



# SCDI TRADE VISIT INDIA: DELHI AND MUMBAI

Scottish Council for  
Development and Industry

**MONDAY 17 – FRIDAY 21 OCT 2011**

**Financially Supported by:**



**In Partnership with:**



## WHY INDIA

India is regarded as a vital market for securing Scotland's international opportunities. SCDI has organised annual visits over recent years, with 2011 being our 14<sup>th</sup> visit to India.

The value of Scottish exports to India is just under £200m. It is the UK's 18th largest export market and its second largest export market in the developing world after China. The economy is one of the fastest expanding in the world, with a rapidly expanding consumer class. India's GDP for fiscal 2011 is likely to grow at 8.5%.

India has continued to perform well during the economic crisis, with growth of around 6%, and the predictions are that it will head back over 8% in the years ahead.

Bilateral trade between the UK and India is £12.6 bn (2008).

## WHY DELHI

The city of Delhi has a per capita income which is about 2.5 times higher than the national average. Delhi is one of the most rapidly growing cities in India and is a hub for all types of commercial and business activities.

New Delhi is the administrative capital city of India. It is also one of the largest cities in the world in terms of population.

Sectors such as tourism, information technology, small scale industry,

manufacturing and real estate provide support to the economy of the city.

## WHY MUMBAI

Mumbai is the economic hub, and also the cultural and political hub of the country with a population of 12 million. Major industrialization in the last three decades has made Mumbai one of the best destinations for investment in India.

The city of Mumbai now boasts of business opportunities in sectors such as chemicals, pharmaceuticals, information technology, engineering and biotechnology. Mumbai is also a major centre for services and outsourcing industries.

## KEY SECTORS

For Scottish companies, sectors of interest include:-

- financial industries,
- life sciences,
- niche software,
- education
- the BPO sector.

## VISIT PROGRAMME

**Monday 17 – Friday 21 October 2011**

As part of the trade delegation, you are required to attend the following events on **Monday 17 October:**

Trade visit briefing (am) hosted by SDI Delhi

Evening networking reception hosted by SDI Delhi

SCDI will organise additional group meetings over the course of the week which will compliment your individual business meetings.

## FINANCIAL ASSISTANCE

Twelve grants of £550 are available for SMEs that are new exporters to this market, to companies that have no previous exports to the market within 12 months, to companies whose turnover from exports is less than 25% of total turnover, and who do not have existing representation in the market. This funding is provided by UK Trade & Investment via Scottish Development International. Please note we are unable to confirm places or eligibility for the financial assistance until a few days after the cut off date.

All companies will be asked to complete a short post-visit questionnaire.

## APPOINTMENT MAKING

Should you require assistance with bespoke research into the opportunities for your product in the Indian market or with arranging a programme of calls/meetings while in India, it is **strongly recommended** that you utilise the Overseas Market Introduction Service (OMIS Service) available via Scottish Development International. If you intend to use these services you are advised to complete and return the Application Form promptly as at least 8 weeks' notice is required for market research. Please note there is a charge for this service. For further information on this service please visit

<http://www.sdi.co.uk/Export/Find-New-Markets/understanding-international-markets/overseas-market-introduction-service.aspx>

## TRAVEL AND ACCOMMODATION

SCDI will co-ordinate hotel accommodation and provide details of the hotel and group rate once application forms have been process and approved.

You are responsible for organising your own flights, but assistance with VISA applications will be provided.

To benefit from the group networking activities and business networking it is strongly advised that you stay at the group hotels.

## HOW TO APPLY

Please email Amy [amy.burnett@scdi.org.uk](mailto:amy.burnett@scdi.org.uk) or call 0141 352 8546 requesting an application form. There is no administration charge for participating on this mission.

The closing date for applying for the visit is Friday 24 June 2011.

Late applications may be accepted but will not qualify for the grant of £550 or commercial assistance.

## FURTHER INFORMATION

<http://www.ukti.gov.uk/export/countries/asiapacific/southasia/india.html>

<http://www.economist.com/countries/india>

<http://ukinindia.fco.gov.uk/en/>