An initiative of the European Union

EUCLUSTERS MATCHMAKING EVENTS

EU-India MATCHMAKING EVENT

In the context of Bengaluru Tech Summit

INFO WEBINAR

5 November, 9:00 - 10:30 CET

EUROPEAN CLUSTER COLLABORATION PLATFORM

European Commission

GOVERNMENT OF KARNATAKA Dept. of E, IT & Bt

BENGALURU TECH SUMMIT

GBI GLOBAL BUSINESS INROADS CONSULTING EXCELLENCE DELIVERED

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WELCOME

EUROPEAN CLUSTER COLLABORATION PLATFORM

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Housekeeping Rules

- This webinar is scheduled to last **1:30 hours**
- **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**

EUCLUSTERS MATCHMAKING EVENTS

Agenda

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09:00 - 09:10

Opening Remarks

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

Harsha Lingam, Chief Operating Officer (COO), Global Business Inroads (GBI)

09:10 – 09:50

Market Access Information. Regional Approach

Presentation of the Input Paper

09:10 – 09:20 **Jan-Philipp Kramer (PhD)**, Head of EU Services, Prognos AG, ECCP Team Member

09:20 – 09:35 **Ruchi Bindal** IAS, Deputy Secretary to Government of Karnataka Department of Electronics, IT, BT and S & T

09:35 – 09:50 **Shubhra Pandey,** Public Policy Specialist | EU - India Investment Facilitation, Invest India

09:50 – 10:00

Presentation of India IP SME Help Desk

Girish Somawarpet Nagraj, IP Business Advisor, India IP SME Helpdesk

10:00 – 10:10

Presentation of Bengaluru Tech Summit

Harsha Lingam, Chief Operating Officer (COO), Global Business Inroads (GBI)

10:10 – 10:30

Next Steps towards the EU – India MME. Q &A

Teodora Jilkova, ECCP Team Member

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Shubhra Pandey, Public Policy Specialist | EU - India Investment Facilitation, Invest India

Cluster policy landscapes and collaboration opportunities in the European Union and India

Dr. Jan-Philipp Kramer

Team Leader ‘Data & Policy’, Prognos/ECCP

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Economic profile of India

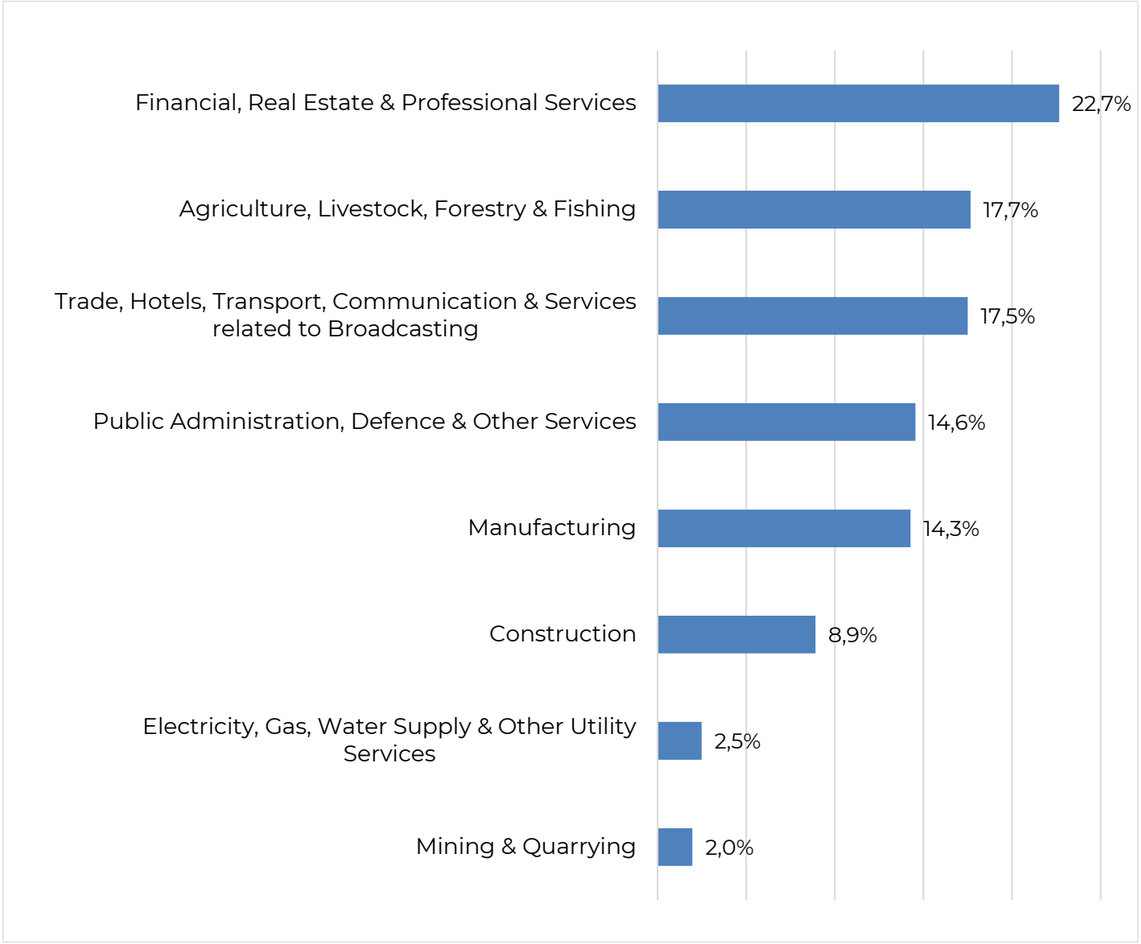
General characteristics of the economy:

- Over the last 30 years, the **GDP** grew from EUR 537 billion to EUR 2883 billion (constant 2015 EUR) – an average growth rate of 6%
- One of the fastest-growing economies in recent years
- 5th biggest economy in the world
- GDP per capita varies strongly between regions (from EUR 570 in Bihar to EUR 5,800 in Goa)

Predominant sectors:

- Strong services, especially IT being the driving force behind the growth of the Indian service sector.
- ICT alone accounts for 30% of Indian exports.
- Manufacturing as well as agriculture represent relevant shares of the Indian economy.

GVA shares by sector, in 2023



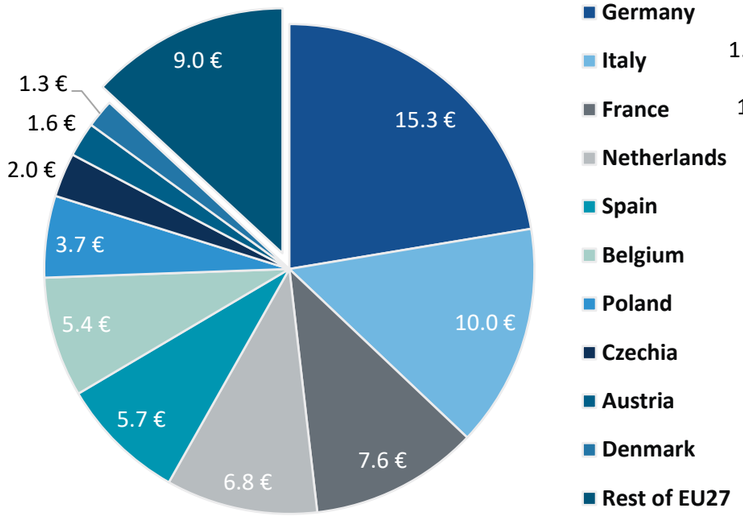
Source: ECCP (2024), own calculation based on Government of India. Data exported on 13.09.2024

EU-Indian trade: Most relevant EU trading partners for India

- EU is the most important trading partner for India
- **Trade volume** of around EUR 115 bn in 2022
- Trade in **services** amounted to EUR 50.8 bn in 2023
- DE, IT, FR, BE & FR as stand-out partners

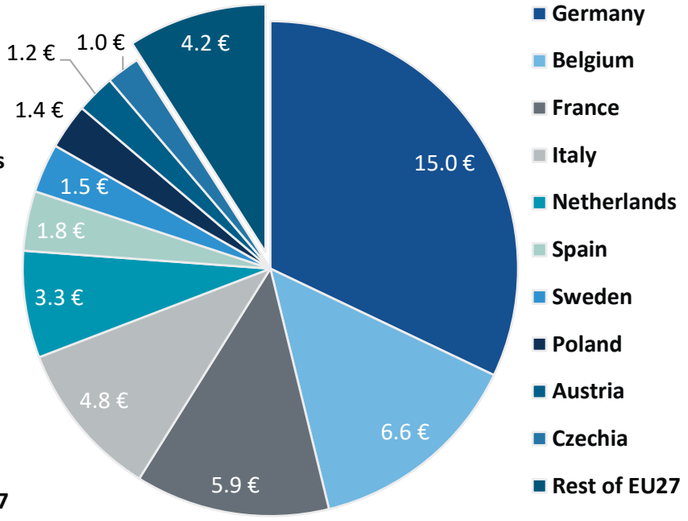
Top 10 most important EU27 trading partners for India, by imports to the EU27 and exports to India

Imports from India to EU27, in bn EUR



€68.3 B

Exports from EU27 to India, in bn EUR



€46.8 B

Source: ECCP (2024), own calculation based on UN Comtrade Database. Data exported on 19.07.2024

Value chain analysis: 7 industrial ecosystems with most promising potential for further cooperation

Aerospace & Defence

Aeroplanes & other aircraft (EUR 4.1 bn) as well as reaction engines (EUR 0.46 bn) key commodities exported to India

Digital

- Strong Indian IT sector
- Telecommunications, computer, & information services account for 25% of all traded services between India & the EU

Electronics

- Growing electronics industry in India
- Electrical apparatus for switching/connecting electrical circuits among key exported commodities to India

Energy Intensive Industries

- Chemicals & related products account for ~20% of total trade
- Petroleum oil, aluminium & steel among key commodities imported from India

Health

- India's leading role in the manufacturing of pharmaceuticals
- Medicaments, hormones, antisera/vaccines among the most imported commodities from India

Mobility-Transport-Automotive

- Machinery & transport equipment account for 44% of all EU exports to India
- Parts & accessories of motor vehicles + pneumatic tires as key trade commodities

Textiles

- Global role of India's textile industry
- Key EU imports include footwear, T-shirts & other textiles

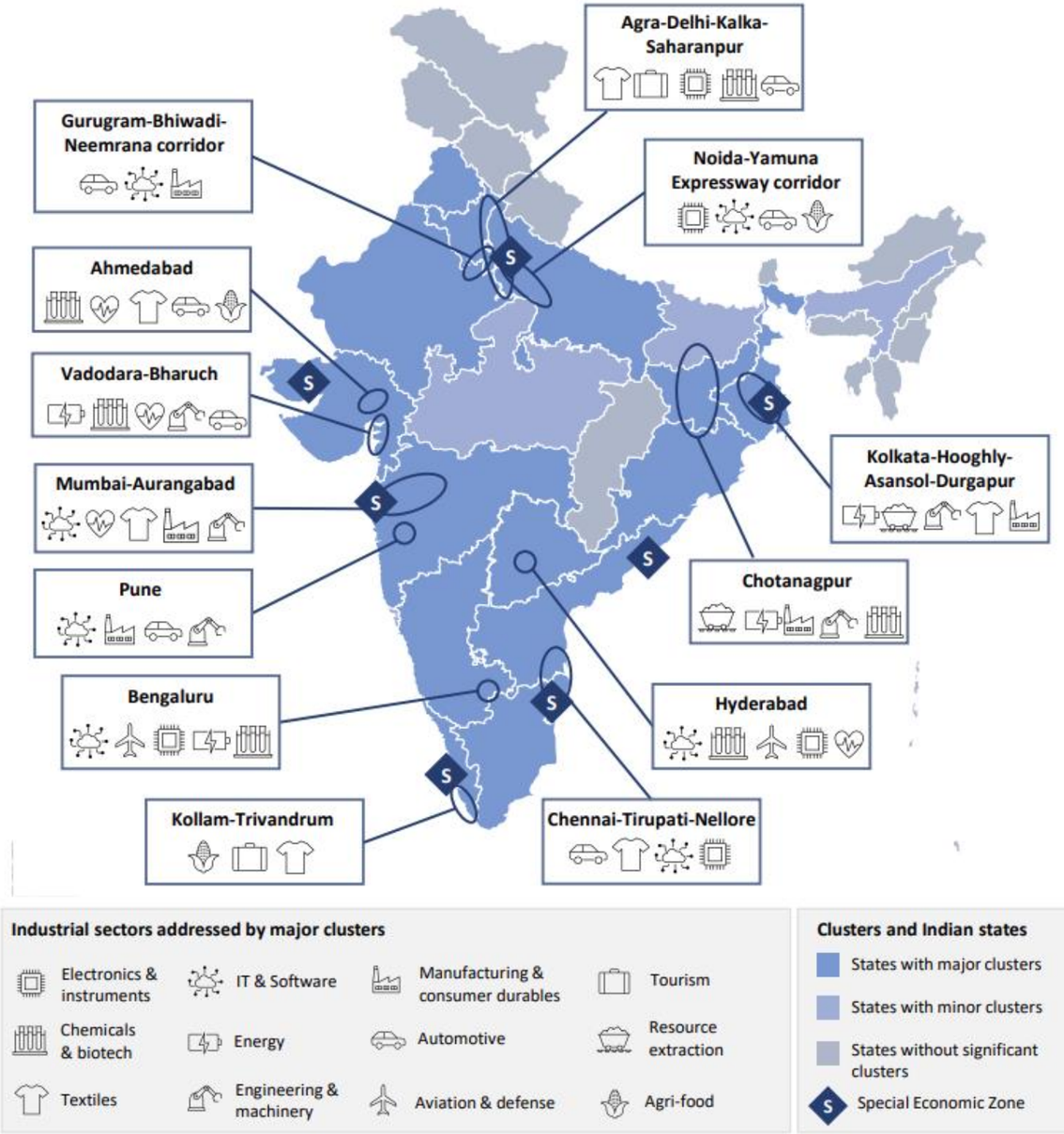
The Indian cluster landscape

Clusters

- **Map**: 13 major industrial clusters
- Many more minor and micro clusters all over India
- **Traditionally** in chemicals & petrochemicals, automobile & components, drugs & pharmaceuticals, consumer appliances
- **Increasingly** in ICT, engineering and other business services

Special Economic Zones

- 2005: Special Economic Zones Act
- April 2024: **375** registered SEZs
- **Map**: seven central government SEZs

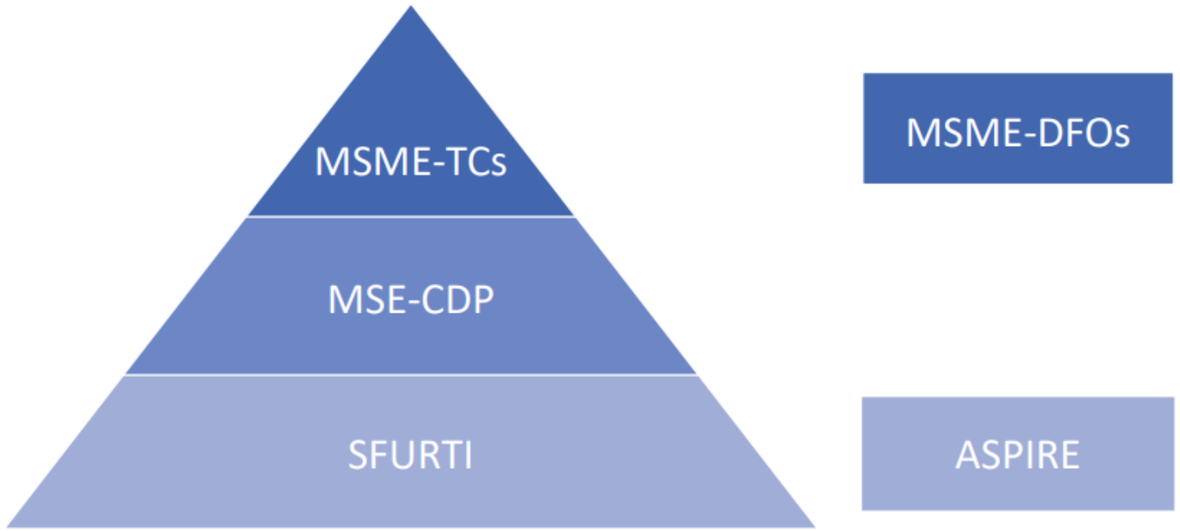


Source: ECCP (2024), own elaboration based on Global Business Inroads (2024)

Cluster policy

India's cluster policy portfolio

- Ministry of Micro, Small & Medium Enterprises (MSME) operates a set of cluster support programmes
- 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

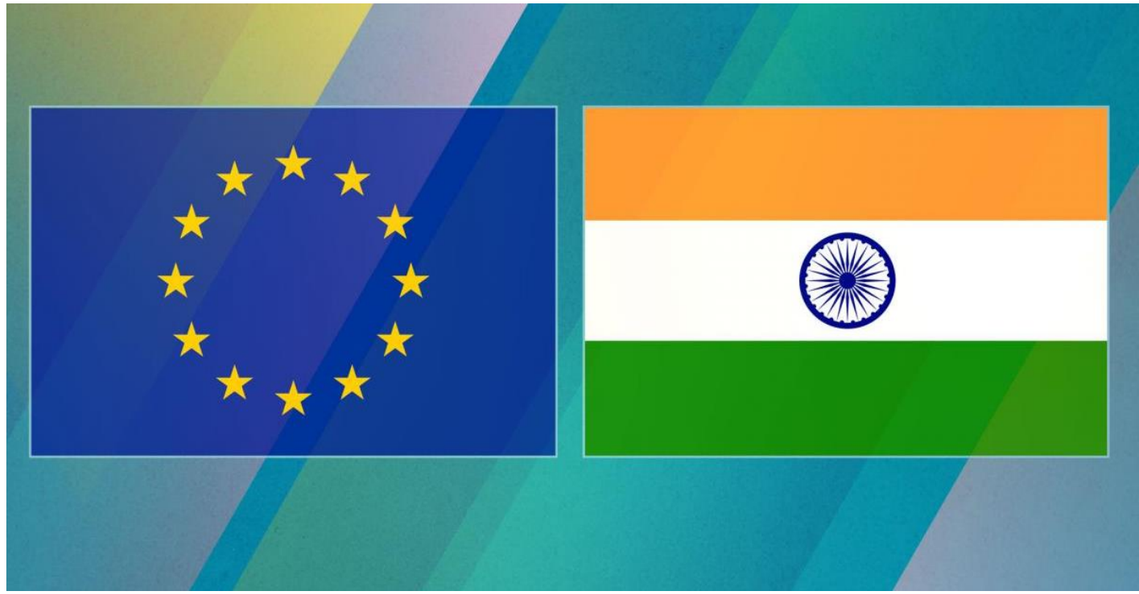
Final Remarks

India's economic growth is primarily driven by the services sector, especially in IT and software services. The industrial sector, including key industries like manufacturing & automobiles, also plays a significant role.

Key **traded goods & commodities** between India & the EU can be linked to several EU industrial ecosystems. The currently negotiated **Free Trade Agreement** between the EU and India can be expected to further enhance trade relations.

India shows a variegated **cluster landscape** with regional agglomerations in key sectors like chemicals, electronics, pharmaceuticals, automotive & consumer appliances manufacturing, complemented by rising IT and software clusters

Linkages between European and Indian clusters can rely on institutions like the European Business and Technology Centre and collaborations like the EU-India Connectivity Partnership as part of the Global Gateway Initiative



Source: https://policy.trade.ec.europa.eu/eu-trade-relationships-country-and-region/countries-and-regions/india/eu-india-agreement_en

Make sure to check out the Input Paper!

Market Access Information. Regional Approach. Presentation of the Input paper

09:20 – 09:35

Ruchi Bindal

Deputy Secretary to Government of Karnataka Department of Electronics, IT, BT and S & T

Market Access Information. Regional Approach. Presentation of the Input paper 09:35 – 09:50

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Presentation of Bengaluru Tech Summit

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Chief Operating Officer (COO), Global Business Inroads (GBI)

Presentation of Bengaluru Tech Summit

Month/Day	SAT	SUN	Monday	Tuesday	Wednesday	Thursday	Friday	SAT	SUN
Nov	16-Nov	17-Nov	18-Nov	19-Nov	20-Nov	21-Nov	22-Nov	23-Nov	24-Nov
				Bengaluru Tech Summit 2024					
08:00 - 09:00				Who Is Who	B2B Meetings	Transfer to Site Visits			
09:00 - 10:00				Transfer		Site Visits			
10:00 - 11:00			Check-in	Opening at BTS					
11:00 - 12:00									
12:00 - 13:00				Lunch	Lunch				
13:00 - 14:00				Guided Tour	B2B Meetings	Site Visits, 2 Groups			
14:00 - 15:00				Stand Visits					
15:00 - 16:00				BTS 24					
16:00 - 17:00					Pitching Session				
17:00 - 18:00					BTS24	Transfer			
19:00 - 22:00					Networking Dinner				

Presentation of Bengaluru Tech Summit

BENGALURU TECH SUMMIT 2024

The 27th edition of Bengaluru Tech Summit 2024, proudly hosted by the Department of E, IT and Bt, Government of Karnataka, is set to take place from November 19-21, 2024 in India's technology capital- Bengaluru, at the iconic Bangalore Palace. This year, we are elevating the central theme of BTS, **'Breaking Boundaries'**, to the next level, to **'Unbound**'. As the barriers between nations, industry sectors, and cultures continue to dissolve, this is the time for unbounded innovation, collaboration, and growth across the global IT & Deeptech, ESDM, Biotech & LifeTech and Startup ecosystems.

Building on its 26-year legacy, BTS 2024 will offer a unified platform for the entire tech ecosystem including communities, nations and industries, as well as enablers in Government, Academia and R&D; to find collective technology solutions for the world.

With 85+ Conference Sessions featuring more than 450 diverse Speakers, and multi-pavilion Exhibition, BTS 2024 presents a vital opportunity for global leaders, innovators, researchers, technologists and entrepreneurs to connect and build cross-sectoral, cross-border and cross-community partnerships! Come and be unbound!

Presentation of Bengaluru Tech Summit

CONFERENCE

CONFERENCE @ BTS 2024

Technology not only defines how we work, but is present in every aspect of our being. The Conference, through its multi-stage tracks, covers different areas of technology and its impact on human life. Over the last 26 editions, Bengaluru Tech Summit has developed as the most important international stage for discussions, deliberations and showcase of new technology in India. It is a space to exchange ideas, perspectives and solutions, while addressing future global vulnerabilities.

The Conference at BTS 2024 will amplify the voices of more than 400 Speakers including Global Tech Leaders, Policymakers, Startup Founders, Technologists and Innovators through engaging panel discussions, keynotes and presentation sessions spread across 6 Focus Tracks.

FOCUSED TRACKS

Presentation of Bengaluru Tech Summit

Tech & Trends

Thought Leaders, Industry Captains, Unicorn Founders, Policymakers, Investors, Inventors, Economists, Sports Icons and Influencers offer insights on the transforming world through Tech Trends Keynotes, Chats and Conclaves.

Electro-Semicon

Cutting-edge advancements in sectors like Telecom, Mobility, Manufacturing and Consumer Electronics.

Biotech & HealthTech

Big Breakthroughs in areas like Biopharma, Genomics, Bioinformatics, Medtech, AI, Agritech, as well as advancements in Health Technologies.

Startup Ecosystem

Innovation, investments, and growth strategies for Tech Startups. Visionaries and disruptors share learnings of their journey from Idea to IPO.

Global Collaborations

Leading tech nations and GIA partner countries present their technological competencies, and collaboration opportunities, in specially curated sessions.

India-USA Tech Conclave

The two-day conclave will bring tech leaders of the two nations on one platform through conference sessions and structured meetings focusing on cutting-edge areas of tech collaboration, investments and regulatory challenges.

Presentation of Bengaluru Tech Summit

Day 1 Tuesday 19th November 2024						
10.00 AM - 12.15 PM	**BTS 2024 Inauguration**					
12.20 PM - 01.00 PM	**Plenary Session**					
01.00 PM - 02.00 PM	**Lunch Break**					
	TREND STAGE (IT, Deeptech & Trends)	**CIRCUIT STAGE** (Electronics & Semicon)	**LIFE STAGE** (Biotech & Healthtech)	**FOUNDERS STAGE** (Startup Ecosystem)	**WORLD STAGE-1**	**WORLD STAGE-2**
02.00 PM- 02.50 PM	Breaking Boundaries to Unbound Opportunities		SESSION 1: Unlocking the Bioeconomy Potential	SESSION 1: AI & Deeptech	SESSION 1 . Austria -Future of Austria-India Technology and Innovation Partnership	SESSION 1. Singapore : MedTech
03.00 PM - 03.50 PM	World Economic Forum AI for India 2030	SESSION 1: Semicon & Electronics becoming a Geopolitical Instrument: India's Role and Leadership in this Scenario	SESSION 2: Bio-Environment		SESSION 2 . France-Aerospace/Fintech and startup pitches	SESSION 2 . Switzerland: Innovation Frontiers: Swiss Precision Meets Indian Ingenuity
04.00 PM - 04.50 PM	Keynote 1 Enterprise Reinvention Keynote 2 Use of AI in Cinema	SESSION 2: Semiconductor Manufacturing : How to Scale it and Make it Technically & Commercially Successful	SESSION 3: Bio-Employment & Skilling	SESSION 2: B2B &Manufacturing	SESSION 3 . Australia - Critical and enabling technologies	SESSION 3. UAE & GITEX
05.00 PM - 05.50 PM	05.00 PM - 05.30 PM Keynote	SESSION 3: Making India Electronics & Semiconductor Product Nation		Fintech -I (Sandhya)	SESSION 4 . Finland	SESSION 4 . World Economic Forum AI for India 2030 -Inclusive AI for India's Priority Sectors
06.00 PM - 07.00 PM	Special Session. Building Legacy Through Purpose. A Fireside Chat with Azim Premji					
07.30 PM Onwards	**Global Leaders Dinner (By Invitation)**					

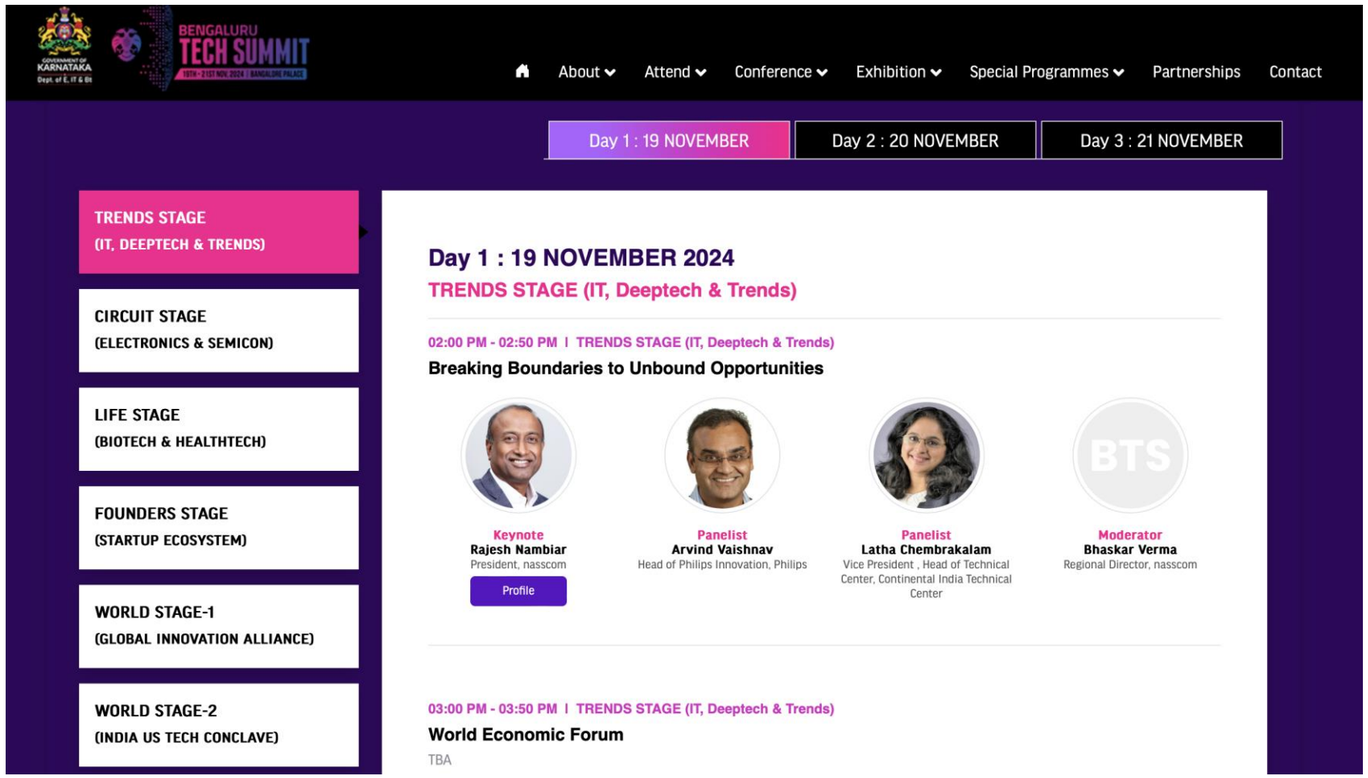
Presentation of Bengaluru Tech Summit

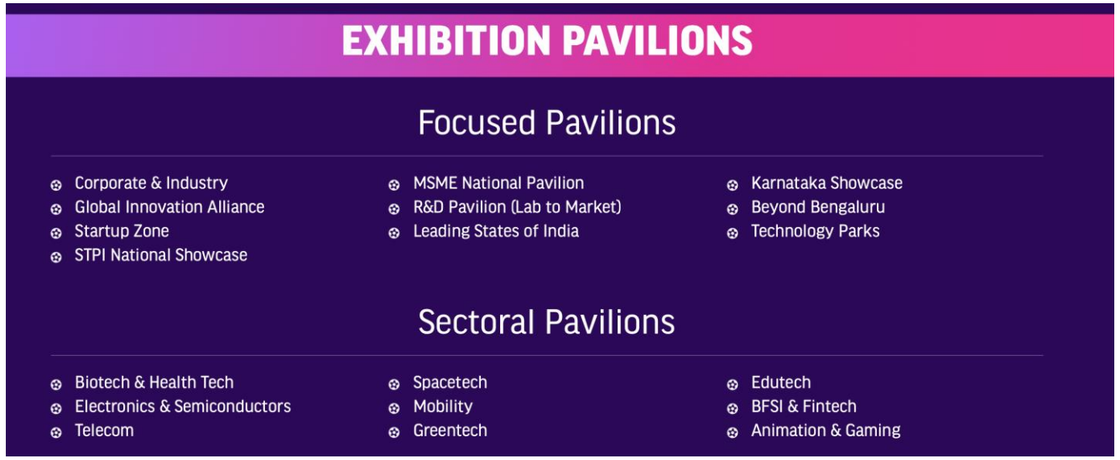
Day 2, 20 Nov 24

01.00 PM - 02.00 PM	**Expo Visit and Lunch Break**					
02.00 PM- 02.50 PM	Innovation Disrupting various Industry Sectors	SESSION 6: Emerging Technologies and Products (Infrastructure)	SESSION 6: Immunotherapies for Cancer (Cancer vaccines)	SESSION 5: Bharat (Agritech, Sustainability)	SESSION 7 . Netherlands - Every Drop Counts – Leveraging Dutch Technology for Water Management	SESSION 3 . Deepening US-India Tech Cooperation
03.00 PM - 03.50 PM		SESSION 7: Smart Everything	SESSION 7: mRNA Technologies – The Future of Therapeutics		SESSION 8 . United Kingdom	SESSION 4 . AI and applicability in Logistics and Supply sector
04.00 PM - 04.50 PM	Building Zero Trust Security and Ransomware Resilience	SESSION 8: Emerging Technologies and Products	SESSION 8: Cell and Gene Therapies – The Future is Here	SESSION 6: Govtech	SESSION 9 . EU: Building Bridges: Strengthening EU-India Collaboration through Clusters and Industry Associations	SESSION 5 . White Paper on AI In Agriculture – India-US collaboration The commercial space working group to create business opportunities
05.00 PM - 05.50 PM	Reserved for Award Setup	SESSION 9: Current Challenges and Future Potential in the ESDM Startup Environment	SESSION 9: Harmonization of Regulatory Pathways for Drug Development	SESSION 7: EV & Future of Mobility	SESSION 10 . Belgium : Lifesciences	SESSION 6 . AI Education Cooperation and Skills for the Future
06.00 PM - 08.00 PM	**STPI IT Export Awards (By Invitation Only) followed by Entertainment Act & Gala Dinner**					

Presentation of Bengaluru Tech Summit

https://www.bengalurutechsummit.com/conference.php#con-2





Next Steps Towards the Matchmaking Event

10:10 – 10:20

Teodora Jilkova

Veritas Cluster, ECCP Team Member

Next Steps Towards the Matchmaking Event

- **Register for the BTS** and start scheduling meetings
- **Meetings to be allocated on 20 Nov, 10:00 – 15:00 h**
- **Respond to any pre-matching emails sent by partners**
- Make sure you have sorted your entry visa
- **Provide** us with your choice for the afternoon **site visits on 21 Nov'24**
- **Send us your slide** within the time requested
- **Check time and meeting points** as per the participants booklet

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Q & A

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