SECOND INDIA UAE PARTNERSHIP SUMMIT

17th - 18th December 2024 ● Taj Business Bay, Dubai, UAE

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The Programme

09.30 am – 10.15 am **Inaugural Session**

Welcome Address

- Mr. Rajiv Podar, Chairman IBLF, CMD Podar Enterprise
- Mr. Marwan Al Marri, Regional Director – Asia, Dubai Chambers, UAE
- Mr. Dinesh Joshi, President IBLF, CMD, SatyaGiri Group
- Mr. Kishore Musale, Chairman, Astarc Group

Keynote Address:

- Hon. Thani bin Ahmed Al Zeyoudi, Minister of State for Foreign Trade, Government of UAE
- Hon. Piyush Goyal, Minister of Commerce & Industry, Government of India

Felicitation of Honoured Guests & Vote of Thanks: Mr. Pankaj Savara, Head UAE Chapter, IBLF

10:15 am – 11:00 am **Plenary Session 1**

Ambassadors' Address

- H.E. Sunjay Sudhir, Hon. Ambassador, Embassy of India, Abu Dhabi, UAE

Navigating Technological Trends

- Mr. Vijay Karia, Chairman & Managing Director, Ravin Group of Companies
- Ms. Supriya Badve, Executive Director, Belrise Industries, India
- Mr. Sriram Chakravarthi, Director, Camford Corporate Services Pte. Ltd, Singapore
- Mr. Amadou Diallo, Regional CEO, DHL Middle East and Africa, UAE
- Moderator – Mr. Anant Singhania, Partner, JK Enterprises, India

11:00 am – 11.45 am **Plenary Session 2: Innovations Shaping Education**

- Mr. Atul Nishar, Chairman, Azent Overseas Education, UAE
- Mr. Ajay Raina, Director & COO, NSDC International, Government of India
- Ms. Hulya Gedik, Chairperson, Gedik Education Foundation & Istanbul Gedik University, Turkiye
- Ms. Shweta Wahi, Director, CMA Investments Holding & Transnational Academic Group, UAE
- Moderator – Mr. Nayan Patel, Executive Director, Packam Controls, India SVKM's Managing Committee (NM College), India

The Programme

11.45 am – 12.30 pm Plenary Session 3: Finance, Fintech & Banking

- Mr. Madhav Nair, Country Head India & CEO, Bank of Bahrain and Kuwait, India
- Mr. Vimal Kumar, Co-Founder Omnispay Payment Services, Dubai, UAE
- Mr. Jens Yahya Zimmermann, Senior Investment/PE/VC Expert, UAE
- Moderator – Mr. Sanjeev Gupta, Advisor & Investment Committee Member, Africa Pledge Partners, UAE

12:30 pm – 01.00 pm Plenary Session 4: Clean Energy

- Mr. Harbinder Singh, Managing Director, Global Urban Mine, UAE
- Mr. Arnab Chatterjee, Managing Director, Trident Consulting DWC, UAE
- Mr. Manmohan Awasthi, Group President - Finance, Shirdi Sai Group, India
- Mr. Adam Ridgway, CEO and Founder, One Moto, UAE
- Moderator – Mr. Satinder Hunjan KC, Chairman, Vaishvik Law International, UAE

01.00 pm– 1.30 pm Special Session: Make in India & UAE for the World

- Mr. B.G Krishnan, Consul (Trade Comm & Economic) Consulate General of India, Dubai, UAE
- Mr. Shrikant Badve, Managing Director, Belrise Industries, India
- Mr. Vikrant Bhansali, CEO Middle East, United Bank for Africa, UAE
- Moderator – Ms. Priyam Gandhi Mody, Author and Political Communications Strategist

01:30 pm – 01.45pm Sum up & Vote of Thanks

- Mr. Vipul Oberoi, Director-Marketing, CSR, Learning & Economic Insights Group, Dun & Bradstreet India
- Mr. Sandeep Joshi, Executive Director, IBLF

01:45 pm – 02:30 pm Networking Lunch

03.00 pm – 05.30 pm Industry Site visit

Key Insights from the Summit

Key Insight 1	**"UAE and India are natural allies" – Shri Piyush Goyal**
Key Insight 2	**"Within GCC, UAE is special" – Shri Sunjay Sudhir**
Key Insight 3	**CEPA has been a watershed moment in Indo-UAE relations**
Key Insight 4	**High growth in enquiries in the Indo-UAE Corridor (Dec 2024 vs Dec 2023)**
Key Insight 5	**There is increase in interest in Indian MSMEs by global companies**
Key Insight 6	**Energy is now synonymous with Electricity**
Key Insight 7	**ESG matters because it helps companies outperform**
Key Insight 8	**UAE has the right ecosystem for fintechs**

Key Insight 1: “UAE and India are natural allies” – Shri Piyush Goyal

Mr. Piyush Goyal noted that India and UAE have historical ties, being natural allies. He shed light on various collaborative initiatives, such as:

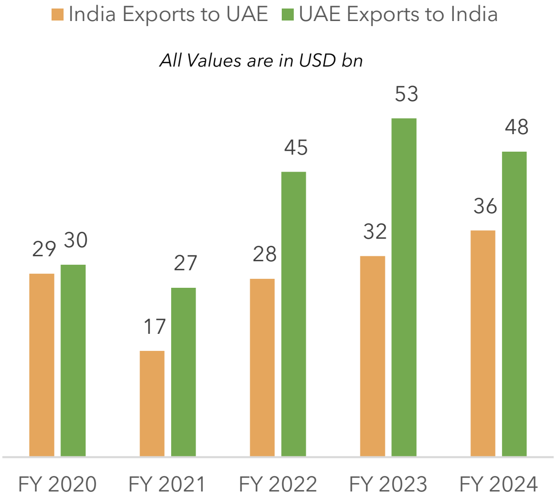
- India and the UAE will set up a food corridor with an expected investment of $2 billion which will cater to the UAE market and beyond and help Indian farmers.
- The IIT Delhi campus has opened in Abu Dhabi, and IIFT will open its first overseas campus at Expo City Dubai.
- He appreciated the Indo-UAE Partnership Summit as a testament to the shared vision of the two nations for a future rooted in innovation, sustainability

The panel 2 on “Education” carried forward this optimism of Mr. Goyal with the panelists stressing on importance of the education sector.

- **Ms. Hulya Gudik** set the context of knowledge being important.
- **Ms. Shweta Wahi** opined that access to information about education is as important as education itself. She also stressed on teaching new technologies.
- **Mr. Atul Nishar** spoke about technology impact in AR, VR and adaptive learning

Indo-UAE bilateral trade growing at CAGR of ~41% since FY20

Shri Goyal's observations are supported by Dun & Bradstreet data.



D&B Insights

- **UAE Investments in India:** Key sectors include renewable energy, metals, software, IT services, chemicals, and automotive equipment manufacturing
- **Indian Investments in UAE:** Investments span sectors such as healthcare, education, and infrastructure

**Source: Gulf Today*

Source: Department of Commerce, Ministry of Commerce and Industry, GoI

Key Insight 2: “Within GCC, UAE is special” – Shri Sunjay Sudhir

Shri Sunjay Sudhir noted that India and UAE have historical ties, being natural allies. He shed light on various collaborative initiatives that have resulted in growth in trade.

- Shri Sudhir noted that within the Gulf Cooperation Council (GCC) Region, UAE is special.
- UAE is now not just oil and gas, which comprises just 28% of the GDP of UAE.
- UAE provides the right system for innovation, especially Artificial Intelligence (AI).
- The robust India-UAE partnership spreads across key sectors such as technology, infrastructure, trade, and investment, highlighting the dynamic and growing collaboration between the two nations.
- Shri Sudhir mentioned the strategic partnership agreement to develop and launch the domestic card scheme of the UAE based on India's RuPay card stack, as a shining example of Indo-UAE collaboration.

Key Insight 3: CEPA has been a watershed moment in Indo-UAE relations

The two countries signed a Comprehensive Economic Partnership Agreement (CEPA) in early 2022, aimed at enhancing bilateral trade and investment, fostering economic growth, and strengthen strategic economic cooperation. The salient measures are tariff reductions, easing market access, facilitation of investments (FDIs and JVs), special boosters for Service sector, SMEs, and Start-ups, regulatory cooperation and sustainable development (incl. investments in renewable energy sources).

Mr. Marwan Al Marri noted the CEPA for its contribution in:

- simplifying trade,
- reducing tariffs, and
- driving unprecedented growth in bilateral trade, which surpassed $84 billion in 2022-23.

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Mr. Rajiv Podar noted that UAE is India's third largest trading partner and further highlighted that:

- India's strong manufacturing base, rapid digital transformation, and expanding consumer market offer unparalleled opportunities for UAE investors.

- On the other hand, the UAE's strategic position as a global trade hub, combined with its visionary policies in technology, sustainability, and infrastructure, makes it the perfect partner for Indian businesses aiming for international growth.

Restricted Confidential

Key Insight 3: CEPA has been a watershed moment in Indo-UAE relations

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Mr. Dinesh Joshi highlighted that the growing trade between India and the UAE is a testament to the success of our bilateral partnership and the transformative impact of CEPA, which he pointed that it was signed in 88 days.

Mr. Joshi said that the 2nd India-UAE Partnership Summit is not only a celebration of the remarkable $28.2 billion in non-oil trade during H1 2024 but also a platform to envision an even brighter future.

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During his participation on Panel 4, **Mr. B. G. Krishnan** proclaimed that other countries now want to sign CEPA.

Key Insight 4: High growth in enquiries in the Indo-UAE Corridor (Dec 2024 vs Dec 2023)

86% of the enquired companies in the UAE are from the **Wholesale Trade, Manufacturing** and **Services Industries**

Majority are located in **Dubai, Sharjah** and **Ras Al Khaimah**

94% of enquirers from India belong to **Financial Services, Real Estate, Manufacturing** and **Services Industry**

Majority are located in **Mumbai, Ahmedabad** and **Vadodara** regions

▲ **315% in enquiries from India**

▲ **77% in # unique India entities**

While we have highlighted how the two markets are lucrative, we also stress on having a planned approach to entering any new market.

Key Insight 5: There is increase in interest in Indian MSMEs by global companies

~73% of checks by customer globally on D&B database are on MSMEs

Enquiry count on Indian MSMEs have doubled since FY2019

Source: Dun & Bradstreet Inquiry data. This data around identification of MSME is estimation based on financial coverage in Dun & Bradstreet Data Cloud and is subject to revision.

The panel 5 on **"Make In India and UAE"** discussed how indigenous technologies and production is essential to the trade between the two organisations.

While conducive relations between the two nations plays a crucial role, the panelists foresee a convergence of manufacturing and tech transfer.

Manufacturing & Service Industries are the most popular

Based on data from Dun & Bradstreet Data Cloud, **Mr. Vipul Oberoi** pointed out that most enquiries take place on companies in manufacturing, service, financial services, real estate, and trading sectors.

Source: Dun & Bradstreet Data Cloud

Key Insight 6: Energy is now synonymous with Electricity

- It was noted that due to reduction of fossil fuels, we practically refer to electricity when we use the term "energy". With this thought, **Mr. Vijay Karia** in panel 1 pointed to the need for Electrical Centres.
- The members of the panel 4 noted that India crossed 200 GW last month. Target is 500 MW but mostly solar panels are imported from China.
- **Ms. Supriya Badve** in panel 1 highlighted the technology trends in the auto sector in the age of Industry 4.0, and was optimistic about the AI helping the global autonomous vehicle market to grow at a CAGR of 35%. In the same vein, he also spoke about technology leading to sustainability.
- Artificial Intelligence was a favourite topic across the two panels and **Mr. Sriram Chakravarthi** highlighted the benefit of AI in addressing the information asymmetry.
- **Mr. Armadaou Diallo** was of the opinion that culture drives efficiencies.
- Panel 4 discussed funding of green projects at length. There is a reasonable consensus on credit enhancements for green bonds required. **Mr. Arnab Chatterjee** had a word of advice for those seeking funding for their green projects: start with equity and then move to bank financing / debt.

Impact of ESG Regulations on UAE Businesses

The UAE's Federal Decree-Law No. 11 of 2024 on climate change effects

Key provisions include mandatory sustainability disclosures, renewable energy targets, alignment with global frameworks, and incentives for green investments.

Mandates emission monitoring and climate risk assessments, requiring companies to align with climate action plans to meet emission reduction targets **by 2025**

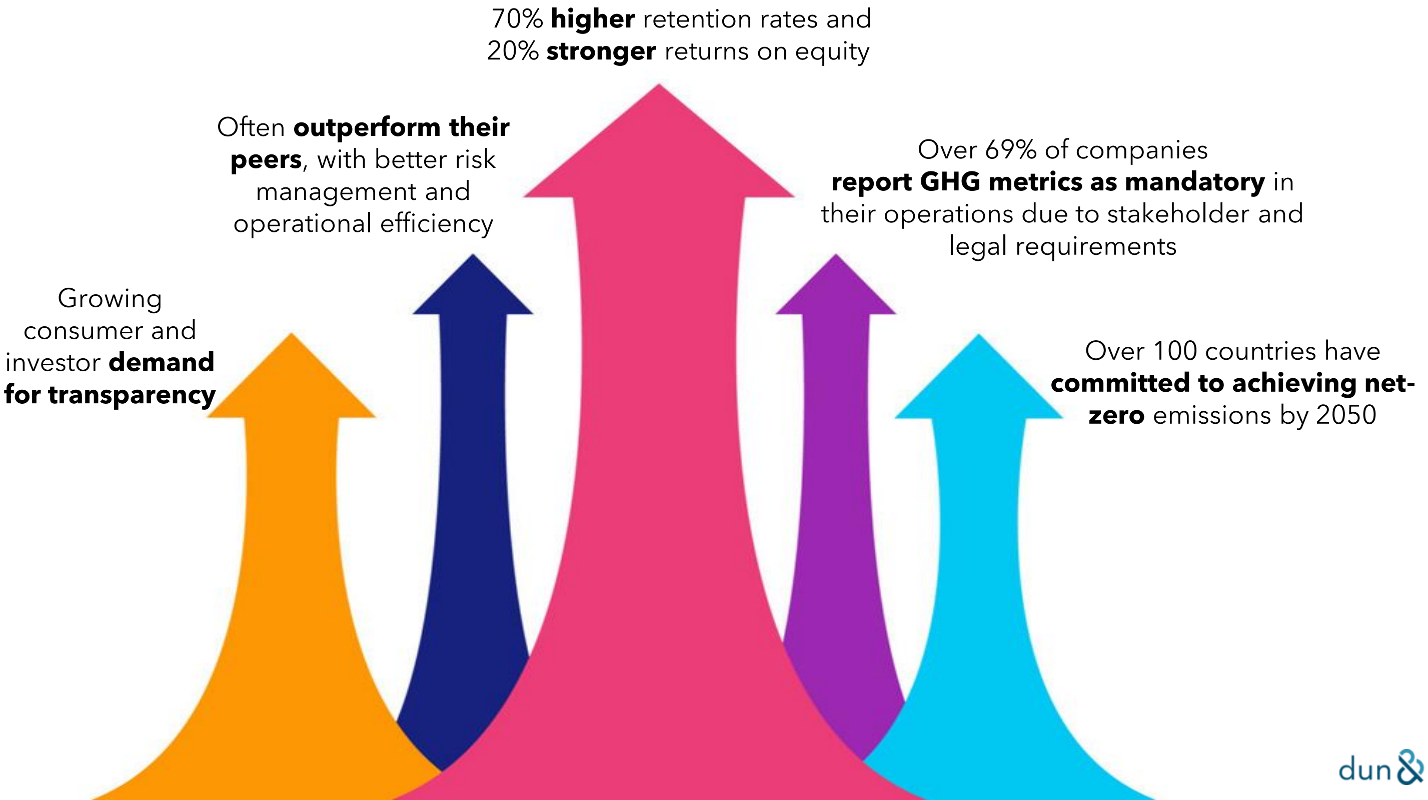
Adherence promotes innovation in decarbonization technologies and operational efficiencies

Adopting ESG standards **enhances global competitiveness**, facilitates access to global markets, and aligns businesses with global investors' expectations

Positions **UAE as a global hub for climate innovation and investment** by encouraging corporate accountability in reducing carbon footprints

Key Insight 7: ESG matters because it helps companies outperform

Mr. Vipul Oberoi said that the need comes from the demand for transparency from consumers and investors. But that's not the only reason why companies have actively adopted ESG. It is because they outperform.



Impact of ESG Regulations on UAE Businesses

Mr. Vipul Oberoi said that the UAE's Federal Decree-Law No. 11 of 2024 is the right balance of recognizing the benefits of ESG compliance and ensuring the right checks and balances.

- Lower operational costs through resource efficiency and waste reduction
- Access to govt. incentives for adopting sustainable technologies
- Improved brand reputation and stakeholder trust
- Better risk management and resilience
- Opportunities for innovation and market differentiation

- Non-compliance can result in fines in the range AED 50K – AED 2M
- Risk of losing investor confidence and consumer trust
- Potential exclusion from ESG-focused investment pools

What every company needs to do

Mr. Vipul Oberoi recommend every company should undertake these six initiatives to improve their competitiveness in the long-run and to adhere to ESG regulations.

1. Conduct materiality assessments to identify key ESG focus areas
2. Undertake climate risk and opportunity assessments, both qualitative and quantitative
3. Quantify financial consequences of climate risks
4. Optimize portfolio at the business unit or whole-of-business level
5. Supply chain decarbonization
6. Conducting ESG Due Diligence for M&As and Carbon Credits

Key Insight 8: UAE has the right ecosystem for fintechs

The members of the panel 3 were effusive in their optimism for the financial services sector in India.

- **Mr. Madhav Nair** pointed out that PSU Banks in India are making record profits. Vimal chipped in with his view that scale has never been a problem in India.

- The panel discussed the changing financial ecosystem in India. **Mr. Madhav Nair** credited this India story to the JAM Trinity, i.e., Jan Dhan, Aadhaar, and Mobile Phones, which has helped to improve financial inclusion through direct benefit transfer and has enhanced the Indian economy.

- **Mr. Vimal Kumar** prophesized that effects and impacts will be seen with blockchain in the financial ecosystem. With the rise of the global south, coupled with blockchain, could be the bedrock for trust-based digital banking system.

- **Mr. Madhav Nair**, however, opined that Indian banks should be allowed to operate outside DIFC.

Key Glimpses of the Summit


Hon. Dr. Thani bin Ahmed Al
Zeyoudi
Minister of State for Foreign
Trade, UAE
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TAJ
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Mr. Pankaj Savara
Head UAE Chapter, IBLF
Design & Technology
UAE
TAJ
DUBAI


Diamond Sponsors
Design & Technology
UAE
TAJ
DUBAI


7.10M
Services
6.59M
2.47M
Transportation, Communications, Utilities
1.45M

Glimpses of Jafza-Bharatmart Visit

Glimpses of the Exclusive CEO Breakfast

Glimpes of the Welcome Dinner


Welcome Delegates
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Diamond Sponsor
BELRISE
Gedik
SWARNAK


Key Media Coverage

Gulf Today

BUSINESS

UAE, India to foster economic growth and bilateral relations

Last updated: December 24, 2024 | 20:01

https://www.gulftoday.ae/business/2024/12/24/uae-india-to-foster-economic-growth-and-bilateral-relations

Khaleej Times

HOME / BUSINESS

The Second UAE-India Partnership Summit 2024: A milestone in strengthening bilateral ties

The summit shone a spotlight on key sectors of collaboration

Published: Tue 24 Dec 2024, 8:40 PM

https://www.khaleejtimes.com/business/the-second-uae-india-partnership-summit-2024-a-milestone-in-strengthening-bilateral-ties?amp=1

THE GULF TIME

SECOND UAE-INDIA PARTNERSHIP SUMMIT 2024: A MILESTONE IN STRENGTHENING BILATERAL TIES

https://gulftime.ae/second-uae-india-partnership-summit-2024-a-milestone-in-strengthening-bilateral-ties/

DUBAI/GULF TIME

How Dun & Bradstreet can help

D&B can help companies in UAE & India take advantage of the opportunities

Import-Export Intelligence	**Primary & Secondary Research**	**Product segmentation**	**GTM, Technical and Financial feasibility**
Intelligent Prospecting	**Market Sizing**	**Financial Modelling**	**CAPEX / OPEX estimations**

- Assess the demand and supply dynamics for GGBFS in UAE
- Market Assessment for DI Pipes in KSA and neighboring markets
- Product & Market Feasibility of ASTM & SS Seamless and Welded Pipes

D&B can help companies in UAE & India take advantage of the opportunities

Import-Export Intelligence	**Primary & Secondary Research**	**Product segmentation**	**GTM, Technical and Financial feasibility**
Intelligent Prospecting	**Market Sizing**	**Financial Modelling**	**CAPEX / OPEX estimations**

- Helped a UAE-based fintech understand the remittance market in India
- Market Entry and Techno-Commercial Feasibility for EV Components

D&B India Data Universe

as on 5th November 2024

Total Universe	Active Operational	Active Non-Operational	Out Of Business
40.01M	30.90M	0.96M	8.14M
37.88M HQ	28.91M HQ	0.96M HQ	8.00M HQ

Principal Contacts	Phone Numbers	Emails	Establishment Year	Business IDs	Employees	Financials	Charges	-ve Information	Importers	Exporters
13.24M	7.88M	19.01M	29.25M	30.20M	2.99M	417.61K	420.38K	2.05M	187.71K	299.62K

Manufacturing	Services	Retailers	Wholesalers	Transportation, Communications, Utilities	BFSI & Real Estate	Construction	Agriculture, Forestry and Fishing	Mining	Public Administration	Unclassified
8.99M	7.10M	6.59M	5.80M	2.47M	1.45M	1.44M	580.37K	598.24K	100.39K	4.89M

Dun & Bradstreet Global ESG Advisory Services

01

Regulatory Compliance Support

- Navigating complex ESG regulations and reporting requirements
- Compliance with the SFDR, CSRD, CBAM and GHG emission calculation and validations.

02

Climate and de-carbonization

- Advisory services to help companies calculate their GHG emissions
- Develop comprehensive decarbonization plan
- Supporting in climate related voluntary and regulatory disclosures

03

ESG Due Diligence

- ESG due diligence for M&As
- To assess the sustainability risks and opportunities associated with potential business partners or targets

End to End Solutions

dun & bradstreet