

## India 2018 Trade Mission

GAMBICA, in conjunction with the UK India Business Council and the UK Department for International Trade are planning to take a group of UK laboratory technology supply companies on a trade mission to 3 cities in India during the week beginning 19<sup>th</sup> February 2018.

### Outline and proposed programme

As one of the fastest growing economies in the world with a GDP growth of 7+%, India is a market that has great opportunities for UK exporters. Areas such as healthcare, pharmaceuticals, biotechnology, education and food production are seeing rapid growth.

<i>Biotechnology</i>
Growing at a faster pace, in comparison with the previous years, the Indian biotech industry witnessed YoY growth of 57.14 per cent in FY16; the total industry size stood at US\$ 11 billion by FY16 and is estimated to reach US\$ 11.6 billion by FY17
<i>Education</i>
The education market in India is currently valued at US\$ 100 billion and is expected to nearly double to US\$ 180 billion by 2020, higher education represents 15% of this market.
<i>Food processing</i>
The Indian food processing industry accounts for 32 per cent of the country's total food market, one of the largest industries in India and is ranked fifth in terms of production, consumption, export and expected growth. During FY11–16, India's exports of processed food and related products (inclusive of animal products) grew at a CAGR of 11.74 per cent, reaching US\$ 16.2 billion.
<i>Healthcare</i>
Healthcare industry is growing at a tremendous pace owing to its strengthening coverage, services and increasing expenditure by public as well private players. The total industry size is expected to touch US\$ 160 billion by 2017 and US\$ 280 billion by 2020.
<i>Pharmaceuticals</i>
The Indian pharmaceuticals market increased at a CAGR of 17.46 per cent during 2005-16 with the market increasing from US\$ 6 billion in 2005 to US\$ 36.7 billion in 2016 and is expected to expand at a CAGR of 15.92 per cent to US\$ 55 billion by 2020.

### Why a trade mission?

India is a very large country made up of 29 different states and 7 union territories and the market varies widely across its many different regions and states.

Exhibitions in India are mostly very regional and therefore do not always make it easy for companies to find representatives that can successfully cover the whole country.

With a rising middle class and English widely spoken, India presents opportunities to UK manufacturers of laboratory technology as much of this is imported for use in many industries.

Bearing the above in mind, GAMBICA with the help of the UK Indian Business Council and the Department for International Trade are organising a three-centre trade mission to meet potential customers and distributors for UK laboratory technology supply companies.

This is not a trade mission where companies will meet general people interested in the lab sector but a targeted mission that aims to match specific UK companies to India companies, whether for business development or direct sales.

Those companies participating will meet carefully selected\* Indian distributors and end users in Delhi, Mumbai and Bangalore.

*\*Each company participating will submit a full resume of what they do and who they would like to meet and this will be matched by UKIBC with Indian companies that wish to talk to the UK companies about representation or purchase. If less than five Indian companies per mission participant company are not identified and confirmed, companies will have the option not to take part and no charge will be levied.*

## Outline Itinerary

This will be a three-centre mission to India w/b 19 February 2018

Fly from the UK to Mumbai on the evening of Saturday 17<sup>th</sup> Feb 2018, arrive Sunday and return one week later from Delhi arriving Saturday afternoon.

(People may travel differently to this but all should be there in good time for an 8.00am start at the Consulate on Monday morning).

**(Proposed itinerary – Subject to change)**

Monday	Tuesday	Wednesday	Thursday	Friday
Presentation from UK Consulate and other possible experts (including a UK company with operations in India) in Mumbai followed by possible site visit, one to one meetings.	Fly to from Mumbai to Bengaluru.  PM Briefing and arranged one-to- one meetings.	AM Site visit to laboratory/hospital lab.  PM Fly to Delhi.	Presentation from post followed by one-to-one meetings, possible evening reception.	Free or return to London arrive 15.45hrs

## Hotels

- Sunday through Monday night in Mumbai (2 nights)
- Tuesday night in Bengaluru (1 night)
- Wednesday and Thursday nights in Delhi (2 nights)
- Optional Friday night in Delhi (1 night)

## Costs

Total flight costs including internal flights in India will be approximately £700 (economy) or £1250 if premium economy for the UK-India-UK leg (as of 14.08.17)

Cost of flights to and from the UK to India (Mid-August 2017) is approximately £550 with BA in economy (out to Mumbai and back from Delhi) or £1050 in premium economy.

Hotels will be arranged for the group (although not obligatory, we would recommend you stay with the group), staying at various Taj group hotels – which are of a very high standard and beneficial as we are able to access UKIBC corporate rates. Final prices will be advised later but expect hotel costs to be in the order of £100 to £130 a night.

In addition to flights and hotels there is a mission fee of £2250 per attendee per company (for two attendees it is £2850, please ask if you wish to have more than two) for the work UKIBC will carry out on behalf of the companies in searching for the companies, arranging briefings, visits and receptions. There will also be a GAMBICA management charge of £445 per company for GAMBICA members and £595 for non-members.

If you would like to explore taking part in the mission, please complete the Company information form and return no later than 20 November 2017 to Sonia Dougall at

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