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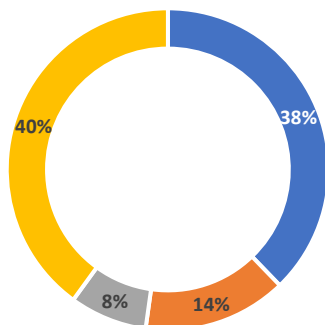
## THE ITALY in INDIA BUSINESS CONCLAVE

Mumbai, 1st November 2022, from 2.00pm

### FINAL REPORT

A 3-hour interaction with 90 representatives of Italian institutions, Italian companies in India and Indo-Italian JVs in strategic sectors was held in hybrid mode (online and in-person) held in Mumbai, at IICCI's VIVITALIA premises on 1<sup>st</sup> November 2022. The conclave developed on sector-specific sessions, wherein respondents shared opportunities and challenges faced and proposed possible solutions to improve the business environment in their segment. Three have been the focus areas:

1. Manufacturing (focus on machinery, automotive and auto-components)
2. Infra, construction and energy
3. Agro-industry and food-processing/packaging



- Manufacturing
- Infrastructure & Constructions, Power & Energy
- Agro and Food Industry
- Others (Consultancy, law firms, finance, press)

Main sector session wise	No. of attendees
Manufacturing	34
Infrastructure, Construction, Power & Energy	13
Agro and Food Industry	7
Other (Consultancy, law firms, finance, press)	36
<b>TOTAL</b>	<b>90</b>

At the end of the Conclave, an evening reception celebrating more than 5 Decades of Indo-Italian Business Relations and graced by the presence of Hon.le Devendra Fadnavis, Deputy Chief Minister, Government of Maharashtra, was organised.

You can consult the final program [here](#).

## SUPPORTING MATERIAL

<p><a href="#">White Paper</a> on Regulatory Issues Affecting Indo-Italian Business, Trade and Investments</p>	<p><a href="#">IICCI Data ppt</a> on Italian exports and investments in manufacturing, infrastructure, energy, agri-food industry in India</p>	<p><a href="#">Made in India by Italy ppt</a> presentation of the exhibition of Italian machinery and technologies in India</p>
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<p><a href="#">IICCI Institutional ppt</a></p>	<p><a href="#">AXIS Bank ppt</a></p>	<p><a href="#">ITA Airways ppt</a></p>	<p><a href="#">Pictures of the event</a></p>
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## THE ITALY in INDIA BUSINESS CONCLAVE | KEY POINTS: CHALLENGES & PROPOSED ACTIONS

Italian institutions in India are ready to support all business initiatives that will enhance the quality of the ties between the two countries, and the Conclave is a first step to strengthen the Indo-Italian business community and define suitable actions and areas of intervention to improve working and operational conditions for Indo-Italian companies. The main challenge is to increase trade exchange and cross-border investments between Italy and India and improve market penetration and awareness on Italian brands, products and technologies in India and Indian brands and products in Italy. More in detail, the challenges, opportunities and proposed solutions discussed during the Conclave are summarized below:

CHALLENGES	OPPORTUNITIES
<p>1. Italy is mainly known in India for its lifestyle global brands, less for:</p> <ul style="list-style-type: none"> <li>a. its manufacturing prowess, innovative/sustainable approach and capabilities;</li> <li>b. for the cluster-based model that has made Italy the 2<sup>nd</sup> manufacturer in Europe and one of the top manufacturers and exporters worldwide;</li> <li>c. for the financial instruments made available to Indian and Italian companies by Italian banks and financial institutions to increase trade and investments.</li> </ul>	<p>There is ample scope to increase awareness in India of Italian manufacturing capacity and excellence, leveraging on the widespread presence of Italian companies in India with manufacturing units and services provided by the IICCI, Italian Sector Associations and Italian financial institutions like SACE and SIMEST.</p>

<p>2. <b>India</b> needs to become a valid and <b>competitive manufacturing alternative to other countries</b>. Yet, there is still a significant gap wrt to:</p> <ol style="list-style-type: none"> <li>Effective, efficient and integrated supply chain, logistics and multi-modality;</li> <li>Skill and talents' development in the manufacturing domain;</li> <li>Adoption of innovative, industry 4.0, sustainability principles in the manufacturing process;</li> <li>Access to credit and financial instruments to support investments.</li> </ol>	<p>Italy's model is based on industrial clusters of MSMEs which were born in the '50s and have flourished in the following decades by bringing together these factors:</p> <ul style="list-style-type: none"> <li>- entrepreneurial acumen and vision, focused on market expansion, especially through exports;</li> <li>- availability of skilled workers trained in local technical centers and engineers/designers from local universities;</li> <li>- wide network of banks open to lend money at low interest rates;</li> <li>- an ecosystem with a fully integrated supply chain and logistics.</li> </ul> <p>Special focus on:</p> <ul style="list-style-type: none"> <li>- Central and especially State agencies, as their capex outlay for public procurement in manufacturing development is soaring.</li> <li>- Indian MSMEs, as they are the players which mainly need support in scaling-up their capacity.</li> <li>- PLI - Production Linked Incentives schemes, which are getting traction and are being extended to many sectors.</li> </ul>
<p>3. <b>After sales services:</b> Italian products and machinery are well known for their quality (of materials, engineering, and finishing) and their durability. However, Italian machinery exporters to India often lack a structured supply chain for spare parts, assistance, and other services required by Indian companies diverts purchasing strategies of local buyers to suppliers from other countries,</p>	<p>In India, there's a number of agents and service providers whose capability to serve the main manufacturing hubs of the country and which are becoming increasingly specialized in specific segments: they shall become the partner of reference for Italian technology exporters.</p>

## PROPOSED ACTIONS

- Organisation of a **yearly itinerant initiative** to **increase awareness** of Italian technologies in India in various Indian cities comprising:
  - An exhibition of machinery and technologies produced in India by Italian companies.
  - Conferences and seminars sharing the Italian manufacturing model and synergies with the Indian context.
  - Career days with the involvement of Indian engineering and technological colleges' faculty and students.
- Set-up a **permanent working group on manufacturing** within IICCI with the objective to:
  - Define and implement a plan of action to support the growth of India's manufacturing competitiveness with Italian know-how.
  - Represent issues affecting the operations of Italian companies in India at a bilateral Indo-Italian level and Indo-European levels and push for their resolution through Indian agencies.
  - Develop strategic partnerships with relevant stakeholders (governmental agencies, industry and sector associations, financial and banking institutions, academy, media) in India and Italy.
  - Generate business opportunities for Italian and Indian companies.