owner, Jain Jewellers
11. Mr. Niraj, Director - International Affairs, PHDCCI
12. Mr. Abhishek Banwara, Senior Secretary – International Affairs, PHDCCI





## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### Visit to the India Pavilion at the Foire Internationale de Marseille, France



The Trade Fairs & Exhibition division of PHDCCI organized the India Pavilion with the support of Ministry of Commerce & Industry in the Foire Internationale de Marseille, France from 20-30 September 2024. There were 25 Indian exhibitors who showcased finest Indian Handicrafts & Lifestyle products, Jewellery & Gemstones, Decorative items, Gifts items, Leather goods, Kitchenware, Herbal Beauty products, Furniture & Furnishings, Textiles, Home décor, Souvenirs, Fashion accessories and Handmade crafts. The PHDCCI India Pavilion was formally inaugurated by Ms. Sadaf Chaudhary, Consul, Consulate General of India in Marseille, France in the presence of Dr. Ranjeet Mehta, CEO & SG, PHDCCI along with members of the PHDCCI business delegation. The delegation visited and interacted with all Indian exhibitors and other country pavilions at the venue. The pavilion's vibrant colors, intricate designs, and high-quality products have captivated the audience, leading to large crowds and brisk business.



## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC



**Ms. Sadaf Chaudhary**, welcomed the PHDCCI delegation and expressed her pleasure to visit the Indian Pavilion. She informed that Marseille is positioned on the route of the new India-Middle East-Europe Corridor (IMEC) economic corridor that was presented by Indian Prime Minister Narendra Modi at the G20 meetings in September 2023. This strategic location on the new trade corridor is an added benefit for Indian companies that are either already established

in Provence or are considering making an investment in the territory. Provence and India have a long history of trade and friendship that dates back to the 16th century when Marseille was the gateway to Europe for the Indian textile industry. Today, the partnership extends far beyond the textile sector with far-reaching collaborations in research and development, digital technologies, teaching, and industrial activities. Supported by the €54-billion France 2030 public investment program, France has launched several gigafactory projects that are likely to interest Indian industrial firms and investors. The Port of Marseille is one of the French locations that will receive the most investment under this program, and the port zone will undergo a profound transformation in the coming years as it hosts ambitious projects in the fields of solar energy, biofuels, offshore wind power, and green hydrogen. On-site manufacturers are already adapting their processes to increase their resilience and significantly reduce greenhouse gas emissions. Meanwhile, green energy initiatives in Aix-Marseille are driving a large-scale energy transition. Investments of around €11 billion are planned for the port area, which will create 15 000 jobs. This situation represents a unique opportunity for Indian investors. International companies such as the shipping giant CMA CGM and the aeronautics leader Airbus Helicopters are already using their headquarters in Marseille-Provence as a base for global success and growth. Similarly, renowned Indian companies such as Electrosteel, a specialist in iron castings, and Infosys, a global leader in IT services, are examples of how Indian companies are flourishing in Aix-Marseille. Electrosteel, which first established operations in Arles in 1955, is currently investing in the expansion of its site, while Infosys is celebrating the 5th anniversary of the opening of its Digital Center of Excellence in Marseille. Cooperation between India and France is equally important in the scientific field. India is a partner in ITER, the Provence-based project that is bringing together more than 30 countries to demonstrate the industrial viability of nuclear fusion as a green energy source. The Indian industrial giant Larsen & Toubro is a significant contributor to ITER, having manufactured one of the main components of the cryostat, which is part of the largest stainless-steel vacuum vessel ever built. Through partnerships with higher education institutions in Provence, Indian students are also taking part in international studies and thus benefiting from new perspectives and opportunities. These types of mutually enriching educational exchanges prepare students for international careers. Increasing the number of Indian students in France from 7000 to 30000 is a vital element of the new roadmap defined between France and India, which establishes guidelines until 2047, the centenary of India's independence. If Indian companies, particularly those currently operating in the United Kingdom, are looking for a base in Europe with prime access to African markets, Aix-Marseille is the ideal location. The territory attracts both students and innovative initiatives from the African continent. Every year, the Emerging Valley tech conference brings together entrepreneurs and start-ups from Africa and Europe, giving them the opportunity to exchange ideas and present their innovations in the fields of digital technology, sustainable development, and tech for good.





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**Ms. Laetitia LENQUETTE, General Manager, SAFIM** met Dr. Mehta and the delegates and informed about the activities of SAFIM as a key player in Marseille and has been hosting and organising events for over a century. It has managed the Marseille Exhibition and Convention Centre since 1906 and has acquired know-how and expertise in every area of event organisation. SAFIM has organised the Foire Internationale de Marseille since the first trade fair and the Colonial Exhibition in 1906, and also organises other exhibitions for professionals and the general public.



**Dr. Ranjeet Mehta**, thanked Ms. Sadaf Chaudhary for inaugurating the India Pavilion and informed her that it is the third consecutive year that PHDCCI is participating in the event. He apprised about the various activities of PHDCCI in especially in the international arena to assist in the overall growth of the Indian industry and participation of the Indian companies in a large platform as the Foire Internationale de Marseille is of significant help. He assured her of a larger participation of the members in the next edition of the event and also mounting sector specific Business Delegation the province.

### Meeting with Mr. Naveen Kumar, Head of Chancery & Counsellor (Economic and Commercial), Embassy of India



The Delegation travelled to Paris after a successful visit to the Foire Internationale de Marseille. The PHDCCI delegation called on **Mr. Naveen Kumar, Head of Chancery & Counsellor (Economic and Commercial), Embassy of India** on 23<sup>rd</sup> September 2024 at the Embassy of India.



## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC



**Mr. Naveen Kumar** while welcoming the delegation from PHDCCI to the Embassy highlighted that India and France have a deep rooted & historic friendship and India was the first country to have established a strategic partnership with France in the Asian continent. He appreciated the participation of the members of PHDCCI at the Foire Internationale de Marseille and also highlighted the important of Marseille for the Indian industry in future. He informed that due to existing trade war between USA and China, France is considering India as an alternate of China as it is very vocal in terms of Anti-Dumping. The strategic relation between India and France The strategic partnership between India and France launched in 1998, is a multifaceted relationship that covers many areas of cooperation, including defense, space, civil nuclear energy, and security. French companies have many chances for business expansion in the Indian market due to the long-lasting relationship between France and India, which is marked by historical links as well as enhanced diplomatic, economic, and cultural collaboration.

A growing economy, youthful population, and fast urbanization in India make it an ideal place for industries like fashion, technology, automotive, renewable energy, and infrastructure to flourish. Campaigns like “Make in India” further support these goals by encouraging manufacturing and job development. Both sides’ significant investments and amounts of bilateral commerce demonstrate their shared interest in developing business relations. In addition, deeper interaction is facilitated by cultural exchange programs and the presence of French cultural institutions, creating an environment that is favorable to corporate expansion and cooperation. Overall, French businesses can strategically position themselves to capitalize on expanding economic synergies, strategic partnerships, and shared heritage.

France has emerged as a major source of FDI for India with more than 1,000 French establishments already present in India. France is the 11<sup>th</sup> largest foreign investor in India with a cumulative investment of USD 10.94 billion from April 2000 to March 2024 which represents 1.61% of the total FDI inflows into India according to data provided by the Department for Promotion of Industry and Internal Trade (DPIIT). Most big French groups have their subsidiaries in India. There are also a few joint ventures and liaison offices of French companies in India. 39 of the 40 CAC 40 (French Stock Market Index) companies are present in India. Around 50-70 SMEs are also present in India essentially in the mechanical and pharma-chemical sectors. French companies are present in a wide range of sectors: services (BNP Paribas, Capgemini, Havas, Sodexo); pharmaceutical-chemical (Arkema, L’Oréal Paris, Sanofi, Total Energies); aerospace (Airbus, Dassault, Eurocopter, Safran, Thales); agro-food (Bongrain, Lactalis, Lesaffre, Pernod Ricard); electronics (Crouzet, Oberthur, Safran, STMicroelectronics, Thales); construction mechanics (Alstom, Cermex, Legris Group, Poclain, Sidel); electrical components (Hager, Legrand, Schneider Electric); automobile (Faurecia, Michelin, Plastic Omnium, Renault, Valeo).

He further added that France would like to host 30,000 Indian students in France in the coming year, as one of the most important objectives for the European country is to develop people-to-people exchanges, in this bilateral relationship. Mr. Kumar concluded by assuring the full support of the Indian Embassy to Indian business community is furthering their business linkages in the country.





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**Dr. Ranjeet Mehta, CEO & Secretary General, PHDCCI**, while thanking the Embassy of India for sparing the time for the meeting highlighted the various initiatives of PHDCCI in the European region and specifically with France. He also sought the support of the Embassy of India in sensitizing the French Business community about the upcoming PHDCCI International Week to be held in March 2024 to set up a French pavilion in the Expo.



**Mr. Shyam Poddar, Member, Managing Committee, PHDCCI**, highlighted about the various opportunities that were present in the forex and capital markets sector between India and France. India emerged as the FDI powerhouse and secured the third-highest investment for the greenfield projects. The total amount of FDI inflows received during the last ten years (April 2014-June 2024) was US\$ 725.96 billion. This FDI has come from more than 170 countries that have invested across 33 UTs and States and 63 sectors in the country.

### Meeting with Chambre de Commerce et d'Industrie Franco Indienne (CCIFI)



The PHDCCI Business Delegation to France & Czech Republic called on **Chambre de Commerce et d'Industrie Franco Indienne (CCIFI)**, Paris on 23<sup>rd</sup> September 2024.



**Mr. Amit Pathare, Vice President, CCIFI**, while welcoming the delegates from PHDCCI highlighted that CCIFI in its 40 years of existence was committed towards the furtherance of the bilateral business cooperation between both the nations. CCIFI was created in 1983 by Francis Dore, Academic, Diplomat, Lawyer, former General Commissioner for l'Année de la France en Inde, as "association économique franco-indienne", and it became Chamber of Commerce and Industry France India when it was recognized by the French Government as a Chamber of Commerce and Industry operating in France with a decree signed on July 27th, 1987, by the Ministry of Finance. CCIFI is a non-profit



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association, member-driven dedicated to serving the needs of the French and Indian business communities in France and India. CCIFI aims to contribute to the bilateral relations between France and India, providing our advice in helping to fully realize their potential, and foster strong, sustainable, and substantive development. We look forward to gathering more members to be able to learn from their knowledge, understanding and experience and incorporating it in our activities. The revival of the Chamber will keep its heritage and will attract more partnerships with French and Indian companies. There is impetus for lots of Indian investments coming from France. France is the only country with which India has a strategic partnership for the last 25 years, and vice versa. India is practically the only Asian country with which France has a very deep connection, not only at the business level but also at the interpersonal level. There is an increased interest for India in each country of Europe as after Brexit, Britain is no longer part of Europe. India is also looking for a trustworthy partner in Europe to facilitate businesses in Europe so France is actively pitching itself as that kind of a partner. As for the education sector, everyone in the past preferred to go to the US, UK, Australia and so on. It is increasingly getting expensive and also a students are facing a lot more difficult to go to these countries. These voids is being filled by countries like France and Germany. In France there are about 10,000 Indian students which the government wants to increase to 30,000. So over the last few years when CCIFUI started, there is a value in having a cohort which actively champions India and creates, the linkage, both a business linkage and an interpersonal linkage between France and India. The Indian Embassy is extremely dynamic and proactive and the way they support Indian businesses in their reach, in the engagement with French businesses is great. Franco-indian Chamber of Commerce is one of those organizations that actively make effort to champion the cause of Indian businesses coming to France or French businesses coming to India. It organizes seminars in specific areas of expertise, facilitate engagements, webinars and web based conferences.

He invited PHDCCI and its members to actively participate in the activities of CCIFI. He also invited the members of PHDCCI to seek the support of CCIFI in finding local counterparts for their business interest in France.

**Mr. Himanshu Dixit, Marketing Manager, CCIFI**, highlighted the importance of various events and activities organized by CCIFI. He also highlighted about the probabilities of a business delegation visiting from CCIFI in the month of November this year.

**Dr. Ranjeet Mehta, CEO & Secretary General, PHDCCI** while discussing the scope of activities that could be undertaken between both the organisations encouraged the members of CCIFI to actively participate in the PHDCCI 3<sup>rd</sup> International Week 2025 scheduled from 3-7 March 2025 at Greater Noida Expo Centre. He also discussed the various opportunities of trade and investment that existed between India and France.



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### Meeting with MEDEF International



The PHDCCI Business Delegation to France met officials of MEDEF International led by **Mr. Baptiste Tholoniati**, Project Officer- South Asia & Oceania on 23<sup>rd</sup> September 2024 at their Office.



**Mr. Baptiste Tholoniati**, while welcoming the delegates from PHDCCI for the meeting, informed that MEDEF International is a non-profit private-funded organisation, created in 1989 by MEDEF, the French Business Confederation. MEDEF International is the most representative organisation of the French private sector at an international level. It is chaired by Mr. Frederic Sanchez, CEO, FIVES GROUP. MEDEF International aims at promoting the French companies' know-how abroad through collective actions. It supports trade, technologic cooperation and investments, long-term partnerships, especially on emerging and developing markets as well as reconstruction markets. It gathers every year about 7100 French companies already operating in the world, in 85 Business Councils headed by 55 CEOs of major international French companies. MEDEF International's well-established business and government sector network spans the globe; 180 incoming public and private delegations and leads close to 25 overseas missions every year. It provides members with opportunities to network and tap into emerging markets through participation in outgoing business missions and incoming visits. The regional and sectorial business councils serve as platforms for the French business community and their counterparts in the respective regions for business exchanges, information sharing, pooling experiences, promoting complementary know-how, fostering project management and long-term partnerships. MEDEF International acts as a Private Sector Liaison Officer for the AFD (French Development Agency), World Bank, the EBRD, the ADB, the IDB and other development banks and international organisations, facilitating access to bilateral and multilateral financing for its members. MEDEF International fosters improvement in the governance and business climate of the countries where French companies are





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established. It suggests to the governments concrete solutions to the issues faced by companies, through various initiatives, including the business councils –platforms to discuss with policymakers, decision-makers and partners and providing public authorities with business environment survey. It serves more than 200,000 French companies as their members. He mentioned about the willingness of French companies to actively work with their counterparts in India in a gamut of sectors like Aerospace & Defence, AI and Nano technology, Education & skill development, IT and ITES, etc. He explored the various avenues of cooperation that existed between MEDEF and PHDCCI.

**Dr. Ranjeet Mehta, CEO & Secretary General, PHDCCI,** highlighted the willingness of the business communities to work in closer cooperation. He requested MEDEF to inform PHDCCI about the upcoming initiatives of MEDEF where the members of both the association could actively collaborate. He also invited the member companies of MEDEF to seek the support of PHDCCI to increase their reach in the Indian MSME sector for mutual benefit. He also invited them to participate in the PHDCCI 3rd International Week to be organised from 3<sup>rd</sup> to 7<sup>th</sup> March 2024.





## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### Key Takeaways

- The series of high-level visits in the commercial and economic field reflects the growing interest of both the governments in expanding trade between the two countries.
- France considers India an important market for its products and is looking to increase the number of joint ventures and encouraging investments in and from India.
- Both countries are also moving to jointly develop technologies and integrate existing technologies.
- The process of enabling Unified Payment Interface is ongoing.
- Several Indian companies have opened their innovation centers in France for joint technology development including Tata Technology and L&T Tech Service.
- French technologies especially in renewables, sustainable manufacturing and urban infrastructure development are being integrated in India.
- The bilateral trade between India and France have remained steady in between USD 11-15 billion range in last 5 years ending FY 2023-24. The total trade for FY 2023-24 has breached the USD 15 billion trade mark for the first time, with exports from India crossing USD 7 billion.
- Top 5 Exports from India to France (FY 2023-24) are
  - a) Mineral fuels, mineral oils & products of their distillation; bituminous substances; mineral waxes
  - b) Engineering Goods, machinery & mechanical appliances
  - c) Electrical machinery and equipment; sound recorders & reproducers, television image and sound recorders and reproducers
  - d) Pharmaceutical products
  - e) Articles of apparel and clothing accessories, not knitted or crocheted
- Top 5 Imports by India from France (FY 2023-25):
  - a) Aircraft, spacecraft
  - b) Nuclear reactors, boilers, machinery & mechanical appliances
  - c) Electrical machinery and equipment; sound recorders & reproducers, television image and sound recorders and reproducers
  - d) Mineral fuels, mineral oils & products of their distillation; bituminous substances; mineral waxes
  - e) Optical, photographic cinematographic measuring, checking precision, medical or surgical instrument and apparatus parts and accessories
- France has emerged as a major source of FDI for India with more than 1,000 French establishments already present in India. France is the 11<sup>th</sup> largest foreign investor in India with a cumulative investment of USD 10.84 billion from April 2000 to December 2023
- There are more than 200 subsidiaries of Indian businesses established in France, employing 8,000 people



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### COUNTRY FACTSHEETS – CZECH REPUBLIC

**Capital** – Prague

**Official Languages** - Czech (official) 88.4%, Slovak 1.5%, other 2.6%, unspecified 7.2% (2021 est.)

**Area: total:** 78,867 sq km

**land:** 77,247 sq km

**water:** 1,620 sq km

**Population:** 10,837,890 (2024 est.)

**GDP-Per-Capita (PPP):** \$519.007 billion (2023 est.)

**GDP- Composition by sector: agriculture:** 1.6% (2023 est.)

**industry:** 30.2% (2023 est.)

**services:** 59.8% (2023 est.)

**Agriculture Products:** wheat, sugar beets, milk, barley, rapeseed, potatoes, maize, pork, triticale, oats (2022)

**Industries:** motor vehicles, metallurgy, machinery and equipment, glass, armaments

**Exchange rates:** Koruny (CZK) per US dollar- 22.198 (2023 est.)

**Export:** \$236.688 billion (2023 est.)

**Export Commodities:** cars, vehicle parts/accessories, broadcasting equipment, computers, plastic products (2022)

**Export Partners:** Germany 32%, Slovakia 8%, Poland 7%, France 5%, Austria 5% (2022)

**Imports:** \$219.393 billion (2023 est.)

**Import Commodities:** broadcasting equipment, vehicle parts/accessories, natural gas, machine parts, plastic products (2022)

**Import Partners:** Germany 24%, China 13%, Poland 10%, Slovakia 6%, Russia 4% (2022)



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### India – Czech Republic Trade Investment

*Values in US\$ millions*

S.No.	\Year	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
1	<b>EXPORT</b>	496.35	485.48	628.23	1,169.32	1,389.79
2	%Growth		-2.19	29.4	86.13	18.85
3	India's Total Export	3,13,361.04	2,91,808.48	4,22,004.40	4,51,070.00	4,37,072.03
4	%Growth		-6.88	44.62	6.89	-3.1
5	%Share	0.16	0.17	0.15	0.26	0.32
6	<b>IMPORT</b>	299.42	393.12	592.1	778.09	735.87
7	%Growth		31.29	50.62	31.41	-5.43
8	India's Total Import	4,74,709.28	3,94,435.88	6,13,052.05	7,15,968.90	6,78,214.77
9	%Growth		-16.91	55.43	16.79	-5.27
10	%Share	0.06	0.1	0.1	0.11	0.11
11	<b>TOTAL TRADE</b>	795.77	878.59	1,220.33	1,947.41	2,125.66
12	%Growth		10.41	38.9	59.58	9.15
13	India's Total Trade	7,88,070.32	6,86,244.36	10,35,056.45	11,67,038.89	11,15,286.81
14	%Growth		-12.92	50.83	12.75	-4.43
15	%Share	0.1	0.13	0.12	0.17	0.19
16	<b>TRADE BALANCE</b>	196.93	92.36	36.13	391.23	653.92
17	India's Trade Balance	-1,61,348.24	-1,02,627.40	-1,91,047.65	-2,64,898.90	-2,41,142.74

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





## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### Meeting with CzechInvest



The PHDCCI Business Delegation participated in the Interactive Session organized by the **CzechInvest** on **25<sup>th</sup> September 2024** at their Office.



**Ms. Gabreila Bauerova, Director of Foreign Activities and Investments, CzechInvest** and her team delivered a presentation on the activities of CzechInvest. They highlighted that CzechInvest, being Governmental organisation was operating out of 13 provinces of Czech Republic, dedicated for the promotion of inward investment of CzechInvest, the agency had worked upon 2,115 projects since 1993 bringing in investment over USD 48 billion in Czech republic. Team Czech Invest invited members of PHDCCI to actively explore opportunities of investment in Czech Republic in multiple sectors such as advanced manufacturing, AI and Robotics, Clean energy, smart cities and transport.



# BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

Petra Houšková  
Ondřej Pařez

## Doing Business in the Czech Republic

26.09.2024

www.czechinvest.org



## I. CzechInvest introduction



2



## CzechInvest

Investment and business development agency

Business and Investment Development Agency CzechInvest, is an agency of the Ministry of Industry and Trade. Established in 1992, the agency contributes to attracting foreign investment and developing domestic companies through its services and development programs.

### Our Mission

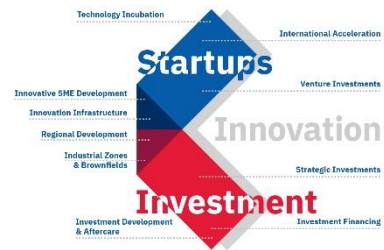
- to support foreign direct investment
- to develop local companies
- to implement business-development programs
- to improve the business environment



Source: CzechInvest, 2021

3

## CzechInvest Activities



4

## Vision and mission

### Vision

- The Czech Republic – a prospering economy built on innovation

### Mission

- We develop innovations and investments with potential for global success and regional impact



Source: CzechInvest, 2023

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## Investment opportunities



Source: CzechInvest, 2023

## CzechInvest

Regional offices

### CzechInvest

- 13 Regional offices
- 30 years experience and deep knowledge of the business opportunities and excellent ties in the regions



Source: CzechInvest, 2021

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## CzechInvest

Worldwide network

USA - San Francisco
USA - New York
Canada - Toronto
UK & Ireland - London
DACH - Düsseldorf
Japan - Tokyo
South Korea - Seoul
Taiwan - Taipei City
Italy - Milano
Netherlands - Rotterdam
Spain - Madrid
France - Paris
Greece - Athens
India - Bangalore
Singapore - Singapore
Chile - Santiago de Chile
Mexico - Mexico City
Colombia
Together with the Czech Center of MFA
Together with CzechTrade

Source: CzechInvest, 2023

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## II. Core services



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### Our services for potential investors



All CzechInvest's services are free of charge as part of the Czech government's business support measures

Source: CzechInvest, 2024



### Business localization department services

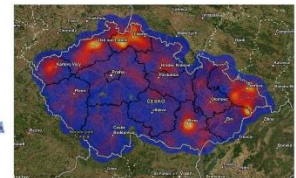
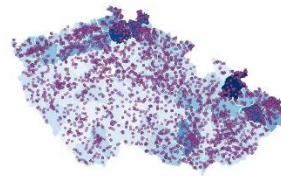
- Administration of the database of business properties, which is one of the most extensive of its kind in the Czech Republic, and administration of the **National Database of Brownfields**
- Mapping and identification of suitable locations for the implementation of investment projects in individual regions of the Czech Republic based on the parameters of a specific project
- Preparation of **real estate offers** for investors and organization of **site visits**
- Obtaining relevant information on the business real estate market and providing consultations



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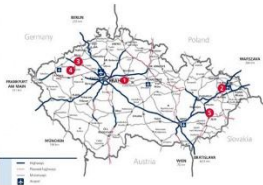
### Mapping of brownfields

- Mapping since **2007** - Search study - creation of the **National Brownfields Database**
- Originally 2,600 sites mapped - now **4,300+** sites
- Data source for spatial and strategic planning
- Cooperation with **regional brownfield units** in the regions



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### Strategic industrial zones in the Czech Republic



Strategic industrial zone	Area (km²)	Population (thousands)	Employment (thousands)	Investment (CZK billion)	Investment (EUR million)
1. Brno	1,200	1,200	1,200	1,200	1,200
2. Olomouc	1,200	1,200	1,200	1,200	1,200
3. Pardubice	1,200	1,200	1,200	1,200	1,200
4. Plzeň	1,200	1,200	1,200	1,200	1,200
5. Třebíč	1,200	1,200	1,200	1,200	1,200

"The major advantage of strategic zones is their readiness for technical infrastructure, excellent transport accessibility and stable land prices. Private land prices may be lower, but their ceiling is affected by a large number of factors."

Source: CzechInvest, 2023



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### Property offer



Source: CzechInvest, 2023



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### Investment financing department

- Consultations and advice on Investment Incentives
- Preparation of **preliminary financial calculations**
- Assistance in **preparing an application** for investment incentives
- Administration of applications, preparation of assessment and documents for MIT and Government
- Analysis of **financial support programmes**
- Organization of seminars and marketing events



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### Investment Incentives: supported activities



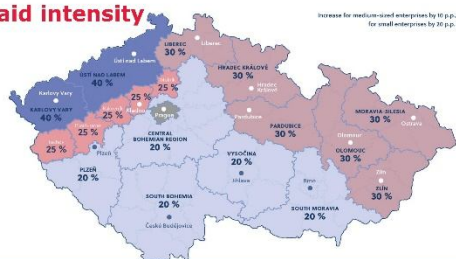
Source: Act on Investment Incentives No. 77/2000 Coll., 2023



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### State aid intensity



<b>LONG TERM ASSETS</b> in the form of new machinery, buildings, lands, of which at least half must be new machinery	<b>2-YEARS WAGE COSTS</b> of employees on newly created positions
---	--

Source: Act on Investment Incentives No. 72/2006 Coll. 2023



### Sourcing department

- ▶ Supporting Czech suppliers
- ▶ Developing supply chains
- ▶ Supplier database with more than **3,600 potential suppliers**
- ▶ Generating Market Screens, an overview and identification of **potential suppliers** for companies
- ▶ Supplier Days



### Aftercare services

We assist foreign investors even **after** their **initial investment** in the Czech Republic and we assist them with **expanding** their business activities.



### Consultancy

- 100

### Connection

- 

## Organization

- Meetings with municipal representatives and government authorities
- Viewings of selected sites from our business properties database
- Reference meetings
- Registration of foreign employees in the Czech Republic
- Visa seminars, regional HR events and nationwide conferences for



## Visa support

- ▶ Consultation on the visa process
- ▶ Consultation on legal employment of foreigners
- ▶ Administration of government visa programs
- ▶ Migration process support for top management of strategic investors
- ▶ Visa seminars for employers
- ▶ Visa platforms for relocation specialists

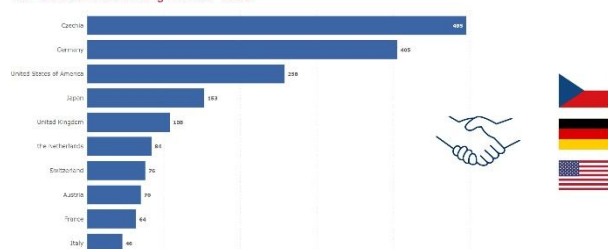


### III. Project statistics



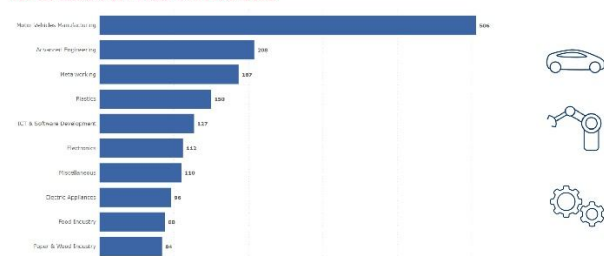
## Number of projects

TOP 10 countries of origin 1993–2022

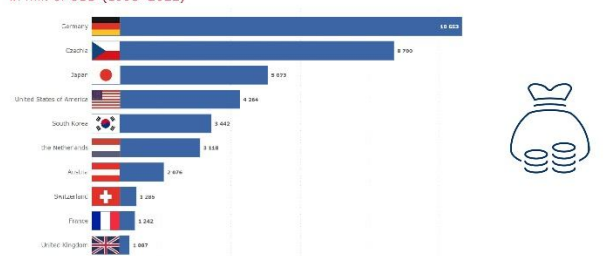


### Number of projects

TOP 10 sectors of investment 1993–2022



**Top 10 countries according to amount of investment**  
in mil. of USD (1993–2022)





# BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

## Top 10 investors in the Czech Republic

Mediated by CzechInvest

Company	Sector
Toyota	Automotive
Hyundai	Automotive
Volkswagen	Automotive
Denso	Automotive
Nexen	Rubber industry
Eaton	Electronic components
Red Hat	IT (software development)
Honeywell	Aerospace, Strategic services
GE Aviation	Aerospace
BMW	Automotive

Source: CzechInvest, 2023  
Note: From 1993 to 2020



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## Top 10 Investments in the Czech Republic

Mediated by CzechInvest

Company	Country of Origin	Total investment (in mil. USD)
Hyundai Motor Company	South Korea	1 222
Nexen Tire Corporation	South Korea	945
Toyota/PSA	Japan/France	850
Volkswagen	Germany	845
Robert Bosch	Germany	450
Mondl Packaging Paper Štětí a.s.	Netherlands	436
Nemak Europe s.r.o.	Mexico	317
Denso	Japan	263
BMW	Germany	250
DHL	Great Britain	190

Source: CzechInvest, 2023  
Note: From 1993 to 2020



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## CzechInvest's Project Statistics

1993-2022



2,115

Approved projects



309,634

Number of new jobs



48,609 (USD million)

Expected total investment amount

Source: CzechInvest, 2023



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## IV. Czechia Investment climate



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## Czechia The heart of Europe

Area:	78,860 km <sup>2</sup>
Capital city:	Prague
Population:	10.53 million
Labour force:	5.27 million
Language:	Czech
Currency:	Czech crown (CZK)
Political system:	Parliamentary democracy
Administrative division:	8 regions NUTS 2 14 regions NUTS 3
Member of organization:	EU, NATO, IMF, WB, WTO, OECD, OSCE



Source: Czech Statistical Office, 2023



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## Czechia

0.4%

GDP growth  
(Q1 2024, Y-o-Y)

2.9%

Inflation rate  
(April 2024, Y-o-Y)

3.7%

Unemployment rate  
(April 2024)

### Strengths of Czechia

- Central Europe – geographical location
- Highly skilled and educated labour force
- Industry oriented country
- Political stability
- Best ratings given by Moody's, Global Competitiveness Index and Ease of doing business ranking

### RATINGS

S&P	AA-
Moody's	Aa3
Fitch	AA-

### GLOBAL PEACE INDEX 2023

Rank	Country	Score
1	Denmark	1.000
2	Iceland	0.999
3	Finland	0.998
4	Switzerland	0.997
5	Netherlands	0.996
6	France	0.995
7	Germany	0.994
8	Sweden	0.993
9	Belgium	0.992
10	Austria	0.991
11	Canada	0.990
12	Czechia	0.989
13	Portugal	0.988
14	Spain	0.987
15	Italy	0.986
16	Poland	0.985
17	United Kingdom	0.984
18	United States	0.983
19	Japan	0.982
20	South Korea	0.981

### GLOBAL LITHIUM-ION BATTERY SUPPLY CHAIN RATING

18<sup>th</sup>

### GLOBAL INNOVATION INDEX 2023

31<sup>st</sup>  
Position of the Czech Republic in the world out of 32 economies

12<sup>th</sup>  
Safest country in the world

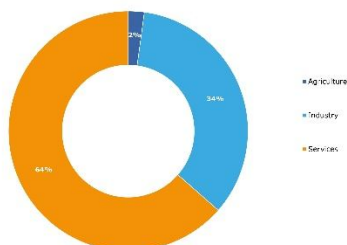
Source: Czech Statistical Office, 2024



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## Economic sectors in the Czech Republic

Percentage of GDP, 2021



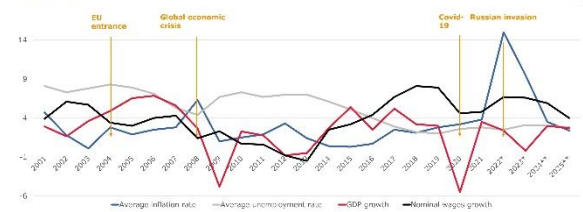
Source: IMD World Competitiveness, 2023



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## Basic economic indicators

2001 - 2025



Source: Czech Statistical Office, Macroeconomic forecast of Ministry of Finance, 2023

Note: \* Forecast, \*\* Outlook



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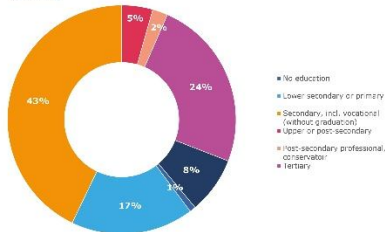
Source: Czech Statistical Office, 2022.





# BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

## Educational structure of the population Czechia



■ No education  
■ Lower secondary or primary  
■ Secondary, incl. vocational (without graduation)  
■ Upper or post-secondary  
■ Post-secondary professional, coordinator  
■ Tertiary

Source: Czech Statistical Office, 2023  
Note: Population 15+



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## Summary

location in the very heart of Europe	highly educated and technically skilled workforce	functional and cooperative institutional framework
great academic potential for R&D projects	transparent and predictable business climate	close links between industry, universities and business
strong presence of large international companies	Access to open EU market	cost advantages



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# Thank you!

**Petra Houšková**  
**Ondřej Pařez**

Project Manager for Strategic Projects

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Business and Investment Development Agency  
Stepanska 15, 120 00 Praha 2, Czech Republic

Mr. Niraj, Director- International Affairs, PHDCCI, urged CzechInvest to work in a closer cooperation with PHDCCI and its members to raise the true potential of bilateral investment relations through activities of PHDCCI like the 3rd PHDCCI International Week and sought the Embassy's assistance in promoting the event to Czech companies, encouraging their participation through collaborating for creating a Czech Pavilion at the EXPO.



## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### Participating in the Business Networking Session



The PHDCCI Business Delegation participated in the **Business Networking Session** organized by the Embassy of India in Prague, Czech Republic on **25<sup>th</sup> September 2024** at the Embassy.



**Mr. Shyam Poddar, Member, Managing Committee, PHDCCI**, expressed his gratitude to the Embassy of India for organizing the networking session with the Indian diaspora and Czech agencies. He updated the participants on the productive meetings the delegation had over the past few days with key stakeholders.

**Mr. Niraj, Director- International Affairs, PHDCCI**, outlined the Chamber's recent international endeavors, with a focus on its collaborations with countries worldwide and particularly with Europe. He highlighted the upcoming 3rd PHDCCI International Week and sought the Embassy's assistance in promoting the event to Czech companies, encouraging their participation through stall space bookings.



**H.E. Mr. Raveesh Kumar, Ambassador, Embassy of India, Czech Republic**, welcomed the PHDCCI delegation and commended the Chamber for its efforts in bringing key industry members to Central Europe, particularly the Czech Republic. Ambassador Kumar noted that the delegation's visit comes at an opportune time, as both governments are actively working on strategies to further strengthen bilateral relations between the two countries. He encouraged the members of the delegation to actively seek partners for technology transfers, Joint ventures and collaborations in the country.

The Business Networking Session was attended by over 15 Czech companies. The session was followed by networking dinner.





## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### Participation at Czech-Indian Business Meeting



The PHDCCI Business Delegation participated in the **India- Czech Business Meeting** on **26<sup>th</sup> September 2024**. The meeting was organised by the **Confederation of Industry of the Czech Republic** in cooperation with the **Embassy of India in Prague, Czech Republic** and the **Ministry of Industry and Trade of the Czech Republic**. The event was exclusively organized for PHDCCI.



**Mr. Lukáš Martin, Director- International Relations Department, Confederation of Industries of the Czech Republic**, while extending warm welcome to the Delegation from PHDCCI, highlighted that the visit will add momentum to ever-growing business economic relations between both the countries. He assured the full support of his organisation to the activities and initiatives of PHDCCI in the country.



**Mr. Richard Hlavatý, Director, Non-European Countries Department, Ministry of Industry and Trade of the Czech Republic**, while addressing the delegates that the bilateral trade between the two countries has seen a much anticipated surge, from a mere USD 796 million in 2019-20 to USD 2.12 billion in 2023-24 and is anticipated to cross USD 3 billion in the current fiscal. He encouraged the members of PHDCCI to work in closer cooperation with their counterparts from Czech Republic and explore opportunities in sectors like Pharmaceuticals and medical device manufacturing, Defence & Aerospace, smart cities and green energy.

**H.E. Mr. Raveesh Kumar, Ambassador, Embassy of India in Prague, Czech Republic**, expressed his gratitude to the organisers of session for their support. He also felt a need for a continued dialogue between the businessmen of both the countries for the furtherance of bilateral economic and trade cooperation.

**Mr. Luboš Ulč, Director, Czech Trade-Mumbai, Ministry of Industry and Trade of the Czech Republic**, gave a detailed presentation on the opportunities present for the Czech companies in India. He elaborated on several sectors where the Czech companies could invest in India.



CzechTrade

## INDIA A World of Business Opportunities for Czech Companies

Luboš Ulč  
Director, CzechTrade Mumbai

### Content

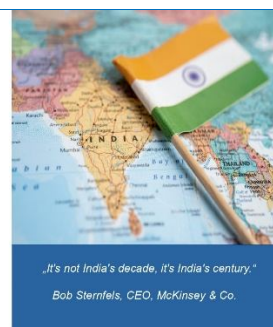
1. India at Glance
2. Growing Sectors of Indian Economy
3. CzechTrade Services

## 1

### India at Glance

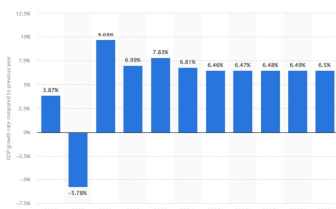
### India at Glance

- The world's largest democracy with a free market economy.
- Fastest growing major economy with a negative trade balance.
- 1.4 billion people with growing purchasing power.
- 4th largest consumer market in the world.
- By 2030, 47% of the Indian population is projected to be middle class.
- Very young population – approx. 50% of the current Indian population is under 30 years of age.



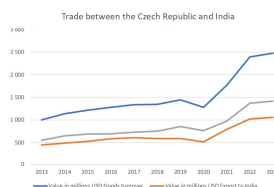
### India at Glance

- The world's fifth largest economy by nominal GDP (third by PPP) with long-term GDP growth of around 6.5%.
- Key Growth Drivers:
  - Strong domestic consumption
  - Government Initiatives
  - Government Investments
  - Innovation and technology
- Improvement in the World Bank's Ease of Doing Business index from 142<sup>nd</sup> position in 2014 to 63<sup>rd</sup> position in 2019



Source: [www.statista.com](http://www.statista.com)

### India and trade with the Czech Republic



Source: [cszby.statistik.cz](http://cszby.statistik.cz), [vufind.database](http://vufind.database)

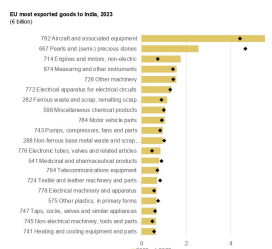
- Trade in 2023:
- Czech exports to India : 1.1 Bn USD
  - India exports to Czechia: 1.4 Bn USD

- Major goods exported from Czechia:
- Motor vehicles and its components
  - Engineering machinery
  - Medical devices
  - Chemical products
  - Telecommunication equipment
  - Optical fibers
  - Bearings

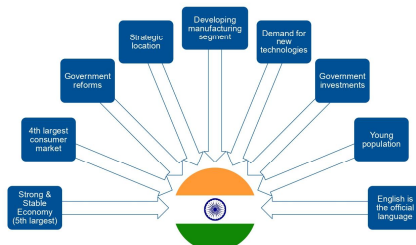
### India and trade with EU

EU exports of goods to India, 2023	
	€ million
1 Germany	16 461
2 France	7 053
3 Italy	5 176
4 Belgium	4 864
5 Netherlands	3 357
6 Spain	1 790
7 Poland	1 636
8 Sweden	1 566
9 Austria	1 278
10 Czechia	1 082
11 Finland	841
12 Denmark	723
13 Ireland	578
14 Hungary	351

eurostat



### Why India?



2

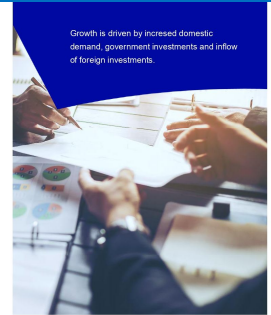
## Promising Sectors of Indian Economy



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## Growing Industries

- Infrastructure & Urban development
- Automotive industry
- Defense industry
- Civil aviation & UAV
- Mining industry
- Luxury goods
- Medical devices & Technologies
- Power & Renewable energy
- Waste management & Recycling
- Food processing
- E-Commerce



Growth is driven by increased domestic demand, government investments and inflow of foreign investments.

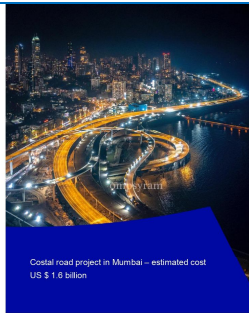
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## Infrastructure & Urban Development

India's infrastructure development, including new highways, airports, and smart cities, is a critical part of its growth strategy.

- Government investments are the key growth drivers
- National Infrastructure Pipeline (includes nearly 10,000 projects worth more than 2 trillion USD),
  - Train corridors, Metro systems in cities like Delhi, Mumbai, and Bengaluru, New international and regional airports, etc.



Coastal road project in Mumbai – estimated cost US \$ 1.6 billion

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## Automotive industry

India is the fourth largest motor vehicles manufacturer in the world, largest manufacturer of two-wheelers and 7th largest manufacturer of commercial vehicles.

Automotive industry contributes 7.1% to India's GDP and nearly 49% to its manufacturing GDP as of 2023.

Support of E-Mobility: India targets a 30% share of EVs in all vehicle sales by 2030.



SKODA ENYAQ iV MAKES INDIA DEBUT

India was the 4th largest market for SKODA AUTO in 2023.

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## Defense industry

India is the 4th largest military spender globally.

High import dependency.

Emphasis on Self-reliance → Indigenization Initiatives.

Opportunities in:

- Aerospace technologies
- Defense electronics
- Weapons & Ammunition production



Radars from the company ELDIS are covering 90% of Indian air space.

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## Mining industry

India has significant mineral resources, especially coal:

- 2nd largest producer of coal globally
- 90% of coal from surface mines

Opportunities in:

- Mining equipment & technology
- Environmental solutions
- Exploration
- Safety and Automation

Upcoming event: IMME expo 2024



Mining industry in India offers significant business opportunities.

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## Civil Aviation & UAV

India is the third largest and fastest growing market in terms of tickets sold.

Growing demand means:

- The need for investments in infrastructure
- Airport Construction and Upgrading (UDAN)
- Need for pilot training
- Need for new aircrafts and increased maintenance requirements

UAVs - India as a global manufacturing hub



India's air carriers Air India, IndiGo and Air India placed orders for 1,120 planes in less than one year

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CzechTrade

## Medical devices & technologies

Rapid development of the health sector due to the country's overall economic growth, a growing middle class, increasing expansion of health insurance and the development of medical tourism.

Large scale investments by private groups (Max, Hinduja Group, Fortis, Apollo, etc.).

India currently imports up to 80% of medical devices (US, Germany, China, Netherlands).



Demand is mainly for modern and high-end devices, e.g. diagnostic equipment

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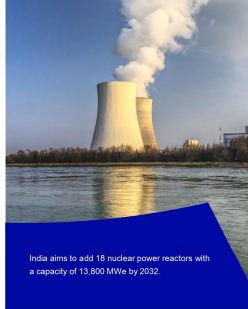
## Power & Renewable Energy

India is the third-largest producer and consumer of electricity globally, with demand growing significantly.

Energy mix:

- Fossil Fuels: 57%
- Renewable Energy Sources: 41%
- Nuclear power: 2%

Huge investments especially in RES but also in Nuclear power.



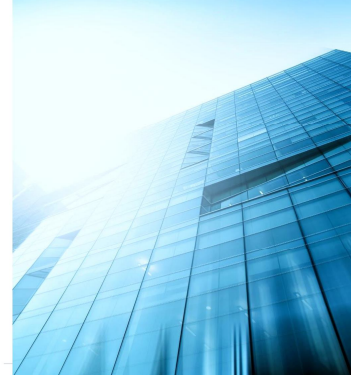
India aims to add 16 nuclear power reactors with a capacity of 13,600 MWe by 2032.

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3

## CzechTrade Services



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## Services for Czech companies

<p><b>FREE SERVICES</b></p> <ul style="list-style-type: none"> <li>Information services for exporters <ul style="list-style-type: none"> <li>Business news</li> <li>Export opportunities</li> <li>Daily newsletters</li> </ul> </li> <li>Export consulting <ul style="list-style-type: none"> <li>Evaluation of export potential</li> <li>Market entry strategy</li> </ul> </li> <li>Export education <ul style="list-style-type: none"> <li>Seminars</li> <li>Export conferences</li> </ul> </li> <li>Online services <ul style="list-style-type: none"> <li>List of exporters</li> <li>List of designers</li> </ul> </li> <li>Market Entry</li> </ul>	<p><b>SERVICES WITH FINANCIAL CONTRIBUTION</b></p> <ul style="list-style-type: none"> <li>Individual services abroad <ul style="list-style-type: none"> <li>Verification of interest</li> <li>Organization of business meetings</li> <li>Long-term export assistance</li> <li>Support in setting up a company abroad</li> <li>Support in certification, licensing and trademark registration</li> </ul> </li> <li>Events in the Czech Republic and abroad <ul style="list-style-type: none"> <li>Presentations at trade fairs</li> <li>Sourcing Days &amp; Incoming missions</li> </ul> </li> <li>Export education <ul style="list-style-type: none"> <li>Courses &amp; Seminars</li> </ul> </li> </ul>	<p><b>DISCOUNTED SERVICES SUPPORTING INTERNATIONALISATION</b></p> <ul style="list-style-type: none"> <li>CzechTrade Export Alliance</li> <li>KOMPAS</li> <li>Export Incubator</li> <li>Digital marketing and e-commerce</li> </ul> <p><b>PROJECTS WITH EU FUNDS</b></p> <ul style="list-style-type: none"> <li>NOVUM</li> <li>NOVUM MARKET</li> <li>Design Credits</li> </ul> <p><b>DESIGN CENTRUM CZECHTRADE</b></p> <ul style="list-style-type: none"> <li>DESIGN TREND MONITORING</li> <li>MARKET POTENTIAL DESIGN - INNOVACE</li> </ul>
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## Business Incubator

- Use of office space including equipment, facilities and energy in Bangalore for 3 to 6 months.
- 70 hours of foreign office assistance in negotiating with local authorities, arranging transport, translating, identification of business partners, arranging business meetings and more as required by the company.
- Use of local address for communication with foreign partners including telephone and internet connections.
- Use of the address as a registered office address for company registration procedure.
- Option of virtual presence of the company's employee to use the incubator address as the headquarters.

Opportunity to develop your business directly in India with the support of our office!

We operate export incubators in the USA, UAE and India. We are preparing to open others in Brazil and Kazakhstan.



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CzechTrade

## CzechTrade in 2023

- CzechTrade handled **489 export opportunities**; **225 foreign inquiries**, 246 tenders and 18 offers
- CzechTrade executed **2360 contracts for 1364 Czech companies**
- **8 Sourcing Days** were organised, in which **171 Czech companies** participated
- **72 export seminars** and conferences attended by more than **2455 employees of Czech exporters**



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## BUSINESS DELEGATION TO **FRANCE** & **CZECH REPUBLIC**



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czechtradeofficial3990



design.centrum



**Mr. Niraj, Director- International Affairs, PHDCCI**, apprised the delegates about the history and scope of activities of PHDCCI. He also highlighted the areas of partnership and collaboration during the 3rd PHDCCI International Week and sought the assistance of the Czech agencies in promoting the event to Czech companies, encouraging their participation through collaborating for creating a Czech Pavilion at the EXPO.

The Business Session was attended by officials from CzechInvest and concluded with a discussion session.



## BUSINESS DELEGATION TO **FRANCE & CZECH REPUBLIC**

### Meeting with CzechTrade



The PHDCCI Business Delegation building on the ongoing discussions with Czech Trade, met with Export Consultants from **Czech Trade Mr. Ondrek Base and Mr. Tomas Svaboda** on **27<sup>th</sup> September 2024** at their office in Prague.

The aim of this meeting was to explore potential opportunities and strategies for the Czech Companies in India and vice versa to enhance bilateral trade between the two nations.





# BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

## CzechTrade

CzechTrade is a governmental trade promotion organisation of the Czech Republic founded by the Ministry of Industry and Trade.

With more than 27 years of experience, its main objective is to develop international trade and cooperation between Czech and foreign entities.



czechtrade.cz



## Introducing CzechTrade

**Ondřej Baše**  
Export Consultant  
*Energy, Environment and Resources*

**Tomáš Svoboda**  
Export Consultant  
*Electrical Engineering,  
Mobility and Defense Industry*



## Partner for business in the Czech Republic

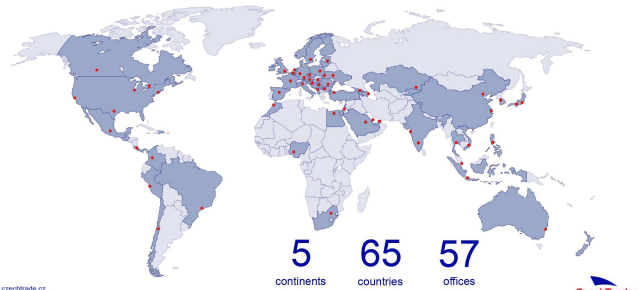
- Excellent overview of Czech manufacturers
- Assistance for Czech companies improving their competitiveness in foreign markets
- Assistance for foreign companies in finding matching Czech suppliers and business partners
- CzechTrade has complied with ISO 9001 standards since 2002

Member of ETPO (European Trade Promotion Organisations), WB (World Bank) and CERN (European Organisation for Nuclear Research).

czechtrade.cz



## CzechTrade network



czechtrade.cz



## Services for Czech exporters

- Information services for exporters**
- Guidebooks for exporters, market analyses, news
- Professional consulting**
- Export industry sector consultancy, consultations and strategy planning with foreign specialists
- Presentations of Czech companies abroad**
- B2B events, joint participation of companies at international exhibitions and trade fairs
- Export education**
- Courses, conferences, seminars, customized education for companies both in person and online



With global network of offices, backed by our local experts, we help Czech companies trade successfully in international markets.

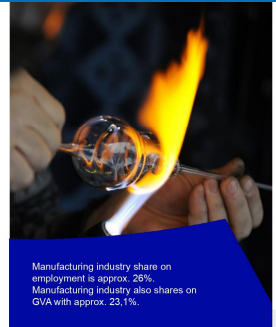
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## Czech Manufacturing Industry

### Main pillars

- Manufacture Automotive Industry
- Electronics and Electrical Engineering
- Engineering, Machine Engineering and Metal Construction Producing
- Chemistry With Plastic Industry
- Food Industry



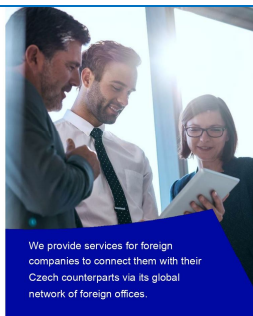
Manufacturing industry share on employment is approx. 26%.  
Manufacturing industry also shares on GVA with approx. 23.1%.

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## Support for foreign companies

- Information about trade in the Czech Republic
- Identification and compilation of a list of potential suppliers of products and services
- Mediation of B2B meetings and finding suitable business partners
- Sourcing Days – organised one-to-one business meetings for foreign companies with matched Czech partners



We provide services for foreign companies to connect them with their Czech counterparts via its global network of foreign offices.

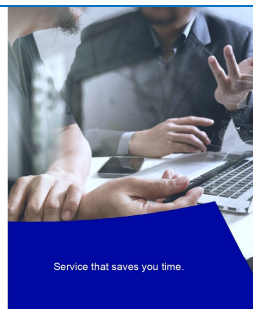
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## Sourcing Days

### Events Tailored to Your Needs

- Precise knowledge of Czech manufacturers and their production potential
- Bespoke market screening – we identify potential suppliers as per your requirements
- Supplier shortlist – after reviewing each applicant's profile, you will select the ones you wish to meet or get more information about
- All-inclusive package – from providing meeting rooms to accompanying you to companies premises



Service that saves you time.

czechtrade.cz





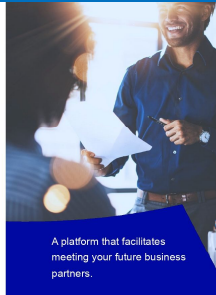


## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### Sourcing Days

Events tailored to your needs

- Specify your product / services requirements
- Define your qualifications for a potential supplier
- Present your company and your goals
- Match with potential business partners



A platform that facilitates meeting your future business partners.

czechtrade.cz

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**CzechTrade**



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CzechTrade

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[design.centrum](https://www.instagram.com/design.centrum)

Mr. Niraj, Director- PHDCCI, apprised them about the activities of PHDCCI including the 3<sup>rd</sup> International Week and the possible areas of collaboration between PHDCCI and Czech Trade. He also urged Czech Trade to mobilize the companies under their purview to join the International Week and furtherance of business cooperation between India and Czech Republic. Mr. Niraj emphasized that the International Week could serve as a key platform for enhancing business cooperation between India and the Czech Republic.



## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### Meeting with Czech Nanotechnology Industries Association



The International Affairs Team of PHDCCI met **Mr. Jiří Kůs, Chairman, Czech Nanotechnology Industries Association** on **27<sup>th</sup> September 2024** at the Indian Embassy, Prague.

**Mr. Jiří Kůs**, while extending warm welcome to the Secretariat Team of PHDCCI, highlighted about the Czech Companies are the world leaders in Nanotechnology Segment. The Association brings together Czech companies from various sectors, from the textile industry to biotechnology, environmental applications, optics and energy, which have nanotechnology as their key business. The association has 38 members into manufacturing, development and production of final products from nanomaterials or their application.

**Mr. Niraj, Director- International Affairs, PHDCCI**, apprised Mr. Jiří Kůs about the history and scope of activities of PHDCCI. He also highlighted the areas of partnership and collaboration during the 3rd PHDCCI International Week and sought the assistance of the Czech Nanotechnology Industries Association in promoting the event to its members and encouraging their participation through collaborating for creating a Czech Pavilion at the EXPO.



## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### Key Takeaways

- Location of Czech Republic is in the very heart of Europe. It has highly educated and technically skilled workforce
- Czech has access to open EU market with great academic potential for R&D projects
- strong presence of large international companies
- The Trade ties between India and the Czech Republic, formerly Czechoslovakia, preceded India's independence. Czechoslovakia established its consulate in Mumbai in October 1920 and in Calcutta in December 1929.
- The Czech policy of trade diversification outside the EU has given new impetus to Indo-Czech bilateral trade and economic relations. New mechanisms and diversified interaction thereafter resulted in revival of bilateral trade to more than US \$ 3.67 billion in 2023, from just US \$ 86 million in 1993 as per Czech statistics.
- Main Indian products exported to the Czech Republic includes Smartphones; Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, Heterocyclic compounds with nitrogen hetero-atom only; Tubes, pipes and hollow profiles, seamless, of circular cross-section, of stainless steel; Brakes and servo-brakes and their parts, for tractors, motor vehicles for the transport.
- Main Czech products imported to India are Motor vehicles and its components, Engineering machinery, Medical devices, Chemical products, Telecommunication equipment, Optical fibres and Bearings
- Almost 7% of Czech investments outside Europe go to India. More than 30 Czech companies have invested in India, including škoda Auto, Doosan škoda Power, Bonatrans, Home Credit, Liko-s, Tatra trucks, Zetor, DINA-HITEX spol. s r.o., in various sectors such as transport, energy, automotive, metallurgy and finance.
- Indian companies have invested in the Czech Republic in sectors such as IT, electronics, telecommunication, textile industry, pharmaceuticals, automotive components, food industry. Major Indian companies that have invested in the Czech Republic include Infosys, APAG Elektronik, Varroc Lightning systems, Pricol, Glenmark Pharmaceuticals, Mileta Hořice, MSSSL Advanced Polymers.





## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC

### DELEGATES



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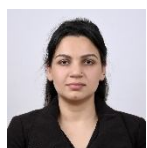


## BUSINESS DELEGATION TO FRANCE & CZECH REPUBLIC



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## BUSINESS DELEGATION TO **FRANCE & CZECH REPUBLIC**

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## 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 119 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” reaching out to more than 1,50,000 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.

## PHD CHAMBER OF COMMERCE AND INDUSTRY

*“Voice of Industry & Trade”*

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