

PHDCCI INTERNATIONAL BUSINESS DELEGATION TO **UK**

7th-12th September, 2025

LONDON & BIRMINGHAM



A Report by
International Affairs Committee, PHDCCI



MESSAGE



Mr. Hemant Jain
President, PHDCCI

It gives me immense pleasure to present this report on the successful PHDCCI Business Delegation to the United Kingdom, covering the vibrant cities of London and Birmingham.

This visit marked a significant milestone in our continued efforts to foster meaningful international engagement and to create new pathways for Indian businesses to grow globally.

The United Kingdom and India share a time-honoured partnership built on strong historical, cultural, and economic ties. With the recent signing of the Free Trade Agreement (FTA) between India and the UK, we now stand at the threshold of a new era of bilateral cooperation, offering unprecedented opportunities for businesses on both sides to collaborate, innovate, and expand.

Our delegation comprised forward-looking Indian enterprises representing high-potential sectors such as **Food, Paints and Petrochemicals, IT, Electric Appliances, Finance, Taxation, Consultation, Management, and Logistics**. Through productive engagements with key stakeholders—including the High Commission of India in London, Consulate General of India at Birmingham, UKIBC, British Chamber of Commerce, Indo British Trade Council, British Fashion Council, and members of the Indian diaspora business community—our delegates gained valuable insights into the evolving business landscape in the UK and explored viable avenues for trade, technology transfer, investment, and joint ventures.

This visit was not merely a reflection of the strong economic ties between our two nations, but a clear demonstration of our shared commitment to a prosperous and inclusive future. The FTA will undoubtedly unlock new growth trajectories for Indian exporters, manufacturers, and service providers, and PHDCCI stands ready to assist our members in navigating this dynamic new trade environment.

I would like to extend my sincere appreciation to all our partners and hosts in the UK for their warm hospitality, support, and collaboration. I am confident that the connections and opportunities initiated during this visit will translate into long-term partnerships and contribute to the success of India's global economic journey.

At PHDCCI, we remain committed to empowering Indian industry to explore emerging markets, seize new opportunities, and enhance competitiveness on the global stage. We look forward to deepening this engagement and building on the momentum of this successful delegation in the months to come.

Hemant Jain
President
PHD Chamber of Commerce and Industry (PHDCCI)



MESSAGE



Mr. Chetan Sabharwal

Chair, International Affairs Committee for Europe & CIS
PHDCCI

India and the United Kingdom share a longstanding partnership rooted in diplomatic goodwill, economic cooperation, and a shared commitment to addressing global challenges. This forward-looking relationship continues to gain momentum, with India-UK bilateral trade reaching USD 21.34 billion in FY 2024-25, underscoring the significant depth and growing scale of their economic engagement.

The United Kingdom remains a key strategic partner for India, known for its role as a global financial center, innovation hub, and a strong base for higher education and advanced research. The recent business delegation visit to London reaffirmed the common vision of both nations to strengthen economic ties, particularly as negotiations move forward under the signed India-UK Free Trade Agreement (FTA), which is expected to boost cross-border trade, investment, and collaboration across critical sectors.

In FY 2024-25, India's primary exports to the United Kingdom included textiles and garments, petroleum products, pharmaceuticals, engineering goods, and gems and jewelry. Meanwhile, India's key imports from the UK comprised precious metals, industrial machinery, chemicals, and high-value services. The United Kingdom continues to remain among India's top trading partners in Europe, and both countries have witnessed consistent expansion in trade volumes over the past decade.

The UK has also been a significant source of Foreign Direct Investment (FDI) into India, ranking among the top G20 investors over recent years. In FY 2024-25 alone, FDI inflows from the UK into India crossed USD 1.7 billion, reinforcing the commitment of British investors to India's growth sectors such as renewable energy, technology, electric mobility, financial services, and healthcare. Conversely, Indian investments in the UK have positioned India among the top job creators in the British economy, with Indian companies contributing to manufacturing, services, and digital innovation.

The delegation's engagements served as a timely platform to explore new partnerships in the UK's evolving business landscape and to emphasize shared priorities such as green growth, digital transformation, resilient supply chains, and skill development. The visit also highlighted opportunities to connect Indian businesses with British and wider European markets, while leveraging the UK's expertise in advanced technologies, education, and sustainable finance.

As India and the UK continue to align their visions under a comprehensive strategic partnership, this enduring relationship is poised to play a transformative role not just in the Indo-Pacific but also in global trade and innovation—anchored in mutual respect, economic synergy, and a future-oriented approach.

New Delhi



MESSAGE



Dr. Ranjeet Mehta
CEO & Secretary General, PHDCCI

I'm pleased to share that our International Business Delegation to the United Kingdom, held from 7th to 12th September 2025, was a great success. Over the course of our visit to London and Birmingham, we had the chance to engage with leading businesses and institutions, and to strengthen the ties that connect our two economies.

The timing of this visit could not have been better. With the UK-India Free Trade Agreement now in place, a new chapter has opened in our bilateral relationship. This agreement is more than just a policy milestone, it's an opportunity for Indian industries, exporters, MSMEs, and professionals to expand their global reach and deepen their partnerships in one of the world's most important markets.

The Report you have in hand captures both the current business landscape and the possibilities that lie ahead. It highlights where India and the UK can do more together, in trade, investment, and collaboration.

At PHDCCI, we've always believed in being more than just an industry body. We see ourselves as partners in India's growth story, connecting our businesses with opportunities across the world. Through over 165 MOUs with chambers and institutions globally, we work to ensure that our members have access to the right knowledge, networks, and platforms.

I hope this Report proves valuable for businesses, policymakers, and researchers who are shaping the future of India-UK ties. We are confident about the road ahead and fully committed to building deeper, stronger, and lasting partnerships with our UK counterparts to deliver real value on both sides.

New Delhi

(Dr. Ranjeet Mehta)



COUNTRY FACTSHEETS

Capital - London

Official Languages - English (official); recognized regional languages include Scots Gaelic (Scotland), Welsh (Wales), Ulster Scots and Irish (Northern Ireland)

Area total: 242,500 sq km (93,629 sq miles)

Population: 69,414,000 (2025 est.)

GDP-Per-Capita (PPP): \$47,700 (2023 est.)

GDP- Composition by sector:

- **Agriculture:** 1.1% (2023 est.)
- **Industry:** 19.9% (2023 est.)
- **Services:** 79.0% (2023 est.)

Agriculture Products: wheat, barley, oats, potatoes, vegetables, fruits, cattle, sheep, poultry

Industries: machinery, electronics, motor vehicles, aircraft and aerospace, pharmaceuticals, food processing, petroleum, chemicals, steel, tobacco

Exchange rates: British pounds (GBP) per US dollar - 0.753 (2025)

Export: \$583 billion (2024 est.)

Export Commodities: machinery and transport equipment, chemicals, manufactured goods, food and beverages, petroleum products

Export Partners: United States 15%, Germany 11%, Netherlands 9%, France 7%, Ireland 5%, China 4%

Imports: \$720 billion (2024 est.)

Import Commodities: machinery and transport equipment, chemicals, fuels, food and beverages, manufactured goods

Import Partners: Germany 12%, China 11%, Netherlands 8%, United States 7%, France 7%, Belgium 5%



India- United Kingdom Trade Investment

Values in US\$ millions

S.No	Year	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
1	EXPORT	8.16	10.46	11.41	12.92	14.29
2	% Growth	-	28.18%	9.09%	13.24%	10.64%
3	India's Total Export (billion USD)	291.81	422	451.07	437.07	-
4	% Growth Total Export	-	44.62%	6.89%	-3.10%	-
5	% Share of UK in India's Export	0.14%	0.17%	0.18%	-	-
6	IMPORT	4.95	7.02	8.96	8.42	8.4
7	% Growth	-	41.81%	27.58%	-6.04%	-0.24%
8	India's Total Import (billion USD)	394.44	613.05	715.97	678.21	-
9	% Growth Total Import	-	55.43%	16.79%	-5.27%	-
10	% Share of UK in India's Import	0.01%	0.01%	0.01%	-	-
11	TOTAL TRADE	13.11	17.48	20.37	21.34	22.69
12	% Growth	-	33.32%	16.56%	4.75%	6.30%
13	India's Total Trade (billion USD)	686.24	1,035.06	1,167.04	1,115.29	-
14	% Growth Total Trade	-	50.83%	12.75%	-4.43%	-
15	% Share of UK in India's Trade	0.07%	0.08%	0.08%	-	-
16	TRADE BALANCE (Export - Import)	3.21	3.44	2.44	4.5	5.89
17	India's Trade Balance (billion USD)	-102.63	-191.05	-264.9	-241.14	-



INTRODUCTION

The business relations between India and the United Kingdom have flourished over the years, grounded in mutual trust, shared values, and strategic cooperation. Bilateral agreements and collaborative frameworks have significantly strengthened trade ties, fostering economic synergy between the two nations.

A landmark development in this journey was the signing of the India–UK Free Trade Agreement (FTA) in July 2025. This comprehensive pact ensures that nearly 99% of Indian exports to the UK now enjoy zero-duty access, covering goods like textiles, processed foods, marine products, and engineering goods. The deal also phases down Indian tariffs for UK exports—such as whisky and cars—over the next decade, and provides robust market access for UK goods, services, and investments.

The UK has emerged as a preferred destination for Indian investments, particularly in sectors such as finance, information technology, pharmaceuticals, and renewable energy. The FTA further liberalizes the movement of Indian professionals—offering easier visa and mobility norms—while laying special emphasis on digital trade, paperless customs, and recognition of professional qualifications. In agriculture, the pact creates duty-free access for over 95% of eligible products, protecting sensitive Indian sectors such as dairy and cereals. The signing of the Comprehensive Economic and Trade Agreement (CETA) in July 2025 marked a pivotal moment in economic collaboration. Since then, trade and commerce between the two countries have seen notable growth across multiple sectors.

In the financial year 2024-25, India's exports to the UK were valued at approximately USD 14.5 billion, while the UK's exports to India stood at around USD 8.4 billion, resulting in a total trade volume of approximately USD 22.9 billion. India registered a trade surplus of about USD 5.9 billion with the UK during this period.

The FTA is expected to drive growth in key sectors: labor-intensive industries like textiles and ready-made garments, marine exports, processed foods, chemicals, and digital services. Both sides anticipate expanded investment opportunities, streamlined customs, and technology transfer as a result of simplified rules and stronger bilateral ties.

This dynamic partnership has created a conducive environment for investment, technology transfer, and knowledge exchange. The growing economic engagement not only supports the development goals of both countries but also enhances regional connectivity and cooperation.

In September 2025, as part of its continuous efforts to strengthen India's economic ties with Europe, the PHD Chamber of Commerce and Industry (PHDCCI) mounted a High-Level Business Delegation to the United Kingdom from the 7th to the 12th of September. The initiative aimed to deepen business linkages and explore new avenues for trade and investment cooperation across the UK and the broader European region.



DELEGATES



Mr. Ranjit Singh
Leader of the Delegation

Partner
Balsons Paint Industries India



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The PHDCCI Business Delegation to United Kingdom met with Mr. Stephen Crisp, Director of Government Relations and Membership Services, UK-India Business Council (UKIBC) on 8th September 2025



The UKIBC plays a crucial role in fostering bilateral trade and investment opportunities between the United Kingdom and India. Mr. Crisp, has extensive experience in public affairs and international business relations, responsible for leading the Council's engagement with both governments and supporting its diverse membership base comprising UK and Indian companies.

The meeting provided a valuable opportunity to gain insights into the UKIBC's strategic priorities, recent policy developments, and key initiatives aimed at strengthening UK-India commercial ties. Topics discussed during meeting were:

- * Bilateral trade relations and current challenges
- * Opportunities for collaboration in emerging sectors
- * Support services offered to businesses seeking market entry or expansion in the UK or India
- * Regulatory and policy advocacy efforts
- * Potential avenues for institutional partnerships or joint programs

This engagement has set the tone for the visit of PHDCCI Delegation, by offering an informed perspective on the UK's economic diplomacy, public-private collaboration, and practical steps to enhance business engagement between the two countries.



Mr. Ranjit Singh, Leader of the Delegation, PHDCCI thanked Mr. Crisp for the meeting on and spoke about the importance of the visit to the country. He said that visit to United Kingdom will help the delegation to better understand the business potential in the country and the European region as a whole. He also highlighted the recent advancements made by India in sectors like Food, Paints and Petrochemicals, Electric Appliances, Finance, Taxation, Consultation, Management, and Logistics etc., which could also be the potential areas for collaboration with the counterparts from United Kingdom.



Ms. Manisha Singh, Senior Secretary (International Affairs), PHDCCI, while highlighting the History and the scope of activities of PHDCCI to the delegates spoke about the rise of European Continent as a focus continent for the Indian Industry. She further spoke about the various sector of cooperation that existed between India and United Kingdom.

The discussion was followed by focused B2B meetings and interactions between PHDCCI delegates and their counterparts in United Kingdom. These meetings provided a valuable platform for exploring potential partnerships and joint ventures in key sectors such Food, Paints and Petrochemicals, Electric Appliances, Finance, Taxation, Consultation, Management, and Logistics.

Delegates from both sides exchanged insights on regulatory frameworks, investment opportunities, and market entry strategies, leading to the identification of synergies and avenues for future collaboration. Several companies expressed mutual interest in pilot projects and knowledge-sharing initiatives, particularly in Food, Paints and Petrochemicals, Electric Appliances, Finance, Taxation, Consultation, Management, and Logistics.

The interactions reflected the shared vision of strengthening commercial and institutional linkages between India and United Kingdom.

The meeting concluded with a vote of thanks **Mr. Stephen Crisp, Director of Government Relations and Membership Services, UK-India Business Council (UKIBC)**, appreciating their warm hospitality and support in facilitating this fruitful engagement.



What UKIBC Brings

- The UK India Business Council (UKIBC) is an advocacy and strategic advisory business, with a mission to build economic prosperity in the UK and India.
- Our advocacy arm supports business to make the case for Government reforms and actions that grow UK-India trade and investment.
- Our strategic advice and tactical support helps clients enter, understand, and expand in India and the UK.



BAE SYSTEMS



UK India Trade Q1 2025

- Total trade in goods and services between the UK and India was **£44.1 billion**, reflecting a **10.1% increase** from the previous year.
- UK imports from India amounted to **£26.6 billion**, which is a **14.3% increase**.
- UK exports to India included goods worth **£7.0 billion** and services valued at **£10.1 billion**.
- Highlights the growing economic relationship between the two nations and the FTA will only take this further



UK-India Trade Agreement (FTA)

The UK-India Free Trade Agreement (FTA), concluded on May 6, 2025, represents a significant milestone in bilateral relations between two of the world's top ten economies

Overview and Economic Impact

The UK-India FTA creates the best possible conditions for UK manufacturers to succeed in India

- UK exports to India projected to increase by 59.4% (£15.7 billion) by 2040
- Manufacturing sectors seeing immediate tariff reductions of 50-90%
- Advanced machinery: tariffs drop from 33% to 0% over 7 years
- Automotive: high-end cars reduced from 100% to 10% tariffs (under a new quota system)

And Next?

- Defence
- Diplomatic
- Digital
- SME's
- And the EU?

UK-INDIA TRADE AGREEMENT: KEY PROVISIONS

REDUCTION IN TARIFFS



India will cut tariffs on 90% of tariff lines, with 85% becoming tariff-free within a decade; UK will eliminate tariffs on 99% of Indian exports



EASE OF DOING BUSINESS

Faster customs clearance (within 48 hours for non-examined goods), simplified procedures, reduced paperwork

SERVICES LIBERALISATION



Greater market access in telecommunications, financial services, and professional services

INDIA: KEY SECTORS AND OPPORTUNITIES

•**Tariff reduction:** 33% to 0% over 7 years
•**Why it matters:** India imports most advanced machinery from US, Germany - now UK has level playing field
•**Market size:** £500bn energy transition creating massive demand

ADVANCED MACHINERY



400m Middle Class

•**Tariff reduction:** 100% to 10% under quota system
•**Why it matters:** 25% of global car growth is in India - 101k UK cars sold last year alone
•**Opportunity:** Premium positioning now accessible to middle-class buyers

AUTOMOTIVE



25% of global car growth

•**Tariff Reduction:** 150% to 75% immediately, then 40% in 10 years
•**Why it matters:** £25bn alcoholic beverage industry with growing middle class
•**Immediate impact:** Your premium products now competitively priced

ALCOHOL INDUSTRY



£25b Alco Bev Industry

•**Easier regulatory approvals** for drugs
•**Why it matters:** Faster time-to-market, reduced compliance costs
•**Opportunity:** World's largest generic drug market with quality demand growing

PHARMA



Worlds Largest Vaccine Producer



ACCESSING INDIA: UKIBC BLUEPRINT

PLAN

CHECKLIST

- ✓ What business model works best? (Export only? Partnership? Local presence?)
- ✓ Do I need a partner in India?
- ✓ What are my maximum FTA benefits? Does my price point work in India?
- ✓ Can I meet Rules of Origin requirements?
- ✓ Register with HMRC for export
- ✓ Understand your tariff codes and FTA benefits

EVALUATE

CHALLENGES

- Market sizing
- Competitive landscape
- Regional differences
- Partner Assessment

NAVIGATE

CHOICES

- Staffordshire Chamber of Commerce
- Attend trade events - Missions and exhibitions in India.
- Regional DBT Support
- Export Services

SUCCESS – MANUFACTURER'S PERSPECTIVE



MARKET REALITY

- FTA creates better conditions
- Same business rules apply
- You're not the Only One!

PROVEN SUCCESS STRATEGIES

- Start with export-first strategy
- Invest in relationships
- Plan for the long term
- Adapt pricing strategy Build local connections

PITFALLS TO AVOID

- Assuming tariff removal = Automatic sales
- Underestimating time needed for relationship building
- One-size-fits-all approach across India's diverse regions
- Inadequate market research before entering

INDIA ENTRY BEST PRACTICES

SUSTAINABLE RELATIONSHIP STRATEGY

- BUILD LASTING RELATIONSHIPS
- ESTABLISH TRUST AS FOUNDATION
- EMBRACE PATIENCE
- RESPECT AND ADAPT TO CULTURE
- THINK STRATEGICALLY LONG-TERM
- BUILD CONSISTENT BRAND AWARENESS

LOCALISED OPERATIONAL EXCELLENCE

- ADAPT OFFERINGS WITH QUALITY CONSISTENCY
- IMPLEMENT STRATEGIC LOCAL PRICING
- COMMUNICATE IN LOCAL LANGUAGE AND CONTEXT
- BUILD LOCAL TALENT AND INFRASTRUCTURE
- CREATE FLEXIBLE SUPPLY CHAINS
- ESTABLISH INTEGRATED FINANCIAL OVERSIGHT

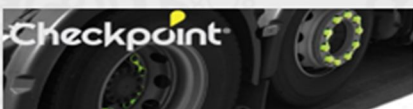
DIGITAL ENGAGEMENT

- USE E-COMMERCE PLATFORMS
- ENGAGE DIGITAL ECOSYSTEM
- DIGITAL MARKETING FOCUS
- PARTNER WITH INDIAN TECH

SUCCESSFUL UK MANUFACTURERS IN INDIA

Top UK companies in India by growth

S No.	Company name	Sector	India region	Turnover growth (%)
1	Hyve India Private Limited	Business Services	Delhi	2,021
2	Omega Telecom Holdings Private Limited	Technology	Maharashtra	1,506
3	Petrofac Projects & Services India Private Ltd	Energy & Natural resources	Tamil Nadu	580
4	Niva Bupa Health Insurance Company Limited	Financial Services	Delhi	357
5	PJ Valves Manufacturing Private Limited	Industrial Products	Maharashtra	350





PHDCCI Business Delegation to United Kingdom Met with Mr. Steven Lynch MBE, Director of International Trade Development, British Chambers of Commerce (BCC), London on 8th September 2025.



Mr. Steven Lynch MBE, Director of International Trade Development, British Chambers of Commerce (BCC), and London, UK welcomed the delegates and the meeting was aimed to strengthen bilateral trade and investment relations between India and the United Kingdom, with a focus on identifying strategic sectors for collaboration and exploring avenues for enhancing business engagement between Indian and British enterprises.

Mr. Lynch warmly welcomed the PHDCCI delegation and provided a comprehensive overview of the BCC's role in supporting British businesses in international markets, particularly through its global network of accredited Chambers. He emphasized BCC's commitment to fostering mutually beneficial trade partnerships and highlighted recent initiatives and policy developments designed to enhance UK-India trade relations.

During the discussion, both sides shared insights on current trade dynamics, opportunities after the FTA and the evolving business landscape in both countries.

The PHDCCI delegation outlined key sectors of interest including technology, education, healthcare, manufacturing, green energy, and infrastructure, where Indian companies are seeking partnerships, investments, and knowledge exchange.

Mr. Lynch appreciated PHDCCI's proactive role in promoting international trade and expressed keen interest in facilitating future B2B interactions, knowledge-sharing forums, and collaborative trade missions. He also expressed support for enhancing connectivity between the two chambers through a structured engagement model, such as Memorandums of Understanding (MOUs).

The meeting concluded on a positive note, with both parties agreeing to work closely to create a robust and dynamic trade bridge between India and the UK, leveraging their respective strengths and institutional networks.



Mr. Sumit Kumar Agarwal, Co-Chair, Food Processing Committee, PHDCCI, expressed gratitude to Mr. Steven Lynch for the meeting and provided an overview of PHDCCI's key initiatives aimed at fostering global healthcare collaborations.

He emphasized the potential for India and the UK to jointly develop cutting-edge solutions in **Textiles, Food, Paints, Petrochemicals, Electric Appliances, Management, Logistics, Consultation, Finance, and Leather**, while also highlighting opportunities to expand accessibility, enhance quality standards, and drive innovation through technology-driven advancements. He highlighted the importance of skill-focused training programs and collaborative research in these sectors, ensuring that professionals and businesses from both nations benefit from shared expertise and innovation.

Additionally, he underscored the need for strengthened policies, capacity-building programs, and sustainable practices to promote a more holistic and globally competitive approach.

The delegates then introduced themselves and provided insights into their respective organizations, outlining their interest in exploring business opportunities and potential partnerships in the UK, particularly in the domains of **Textiles, Food, Paints, Petrochemicals, Electric Appliances, Management, Logistics, Consultation, Finance, Leather, and allied sectors**. Each delegate shared specific objectives and areas of expertise, including business management, advanced technology integration, equipment sourcing, professional training, and innovative approaches in their respective industries.

The introductions were followed by an engaging Question-and-Answer session, where delegates sought clarity on the regulatory landscape, market dynamics, and investment incentives available for foreign businesses in the UK. Mr. Ranjit Singh and his team addressed these queries in detail, offering guidance on navigating local business procedures, collaboration opportunities with UK enterprises, and entry strategies for the European region via the UK. The exchange also highlighted mutual interest in knowledge-sharing programs, joint capacity-building workshops, and initiatives to promote international cooperation.

The meeting concluded with a formal vote of thanks to the British Chambers of Commerce (BCC), and London, UK for their gracious hospitality and the valuable exchange of ideas. Both sides expressed optimism for strengthening institutional linkages and looked forward to translating the discussions into impactful, long-term collaboration.



The BCC Insights Unit



BCC and Chamber Network run a leading research programme on UK business sentiment and economic conditions.

Quarterly Economic Survey

[click here](#)

Established in 1989, the UK's largest and longest-running independent business sentiment survey.

Quarterly Economic Forecast

[click here](#)

A forecast of key macro-economic indicators in the UK, awarded best GDP forecast for 2024.

Thematic Surveys

[click here](#)

In-depth business surveys on topics such as trade, skills, and net zero.



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UK economy will suffer slow growth for years, says British Chambers of Commerce



The Insights Unit draws on decades of research experience in-house, as well as award-winning, world-class research teams across both the private sector and academia.



The UK is a \$3.3 trillion economy...



1. Financial & legal hub

London as a global capital for finance, fintech, and insurance, underpinned by English common law and a world-leading professional services sector.

2. Innovation

World-class universities, R&D tax incentives, thriving manufacturing, AI and biotech sectors, leadership in offshore wind and green finance.

3. Creative & cultural edge

Globally influential industries in media, advertising, gaming, and music — strong IP protection and cultural exports.

4. Open & competitive market

Independent and ancient institutions, strong transatlantic trade ties, and mature logistics infrastructure.





... but SME sentiment has been declining in recent months

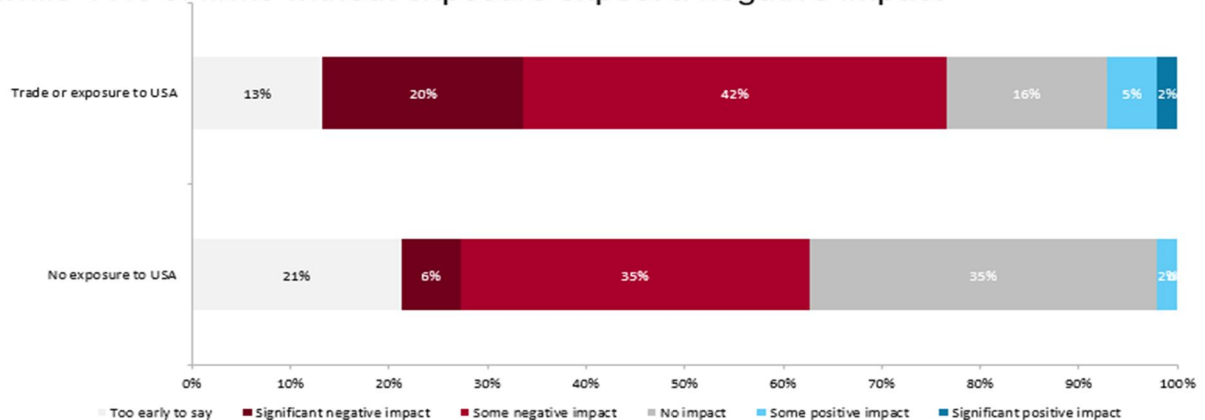
insightsunit



62% of UK firms with exposure to the USA expected a negative impact from the new 10% tariff

insightsunit

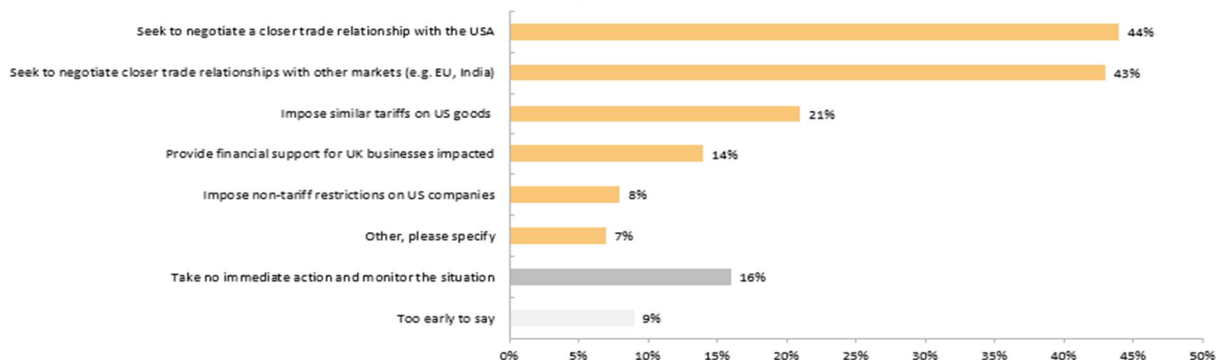
...while 41% of firms without exposure expect a negative impact



Almost half of firms with exposure to USA think the UK govt should seek closer trade relationships with the USA (43%) and other markets (43%)

insightsunit

Firms without exposure more likely to favour talks with other markets





Increased taxation is driving higher price growth expectations... ...with labour costs cited as the biggest cost pressure.

insightsunit

Balance of firms expecting their prices to rise



(Q: "Over the next 3 months, do you expect the price of your good/services to...")
n=4,663

"NI and minimum wage will cost us £800k"

Large Hospitality Firm in Sheffield

"NICS will cost us £100,000"

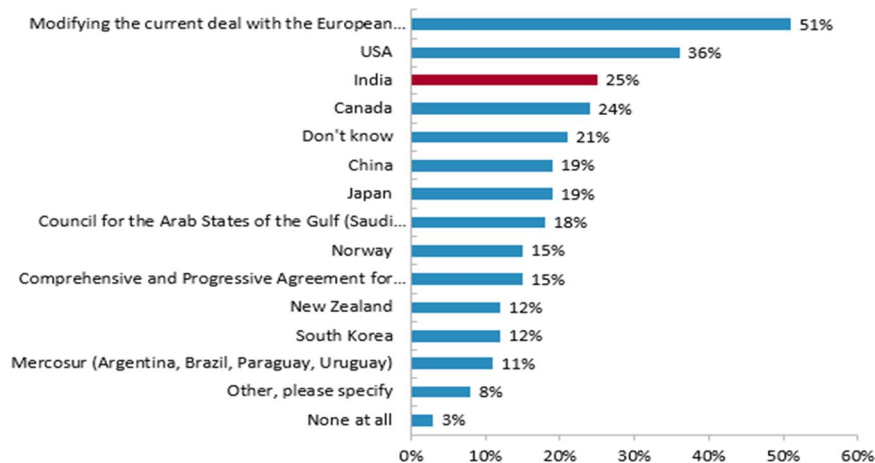
Medium Manufacturing Firm in Yorkshire

"On top of all the other cost of business factors, it will damage our profitability and will lead to no growth."

Small Marketing Firm in Hampshire

India is consistently highlighted as a key market for UK businesses

insightsunit



[q12] Below is a list of markets with which the UK may pursue new or continue existing trade deals in the future. Where would you advise the UK Government to prioritise its efforts?

BASE: (Total: N = 944) – 2022

How do we get economic growth?

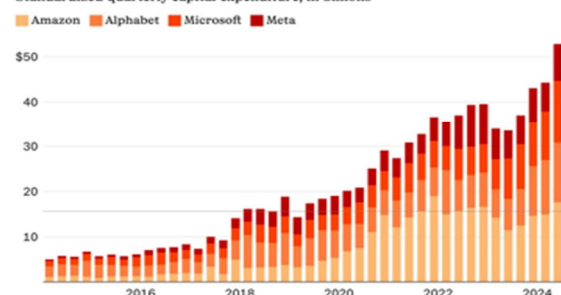
insightsunit

BCC's forecast has downgraded GDP expectations for 2025 to 0.9% amid mounting uncertainty and rising costs. OBR have now cut their forecast for growth from 2% to 1%

Investment	People	Trade
Infrastructure	Address skills shortages	Remove trade barriers
Grid connectivity	Healthier workforces	Trade agreements & FTA awareness
Reduce upfront costs like business rates	Apprenticeships	
AI and tech		
Access to finance		

Big tech is spending more than ever — thanks to AI

Standardized quarterly capital expenditure, in billions



Updated Q2 2024



The PHDCCI Business Delegation to United Kingdom called on Mr. David Leigh Pemberton, Deputy Director, Policy & Engagement, British Fashion Council on 9th September 2025 in London



David Leigh Pemberton, Deputy Director, Policy & Engagement, BFC, warmly welcomed the PHDCCI delegation and appreciated PHDCCI's efforts in promoting bilateral trade and investment relations between India and the United Kingdom. He emphasized the importance of sustained dialogue and regular exchanges to strengthen business linkages between the two countries and assured full support to PHDCCI in exploring further avenues of cooperation. Mr. Pemberton also shared that textiles are one of the focus sectors under the India–UK FTA and highlighted the immense potential for Indian exporters to integrate into the UK's evolving fashion and lifestyle ecosystem.



Mr. Sumit Kumar Agarwal, Co-Chair, Food Processing Committee, PHDCCI, expressed gratitude to **Mr. David Leigh Pemberton** for the meeting and provided an overview of PHDCCI's key initiatives aimed at fostering global collaborations. He emphasized the potential for India and the UK to jointly develop advanced solutions and expand business opportunities in key sectors such as Information Technology, Food Processing, Technology, Energy, and Textiles. He highlighted the importance of innovation and capacity-building programs to drive growth and collaboration, ensuring that professionals and enterprises from both nations benefit from shared expertise and market access.

The delegates introduced themselves and outlined the objectives of their visit, reaffirming their commitment to exploring strategic partnerships that would contribute to the long-term growth and resilience of the textiles sector in the United Kingdom. Representatives from the delegation shared their institutional strengths and areas of focus—ranging from sustainable fabric manufacturing, advanced weaving technologies, and garment production to innovative design platforms, digital supply-chain solutions, and traditional handloom practices. They expressed a strong interest in leveraging the UK's strategic geographic and economic position to initiate joint ventures and pilot projects that could benefit both domestic industries and the wider European market.

The introduction session provided a platform for a candid exchange of ideas and expectations, where the delegates highlighted their readiness to support skill development, policy alignment, and the establishment of centers of excellence in key segments such as technical textiles, sustainable fashion, and value-added exports. The interaction reaffirmed the mutual desire to transform the textiles industry through innovative, inclusive, and technology-enabled solutions.

The meeting concluded with a formal Vote of Thanks to Mr. David Leigh Pemberton, Deputy Director, Policy & Engagement, BFC, for his warm welcome and insightful address. The delegates appreciated the Ministry's proactive approach toward strengthening international partnerships and looked forward to meaningful collaborations that would foster innovation, capacity building, and stronger textile trade outcomes for both nations.



The PHDCCI Business Delegation to United Kingdom called on Mr. Vijay Goel, Senior Partner, Singhania & Co. in London on 9th September 2025.



Mr. Vijay Goel welcomed the delegation and commended PHDCCI's continued efforts in strengthening bilateral business engagement between India and the United Kingdom. He shared his perspectives on the evolving UK business environment, particularly opportunities for Indian enterprises in legal services, financial advisory, start-up support, and cross-border investments. Highlighting the importance of building institutional linkages, he proposed to extend the use of his office as a PHDCCI UK Base, enabling the Chamber to coordinate activities, connect with local stakeholders, and create a stronger presence in the UK market.



He also noted that the UK's strategic location and progressive regulatory framework make it an ideal gateway for Indian companies seeking to expand into the broader European and global markets. The delegates expressed strong interest in exploring public-private partnerships and joint ventures that leverage India's expertise and the UK's infrastructure. Emphasis was placed on fostering innovation-driven ecosystems through knowledge exchange, technology transfer, and skills development programs. The visit reaffirmed the shared vision of both countries to build a resilient, inclusive, and future-ready healthcare sector through sustained collaboration and mutual commitment.



Mr. Ranjit Singh, Partner, Balsons Paint India, Leader of the Delegation, conveyed his appreciation to Mr. Goel for the warm welcome and highlighted the delegation's visit as a crucial step in fostering stronger economic ties. He emphasized that the visit would enable delegates to gain firsthand insights into the United Kingdom's dynamic business ecosystem, explore collaborative opportunities, and identify potential areas for investment and trade expansion. The UK's innovative ecosystem, robust regulatory environment, access to talent, and resilient infrastructure provide an attractive platform for Indian businesses.

Additionally, he acknowledged the UK's strategic role as a global hub and gateway for Indian enterprises to expand their presence not only in the UK market but also in Europe and beyond. The delegation showed keen interest in sectors including Information Technology, Food Processing, Technology, Energy, and Textiles, recognizing the strong prospects for cooperation and mutual growth in these areas.



Ms. Manisha Singh, Senior Secretary (International Affairs), PHDCCI, addressed the gathering and provided a comprehensive overview of the various activities and initiatives undertaken by the PHD Chamber of Commerce and Industry in collaboration with the UK. She emphasized the Chamber's consistent efforts to strengthen economic and commercial linkages through bilateral trade forums, business delegations, sector-specific conferences, and knowledge exchange programs.

The delegates formally introduced themselves, representing a diverse range of sectors such as Textiles, Food Industry, Infrastructure, IT, Petrochemicals and Renewable Energy. Each delegate briefly outlined the primary objectives of their visit, which included exploring investment opportunities, establishing strategic partnerships, and gaining insights into the evolving UK business landscape. Their presentations reflected a strong intent to foster collaborative ventures and contribute meaningfully to the UK's economic growth.

The meeting concluded on a gracious note with a heartfelt Vote of Thanks extended to Mr. Vijay Goel, Senior Partner, Sighania & Co., Ex-Chairman, London Chamber of Commerce Asian Business Association. The delegates expressed deep appreciation for the London Chamber of Commerce Asian Business Association's unwavering support, facilitation of dialogue, and pivotal role in promoting Indo-UK cooperation. The session ended with a shared sense of optimism for future collaboration and continued engagement between the two nations.



PHDCCI Business Delegation to United Kingdom met Ms. Nidhi Mani Tripathi, Minister (Economic), Indian High Commission, London on 9th September 2025.



Ms. Nidhi Mani Tripathi welcomed the delegation and commended PHDCCI's continued efforts in strengthening bilateral business engagement between India and the United Kingdom. She shared her perspectives on the evolving UK business environment, particularly opportunities for Indian enterprises in legal services, financial advisory, start-up support, and cross-border investments.

Ms. Shreeranjani Kanagavel, First Secretary and **Ms. Hamna Mariyam**, First Secretary, Economic, were also present for the meeting.



Mr. Ranjit Singh, Partner, Balsons Paint India, Leader of the Delegation expressed his gratitude to **Ms. Tripathi** for her warm hospitality and generous support. He emphasized the importance of having a local base in the UK to facilitate sustained engagement, provide Indian businesses with on-ground guidance, and foster new partnerships in key sectors such as technology, manufacturing, food processing, and services.

Ms. Manisha Singh thanked **Ms. Tripathi** for her valuable suggestions and shared an overview of PHDCCI's ongoing international initiatives. She emphasized the Chamber's commitment to building structured linkages with institutions and business leaders in the UK and expressed the need to explore collaboration opportunities with the Indian High Commission to further strengthen bilateral trade and investment engagement.

The delegates introduced themselves, outlined the objectives of their visit, and explored avenues of sectoral cooperation.

The session concluded with a Vote of Thanks to **Ms. Nidhi Mani Tripathi, Minister (Economic), Indian High Commission, London, United Kingdom.**



PHDCCI Business Delegation to United Kingdom and visits Autumn Fair at NEC Birmingham on 10th September 2025



On the third day of their UK business mission, the PHD Chamber of Commerce and Industry (PHDCCI) delegation visited the prestigious **Autumn Fair at the NEC Birmingham**, one of the United Kingdom's leading trade exhibitions for the retail sector, for Strengthening India-UK Trade Engagement.

The delegation toured the vibrant exhibition and also visited India Pavilion, which featured a wide range of innovative products and services from Indian exhibitors, showcasing the growing strength and diversity of Indian industry on a global platform.

Delegates engaged with international exhibitors and explored the fair based on their specific business interests, identifying collaboration opportunities, forging partnerships, and gaining insights into global market trends.

This visit aligns with PHDCCI's continued efforts to promote Indian businesses abroad and strengthen bilateral trade and investment between India and the United Kingdom.



Ms. Manisha Singh, Senior Secretary, International Affairs, PHDCCI had a detailed discussion with the Organizers of the event to explore possibility of having PHDCCI members participation in next year.

The visit to the Autumn Fair concluded on a highly positive and forward-looking note, laying a strong foundation for strategic cooperation between PHDCCI and UK industry stakeholders. The exchange of insights underscored a shared commitment to advancing excellence through innovation, technology integration, and cross-border knowledge sharing across key sectors such as Textiles, Apparels, Home Décor, Leather Products, Home Textiles, and Handicraft. Both parties recognized the importance of fostering sustainable, inclusive, and resilient industrial ecosystems adaptable to evolving market demands.

The PHDCCI Business Delegation emphasized the potential for joint initiatives in skill development, sustainable manufacturing, value chain enhancement, and design collaborations. Special focus was placed on developing centers of excellence to boost quality, innovation, and global competitiveness in sectors including textile manufacturing, artisanal crafts, and home furnishing. Furthermore, discussions highlighted mutual interest in leveraging digital platforms, technology-enabled production, and innovative marketing channels to expand market access and consumer engagement.

This engagement marks a significant milestone in strengthening Indo-UK relations in the trade and investment sectors and reflects a shared vision for a prosperous and dynamic future. The delegation expressed optimism that this collaboration will catalyze impactful partnerships, policy advocacy, and business opportunities, ultimately contributing to sustained growth and mutual benefit.



PHDCCI Business Delegation to United Kingdom held a meeting with Consulate General of India, Birmingham on 11th September 2025



As part of the PHD Chamber of Commerce and Industry (PHDCCI) business delegation's visit to the United Kingdom, a meeting was held with senior officials at the Consulate General of India in Birmingham.

The delegation was warmly received by **Dr. Venkatachalam Murugan, Consul General of India**, and **Mr. Aman Bansal, Consul (Commerce)**. The discussions focused on strengthening bilateral economic engagement between India and the United Kingdom, with particular emphasis on trade facilitation, investment promotion, sectoral collaboration, and support for Indian businesses seeking to expand their presence in the UK.

Dr. Murugan highlighted the strategic importance of Midlands and surrounding regions as a hub for advanced manufacturing, technology, automotive, and innovation-driven enterprises. Mr. Bansal provided insights into the evolving UK trade and business landscape and outlined opportunities for Indian businesses across various sectors.



Mr. Ranjit Singh, Partner, Balsons Paint India, Leader of the Delegation, shared his insights on enhancing trade collaboration, fostering innovation partnerships, and exploring joint ventures across key sectors such as manufacturing, technology, education, Petrochemicals, IT and Food Industry. He emphasized the importance of leveraging the strong India-UK relationship to create new avenues for SMEs, startups, and entrepreneurs from both countries. He also highlighted the role of diaspora engagement and institutional cooperation in building long-term, sustainable economic ties.



Ms. Manisha Singh, Senior Secretary – International Affairs at the PHD Chamber of Commerce and Industry (PHDCCI), emphasized the pivotal role played by PHDCCI in fostering international trade and economic cooperation. She elaborated on the Chamber's initiatives to strengthen bilateral relations, promote investment opportunities, and support Indian businesses in expanding their global presence, particularly in the UK.

The delegates formally introduced themselves at the outset of the session, representing a wide spectrum of sectors including healthcare, education, information technology, trade, and renewable energy. Each delegate shared a brief overview of their organization's expertise and expressed a strong interest in exploring collaborative opportunities with United Kingdom counterparts. These introductions laid the groundwork for in-depth and engaging discussions focused on building synergies, exchanging best practices, and identifying sector-specific avenues for partnership. The spirit of openness and cooperation was evident throughout the interactions, as both sides emphasized their commitment to fostering innovation, sustainable development, and long-term economic collaboration.

The session served not only as a platform for business networking but also as a meaningful dialogue between like-minded professionals driven by a common vision for growth and mutual benefit.



PHDCCI Business Delegation to United Kingdom got engaged in a focused interactive session with industry leaders from Birmingham at Consulate General of India, Birmingham office on 11th September 2025



As part of its ongoing efforts to foster international collaboration and promote bilateral trade, a business delegation from the PHD Chamber of Commerce and Industry (PHDCCI) visited Birmingham, United Kingdom, where they engaged in a focused interactive session with industry leaders from Birmingham and at Consulate General of India, Birmingham office, United Kingdom.

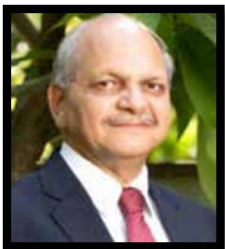
The **PHDCCI Business Delegation** to the United Kingdom participated in a focused interactive session with industry leaders and officials at the **Consulate General of India, Birmingham**. The session provided a valuable platform for in-depth discussions on emerging opportunities across rapidly growing sectors including **textiles, information technology, energy, food, and chemicals**.

Participants emphasized the significance of the UK's **progressive reforms** and a **supportive regulatory framework**, which together create a conducive environment for international collaboration and long-term investments. The UK's **strategic location** as a gateway to Europe and other global markets was also acknowledged as an ideal base for Indian companies seeking to expand their regional footprint.

The session reinforced the shared commitment to fostering sustainable business partnerships and highlighted avenues for increased engagement between Indian enterprises and the UK industry ecosystem.



The discussion also delved into key areas of potential collaboration, including digital technologies, sustainable energy solutions, textile innovation, food processing advancements, and chemical manufacturing. Mr. Minhas expressed confidence that enhanced cooperation in these areas would not only strengthen bilateral relations but also contribute to shared economic growth and industrial development.



Mr. Sumit Kumar Agarwal, Co-Chair, Food Processing Committee, PHDCCI, Conveyed his appreciation to Indo British Trade Council, and the members Indo British Trade Council for the warm welcome and introduced the delegates. Highlighting the delegation's visit as a pivotal step in strengthening economic ties, he emphasized that it would provide delegates with firsthand insights into the UK's business ecosystem across sectors like food industry, information technology, energy, and management consulting. This engagement will facilitate collaboration and help identify key opportunities for investment and trade expansion. Additionally, he recognized the UK's strategic role as an international hub, offering Indian businesses a valuable platform to establish and enhance their regional presence in major economic sectors.

The session provided a platform for meaningful dialogue on enhancing trade and investment opportunities between India and the UK. Key areas of discussion included:

- * Bilateral trade prospects and investment facilitation.
- * Opportunities for collaboration in key sectors such as manufacturing, technology, infrastructure, and services.
- * Exchange of knowledge and best practices between Indian and British enterprises.



PHDCCI Delegation consisting of ; Mr. Ranjit Singh, Leader of PHDCCI Delegation to UK & Partner, Balsons Paint Industries Ltd; Mr. Sumit Agarwal, Co-Chair, Food Processing Committee, PHDCCI & Director, Bio Nutrients (India) Pvt. Ltd; Mr. Vimal Gupta, Managing Director, Gravs India Overseas Pvt. Ltd; Mr. Sanjay Sharma, Managing Director, Corpsustain Ventures India Private Limited; Ms. Arpita Kaur, Accounts Manager, Accretion Logistic Solutions LLC and PHDCCI Secretariat: Ms. Manisha Singh, Sr. Secretary, International Affairs, interacted with all members present.

This engagement marks a strategic milestone in strengthening Indo-UK business relations and sets the foundation for long-term institutional collaboration.



PHDCCI Business Delegation to United Kingdom got engaged in a Productive meeting with Mr. Jaspal Singh Minhas, Vice President, Indo-British Trade Council (IBTC), Leicester, Birmingham on 11th September 2025



The PHDCCI Business Delegation to the United Kingdom held a warm and productive meeting with **Mr. Jaspal Singh Minhas, Vice President of the Indo-British Trade Council (IBTC)**, based in Leicester, Birmingham. The discussion highlighted the UK's progressive reforms and supportive regulatory framework, which collectively foster an environment conducive to international collaboration and long-term investment.

The UK's strategic position as a gateway to Europe and other key markets was recognized as an ideal platform for Indian companies seeking regional expansion.



During the deliberations, both sides also exchanged perspectives on emerging opportunities in key sectors such as Textiles, Food, Petrochemicals, Electric Appliances, Logistics, and Finance. The discussion stressed the importance of leveraging the UK's advanced expertise in technology, research, and innovation while combining India's manufacturing strength and vast consumer base. Both counterparts recognized the mutual potential for creating value-driven partnerships that not only enhance bilateral trade but also contribute to global supply chains. The need for sustained dialogue, regular delegations, and dedicated business forums was also acknowledged as a means to unlock wider possibilities.

In a significant development, **the PHD Chamber of Commerce and Industry (PHDCCI) and the Indo-British Trade Council (IBTC) signed a Memorandum of Understanding (MoU)**, underscoring their commitment to full cooperation and mutual support in strengthening bilateral trade and investment ties.

A significant highlight of the visit was the formal exchange of a Memorandum of Understanding (MoU) between PHDCCI and the Indo British Trade Council, aimed at establishing a framework for future cooperation. The MoU outlines collaborative efforts to:

- Promote trade and investment between India and the UK.
- Facilitate business matchmaking and delegation exchanges.
- Organize joint events, seminars, and business forums.
- Share information on market opportunities, regulatory frameworks, and policy developments.

The delegation's visit and the MoU signing underscore the shared commitment of both organizations to deepening economic engagement and creating mutually beneficial opportunities for businesses in both countries.

The session concluded with a Vote of Thanks to **Mr. Jaspal Singh Minhas, Vice President of the Indo-British Trade Council (IBTC)**.



PHDCCI Business Delegation to United Kingdom got engaged in a Site visit of Intelligent Energy Limited at Loughborough University Campus at Loughborough, Leicester, Birmingham office on 11th September 2025

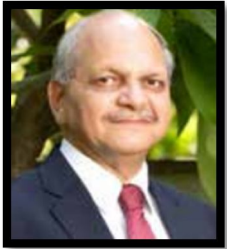


Mr. Dudfield organized a site visit of Intelligent Energy Limited at the Loughborough University Campus, where he extended a warm welcome to the delegation and commended PHDCCI's ongoing efforts to enhance bilateral business ties between India and the United Kingdom. Mr. Dudfield also expressed his appreciation for PHDCCI's initiatives and shared valuable insights on the emerging role of hydrogen fuel cell technologies in the UK's clean energy landscape. He highlighted significant opportunities for

Collaboration between Indian and UK enterprises in this critical sector, particularly with regard to advancing research, manufacturing partnerships, and sustainable mobility solutions. He further emphasized the importance of establishing robust institutional linkages to foster long-term cooperation in the clean energy sector.



Mr. Martin Schaefer, Operations Director, Intelligent Energy Pvt. Ltd., and Mr. Jaspal Singh Minhas, Vice President, Indo Trade Council, Leicester, United Kingdom were also present during the meeting.



Mr. Sumit Kumar Agarwal, Co-Chair, Food Processing Committee, PHDCCI, conveyed his appreciation to **Mr. Chris Dudfield Ph.D. FRSC, Chief Technology Officer, Intelligent Energy Pvt. Ltd.** for the warm welcome and introduced the delegates. Highlighting the delegation's visit as a pivotal step in strengthening economic ties, he emphasized that it would provide delegates with firsthand insights into the United Kingdom's business ecosystem, facilitate collaboration, and identify key opportunities for investment and trade expansion.

Additionally, he recognized the United Kingdom's strategic role as a global gateway—offering Indian businesses a valuable platform to establish and enhance their regional presence, particularly in key sectors such as IT, energy, food processing, chemicals, consultancy, textiles, and leather products. The delegation aims to leverage the landmark India-UK Free Trade Agreement (CETA), which promises enhanced market access, reduced tariffs, streamlined regulations, and improved mobility for professionals across these sectors. This visit will deepen bilateral cooperation and enable Indian firms to benefit from the UK's advanced technology, innovation ecosystem, and business-friendly environment to accelerate growth and innovation across the mentioned industries.



Mr. Ranjit Singh expressed gratitude to **Mr. Dudfield** for his hospitality and support. He underlined the significance of establishing a local presence in the UK to facilitate sustained engagement, provide on-ground guidance to Indian businesses, and foster new partnerships in Technology, Manufacturing, Energy and Services. A local establishment helps Indian enterprises respond promptly to market shifts and customer needs. It enhances business credibility and fosters stronger relationships with local stakeholders. Moreover, presence in the UK opens doors to innovation networks, government incentives, and expanded access to European markets.



Ms. Manisha Singh, Senior Secretary – International Affairs at the PHD Chamber of Commerce and Industry (PHDCCI), delivered an insightful address highlighting the various activities and initiatives undertaken by PHDCCI in partnership with the United Kingdom. She emphasized the Chamber's ongoing commitment to strengthening economic and commercial ties between the two countries through a range of collaborative programs, trade delegations, business forums, and knowledge-sharing platforms. She also acknowledged the vital role of institutional partnerships and diplomatic engagement in enhancing bilateral cooperation, fostering trade and investment growth, and promoting sectoral collaborations in areas such as IT, energy, food processing, chemicals, consultancy, textiles, and leather products

The delegates introduced themselves, shared the objectives of their visit, and explored avenues for sector-specific cooperation.

The session concluded with a Vote of Thanks to **Mr. Chris Dudfield Ph.D. FRSC, Chief Technology Officer, Intelligent Energy Limited.**



Welcome to Intelligent Energy

Powering the hydrogen future®

Hydrogen fuel cell manufacturer

Products from 800W to 300kW

Automotive, aerospace, telecoms, marine,
rail, materials handling, stationary and
portable power



23 years' experience
Over 150 employees
Over 600 patents
12 modular products

Based in the UK
US, Japan, South Korea and
China.

Credited with ISO 9001:2015, ISO
14001:2015, ISO 45001:2018



What is a fuel cell?



Fuel cells **generate electricity** through an environmentally friendly **electrochemical reaction**.

A **zero-emissions** solution.

Produces continuous power when hydrogen and air are supplied.

No combustion is involved.



Fuel cell stack

+



Hydrogen

+



Air

=



Electricity

+



Pure water

Activate V
Go to Setting

Our partners and customers



Enapter



长安汽车
CHANGAN



AIRBUS



TEIJIN



BOEING



ALEXANDER
DENNIS



PESTECH





Our history



2001
Intelligent Energy
opened operations



2005
First fuel cell
motorbike



2008
First manned fuel cell
aircraft with Boeing



2010
First PEM fuel
cell taxi



2011
First fully road approved
fuel cell scooter



2012
Fuel cell taxis
at London Olympics



2015
100kW high power
system



2016
Fuel cell power for UAVs



2017
Company reset
standard products



2017
Fuel cell scooter Met
Police fleet trial



2018
4kW module
launched



2019
UAV world flight
time record achieved
with customer



2019
Fuel cell welfare cabin
for the construction
industry



2019
2.4kW UAV module
launched



2019
Automotive partnership
with Changan



2021
Aerospace partnership
with GKN



2021
1kW compact module
launched



2022
172kW achieved from
single EC stack



2022
BMW introduces fuel cells
to AGV fleet



2022
Shell use fuel cells for
pipeline inspection



2023
World first hydrogen
powered MEWP for
construction



2023
First standard 100kW HD
fuel cell dispatched



2023
Fuel cell for passenger
vehicles launched



2024
Fuel cell powered
SUV with Changan



2024
New testing site
announced for high power
products



2024
Aero product
launched



2024
200kW heavy goods
vehicle unveiled



2024
Development of fuel
cells for eVTOL



2025
Launch of ATI HEIGHTS
programme for aerospace



IE-SOAR:

800W – 24kW for drone and VTOL applications

- ✓ 3 to 5 times the flight time over batteries
- ✓ 2-3 minute refuelling
- ✓ Combine systems in parallel for 800W to 24kW systems
- ✓ Over 1000 hours life
- ✓ Rotary wing, fixed wing and VTOL applications
- ✓ Unlock BVLOS operations



IE-SOAR 800



IE-SOAR 1.2

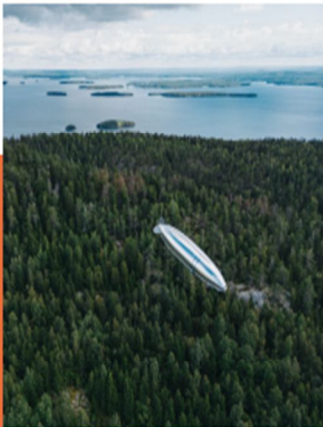


IE-SOAR 2.4



Case studies

Replace your battery and unlock long endurance flight



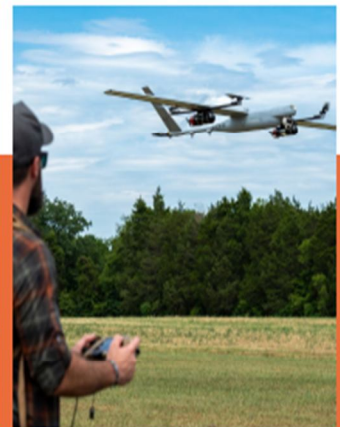
Data capture and monitoring



Pipeline inspection with Shell



Broadcasting the Sail Grand Prix



Long range reconnaissance



IE-POWER:

1kW – 32kW for standby power, telecoms and construction

- ✓ Small, light, power dense hydrogen fuel cells
- ✓ Modular, scalable and easy to integrate
- ✓ Unique patented airflow management
- ✓ Quiet operation
- ✓ Wide environmental envelope
- ✓ Robust against high shock and vibration incidence



IE-POWER 1



IE-POWER 4



Case studies

Zero emission hydrogen fuel cell solutions to meet your net zero targets



Fuel cell electrolyser demonstrator site for EGAT in Thailand



Stationary power for welfare cabins on HS2 sites



Back up power systems for telecoms sites with Netis



Power in off-grid locations with Powidian

Activate W
Go to Settings



IE-LIFT:

1kW – 60kW for material handling equipment

- ✓ Complete battery replacement – 24V / 36V / 48V
- ✓ Simple retrofit using existing FLT connections
- ✓ Rapid refuelling improves fleet availability
- ✓ Easily scalable with site / fleet expansion
- ✓ Improved TCO for intensive operations



IE-LIFT 1



IE-LIFT 2 & 4

Activate



Case studies

Rapid refuelling, improved availability, lower TCO



Fuel cell powered
Automated Guided
Vehicles at BMW Plant



World's first hydrogen-
electric powered access
platforms with Niftylift



IE-DRIVE:

100kW – 300kW for automotive applications

- ✓ High power density
- ✓ Compact and easy to integrate
- ✓ Patented cooling technology
- ✓ Scalable and modular
- ✓ Long life span
- ✓ Range and re-fuelling experience similar to ICE



IE-DRIVE 100



IE-DRIVE HD100



Case studies

High power, lightweight, modular fuel cells for automotive and stationary use



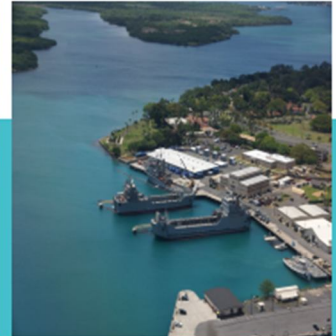
Fuel cell powered passenger vehicles with Changan UK



44 tonne HGV developed with MIRA and Viritech



Fuel cell powered buses with TYCE, Taiwan



600kW microgrid at Hickam Air Force Base in Honolulu, Hawaii

Activate Windows
Go to Settings to activate Windows.



IE-FLIGHT:

100kW – multi-MW for aerospace applications

- ✓ Offer zero-emission energy solutions
- ✓ High power density
- ✓ Compact and easy to integrate
- ✓ Unique patented airflow management
- ✓ Scalable and modular
- ✓ Long life span



IE-FLIGHT stack module



IE-FLIGHT F300

Activate Windows
Go to Settings to activate Windows.



Management team



David Woolhouse
Chief Executive Officer



Julia Waite
Finance Director



Lauren Gurney
Human Resources Director



Greg Harris
Chief Commercial Officer



Chris Dudfield
Chief Technology Officer



Martin Schaefer
Operations Director



Ashley Kells
Programme Director

Facilities

Facility Capability

- 1.3MW fuel cell total testing capability
- Produced power recirculated into energy park infrastructure
- Development and durability of FLIGHT and DRIVE products

Supporting Infrastructure

- Fuel cell workshop and offices
- 450kg hydrogen generation per day
- Green hydrogen generated from local renewables
- Situated at Chelveston Renewable Energy Park



Charitable Trust

The Charitable Trust, launched in 2019, donates £100,000 each year to local community groups and organisations in the Charnwood area.

Established to support local causes in need of financial assistance which, support and aid, amongst others; community groups, young people, sport and lifelong learning.



Ownership

The company is part of the Meditor group, a global investment business with interests across a range of industries from energy to pharmaceuticals.





Key Takeaways

Institutional Partnerships and MoUs

- PHDCCI signed a **Memorandum of Understanding (MoU)** with the Indo-British Trade Council (IBTC) to promote mutual cooperation and strengthen bilateral trade and investment ties.

Strategic Business Collaborations

- Discussions were initiated for **joint ventures and partnerships** in fashion, textiles, Food Industry, sustainable manufacturing, energy, and advanced technology.
- Delegates explored opportunities to leverage **Singhania & Co.'s UK office** as a base to strengthen PHDCCI's footprint and operational support in the UK.

Trade Facilitation and Market Access

- Delegation sessions enhanced understanding of **UK market dynamics, regulatory frameworks, and support mechanisms** critical for entering the UK and EU markets.
- The UK was identified as a **strategic gateway** for Indian enterprises to access broader **European and global markets**, benefitting from the ongoing **India-UK Free Trade Agreement (FTA)** negotiations that aim to reduce tariffs and improve services trade.

Industry Engagement and Knowledge Exchange

- Delegates participated in **interactive sessions, exhibitions, and knowledge forums**, showcasing Indian innovation and strengthening India's presence in UK retail, consumer goods, and technology sectors.
- Engagement with UK industries extended particularly into **hydrogen fuel cell technologies, clean energy, and sustainable textiles**, complementing UK's major investments in **renewables, advanced textiles, agro-tech, and chemicals**.



Government and Diplomatic Support

- The PHDCCI delegation received **strong institutional backing** from the Indian High Commission and the Consulate General in the UK.

Conclusion:

The delegation's UK visit was highly productive, laying a robust foundation for sustained economic cooperation between India and the UK. The engagement fostered mutual understanding, identified sector-specific growth opportunities, and established frameworks for ongoing collaboration. This initiative is expected to contribute significantly to enhancing bilateral trade, promoting innovation, and supporting Indian enterprises in expanding their global footprint.



About PHDCCI

PHDCCI has been working as a catalyst for the promotion of Indian industry, trade and entrepreneurship for the past 120 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”

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

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