

WHITE PAPER

MAKE IN INDIA

**AN OVERVIEW OF THE INDIAN INITIATIVE
FOR FOREIGN INVESTMENT**



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- EDITORIAL -



BY
SOPHIE CLAVELIER

DIRECTOR FOR INDIA
AND SOUTH ASIA AT
BUSINESS FRANCE

Dear all,

I am honored to introduce our white paper on 'Make in India' as one of the themes for the round table at Ambition India 2020. The objective of this paper is to share our expertise to assist French companies in their export journey to India. This study is based on feedback from our experts in the field and analyzes the potential of this government project for investment in India along with its various reforms. Make in India is not just a standalone concept but also a campaign that changed the business environment in India. It invites investors from across the globe to manufacture, design and create in India with additional support that makes trade between countries easier than it has been here before. Are you interested in setting up a project in India? Have you considered manufacturing in India? Business France Invites you to explore this write up to help you achieve your future projects.

Ambition India is a business forum organized by Business France, that brings together key entities from both France and India. The first edition of Ambition India that took place in 2019 has been very successful with more than 250 French and Indian participants, 61 high level speakers and more than 300 B2B meetings. This new edition – Ambition India 2020 will be inaugurated by H.E. Jean-Yves Le Drian, Minister of Europe and Foreign Affairs and with the support of the French Treasury, the Embassy of France in India, the Embassy of India in France, Bpifrance, the French Foreign Trade Advisors (CCEF) and many private companies.

We are inviting 300 French and Indian private companies, experts, advisers and representatives of government organizations to participate in plenary sessions, thematic and sectoral round tables, networking and B2B moments organized during this day dedicated to India, to be held at the conference center of the Ministry of Europe and Foreign Affairs, in Paris. Ambition India aims to provide a strong platform to showcase expertise, products, solutions and strengthen the visibility in a competitive fast-growing market with targeted audience.

Business France, the national agency supporting the international development of the French economy, is responsible for fostering export growth of French businesses, as well as promoting and facilitating international investment in France. It promotes France's companies, business image and nationwide attractiveness as an investment destination, and runs the VIE international internship program. Business France has 1,500 personnel, in France and in 58 other countries throughout the world, who work with a network of partners.

INTRODUCTION

The Make in India initiative was launched on September 25, 2014 by Prime Minister Narendra Modi. The primary objective of this initiative is to attract investments from across the globe and strengthen India's manufacturing sector, by encouraging both multinational as well as domestic companies to manufacture their products within the country. The program was a direct result of a continuous endeavor to further push the Indian economy and effectively respond to new challenges.

The Make in India program facilitates the economic growth of India as it aims at utilizing the existing Indian talent base, creating additional employment opportunities and empowering the secondary and tertiary sectors. Improving India's rank on the Ease of Doing Business index by eliminating the unnecessary laws and regulations, making bureaucratic processes easier, making the government more transparent, responsive and accountable was one of the important reasons behind this initiative.

**I want to tell the people of the whole world:
Come, make in India. Come and manufacture in India.
Go and sell in any country of the world but manufacture
here. We have skill, talent, discipline and the desire to do
something. We want to give the world an opportunity
that come make in India.**

- Prime Minister Narendra Modi -

Led by the Department for Promotion of Industry and Internal Trade (DPIIT), Ministry of Commerce and Industry and the Government of India, the initiative aims to raise the contribution of the manufacturing sector to 25% of the Gross Domestic Product (GDP) by the year 2025 from 16% in 2014. Make in India has introduced multiple new initiatives, promoting foreign direct investment, implementing intellectual property rights and developing the manufacturing sector. It targets 25 sectors of the economy which range from Automotive to Information Technology (IT) & Business Process Management (BPM), to Electronic Systems Design & Manufacturing and Renewable Energy as well as Food Processing and Infrastructure.

The initiative seeks to facilitate creation, foster innovation, enhance skill development and protect intellectual property. Make in India has not been treated in isolation, but it is holistically backed by taking steps such as raising FDI caps in railways and defense production to 100% and 49% respectively. The environment of positivity created by this campaign has significantly improved the perception of the Indian economy.

India's large consumer base along with its, highly educated and young skilled talent is an invitation to various countries to set foot in this land.

Rising affluence is another big driver of increasing consumption in India. India's continuous growth trend along with the substantial increase in average household incomes have made it the 7th world's largest consumer economy. Not only the size of the market, but also noteworthy is the startup ecosystem, which is now the world's third largest and maturing at a fast pace.

Known for its rich diversity, one can easily call India a land of several countries put together. The growth story that is India, is supported by a vast population of 1.3 billion Indians, with majority of it being in the active age group (15-64 years).

INDIA IS EXPECTED TO BE THE LARGEST SUPPLIER
OF UNIVERSITY GRADUATES IN THE WORLD IN 2020

The Make in India initiative has become the largest and fastest growing government initiative ever with over billion global impressions on social media and reached an overall fan base of over 4 million on its Facebook and Twitter page.

**Make in India is the biggest brand
India has ever created.**

- Prime Minister Narendra Modi's speech -
at the launch of the Make in India week

DEVELOPMENT & REFORMS

EASE OF DOING BUSINESS

One of the objectives of the Make in India initiative was to create a more business-friendly environment in India. The efforts have yielded substantial results with India jumping 65 places in the Doing Business rankings since 2014.

TODAY INDIA RANKS 63RD IN DOING BUSINESS 2020: AMONG THE CHOSEN 192 COUNTRIES, AS PER THE WORLD BANK REPORT.

Harnessing the power of India's talent pool along with its resources, continuous policy improvements, government initiatives, have driven it to be the 7th largest economy in the world and foreseen to become the 3rd largest by 2030.

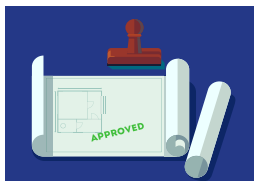
As India was rethinking its industry, one of the main goals of the entire program was to drastically improve its place in the World Bank's Doing Business annually report. In the EODB (Ease of Doing Business) index, 'higher rankings' (a lower numerical value) indicate better, usually simpler, regulations for businesses and stronger protections of property rights.

The research presents data for 191 economies and aggregates information from 10 areas of business regulation from starting a business to access to electricity, paying taxes and registering property.

**This is the best time ever to be in India;
And it is even better to Make in India.**

- PRIME MINISTER NARENDRA MODI -

MAJOR REFORMS THAT HAVE INFLUENCED INDIA'S RANKING IN THE EODB INDEX:



Use of online single window for construction permits:

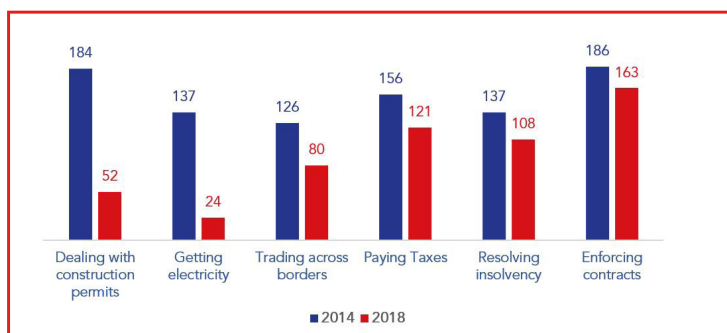
The number of procedures as well as the time required to obtain a construction permit has reduced drastically due to features such as Common Application Form (CAF), digital signatures, auto-scrutiny of building plans etc.



Speedy documentation process to obtain electricity connection: Electricity connection is provided within 7 days if no Right of Way (RoW) is required and within 15 days where RoW is required.

Total number of procedures reduced to 3 in Delhi and 4 in Mumbai.

Six Reforms that helped India jump up 30 places in World Bank's Doing Business Report 2018



Source: World Bank's Doing Business Reports



Improvement in International trade Reforms:

Online application system for traders, reduction of mandatory documents to export/import to 3, and robust risk management system for inspection has reduced a significant amount of time and cost for both documentation and border related compliance.

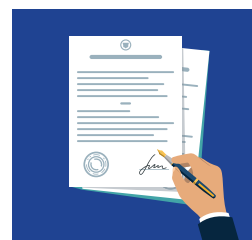


Online tax filing system and GST: Introduction of Goods and Service Tax (GST) and robust IT infrastructure of online return filing have been the major reforms in this indicator. Apart from this, online services for registration and return filing for employee insurance and provident fund have eased paying taxes as well.



Resolving Insolvency and Bankruptcy Code of 2016:

The first comprehensive legislation in India of corporate insolvency. Under Fast-track Corporate Insolvency Resolution Process (CIRP) for mid-sized companies, the process for insolvency is to be completed within 90 days with a maximum grace of another 45 days.



Enforcing contracts and Judiciary support:

The establishment of Commercial Court, Commercial Division and Commercial Appellate Division in High Courts of Mumbai and Delhi. National Judicial Data Grid (NJDG) which provides case data, and e-filing of case in district courts of Delhi and Mumbai have made a significant contribution as well.

FDI POLICY

Under the Make in India initiative, the business environment has become more user-friendly and much simpler for entities to manufacture in India which benefits investors and companies from all around the world. As a result, FDI in India has followed a positive trend since the launch of the program. FDI inflow only within the past 5 years (accounts for almost half (\$286 Bn) of the overall FDI received in the country since 2000 (\$592.08 Bn). For the 1st time, India crossed the \$60 Bn mark in FY 2017 - 18 with \$55.55 Bn in FDI, thanks to the investment friendly policies and opening of FDI allowance in various sectors.

The investment climate in India has improved considerably since the opening of the economy in 1991. This is largely attributed to ease in FDI norms across sectors of the economy. With an aim to attract and promote FDI, Government of India (GoI) has put in place a policy framework on FDI, which is transparent, predictable and easily comprehensible. Sectors such as Services, Computer software & hardware, Telecommunications, Trading, Construction attracted the highest FDI.

India's fiscal scene has never been better in 300 years.

- Infosys co-founder N.R. Narayana Murthy -

REASONS TO INVEST IN DIFFERENT SECTORS IN INDIA

As the Make in India program encourages manufacturing in India, mentioned below are some key points presented sector wise which illustrate the positives of investment in India.



Automobile Industry

- ◆ Automobile industry to be the engine of the "Make in India" program, under the Automotive Mission Plan 2016-26.
- ◆ India ranks 30th out of 100 in the evaluation of the manufacturing competencies by the World Economic Forum.
- ◆ Faster Adoption and Manufacturing of (Hybrid &) Electric Vehicles and National Electric Mobility Mission Plan (NEMMP 2020) have been initiated with an aim to support the market development and ecosystem.
- ◆ India is cost competitive as it offers 10-25% low cost advantage vis-à-vis to that offered by Europe and Latin America.
- ◆ Favorable government policy with 100% FDI allowed through automatic route.



Food processing

- ◆ India can benefit of 11.2% of the total arable land in the world. In addition, the resource-rich country has the sixth largest food and grocery market and fifth largest retail market globally
- ◆ India is the largest producer of milk, bananas, mangoes, guavas, papaya, ginger, okra, second largest producer of wheat, rice, fruits, vegetables, tea, sugarcane and cashew nut and the third largest producer of cereals, coconut, lettuce, chicory, nutmeg, mace, cardamom and pepper globally
- ◆ Geographical advantage with close connectivity with Europe, Middle East & Africa from the western coast, and Japan, Singapore, Thailand, Malaysia, Korea, Australia and New Zealand
- ◆ The market for plant and machinery in the Food Processing industry in the year 2024-25 is poised to stand at \$51.41 Bn.



Renewable Energy

- ◆ Economic growth, increasing prosperity, a growing rate of urbanization and rising per capita energy consumption is contributing to increasing demand for energy
- ◆ National Solar Mission has been up scaled to 100 GW from 20 GW of grid connected solar power by 2022
- ◆ India's estimated renewal energy potential stands at 1,096 GW from commercially exploitable sources (Wind – 302 GW and Solar Power - 750 GW)
- ◆ As per the Paris Accord on Climate Change, the Government of India has set a target of adding 175 GW of renewable power by 2022.



Electronic Systems

- ♦ India has considerable talent base for electronic chip design and embedded software.
- ♦ India has strong design and R&D capabilities in auto electronics and industrial economics.
- ♦ India's mobile gaming market is expected to be worth \$1.1 Bn in 2020 and the number of users to reach \$628 Mn by 2020.
- ♦ Major Government initiatives such as 'Digital India', 'Make in India' and supportive policies including favorable FDI
- ♦ India is the second fastest digitizing economy amongst the 17 leading economies of the world.
- ♦ There is a huge demand for electronic goods in the Middle Eastern countries, North Africa and Latin America. This provides an export market for 'Made in India' electronic goods.



Pharmaceuticals

- ♦ India's healthcare market may see a threefold jump in value terms to reach US\$ 372 bn by 2022 with rising income, greater health awareness, increased precedence of lifestyle diseases and improved access to insurance.
- ♦ Ayushman Bharat is National Health Protection Scheme, which will cover over 100 mn poor and vulnerable families (approximately 500 mn beneficiaries) providing coverage up to US\$ 7,150 per family per year for secondary and tertiary care hospitalization.
- ♦ Medical tourism to India is on a rise, primarily due to its expertise in cardiac and orthopedic procedures, in addition to other specialized areas like neurosurgeries, cancer treatment and organ transplantation.
- ♦ India's cost of production is significantly lower than that of the USA and almost half of that of Europe.
- ♦ Presence of a skilled workforce as well as high managerial and technical competence.

OFFSET IN INDIA

The Defence Procurement Policy (DPP) was introduced in 2002 to address the needs of the Defence Sector in India. Progressively (and aligned to the 'Make in India' Initiative) the thrust of the Government of India has been to make India self-reliant in this sector. Towards this end, it has introduced new structures for capital acquisitions such as Buy IDDM (indigenously Designed, Developed and Manufactured). In this context, the DPP also incorporates the notion of "offsets" which is of particular significance to the French Companies. The defence offset policy seeks to have the manufacturer of the equipment "compensate" the buyer, by imposing a mandate of having a minimum per cent of value addition in the ordering country.

The key objective of the Defence Offset Policy as it stands today is to leverage the capital acquisitions made via "Buy Global" and "Buy and Make" categories to develop the Indian defence industry by:

1. fostering development of internationally competitive enterprises,
2. augmenting capacity for Research, Design and Development related to defence products and services and
3. encouraging development of synergistic sectors like civil aerospace, and internal security.

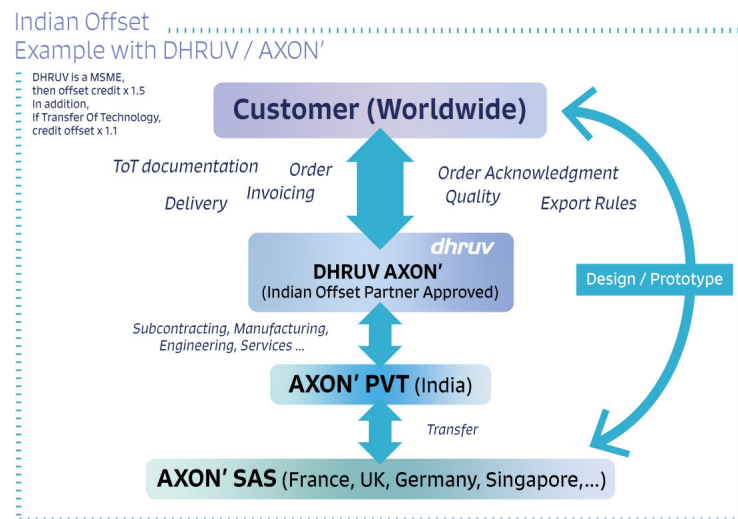


The offset obligation is imposed on the primary vendor under the main procurement contract. However, it permits them to pass on the obligations to their Tier 1 sub vendors, to the extent of their work share in the main procurement contract. Given the magnitude of the offset obligations imposed on the vendors (30% of the estimated cost of the acquisition or foreign exchange element, as the case may be) the vendor often takes advantage of this provision.

Hence, the French Companies that have been approved Tier 1 sub vendors in the main procurement contracts, have often been asked to undertake such offset obligations in India.

Please note that the Offset Policy has identified avenues for discharge of these offset obligations and the procedure to undertake the same. Within the identified scope and procedure, and subject to the DPP, the French Company may discharge obligations in a way it deems fit.

At Business France, we can help French Companies understand and execute their offset obligations in India by providing services such as regulatory overview of the concept, customised offset studies, assistance in the identification of appropriate partners etc.



FRANCE AS A STRATEGIC PARTNER FOR INDIA



France particularly is a key and trustful partner for India. Strategic partnership between India and France marked its 20th Anniversary with the State visit of the French President, Emmanuel Macron in March 2018.

Various bilateral deliverables of this visit were:

- ◆ To encourage SMEs and mid-cap companies, to play a vital role in the economic and commercial exchanges between the two countries.
- ◆ Promotion of Make-in-India initiative for Indian and French defence enterprises to enter arrangements for co-development and co-production of defence equipment in India. Some prospects being aggressively considered between the two economies are additional Scorpene submarines, Defense Research and Development Organization (DRDO) and SAFRAN discussions and the Rafale project
- ◆ Our two countries have witnessed exemplary cooperation in the Smart Cities of Chandigarh, Nagpur and Puducherry. It is noteworthy to mention the signing of the loan agreement between the Agence Francaise de Development (AFD) and the Government of India for US\$ 112 mn in support of the Smart Cities Project.
- ◆ France has committed US\$ 785 mn to the International Solar Alliance (ISA), a treaty-based organization, launched by the Indian Prime Minister in 2015, that aims to promote solar energy in 121 countries.

In August 2019, Prime Minister Narendra Modi visited Paris for the Bilateral summit and to participate in G7 in Biarritz to strengthen this relation between France and India.

Today, The Indo-French relation is based on a solid foundation: approximately 600 French companies are already installed and setup in India which invest, manufacture, innovate and even export from India; a continuous flow of new investments that places India among the top countries in terms of FDI; more than 350 000 workers employed in French companies across sectors. Undoubtedly France and India have powerful cards to play and must work together to improve their respective industries.

The Indo-French facet has seen French companies operating in India in multiple fields like services, pharmaceuticals, aviation, food, electronic, building, electric components and automobiles.



Sizeable French groups have successfully opened its passage to the Indian market like Decathlon, Cisco Digital Network Control Systems, BNP Paribas, Safran, Solaire Direct (ENGIE group), Bolloré Africa Statistics, Geodis International and Louis Dreyfus Armateurs.

Defence and security, space and civil nuclear sectors constitute the principal pillars of the Indo-French strategic partnership. India and France are also increasingly engaged in new areas of cooperation, such as

climate change, including the International Solar Alliance, and sustainable growth and development, among others. Besides, Indian industries stand to gain a lot by joining hands with French industries across sectors, like automobile, aviation, pharmaceutical, textile, telecommunication, agriculture and food processing, mineral exploration and development and energy and so on.

Today, India is well equipped with strong and trustful partners to support its goal of becoming the next industrial hub in Asia during the next industrial revolution. France has emerged as a major source of foreign direct investment (FDI) for India, with more than 1,000 French establishments already present in India. France is the 9th largest foreign investor in India with a cumulative investment of \$6.59 billion from April 2000 to December 2018. At the end of 2018, Indo-French bilateral trade stood at 11.52 billion euros, rising by 7.60% over the bilateral trade clocked in 2017.

In fact, the government's ambitious Make in India can be realized sooner with India's formidable collaboration with French industries.

French companies can support India for its next industrial revolution by bringing disruptive innovations and technologies in the country through the pathbreaking program Make in India.

- H.E. Emmanuel Lenain Ambassador of France to India-

FRENCH COMPANIES' TESTIMONIALS



Pierre DICKELI,
CEO at SAFRAN India

Safran is a global, high-technology group, operating in the aviation, defence and space industries. Apart from the core business of making aircraft engines, Safran also manufactures helicopter engines, electronic systems, landing gears, seats and interiors of an aircraft. In a thought-provoking interview, Pierre Dickeli, the CEO of Safran India, throws light on the French conglomerate's manufacturing initiatives in the country.

How do you see the Make in India program unfolding on the ground?

Safran has been working in India for a long time, much before the Make in India initiative was rolled out. We have had a JV with HAL (Hindustan Aeronautics) for a long time now. The JV in Bengaluru is doing most of the piping for our commercial engines.

We also have a longstanding, engineering activity in Bengaluru. According to me, Make in India is not just about manufacturing; it is also about designing, development, manufacturing and support. We have decided to work more in India and have set up a facility in Hyderabad for manufacturing wires and harnesses. We have also started making engine parts in Hyderabad.

Make in India is also important for defence or fighter aircraft. We have been proposing India to co-develop the Kaveri jet fighter engine for the past ten years. Safran has performed several technical audits of the Kaveri engine design, for which the results have been successfully implemented by GTRE. We were offering transfer of technology for the jet fighter engine from France to India, fully supported by the French government. Safran's proposal represents a unique

opportunity that will allow India to acquire the level of sovereignty achieved by only 4 other nations. That is what I really call a Make in India initiative.

What is your take on the business climate in India?

The government is trying to make it easier to do business here. If I were to compare the current situation with what it was a few years ago, the business environment has certainly improved. It may still not be at the level that would be needed, but it is improving.

The government is also making it easier for foreign companies to come here and meet the Make In India requirements. For instance, there is 100% FDI (foreign direct investment) in civil aviation. But in the defence aviation segment, initially, the FDI was limited to 26 per cent, which was later raised to 49 per cent. This has to increase again because Make In India means transferring of production, which means adopting Indian industrial capabilities to use new technologies. Therefore, if you want Make In India to be feasible and successful in the country, you should allow some kind of a significant amount of FDI in vital sectors.

"Make In India is not just about manufacturing; it is also about designing, development, and support."



Stéphane WATIER,
Axon'Indian Units Global
Manager

Axon' Cable is a medium size patrimonial company, employing 2300 people worldwide and 150 in India. They operate in different sectors like aerospace, defense and medical by providing cable connectors assemblies cabinets solutions for severe environments. Internationally oriented (70% sales on export, 56 countries), and make in India since 2010. Stéphane Watier Head of Axon' Cable in India shares his personal experience regarding the Make in India program and how it affected their strategy in India.

What is the first thing that come to your mind when you think of 'Make in India'?

The main rationale for us to Make in India is to be closer to our customer, to produce in India for the Indian market. We go beyond manufacturing in India and co-engineer our products with the help of Indian talent to adhere to customer expectations. Making in India allows companies to coordinate more efficiently by allowing real-time exchanges at various stages of production.

Thus The Make in India initiative allows tax advantage to companies manufacturing locally and save on high import duty and in turn make the final product price competitive for the Indian Market.

How has been the transition from 2009, (when you started manufacturing in India) till date today in 2020?

In our field of cable assemblies, connectors, 10 years ago, this sector of defence and aerospace, was still importing many equipment. Now, there is a strong endeavor and push to domestically develop these items through large organizations like DRDO. This makes it necessary and gives a clear advantage to be local to be in constant touch with the customer and effectively adapt to respond to India's constant lookout for advanced technology.

This program reinforces our presence as Axon' already has to its credit 10 years' worth of indigenization efforts, necessary experience to deal with Indian customers, as well as local trained and qualified manpower to respond to the most technical requirements. Today, Axon has adapted its technology to meet the requirements of powering of ISRO's satellites. a solution tailormade only for India.

What would be your advice for new companies wanting to manufacture in India?

Firstly, plan what you want to achieve in India. I would not advocate coming to India with a short-term view in mind.

Secondly, choose the most apt path to enter the market – either through a local partner or a 100% subsidiary - which is the case for Axon Cables India. It is advised that one be careful and cautious while choosing a partner.

Lastly, Understand the Indian market and its mindset. India should not only be viewed as a low-cost, low technology, unorganized country. But it is actually a technology-oriented country with a good engineering know-how and well-set regulations in place. It is true that things do take time to be executed, when compared to other countries. So, you need to invest time, perseverance and patience to bear fruits for the Indian project and allow the customers to connect to the brand.

What makes India different vis-à-vis other Asian countries where you operate?
I would say it is relatively easier to find manpower who is not only technologically sound, but also, they have a high degree of adaptability when trained. Secondly, a strong English level and communication, compared to other Asian countries plays a key factor in customer relations. Also, India is ambitious and always open to welcome new technology as seen in our sector of activity.

CHALLENGES FOR THE NEW DECADE

The Indian Government has recently launched Make in India 2.0 with renewed focus on 10 sectors, including capital goods, auto, defence, pharma and renewable energy to push growth in manufacturing and generate job opportunities. It is constantly striving to make India a better place to do business in, with an aim to have India in the top 50 nations in the World Bank's ease of doing business report.

The Make in India program has without any doubt improved the Business Environment in India and brought numerous policy changes to provide adequate infrastructure and make it easier for companies to do business in India.

Ravi Shankar Prasad, India's electronics minister, made an announcement in December 2019 that he hoped would launch a new era for Indian manufacturing.



Ravi Shankar Prasad @rsprasad · 5 oct. 2019

Soon we will get to see high end **Apple** iPhones with 'Designed by **Apple** in California, Assembled in India' written on it.

Finland's Salcomp, the world's largest maker of smartphone chargers and a supplier to Apple, bought a plant previously run by Nokia that closed in 2014 after being hit with a Rs50bn (\$702m) tax bill. Production is due to restart by March and will create around 10,000 jobs. Under Mr Modi, brands such as Apple and Xiaomi have increased production in India, while Samsung has invested in what it says is the world's largest smartphone plant near New Delhi.

These are among the most notable successes of the prime minister's "Make in India" campaign, which promises manufacturers setting up in India everything from financial incentives to less red tape and intellectual property protection. They, in turn, can take advantage of India's young workforce, low prices and enormous domestic market.

**"People complain about the problems", he says.
"You don't hear about Indian manufacturing products
being shipped all around the world. To that extent
we're proud [to export globally]."**

-Ankit Agarwal, chief executive of Sterlite Technologies-

Among the complaints regarding the low productivity due to inadequate infrastructure some manufacturers remain more bullish, Sterlite Technologies' telecom products business recently opened a \$100m plant producing glass for fiber-optic cables near Mumbai. Thanks to government incentives targeting high-tech manufacturing, the company is aiming to boost exports of the material to telecom companies globally.

SCOPE OF IMPROVEMENT

In order to make India as a global manufacturing hub there is still scope for improvement:

- ◆ Need to focus on competitive advantages on the global scale in sector with a large domestic market.
- ◆ Priority on industries like Defence, electronics hardware, construction, health care and agro-industries could prove beneficial.
- ◆ Skill development program supported by the government could increase the productivity and prove a competitive edge to the Indian Industries.
- ◆ A cooperative partnership could be built between government and the private sector, both domestic and foreign cases.
- ◆ To resolve the concerns about the technological parameter, India needs to leverage new technologies to resist the counterparts.



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About Business France

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Business France has 1,500 personnel, both in France and in 56 countries throughout the world, who work with a network of partners.

Since January 2019, as part of the reform of the state support system for exports, Business France has given private partners responsibility for supporting French SMEs and mid-size companies in the following markets: Belgium, Hungary, Morocco, Norway, the Philippines and Singapore.

Business France India accompanied, in 2019, more than 300 French companies to India by providing customized services, by bridging them with local clients and partners through the organization of missions, and by assisting them to participate in collective events, such as French Pavilions at leading trade fairs, technical seminars, B to B meetings, various business networking events and press conferences.

For further information, please visit: www.businessfrance.fr

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