



**ECCP
MATCHMAKING
EVENTS** ★

EU-India MATCHMAKING EVENT

In the context of Renewable Energy India Expo 2025

NEW DELHI & GREATER NOIDA, INDIA 29 - 31 OCTOBER 2025

INFO WEBINAR 19 SEPTEMBER | 9:30-10:30 CEST





An initiative of the European Union



ECCP MATCHMAKING EVENTS ★

WELCOME



EUROPEAN CLUSTER
COLLABORATION PLATFORM



European
Commission



Business Support on Your Doorstep

GBI GLOBAL
BUSINESS
INROADS
CONSULTING EXCELLENCE DELIVERED

Housekeeping Rules

- This webinar is scheduled to last **1 hour**
- This webinar will be recorded and published on ECCP
- All participants are in listen-in mode
- To ask a question, please type it into the **Q&A box**

Agenda

9:30 – 9:45

Opening Session:

- Christophe Guichard, Policy officer, Unit on Industrial Forum, Alliances and Clusters, DG for Internal Market, Industry, Entrepreneurship and SMEs, European Commission
- Shradha Ganeriwala, Technology & Innovation Manager, Global Business Inroads (GBI)

9:45 – 10:05

Market access information session:

Regional approach. Presentation of the Input paper

- Jan-Philipp Kramer (PhD), Head of EU Services, Prognos, ECCP Team Member
- Rohan Gopakumar, EU Team | EU - India Investment Facilitation, Invest India

10:05 – 10:15

Presentation of India IP SME Helpdesk

- Gergana Dimitrova, Intellectual Property Expert, India IP SME Helpdesk

10:15 – 10:25

Presentation of REI Expo

- Julian Thamas, Portfolio Director | Energy & Battery Industry – India, Informa Markets India Pvt. Ltd

10:25 – 10:30

Next steps towards the matchmaking event, Q & A, Closing

- Teodora Jilkova, ECCP Team Member

Welcoming remarks

Christophe Guichard, Policy officer, Unit on Industrial Forum, Alliances and Clusters, DG for Internal Market, Industry, Entrepreneurship and SMEs, European Commission

Shradha Ganeriwala, Technology & Innovation Manager, Global Business Inroads (GBI)

Market access information session.

Regional approach. Presentation of the Input paper

Jan-Philipp Kramer (PhD), Head of EU Services, Prognos,
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Rohan Gopakumar, EU Team | EU - India Investment
Facilitation, Invest India

Sanid Dilip Patil
Sr. Assistant Vice President - Sectors | Invest India

Setting the scene: Market access information session

Dr. Jan-Philipp Kramer

Team Leader 'Data & Policy',
ECCP / Prognos AG

Economic profile of India

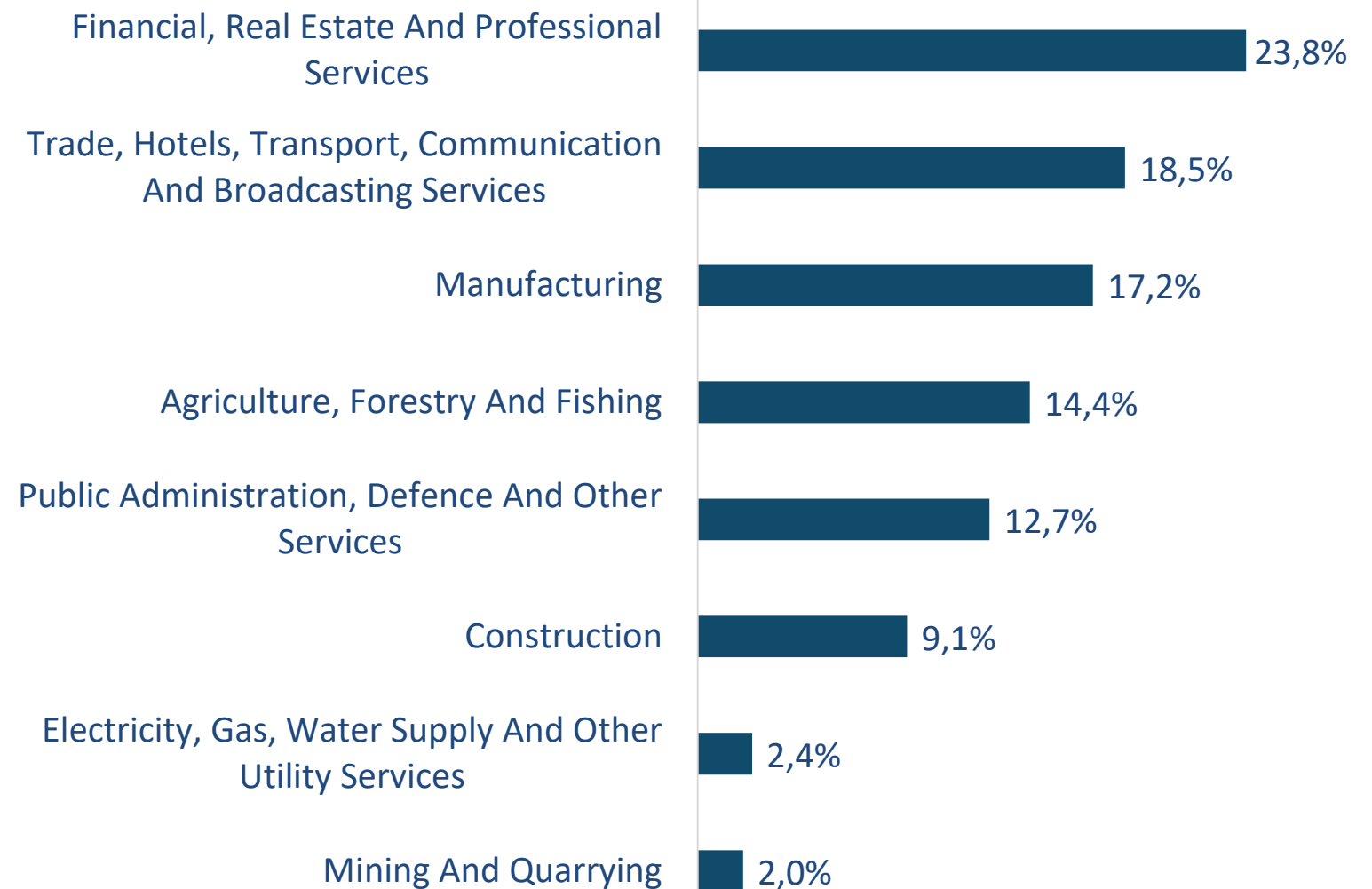
General characteristics of the economy:

- Over the last 30 years, **India's GDP** grew from EUR 537 billion to EUR 3,134 billion (constant 2015 EUR) in 2024 – an average annual growth rate of 6%
- One of the **fastest-growing economies** in recent years
- India is the world's **4th biggest economy**

Predominant sectors:

- Strong services, with **IT as the driving force behind the growth** of the Indian service sector
- **ICT alone accounts for 30% of Indian exports**
- Services account for 57.4% of Indian GVA
- Manufacturing as well as agriculture represent relevant shares of the Indian economy

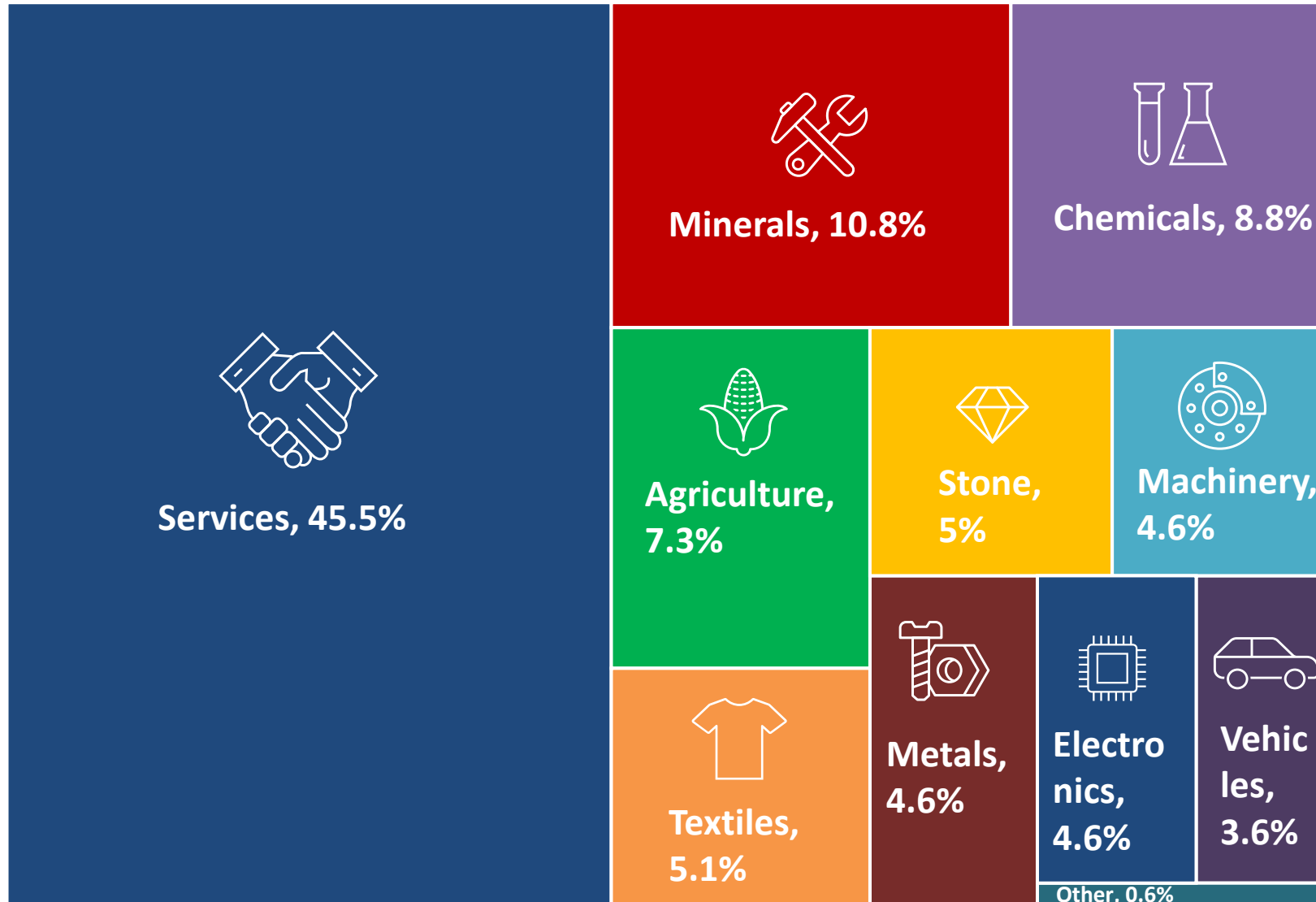
GVA share by sector, 2024



Source: ECCP (2025), own calculation based on data from the Government of India.

Economic profile of India

Export structure of India, 2023

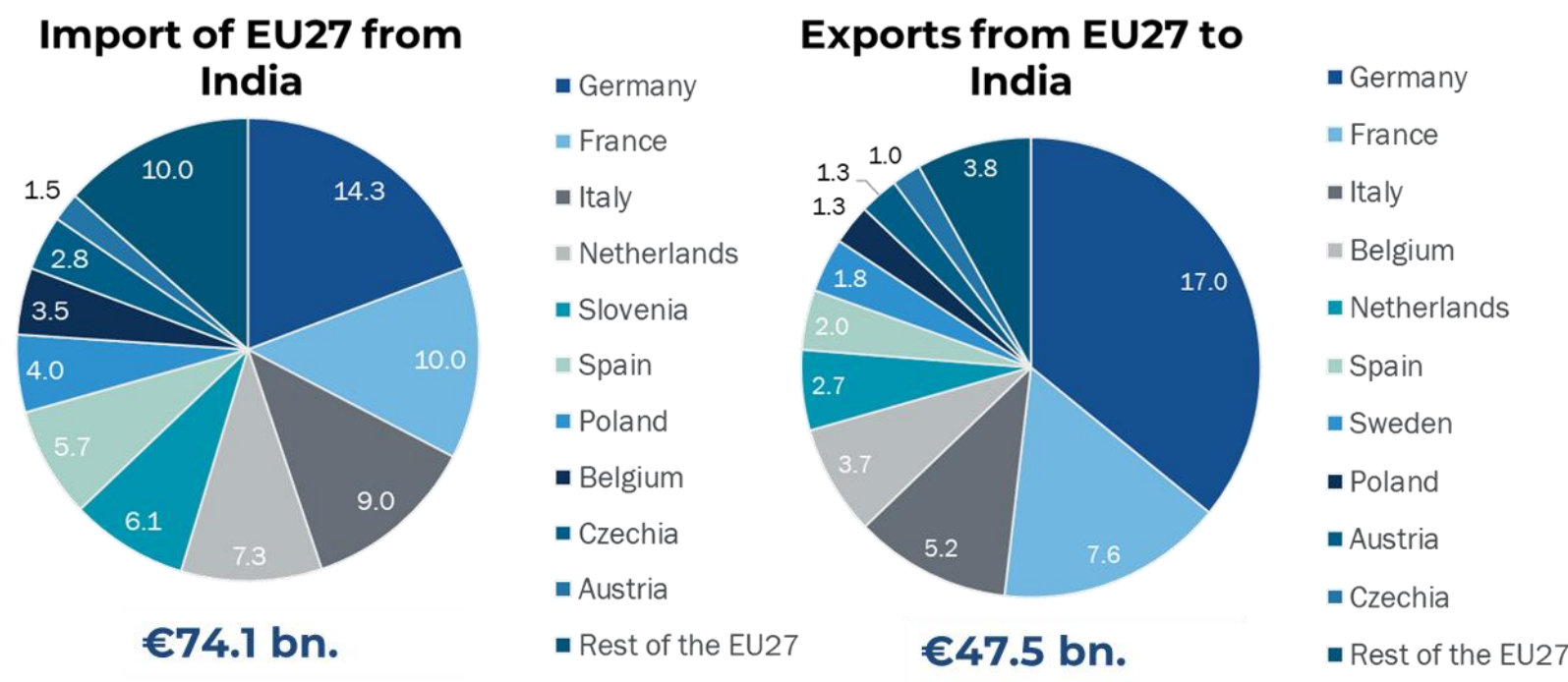


- **Services account** for 46% of total exports, with most of them (35% of total exports) being business services
- **Minerals** rank second, mostly in the form of petroleum
- **Industrial products** like machinery, metals, vehicles, electronics and textiles show a significant share of exports

Source: ECCP (2025), own calculation based on the Atlas of Economic Complexity.

EU27 and India: Analysis of business & value chains

Top 10 most important EU27 trading partners of India for traded goods, 2024



- **Trade concentration:** Germany, France, Italy, and the Netherlands dominate in EU imports, making up 55% of EU imports, while Germany and France alone account for 52% of EU exports to India
- **Import structure:** Machinery and transport (25%), chemicals (23%), and manufactured articles (20%); top imports: telephone sets, medicaments, diamonds, motor vehicle parts
- **Export structure:** Machinery & transport (51%), chemicals (16%), manufactured articles (14%); top exports: airplanes, diamonds, machinery, motor vehicles

Trade in Services: Beyond traded goods, the EU imported €31 billion in services from India, primarily in business and ICT services (82%), while exporting €21 billion in services to India, mainly in transport, business services, and ICT (77%).

Source: ECCP (2025), own calculation based on UN Comtrade Database.

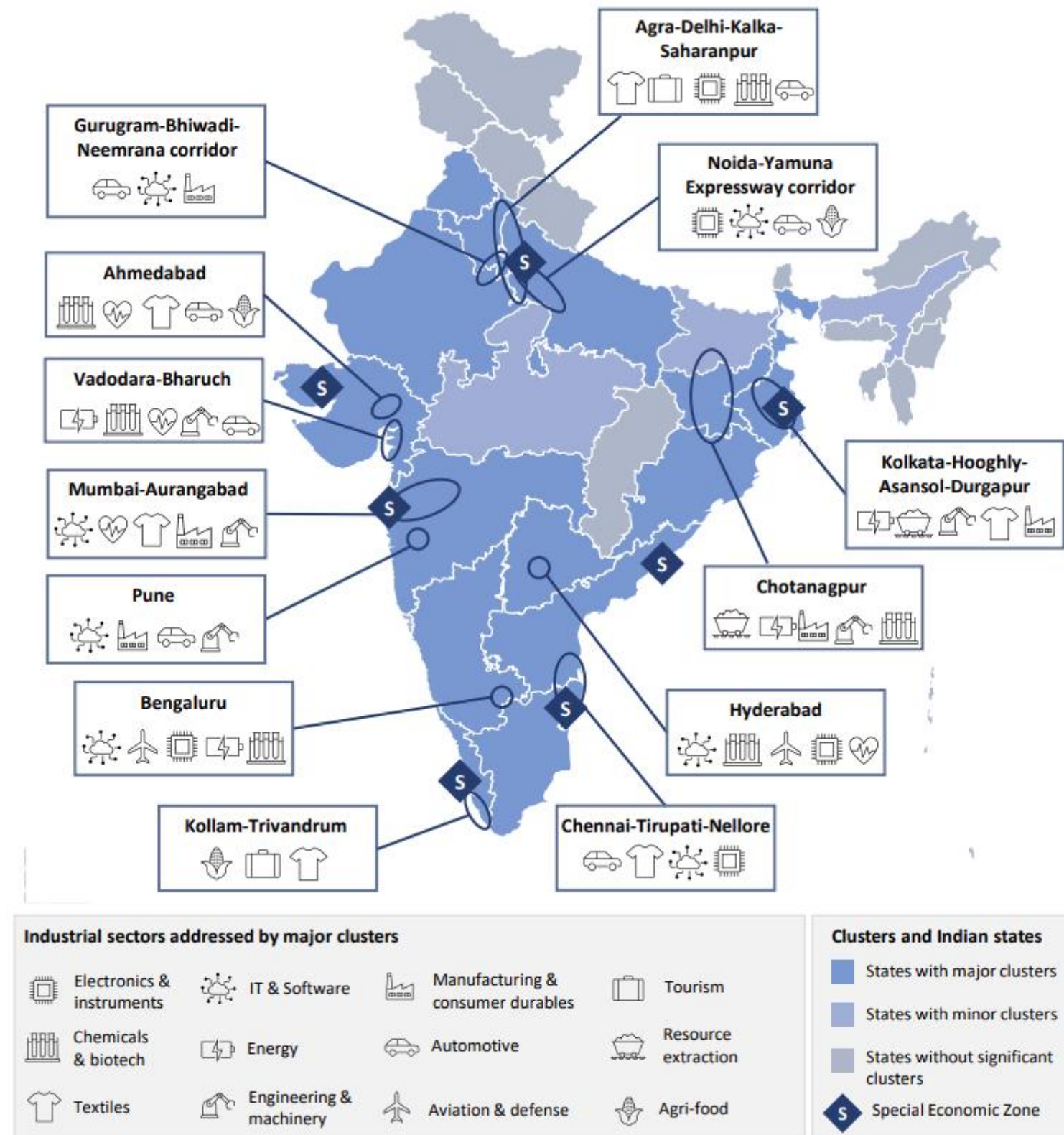
The Indian cluster landscape

Cluster structures

- 13 major industrial clusters
- **Over 5,000 minor and micro clusters** exist across India
- **Traditionally** focused on chemicals & petrochemicals, automobile & components, drugs & pharmaceuticals, consumer appliances
- **Growing presence** in ICT, engineering and business services

Special Economic Zones

- Special Economic Zones (SEZ) underlie the **2005 Special Economic Zones Act**
- **370 notified SEZs** (as of June 2025), out of which there are **seven Central Govt. and ten State Govt. SEZs**

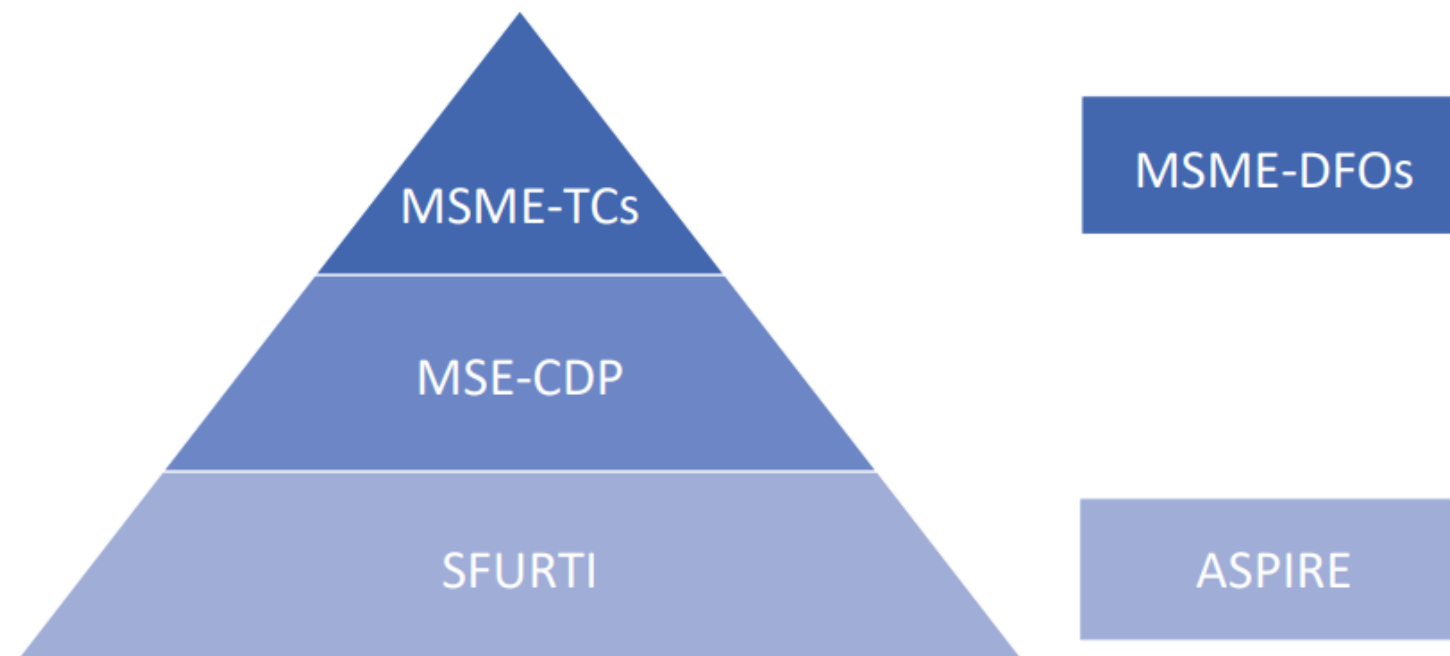


Source: ECCP (2024), own elaboration based on Global Business Inroads (2024)

India cluster policy

India's cluster policy portfolio

- Ministry of Micro, Small & Medium Enterprises (MSME) operates a **set of cluster support programmes**
- Its core programme is the **Micro and Small Enterprises-Cluster Development Programme (MSE-CDP)**



Source: ECCP (2024), own elaboration based on Ministry of MSME (2022) and National Productivity Council (2021)

EU-India linkages

Institutions

- European Business & Technology Centre (EBTC), part of the Enterprise Europe Network (EEN), with three EBTC clusters:
 - Transport cluster
 - Aviation cluster
 - Sports cluster
- Europe India Chamber of Commerce (EICC)

Strategic programmes

- EU-India Connectivity Partnership
- SWITCH Asia

Euroclusters targeting India



European Leaders of Blue Energy (ELBE)

- Support SMEs in the **Energy-Renewables Industrial ecosystem**, blue economy, maritime technologies, etc.
- **Aim:** Implementing EC Industrial Strategy for Europe, SME strategy for a sustainable and digital Europe, EC Offshore Renewable Energy strategy
- The Project "ELBE Plus - European Leaders of Blue Energy" has identified India as a **potential new partner** for developing Fixed Bottom Offshore Wind (FBOW) projects



Polymer Recycling (POLREC)

- SMEs support across **various industrial ecosystems**
- **Aim:** Reducing the environmental impact of the **polymer industry** & boost raw materials European strategic autonomy
- India has been **identified as a target market** of the Eurocluster and was highlighted in the POLREC international dialogue in July 2025

Concluding remarks



India's strong growth and EU ties position it as a hub for cluster collaboration in ICT and manufacturing

- **Strong economic growth:** With the strong growth performance over the last decades, India was one of the fastest-growing economies, mostly driven by the service sector, especially ICT services.
- **Deepening EU-India ties:** Trade is concentrated in Germany, France and Italy, with the EU being India's most important trading partner. The trade is dominated by machinery & transport equipment, chemicals, manufactured goods, as well as business and ICT services.
- **Services:** India's strong position in knowledge-intensive services, particularly ICT, makes India an especially attractive partner for EU clusters in the digital ecosystem.
- **Cluster landscape:** India's cluster and SEZ framework, supported by the MSE-CDP and EU-India collaborations, enhances its role as a hub for investment, talent, and technology across traditional and emerging sectors.
- **Euroclusters:** By bridging the gap between the EU and the Indian market, Euroclusters can foster collaboration and further strengthen EU-India ties.

Rohan Gopakumar

Associate – Europe region | Invest India

Sanid Dilip Patil

Sr. Assistant Vice President - Sectors | Invest India

Maximising the India Opportunity

Fastest Growing Large Economy with Stable Democratic Regime

77 years of Democracy; Key Achievements

*GDP currently around **USD 4.2 Tn***



Real GDP Growth Rate of 6.5% in FY25, the highest among major economies



The **average real income** of the citizens has increased by **50% in the last decade**



In ten years, the **global economy has grown by 35%**. However, during the same period, **the Indian economy has expanded by nearly 90%**



Over the **last 10 financial years (2015-24)**, **FDI inflow has increased by 119%**; **Over 90% of total FDI received** through the automatic route

Catalyzing Growth through Government Reforms

Unfolding India's Future: Bold Reforms, Brighter Tomorrow



Production Linked Incentives

- **€18.9 Bn (\$22.5 Bn)** allocated for PLI Schemes across 14 key sectors, creating **8,50,000 jobs** and boosting exports by **€38.4 Bn (\$45.7 Bn)**



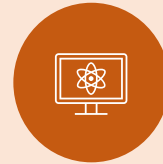
Employment Linked Incentives

- **€9.5 Bn (\$11.4 Bn)** in direct government incentives for companies up to 4 years on the basis of employment generation



Ease of Doing Business (EoDB)

- **42,000 compliances** reduced to improve industrial ecosystem, and more than **3,800 legal provisions** decriminalized.



ANRF and RDIF

- **€14.4 Bn (\$17.1 Bn)** via **ANRF & RDIF** to scale India's R&I ecosystem, anchoring private sector partnerships and co-funding deep-tech, AI, biotech clean energy and semiconductors



Remission of Duties and Taxes

- Reimbursement of **taxes & duties incurred on exports of goods** from India



PM Gati Shakti

- National Master Plan for **Multi-modal Connectivity** brings **16 Ministries**, including Railways and Roadways, to collaborate.



National Semicon Mission

- Financial incentives worth **€7.3 Bn (\$8.7 Bn)** to develop semiconductors and display manufacturing ecosystem



National Green Hydrogen Mission

- With an outlay of **€1.9 Bn (\$2.3 Bn)**, it aims to establish India as a global leader with a production capacity of **5 MMTPA** by 2030



Open Network for Digital Commerce

- Tech-based initiative to enable **e-commerce through an open protocol** based on open-source specifications

Industrial Corridors Driving Industrial Efficiency

Transforming Infrastructure: A Journey of Economic Progress and Ambition



National Industrial Corridor Programme aims to develop futuristic industrial cities to compete with manufacturing and investment benchmarks

11 corridors form the National Infrastructure Pipeline

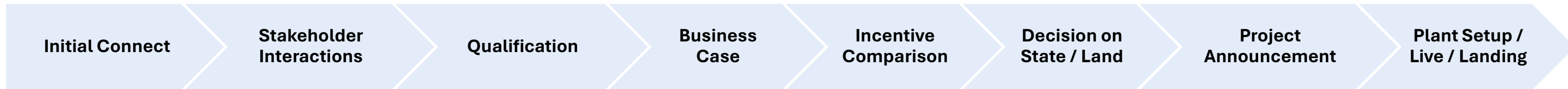
India’s pioneering infrastructure programme developed with PM GatiShakti principles

- Delhi-Mumbai Industrial Corridor (DMIC)
- Amritsar-Kolkata Industrial Corridor (AKIC)
- Chennai-Bengaluru Industrial Corridor (CBIC)
- Vizag-Chennai Industrial Corridor (VCIC)
- Odisha Economic Corridor (OEC)
- Delhi-Nagpur Industrial Corridor (DNIC)
- Hyderabad-Nagpur Industrial Corridor (HNIC)
- Hyderabad-Warangal Industrial Corridor (HWIC)
- Hyderabad-Bengaluru Industrial Corridor (HBIC)
- Bengaluru-Mumbai Industrial Corridor (BMIC)
- Extension of CBIC to Kochi via Coimbatore



Invest India Support

End to End Investment Facilitation



Swedish Auto Component Company

Our role

- **Country analysis** - Helped build business case for India Investment vs other competing countries
- **Market entry strategy** support
- **Location assessment** and identification
- **One-point of contact** with the Government & Ministries (Both Centre & State)
- Guidance through Procedures, applicable **policies, incentives** and **regulations advisory**

Outcome

- 1st plant is operational, 2nd one is under construction
- Winner of **Production Linked Incentive (PLI)** scheme

Contact us at
Europe@investindia.org.in

Presentation of India IP SME Helpdesk

Gergana Dimitrova,
Intellectual Property Expert,
India IP SME Helpdesk

Julian Thomas,

Portfolio Director | Energy & Battery Industry
– India, Informa Markets India Pvt. Ltd.

Next steps towards the matchmaking event, Q & A, Closing

Teodora Jilkova,
ECCP Team Member

Next steps, Q & A

- **Hotel:** Options have been provided; In case of difficulties, please let us know.
- **Entry Visa:** Let us know if you need an invitation letter
- **Technical Webinar:** **Save the date, 14 October, 9:00 – 10:00 CEST**
- Join the **LinkedIn Group**
- Check the **Exhibitor list at REI Expo**
- **Pitching Sessions** at REI Expo: Follow the email instructions and deadlines

Thank You!

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