

# India-UK

Celebrating 70 years of Independence and the evolving opportunities

## THE POST-BREXIT PARTNERSHIP



**SENATE**  
PUBLISHING

# India-UK

## THE POST-BREXIT PARTNERSHIP

Celebrating 70 years of Independence and the evolving opportunities

Taking the 70th Anniversary of India's Independence as its platform, this publication will comprehensively analyse the dynamic growth and diversity of trade and foreign direct investment (FDI) ties between India and the United Kingdom as they increasingly embrace bilateral partnership opportunities, as well as joint ventures in third markets across the Commonwealth and elsewhere around the world.

The value of overall trade between India and the UK now stands at around £20bn – double levels of a decade ago – and is set to continue to rise. Moreover, the rising trend of foreign direct investment by each country in the other confirms an ever closer economic partnership – Indian investment in the UK has risen ten-fold in the last decade to around £2bn and investment by UK corporates in India doubled during the same period to around £4bn.

Against this background and the positive post-Brexit prospects for a comprehensive bilateral foreign trade agreement between India and the UK, this publication

will scope the trade and investment landscape between the two countries, and focus down on those areas where current and prospective opportunities are located in both countries – including key infrastructure, high-tech research and development, ICT and business services. Further, it will articulate through detailed case studies best practise trade and investment processes and techniques, and direct readers to a broad range of public and private sector organisations which can assist them with every aspect of their business activities.

This major publication will be produced by Senate Publishing Ltd. in May 2017 as India heads towards its 70th Anniversary celebrations in August.

A minimum of 160pp (inc. covers), this A4-size, semi-hardback publication will be produced in full colour and contain high impact editorial produced by specialist writers on India – UK trade and investment relations. Designed at the prestigious Fleet Street studios of TU ink, 20,000 hard copies of the publication will be distributed to a targeted readership of government, industry, financial and commercial leaders in India and the UK. Digital distribution of soft copies to a very wide audience of interested parties.



# CONTENT SUMMARY

---

## Forewords (tbc)

- The Prime Minister of India  
**Narendra Modi**
- The Prime Minister of the United Kingdom  
**The Rt Hon Theresa May MP**
- India's Minister of Commerce and Industry  
**Nirmala Sitharamen**
- The UK's Secretary of State for International Trade  
**The Rt Hon Dr Liam Fox MP**
- The Secretary General of the Commonwealth  
**Rt Hon Patricia Scotland QC** (confirmed)

## Introduction

- Chairman, The London Chamber of Commerce, Asian Business Association  
**Vijay Goel** (confirmed)

## SECTION ONE

### 70 Years of Business Partnership

As India celebrates the 70th Anniversary of Independence, the occasion also marks seven decades of ever closer economic ties between India and the United Kingdom. This opening section will scope the history of India UK trade and investment relations, examine their current strength and standing – and illuminate the joint vision of both countries as they continue to expand and diversify co-operation and partnership across all sectors of industry, commerce and finance. This section will, in particular, examine mutual opportunities likely to emerge in the wake of the UK's decision to withdraw from the European Union.

## SECTION TWO

### 1 New bilateral opportunities in trade and investment

This sub-section will comprise a detailed assessment of newly emerging trade and investment partnership opportunities available to Indian and UK corporates, financial institutions and business service operations analysed by sector to include:

- High-tech research, development and commercialisation;
- ICT;
- Transport, energy, and environmental infrastructure;
- Agriculture, agribusiness and food industries;
- Healthcare and pharmaceuticals;
- Engineering, manufacturing and processing;
- Tourism;
- Banking, financial and legal services;
- Construction and commercial property;
- Education and training;

### 2 Partnership opportunities in the Commonwealth

This sub-section will examine partnership opportunities between public and private sector Indian and UK entities and third parties elsewhere within the Commonwealth.

### 3 Global partnership opportunities

Adopting a similar approach to (2), this subsection will focus on partnership opportunities elsewhere in global markets including the US, the countries of Eurasia, China, Russia and Japan.

## SECTION THREE

### Managing Market Entry And Expansion

This section will cover key market entry and expansion management strategies for Indian companies trading with or investing in the UK, and for UK companies trading with or investing in India, and will focus on:

- The availability of specialist assistance from public and private sector bodies;
- Different foreign direct investment models – including wholly-owned subsidiaries, joint ventures, franchises, public sector-private sector partnerships;
- Regulatory compliance – corporate governance, taxation, accounting, employment and environmental legislation;
- Special export/investment zones;
- Banking, financial and other business support services;
- Key transport and logistical links and services.

## SECTION FOUR

### Investment profiles

A series of corporate profiles of notable investments by Indian companies in the UK and UK companies in India featuring:

- Core investment objectives;
- Nature of operation – wholly-owned subsidiary, independent start-up, joint venture – and its trading record;
- Corporate citizenship policy;
- Focus on corporate leadership.

## SECTION FIVE

### Trading profiles

A series of corporate profiles of leading Indian and UK trading companies who together drive the core commercial ties between the two countries featuring:

- Trading history with India/ the UK;
- Motivation/objectives. Why India? Why UK?
- Future plans;
- Views of corporate leaders.

## SECTION SIX

### Directory

A comprehensive directory of all organisations in India and the UK of assistance to those involved in trade and investment between the two countries including:

- Government ministries and departments for industry, trade, export finance, environment; energy, transport, ICT, health, security;
- Specialist agencies promoting trade and investment;
- Leading industrial research institutes;
- Port, airport, rail authorities;
- Special investment zones;
- Legal, accountancy and other business service organisations;
- Chambers of Commerce and Industry.



## ACT NOW TO BECOME PART OF THIS UNIQUE PUBLICATION

India-UK: The Post Brexit Partnership is not just a publication to celebrate a magnificent milestone in India's history, and mark 70 years of close partnership between India and the UK. It will also be the first important step in creating Senate Publishing's new innovative multimedia trade and investment platform and hub, designed to help drive India-UK commercial and financial relations in the forthcoming post-Brexit era as the two countries evolve ever-closer ties under the auspices of an all-embracing bilateral free trade agreement.

### Supported by:

- Institute of Directors – India
- The India-EU Business Forum
- The London Chamber of Commerce
- Asian Business Association
- Assocham UK
- India Business Group
- UK India Business Council

For advertising and sponsorship opportunities please contact:

Senate Publishing: +44 20 7723 9825

Lord David Evans of Watford:  
[lordevans@senateconsulting.co.uk](mailto:lordevans@senateconsulting.co.uk)

Caroline Minshell:  
[carolineminshell@senateconsulting.co.uk](mailto:carolineminshell@senateconsulting.co.uk)

Alex Karnaos:  
[alexkarnaos@senatepublishing.co.uk](mailto:alexkarnaos@senatepublishing.co.uk)

### Sponsorship Opportunities

- **Platinum Sponsor:** to include six invitations to The Exclusive launch event; double page advertisement; company logo placement on front cover and special editorial thought leadership article.  
**£32,250**
- **Gold Sponsor:** to include an invitation to The Exclusive launch event; double page advertisement and special editorial thought leadership article.  
**£21,250**
- **Silver Sponsor:** to include an invitation to launch The Exclusive launch event and single page advertising position in premium position.  
**£11,500**



5 Wythburn Place, London W1H 7BU, UK

T: +44 20 7723 9825

[www.senatepublishing.co.uk](http://www.senatepublishing.co.uk)

Twitter: @SenatePublish

Linkedin: Senate Publishing