

France – India Business Council

COUNCIL CHAIRPERSON

Mr. Paul HERMELIN

CEO of Capgemini,
Special Representative of the French Government for
Economic Relations with India

COUNCIL VICE-CHAIRPERSON

Mrs. Marianne LAIGNEAU

Senior Group Executive Vice President, International
Division EDF

PARTNERS IN INDIA

CONFEDERATION OF INDIAN INDUSTRY (CII)

**FEDERATION OF INDIAN CHAMBERS OF COMMERCE &
INDUSTRY (FICCI)**

INVEST INDIA

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COUNCIL ACTIONS FOR COMPANIES

The France-India Business Council of MEDEF International was created in 1989, when the Indian economy was entering a phase of liberalization and launched greater openness to foreign investors. It has been chaired by Mr Paul HERMELIN, Chairman and CEO of Capgemini and France's Special Representative for Economic Relations with India, since 2011.

The Council has been maintaining a close relationship with India, the 6th largest world economy in 2018, for more than 30 years. India is the second largest economic engine in Asia and a demographic giant. More than 500 French companies are implemented in India- France being the 3rd foreign partner of the country.

The acceleration of the country's social development, the diversification and modernization of its economy, particularly in high value-added sectors, and the dynamism of the Indian private sector has increased business and partnership opportunities for French companies in almost all fields of activity.

In order to strengthen collective support provided to companies, the Council is stepping up its action along two strategic lines:

- **Reinforced sectoral action**, first and foremost towards smart cities, renewable energies, mobility, digital (digitisation of public action, industrial applications), aeronautics and agri-food sectors. Since 2017, meetings and business delegations with exclusively sectoral themes have been organised with the MEDEF International's task forces and competent professional groups.

- **A decentralised approach**, enabling the Council's actions to be applied at the level of the 29 States and 7 Indian territories in order gain a better understanding of their own specificities and dynamics.

In addition to being an acknowledged and privileged framework inside the economic and trade relationship between India and France, the meetings of the Council which are held on a regular basis in France, and the business delegations to various cities in India aim at:

1. helping French companies gain direct access to:

- the Head of Government, key Indian Ministers and local government decision-makers,
- public administrative officials and economic decision-makers with cross-cutting and sectoral competences,
- Indian business communities and private sector,
- and bilateral and multilateral donors active in the country;

2. providing companies with keys to understand and in decision making for their activities, mainly related to:

- business opportunities in each sector depending on the evolution of the market and the country's priorities
- the business environment, operating and investment conditions, access to public markets,
- the financing and management of local projects, forms of partnership and localization,
- the structuring of industries and business sectors,
- and, more generally, elements for understanding the risks and opportunities related to internal developments and the country's regional environment;

3. increasing the experience sharing between French companies of all sizes, active in India or in the region, and promoting interactions with potential new partners on this market.

Reports of the meetings and delegations of the council are available to MEDEF International members upon request.