



INDIA OUTBOUND

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COMPANY OVERVIEW

T&A Consulting is a global advisory firm with a proven track record of working with overseas enterprises towards achieving a successful and accelerated market entry. T&A is currently working with over 15 countries/Economic Development and Trade Promotion Organizations as their evaluated Partner. We have extensive experience of working with various Inward Investment Attraction agencies and have been delivering a range of programs to identify outward investment opportunities from India, Europe, North America, with focus on certain key sectors.

Headquartered in Gurgaon, and with pan-India offices in Mumbai, Bengaluru and Chennai, T&A also has a global footprint with a representative office in Zürich, Switzerland, and a subsidiary in Toronto, Canada.



OBJECTIVE

DOCUMENT HIGHLIGHTS

CHANGING BUSINESS ENVIRONMENT

Virtual business environment as new normal leading to new methods of conducting business i.e. virtual - B2B meetings, investor roadshows, trade missions, investment seminars and networking events.

RECENT TRENDS IN OUTWARD FDI

Business environment in India vis-à-vis potential for investments overseas and how the pandemic has created niche outward foreign direct investment (FDI) opportunities.

CEO'S MESSAGE

Twenty Twenty One - Yes "One" is important metaphorically as we make a new beginning with a new approach wherein traditional models are consigned to the year gone by. FDI and International Trade, the arteries of globalization have been stifled due to travel and economic uncertainties.

This is the year of a paradigm shift.

India started 2021 with a roster of good news - test cricket series win in Brisbane, Australia reflecting the prevalence of grit, teamwork and stoic determination; bending of the pandemic curve and launch of the world's largest vaccination program fully supported by the digitization platform and finally, a rebound of almost all economic parameters -

highest ever power consumption, Goods and Service Tax collection higher than pre-pandemic levels, capacity expansion announcements by leading industry players, increase in bank credit and finally the only major economy with an increase in inbound FDI by 13% in 2020.

The liquidity tap continues to remain open by major central banks, and these inflows have played a role in the domestic Indian stock market, reaching historical highs. Recent financial results of major Indian information technology players indicates a powerful performance. As an FDI attraction segment, they were among the most resilient players in the global outbound investments India also had the unique distinction of having created the second-highest number of unicorns in 2020, i.e. 12, with the total number now standing at 38. Two-thirds of Indian unicorns are already servicing the global market. Start-ups in Deep Tech - AI, IoT, Blockchain and Big Data are growing at 40-45% CAGR, and nearly one-third of them have their primary market overseas.

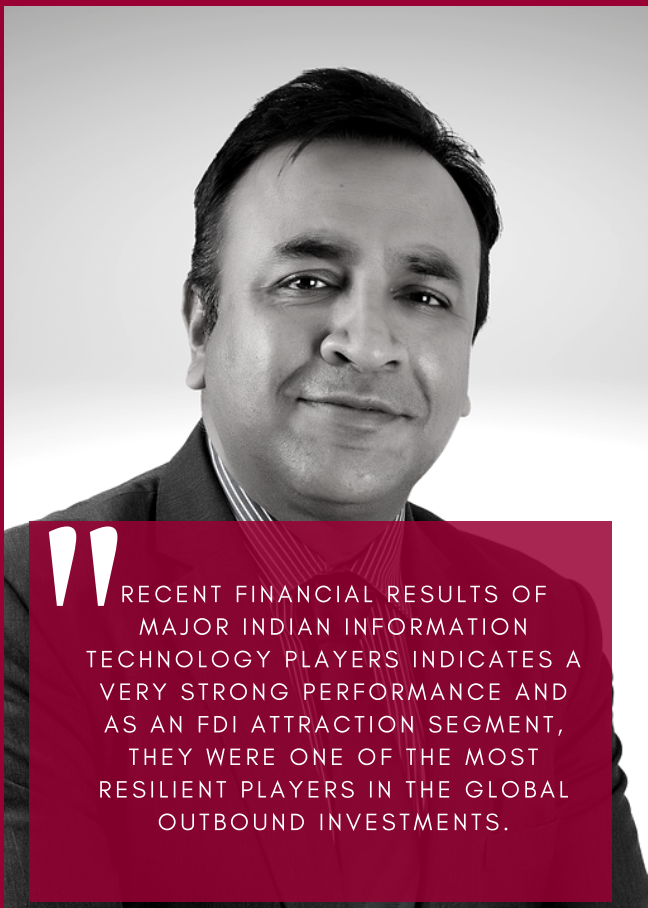


The depth of talent and vision of the founding team at these Start-ups is an eye-opener. In a way, the reflection of the forays of our young cricket team whereby you play to win and a win overseas is the real deal. The playbook of growth at these companies reflects the motto "Go Global and Go Early".

Detailed conversations with several of these Deep Tech start-ups have provided valuable insights and important takeaways for Investment Promotion Agencies. These include bandwidth for a deeper understanding of technology and emerging business models, easy availability of information on research projects at academia and partnership opportunities for Indian companies.

Promotion of academic excellence at leading educational institutions in Deep Tech with openness to welcome Indian students goes a long way in strengthening the overall FDI proposition. We foresee more joint activities towards positioning a destination as an attractive location for pursuing higher studies and a “knowledge” led FDI.

India has now its own version of “Mittelstand”, call it if you may “EmergIndia” - mid-size firms with revenues ranging from USD 50m- USD 250m, a proven track record of export markets including OECD countries and a cost-competitive edge with quality products. These are across diverse sectors, including automotive, food processing, chemicals, life sciences, engineering goods and advanced materials. These firms have the management depth, financial resources and most importantly, the vision to establish their own operations in their key markets.



RECENT FINANCIAL RESULTS OF MAJOR INDIAN INFORMATION TECHNOLOGY PLAYERS INDICATES A VERY STRONG PERFORMANCE AND AS AN FDI ATTRACTION SEGMENT, THEY WERE ONE OF THE MOST RESILIENT PLAYERS IN THE GLOBAL OUTBOUND INVESTMENTS.

Attractive and simple incentives package, reduced compliance burden, availability of shovel ready sites with common competitively priced utilities and access to the non-unionised workforce in the vicinity are important location selection criteria.

The year ahead is expected to witness a tremendous shift in direction, quantum and nature of FDI outflows. Early movers who redefine their investment attraction approach and amend the FDI offering suited to this new environment will be the winners and shall garner even a larger share of FDI.

Best wishes for a successful 2021.

May the juggernaut of FDI and international trade rediscover its mojo!

TARUN GUPTA
Managing Partner
T&A Consulting

OUTBOUND INVESTMENT

The Coronavirus has dramatically impacted globalization, with flows of FDI being disrupted as a result. According to the UN Conference on Trade and Development (UNCTAD), global FDI flows are expected to contract between 30-40% during the 2020-21 period.

This crisis may offer a window of opportunity for government agencies to re-examine their investment attraction and retention approaches to increase the embeddedness of FDI within their local economies. In many instances, cross-border business ties need to be re-established; investment facilitation and aftercare services need to be expanded as investors usually are more risk-averse abroad than at home.

According to a UN report: Indian economy could prove to be the "most resilient" in the subregions of South and South-West Asia over the long term and the country's large market will continue to attract investments.

However, after the sharp slump due to the Covid pandemic, India's economic growth prospects seem to improve in the medium-term. According to a UN report: Indian economy could prove to be the "most resilient" in the subregions of South and South-West Asia over the long term, and the country's large market will continue to attract investments.

India's pharmaceutical exports grew an impressive 16% y-o-y in the first eight months of this fiscal, defying an almost 18% contraction in the overall merchandise exports, as the Covid-19 pandemic caused a surge in demand for medicines, especially from the largest market – the US. The increase is remarkable, especially in the light of initial pandemic-induced disruptions in the supply chain and the temporary restrictions on the exports of drug formulations and active pharma ingredients (APIs). Exports of chemicals and related products rose to USD 30.7 billion until November, up 2.4% from a year earlier.

This progress is in line with the Prime Minister's dream to develop India into a dominant player in resilient global supply chains and strengthen the entire ecosystem through rapid structural reforms to achieve the target of a USD 5 trillion economy by 2025.

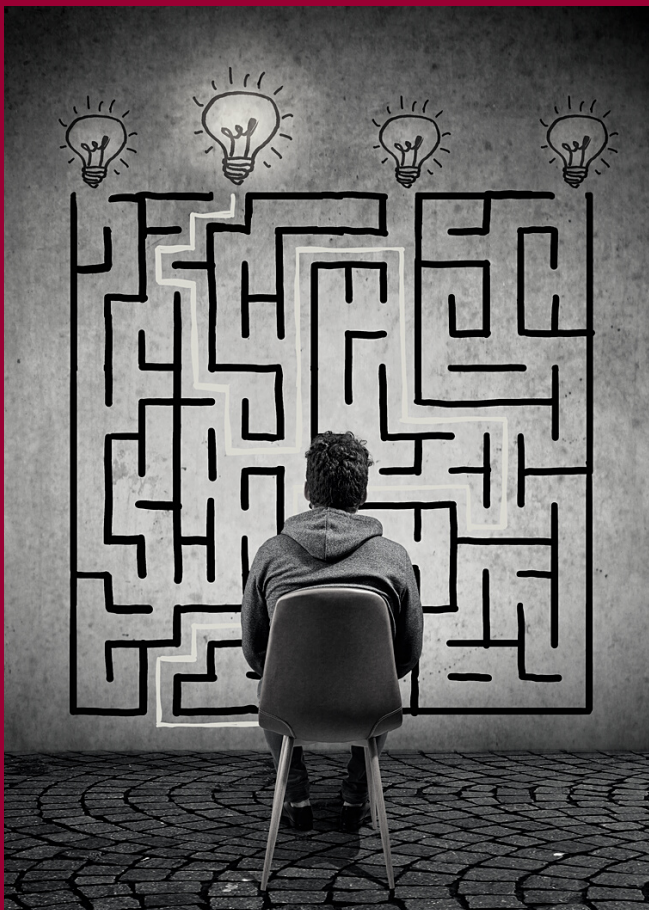
On the other hand, Indian start-ups are steadily evolving into global entities creating business products, and solutions for the global market. India is the third-largest, start-up ecosystem globally and is home to 38 unicorns. By estimates, more than 50 'soonicorn' start-ups might join the unicorn club as early as 2022. A recent Nasscom report indicates that 580 unique start-ups secured USD 3.5 billion funding in 2020 in 680 funding rounds. A little below 2019 but encouraging, considering the current pandemic.

According to data collated by the RBI, corporate India has invested USD 13.7 billion overseas as outward FDI during the April-December period of the current fiscal year, most of which has gone into the firms' wholly-owned subsidiaries in the US, the Netherlands, or Singapore. As much as 76% or USD 9.25 billion of the total USD 12.25 billion was invested until November into wholly-owned subsidiaries and the balance USD 3 billion into joint ventures.

From a sectoral point of view, 90% of the money invested overseas was in financials, insurance and business services (USD 3.9 billion), followed by manufacturing at USD 3.4 billion, agriculture and mining (USD 1.9 billion) and wholesale, retail trade and hotels (USD 1.7 billion).

Destination-wise, the US topped the list by attracting USD 2.36 billion. Leading the companies' chart is ONGC Videsh, which invested USD 1.85 billion in various oil fields.

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The second is JSW Steel which invested USD 865 million, followed by Haldia Petrochemicals (USD 599 million), HCL Technologies (USD 587 million), Mahindra & Mahindra (USD 551 million), Adani Properties (USD 391 million), Lupin (USD 382 million), Piramal Enterprises (USD 312 million), Cadila Healthcare (USD 222 million), Infosys (USD 221 million) and Tata Steel at USD 200 million.

Taken together, this could indicate that we see the start of a V-shaped recovery of business activity, and that, India's slump in FDI will not be as dire as predicted by some people. It could also indicate that Indian companies are using this crisis as an opportunity to expand their global influence further.

2021 is a year of hope and promise!

LATEST NEWS AND UPDATES

TCS acquires Irish subsidiary of Prudential Financial

Tata Consultancy Services (TCS), leading global IT services, consulting and business solutions organization, and Prudential Financial, Inc. (PFI), a financial wellness leader and premier active global investment manager entered into an agreement that will see TCS acquire the staff (1,500 employees) and select assets of Pramerica Systems Ireland Ltd. (Pramerica), PFI's subsidiary based in Letterkenny, Ireland.

As part of TCS' new Global Delivery Centre in Ireland, they will continue to provide PFI with a range of business, digital, and technology services, while also expanding TCS' nearshore capabilities to provide tech services to other customers in Ireland, the UK, Europe, and the US.



THE INVESTMENT IN ELEMENT SOLUTIONS EXPANDS ON THIS STRATEGY AND HELPS POSITION US AS AN END-TO-END DIGITAL TRANSFORMATIONAL LEADER THAT CAN IMPACT THE ENTIRE CUSTOMER LIFECYCLE FOR BRANDS- PARTHA DE SARKAR, CEO, HGSL

Hinduja Global Solutions to up stake in US unit

Hinduja Global Solutions Ltd (HGSL), the multibillion-dollar Hinduja Group conglomerate's business process management arm, announced its decision to increase its stake in a United States-based step-down subsidiary to nearly 92%.

The acquisition, which will be made for a consideration of USD 1.35 million, will be made via Hinduja Global Solutions UK Ltd (HGS UK), another subsidiary of HGSL.

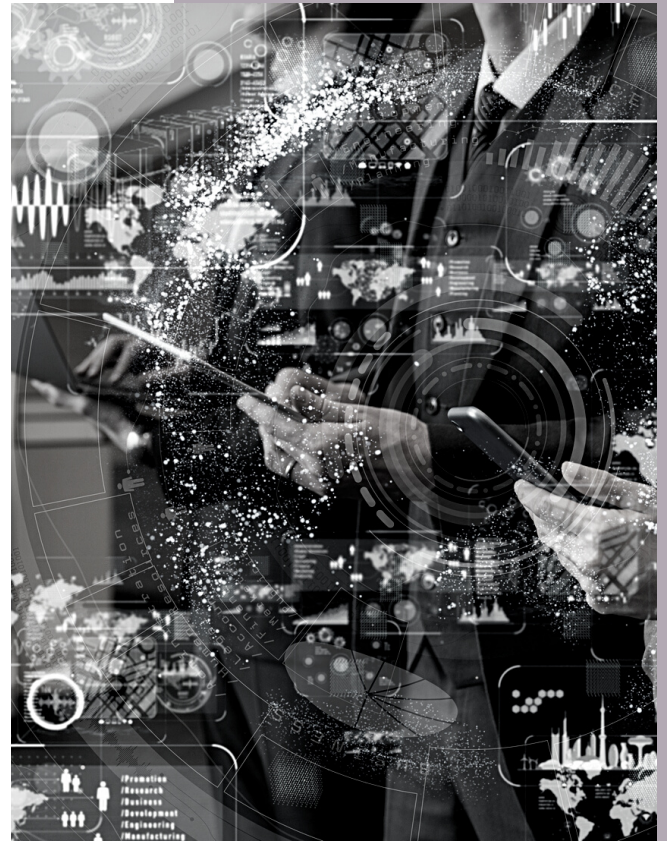
HGS Digital, set up in its original avatar in 2003, is a digital services provider that helps its customers develop integrated digital business through consulting and the implementation of Oracle DX Solutions and Salesforce platforms. It is also involved in cloud migration and support maintenance.

Blackstone-controlled Mphasis acquires British data engineering firm

Indian software services company Mphasis Limited has purchased UK-based data engineering and consulting firm Datalytx Ltd for **USD 17.6 million**. The deal also involves the acquisition of Datalytx units Dynamyx Limited and Datalytx MSS Limited.

The acquisition will help Mphasis strengthen its next-generation data go-to-market strategy and provide higher value partnership status with American cloud-based data services companies Snowflake and Talend. The acquisition will also provide access to highly skilled data professionals and sales professionals, the company said.

This is only the second acquisition by Mphasis since Blackstone, the world's biggest private equity firm, took control of the company in 2016 in what was its largest deal in India.



Fermenta Biotech invests in US-based AGD Nutrition

Fermenta Biotech Limited has acquired a **52% membership interest** in a US-based nutritional ingredients maker AGD Nutrition LLC.

The deal was closed for approximately **USD 1.26 million**. The acquisition has been made via the Indian company's wholly-owned subsidiary Fermenta Biotech USA, LLC. The collaboration aims to couple FBL's competence in manufacturing and customer-driven innovation with AGD's distribution strength in the US, which is geography that commands a significant share of the global human and animal nutrition market.

Founded in 1951, Fermenta Biotech (formerly known as DIL Ltd), is a pharmaceutical, dietary and nutritional supplements, biotechnology, and environmental solutions company.



WE ARE CONFIDENT THAT THIS ALLIANCE WILL RESULT IN INCREASED CUSTOMER PROXIMITY AND REAFFIRM OUR COMMITMENT TOWARDS OUR CLIENTELE AS A SUSTAINABLE PARTNER FOR THEIR NUTRITIONAL INGREDIENTS' REQUIREMENTS. - KRISHNA DATLA, MANAGING DIRECTOR, FERMENTA BIOTECH

Varroc Engineering takes full control of Romanian unit

Automotive component maker Varroc Engineering Ltd has bought a 30% stake in its Romanian unit from its joint venture partner for **USD 1.08 million**.

The acquisition of the stake in Varroc-Elba Electronics S.R.L from Romania's Elba SA is part of an ongoing group consolidation exercise.

Varroc, the sixth-largest global exterior automotive lighting manufacturer and one of the top three independent exterior lighting players, is 85% owned by the promoter and managing director Tarang Jain and his family.



THE PORT-BASED FACILITY ALSO GIVES GSI THE FLEXIBILITY AND ACCESS TO IMPORT RAW MATERIAL'S BARS/BLOOMS AND BILLETS TO SUPPLEMENT SUPPLIES AS WHEN REQUIRED.

JSW Steel to acquire 31% stake in Italy's GSI Lucchini

JSW Steel's Italian subsidiary has signed an agreement to acquire the remaining 30.73 per cent stake in GSI Lucchini SpA of Italy for **USD 1.2 million**.

JSW Steel Italy Srl already holds the balance share capital of GSI. The manufacturing unit of GSI is located at the port city of Piombino in the Tuscany region, providing easy access to export markets. This also allows specific advantages in terms of lead time, service level, and logistics cost in its target markets.

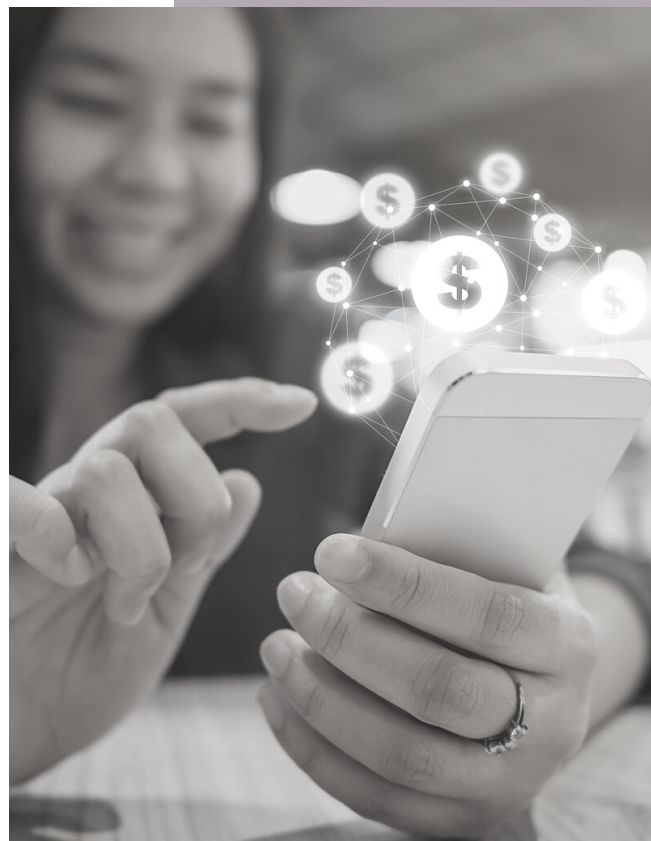
GSI is a producer of forged steel balls used in grinding mills with predominant application in mining processing. The brand is widely recognized in Europe and Africa and is among the prominent supplier in African mines.

Firstsource Solutions Acquires PatientMatters for USD 13 million

Firstsource Solutions, a provider of business process management services, has acquired the US-based PatientMatters for **USD 13 million** to strengthen its healthcare services portfolio and expand its footprint in the United States.

The acquisition complements the RP-Sanjiv Goenka Group company's provider business by strengthening its presence in large markets like Texas and New York, in the US. It also helps add new pre-authorisation capabilities and patient bill estimation at the front-end of the revenue cycle management services.

Firstsource Solutions provides management services to the financial and banking sector, customer services, media and telecom sector, and most importantly, healthcare sectors.



Tata Communications takes control of French technology firm Oasis

Tata Communications, a global digital ecosystem enabler, has acquired a majority equity stake of 58.1% in Oasis Smart SIM Europe SAS (Oasis), a France-headquartered embedded-SIM (eSIM) technology provider. Oasis develops and provides advanced technologies and personalized services to enable the deployment of eSIM and SIM technologies.

The telecoms company said it would focus on accelerating product roadmap, R&D with Oasis to contribute to mobility and IoT markets.

The investment will further enable Tata Communications to deliver full-scale enterprise mobility solutions to customers through complete access and management of the eSIM and software layer.



THROUGH THIS INVESTMENT, WE WILL FOCUS ON THE SOFTWARE LAYER OF THE TATA COMMUNICATIONS MOVE PORTFOLIO AND DRIVE FURTHER INNOVATION IN ESIM TECHNOLOGY THROUGH PRODUCT ROADMAP R&D.
- TRI PHAM, CHIEF STRATEGY OFFICER, TATA COMMUNICATIONS

Wipro to take over Metro's IT units for under USD 50 million

Wipro Limited, a leading global information technology, consulting, and business process services company, announced a significant strategic digital and IT partnership deal with METRO AG, the leading global wholesale company that is redefining the foodservice distribution industry that will see over 1,300 staff of the German wholesaler move.

The IT major said it would deliver a complete technology, engineering, and solutions transformation program for Metro. The latter positions itself as a Wholesale 360° provider in the hotel, restaurant, and catering food industry.

At the heart of the partnership is forming a joint Transformation Office and Innovation Council that will guide the businesses and ensure collaborative innovation throughout the partnership.



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- TRI PHAM, CHIEF STRATEGY OFFICER, TATA COMMUNICATIONS

eClerx acquires Texas-based Eclipse Global Holdings

Mumbai-based eClerx Services Limited, a leading provider of business process management, analytics, and automation services to several Fortune 2000 enterprises, announced its acquisition of Eclipse Global Holdings LLC, ("Personiv"), a Texas-headquartered business process management and services company focused on the outsourced accounting space.

The acquisition worth **USD 34 million** adds over 2,000 employees to the top automation and analytics organization.

This is eClerx' second acquisition in the United States after it bought Agilyst Inc for USD 16 million in 2012.

EVENTS & ENGAGEMENTS

Final episode of Virtual Investor's Meet hosted by South Carolina India office on Nov 16

T&A Consulting, the official India representative of the South Carolina Department of Commerce, culminated its three-part series of Virtual Investors Meet in collaboration with the State of South Carolina Department of Commerce and the Palmetto partners. This session, organized in partnership with the Confederation of Indian Industry (CII) and Tamil Nadu Industrial Guidance & Export Promotion Bureau.

The series of virtual investors meet conducted over the last four months has helped create momentum in the Indian business community to position South Carolina as a strategic investment location within the USA's South-east part.

Visit [HERE](#) to know more.



Singapore Passion Escapade-2020

A virtual gamification event was organized on behalf of the Singapore Tourism Board (STB) and T&A Consulting to engage and strengthen the relationship with Travel Agents of South India.

STB organized a virtual edutainment session for their external stakeholders, including trade partners and travel agents in India.

The central thought was to put together a fun game session with some learnings.

Through this activity, STB wanted to reach out to its key influencers, content, and trade partners to engage them and drive the anticipation for travel to Singapore.

SG SINGAPORE
Passion Made Possible

Singapore Tourism Board invites you to participate in a fun and engaging

SINGAPORE

- PASSION ESCAPADE

gamification activity

**Be camera ready
& for best experience use your laptop or desktop**

Please note that we have limited seats and registration is based on first-come-first-served basis

DATE: 3 DECEMBER 2020 (Thursday)
TIME : 4:00 PM - 5:00 PM

Unwind from the usual virtual meetings, webinars &

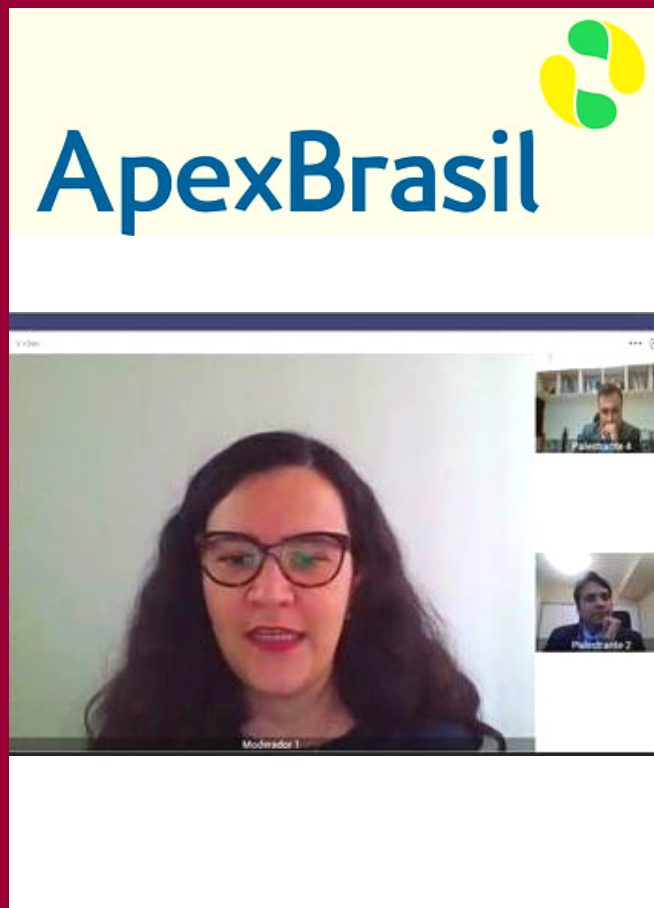
CLICK HERE TO REGISTER

A zoom link will be sent to your email upon successful registration

Virtual Offshore Energy Mission to the USA

The Department for International Trade (DIT) and Choose New Jersey under the Northern Powerhouse umbrella organized a virtual trade mission focus on the offshore wind sector in the North-Eastern region of the USA. The event's main focus was to attract FDI in New Jersey from the UK offshore wind energy sector and how New Jersey can serve as a potential location for companies from overseas markets and make them feel at home with the easy transition during the relocation.

The virtual mission provided an interactive platform for the UK businesses active in the offshore energy sector or exploring opportunities in the USA to establish if the market is right for them. Over 70 UK based companies registered to explore the information on the NJ offshore market and current activity.



India: Opportunities for Food and Beverage & Food Processing Equipment Sector

T&A Consulting partnered with Apex-Brasil and the Embassy of Brazil in India on a series of webinars to present opportunities in India for Brazilian exporters.

Tarun Gupta (Founder & Managing Partner, T&A Consulting) & Saurabh Khanna (Managing Partner, T&A Consulting Americas), presented as the keynote speakers in the webinar on "India: Opportunities for Food and Beverage & Food Processing Equipment Sector."

The webinar covered detailed information about the Indian market, regulations, focus sectors, and cultural aspects, and helped guide Brazilian companies on their India market entry.

Future is Made in Finland- Webinar series: October- December 2020

Business Finland and the Embassy of Finland engaged T&A Consulting on Future is Made in Finland- Webinar Series to showcase Finland's opportunities for Indian students, researchers, and working professionals. This was a seven-part webinar series and the first kick-off webinar was scheduled on 14th October, followed by the second on 26th October and the third on 28th October 2020. The final 4 episodes of the webinars were held in Nov & Dec 2020. The events were focused on themes related to 6G research, AI, innovation, and empowering women entrepreneurs.

The main objective of organizing these events was to promote Finland as a country of knowledge and innovation. The event has the support of some of the biggest Finnish universities and research institutions including, LUT University, Tampere University, University of Oulu, Aalto University, and the Finnish Centre of AI.

FUTURE IS MADE IN FINLAND

WEBINAR SERIES
October-December 2020

REGISTER NOW FOR FREE

South Carolina Virtual India Mission- 2020

According to Area Development magazine, South Carolina is one of the top five states to do business in the US. It is currently home to over 1200 foreign companies, including renowned Indian companies such as Sundaram Clayton, United Phosphorus, and Axiscades.

As the official India representative of the South Carolina Department of Commerce, T&A Consulting has been organizing annual investment missions with management meetings with qualified Indian companies interested in expanding in the United States. This year, the 2-week virtual mission in collaboration with Palmetto Partners involved meetings with over 20 qualified Indian investors culminated from sectors like automotive, aerospace, textiles, plastics, and engineering amongst other advanced manufacturing segments.



STUDYCOLORADO- Webinar on Opportunities for Colorado as a study destination

Study Colorado and its partner institutions (Colorado State University, University of Colorado Boulder, University of Denver, Colorado School of Mines, CSU Global, and the Metropolitan State University of Denver, and more) hosted an International virtual student fair with general information sessions on 12th November 2020. It was seeking assistance to market this fair to potential students in India.

Virtual Events and Webinars hosted by International universities in India have been hugely successful in enabling students to interact with the Institution representatives and directly solve their queries. Social Media marketing has been imperative in promoting such events and create visibility for institutions.



Want to learn more about highly-ranked, diverse institutions of Colorado?

Join us for a free webinar on
Thursday, 12th November 2020, 6.30 P.M. IST



TOP 5
PARTICIPATING
UNIVERSITIES

UPCOMING EVENTS

Vitafoods Asia

2nd- 4th February 2021

IoTShow.in

3rd- 5th February 2021

Gulf Food, Dubai- 2021

21st- 25th February 2021

IoT Tech Expo Global, London

17th- 18th March 2021

Bio Europe Spring (Barcelona, Spain)

22nd- 25th March 2021

FinTech India and Blockchain Summit

24th- 26th March 2021

Aero Engines Americas

30th- 31st March 2021



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