

Introduction

UK INDIA BUSINESS COUNCIL

The UKIBC is a policy advocacy and strategic consulting non-profit, with a UK-India bilateral focus.

UKIBC exists to make it easier for businesses to operate in both countries, and provides strategic and practical support to businesses and universities to explore, enter, and expand in both markets.

- We believe UK-India collaboration creates prosperity and jobs in both countries, and UK and Indian businesses have ideas, technology, services and products which improve lives in both countries.
- We believe a strong UK-India economic partnership is a force for positive change globally.
- We are uniquely connected to all levels of the UK and Indian Governments; at the Central level, and at State level in India, and the Devolved Administration and City Region levels in the UK.



WHY IS THE UKIBC NEEDED?

There are enormous opportunities in India, but it is not always an easy place to operate. We help with this in the following ways:

- Understanding the regulatory environment
- Navigating the administrative levels – central and state
- Helping to find the right partners
- Where in India to focus

Similarly, Indian companies are finding the UK to be an increasingly complex market due to Brexit and the devolution that started with Scotland, Wales and Northern Ireland and has continued with elected mayors in major UK cities.

In all these cases, the UKIBC helps businesses and government to come together to maximise the trade and investment opportunities that exist in the bilateral corridor.



AT THE HEART OF THE UK INDIA RELATIONSHIP



UK DEVOLVED ADMINISTRATOR

UK GOVERNMENT

UK CITY REGIONS



UK INDIA
BUSINESS COUNCIL

GOVERNMENT OF INDIA

INDIAN STATES



❖ UKIBC works at the national and city level across the UK

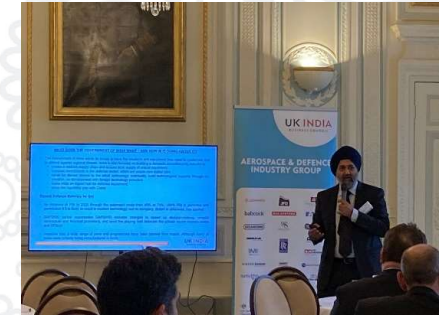


❖ UKIBC has an extensive relationship with Central Ministries and States throughout India



STRATEGIC INTELLIGENCE

The UKIBC presents insights and thought leadership via reports, articles and whitepapers on key sectors, topics and trends in the UK-India corridor. UKIBC members gain access and contribute to this intelligence and we present our insights as a trusted partner to stakeholders across government and the private sector.



INTERACTIONS

UKIBC hosts regular events for members, clients and stakeholders to meet, discuss issues, share intelligence, and network with senior executives and officials from both countries.

In 2022, we held 46 events, composed of 10 online webinars, 24 roundtables (a mixture of in-person and virtual), and 12 in-person receptions, seminars and dinners. Across these events we were joined by 1,768 attendees, a testament to the interest and importance of the bilateral relationship.



INFLUENCE

The UKIBC is uniquely connected to all levels of the UK and Indian Governments; at the Central level, and at State level in India, and the Devolved Administration and City Region levels in the UK.

These connections enable us to advocate for positive change on behalf of our members and clients, as well as connect them directly to influencers and decision makers.



LAUNCHPAD AND CONSULTING

The UKIBC has helped many organisation in de risking investment strategy - market entry strategy, strategic partner identifications, distribution partners, setting up a business, inhouse senior management hiring, and operations.

UK INDIA
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LAUNCHPAD

BOOST YOUR SUCCESS WITH IN-MARKET SUPPORT.

India holds great appeal for manufacturers. It's an attractive market and supply chain partner. But it is complex and challenging.

UKIBC's Manufacturing Launchpad helps businesses de-risk their entry into the Indian market. It does this by hiring a dedicated team of specialists. Operating in-country, they provide strategic intelligence, business development and relationship management.

For companies that enter the market, Launchpad is a vital stepping stone that helps them connect with local partners, understand the competitive landscape, and launch products.

Typically, companies use Launchpad as a stepping stone before they establish their own presence. UKIBC helps in the transition, and can continue to support with other services, such as incorporation and compliance, when the time is right.

Our industry experts have first-hand experience in the market. With a profit mindset, they are wired to

think about the creation of new markets, brand building and positioning. UKIBC also provides operational support, such as administration, HR and accounting, with total transparency. This means that they can focus on their core business.

We've helped more than 40 UK companies to establish themselves in India.



There are more than 300 million workers in India.



YOUR SPECIALIST GROWTH PARTNER

The UK India Business Council's mission is to create shared prosperity in both countries. Its sharp focus in the UK-India corridor makes it unique. This means it has unrivalled know-how and networks. Over the past two decades, UKIBC has provided strategic intelligence and in-country support to more than 500 UK firms.

UKIBC works with companies of all sizes at all stages of growth. Its services support market entry, expansion, compliance and strategic intelligence.

Consultants work with business leaders to assess market trends. Launchpad lets UK companies test their India strategy on the ground with minimal risk. UKIBC members enjoy privileged access to business and government events.

Our staff are specialists with real-world experience in both markets. They have worked as business owners, engineering leaders, advisors, and diplomats. Their advice gives ambitious companies a competitive edge.

UK INDIA
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CONSULTING

MANY COMPANIES SEE INDIA'S SCALE AND POTENTIAL. YET SUCH A DIVERSE MARKET CAN SEEM DAUNTING. A TRUSTED PARTNER IS THEREFORE, ESSENTIAL. WITH OUR SUPPORT AND OUR EXPERIENCE, YOU KNOW WHERE AND HOW TO START. THE BIGGEST CHALLENGE IS THUS REMOVED.

UKIBC's consulting practice creates tailored strategic intelligence which helps companies that are considering India as a market, or already present and planning to expand. We consider strategic intelligence to be advice rooted in reality, not just presentation of facts. We understand India's complexity because we live it. We only play in the UK-India corridor.

A free initial consultation with one of our experts helps you define what you need. Our impartiality and honesty may conclude that India is not right, or not right now. If so, the money saved can be invested in a better opportunity.

If it is right, we work closely with business leaders to develop pragmatic and actionable recommendations. We help you build the best entry or expansion plan. That can include business intelligence, technology and

commercial insights, market feasibility and competition analysis, alongside macro- and sector-specific insights. We provide insights on corporate structure, recruitment, sourcing, supply chain and other business critical factors. This knowledge is used to develop, plan and execute India-specific strategies for UK companies.

So far UKIBC has supported more than 700 companies.



Trade between the UK and India was worth £35.9 billion in 2022. (UK Department for Business and Trade)



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OUR MEMBERS



THANK YOU

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