



Confederation of Indian Industry



Department of Industrial Policy & Promotion  
Government of India



Government of Andhra Pradesh



ANDHRA PRADESH  
India's Sunrise State



TM

# PARTNERSHIP SUMMIT 2018

## Charting New India's Global Integration Strategy

24-26 February 2018

APIIC Ground, Harbour Park,  
Visakhapatnam, Andhra Pradesh

### A RETROSPECT

India is now the centre of attraction for the world economy and very much on the path to become driver of global economy. It has demonstrated its ability to reconstruct new forms of partnership with the world. The Prime Minister's visits to a number of countries across different continents indicate a renewed focus of the present government to redefine foreign policy. In addition, the "Act East" policy; "Connect Central Asia" policy; FTAs with ASEAN; negotiation for RCEP membership; a renewed focus on the neighbourhood policy; etc. further signify the foresightedness and ability to comprehend specific economic priorities in India's foreign economic policy.

To enunciate India's growing importance in enhancing the 'Global Economic Landscape' as well as its relative position in the new world economic order as the Global Growth Engine. **The 24<sup>th</sup> edition of CII Partnership Summit - an annual flagship event organized by the Confederation of Indian Industry (CII) in association with the Department of Industrial Policy and Promotion (DIPP), Ministry of Commerce and Industry and the State Government of Andhra Pradesh was held 24-26 February in Visakhapatnam.**

Started in 1995, the summit is a global platform for dialogue, deliberation and engagement among global leaders from all walks of life, towards a greater understanding of the forces that are shaping our world, the challenges that need global policy attention, and the responses that are required to manage changes effectively.

Mr Suresh Prabhu, Hon'ble Minister of Commerce and Industry was the Chair of the Summit and the Summit was hosted by State Partner – Andhra Pradesh under the leadership of Mr N Chandrababu Naidu, Hon'ble Chief Minister of Andhra Pradesh.

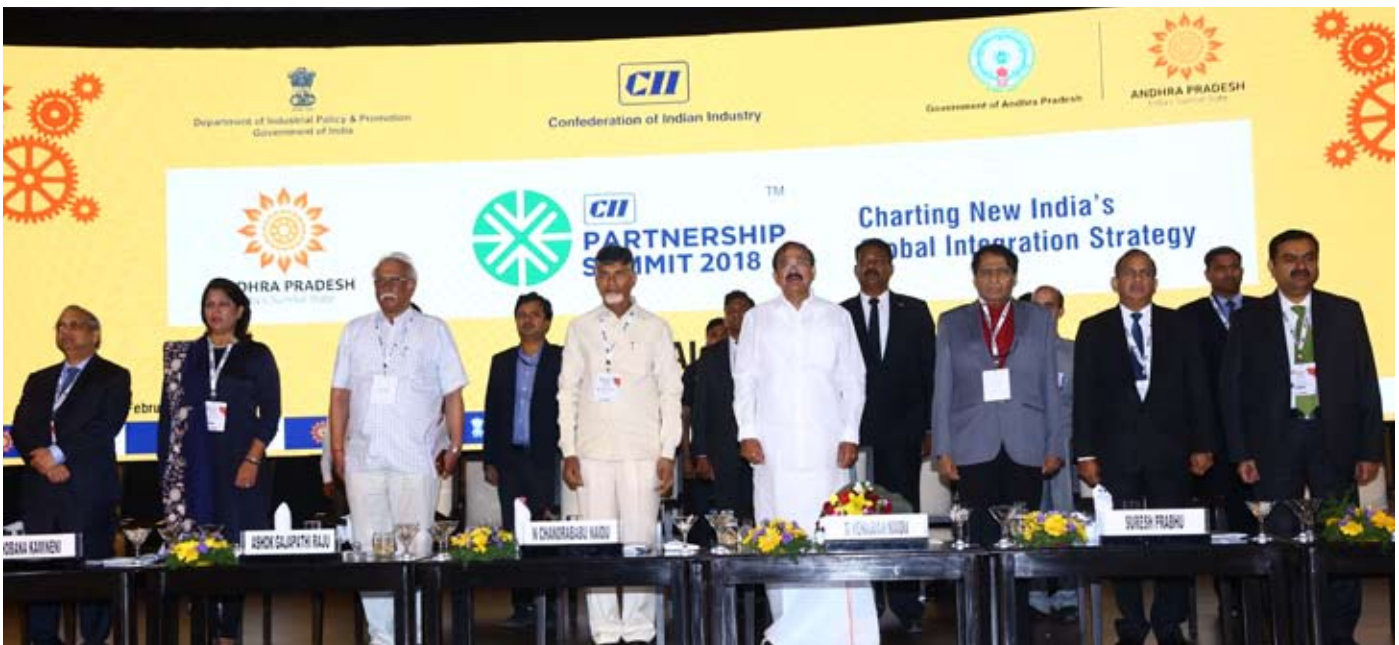
The Summit directed sharp focus on the business opportunities that stem from the Government's thrust on Industry 4.0, accelerated physical infrastructure development, integration of Indian industry with the global value chains, skill development for the future, startups promotion, among other key areas.

#### Inaugural Session

Inaugurating CII's Partnership Summit, **Mr M Venkaiah Naidu**, Hon'ble Vice President of the Republic of India highlighted the rapid pace being observed for implementation of reforms and attract investment in the country with all levels of Government, be it at the Centre, State and Local levels.

In addition, he stated that India has emerged as one of the growing large economies in the world and the global outlook also looks brighter. Vital structural reforms like implementation of demonetization and GST have led to an expansion of formal economy and brought about increased tax compliance. The number of people, who had filed Income Tax returns increased from 6.47 crore in 2014-15 to 8.27 crore at the end of 2016-17. He also thanked the reforms initiated which embarked a decline in the Current Account Deficit from 1.5% to 0.5% and the fiscal deficit from 5.9% to 3.5%.

In his address, **Mr N Chandrababu Naidu**, Chief Minister of Andhra Pradesh, said the Andhra Pradesh Government is working towards ensuring that the state emerges as one among top 3 investment destinations in the country by the year 2022, the top investment destination with the highest per capita income by year 2029, and a premier global investment destination by year 2050.



(L-R): Mr Chandrajit Banerjee, Director General, Confederation of Indian Industry; Ms Shobana Kamineni, President, Confederation of Indian Industry and Executive Vice Chairperson Apollo Hospitals Pvt Ltd; Mr Ashok Gajapathi Raju, Hon'ble Minister of Civil Aviation, Government of India; Mr N Chandrababu Naidu, Hon'ble Chief Minister of Andhra Pradesh; Mr M Venkaiah Naidu, Hon'ble Vice President of the Republic of India; Mr Suresh Prabhu, Hon'ble Minister of Commerce and Industry, Government of India; Mr Ramesh Abhishek, Secretary, Department of Industrial Policy & Promotion (DIPP), Ministry of Commerce and Industry, Government of India; Mr Gautam Adani, Chairman, Adani Group, at the Inaugural Session

Underlining Andhra Pradesh's sustained double digit SGDP growth achieved in the last three years, the Chief Minister also stated that all key sectors – agriculture, industrial and services – have received the concentrated attention of the government. He cited that the state achieved over 25% growth in agriculture even in the phase of deficit rainfall, which pointed to the efficient water management systems that have been instituted across Andhra Pradesh. In the next 5 years, Andhra Pradesh will see Rs 10 lakh crore fresh investments and 20 lakh new jobs created, the chief minister said.

**Mr Suresh Prabhu**, Minister for Commerce & Industry, Government of India stated that Andhra Pradesh has overcome stiff challenges to become one of India's fastest growing states. He added that the Centre is working closely with Andhra Pradesh Government to develop the state as a major automobile manufacturing hub.

The Minister stated that with the Government of India's renewed focus on promoting labour - intensive manufacturing sectors across the country, Andhra Pradesh will see accelerated development of sectors like gems & jewellery manufacturing, agro exports, leather and footwear manufacturing, medical equipment manufacturing, among others. Mr Prabhu said the focus would be on "design in Andhra Pradesh", as much as "Make in Andhra Pradesh".

He assured the state government that the Centre will extend every support in helping Andhra Pradesh realise its true economic potential.

**Mr Ramesh Abhishek**, Secretary, Department of Industrial Policy & Promotion (DIPP), Ministry of Commerce & Industry, Government of India, said the high level of participation in the Partnership Summit is emblematic of the innumerable business opportunities that are available in the state of Andhra Pradesh. He made a special mention of the Innovation Centres that have come up in the state, which he said would also draw the attention of a gamut of multinational companies.

**Mr Gautam Adani**, Chairman, Adani Group, highlighted the investments potentials in Andhra Pradesh in the realms of seaport infrastructure, renewal energy development, etc. The Adani Group will be developing the Bhavanapadu port project in the state.

**Ms Shobana Kamineni**, President, Confederation of Indian Industry (CII), said that India has a key role cut out in the unravelling of Industry 4.0. Noting that India is set to become a \$5 trillion economy by year 2025, she also said, it is vital to align the SME sector with global value chains. She added that Andhra Pradesh has the core strengths to emerge as a premier hub for knowledge-based industries.

**Mr Chandrajit Banerjee**, Director General, Confederation of Indian Industry (CII), in his opening remarks said that the Summit, which was being organised in Visakhapatnam for the third consecutive year, is designed to provide a deep understanding of the reforms process that are underway in the country, as also the role of states in realising the aspiration of the country's 1.3 billion people.

During the session, an MoU document was exchanged between Automotive Manufacturers Association of India (ACMA), Society of Indian Automobile Manufacturers (SIAM) and Andhra Pradesh Economic Development Board to develop the automotive industry in the state.

The session also witnessed the foundation stone laying ceremony for the Lulu International Convention Centre, Hotel and Mall that will be established at the very place where the Summit took place. The estimated cost of the project is expected to be around Rs 2000/- crore.

### Plenary Session I: "Sunrise Andhra Pradesh"

The Plenary Session on 'Sunrise Andhra Pradesh' brought forth Chief Minister N Chandrababu Naidu's avowed goal of making Andhra Pradesh the "happiest and most livable" state, not only in India but across the

globe. Pointing out that Andhra Pradesh was chalking consistent double-digit growth, he said that in 2016-17 the state GDP grew by 11.61% and in the first quarter of 2017-18, the growth was 11.16%. He emphasised the criticality of agriculture and added that Andhra Pradesh was poised to become a "global hub of aquaculture". The Chief Minister said that Andhra Pradesh has set new benchmarks in water management.

An agreement was signed between **Ms Anjali Joshi**, Vice President, Google India and **Mr Vijay Anand**, Principal Secretary, IT, Andhra Pradesh in the presence of the Chief Minister to install wi-fi spots to link more than 25,000 Panchayats in the state.

Giving his special address at the session, **Mr Ashok Gajapathi Raju**, Minister of Civil Aviation, Government of India, stated that it was refreshing to see a different way being followed by the Andhra Pradesh Government to conduct the summit as it was not only process transparent but there was also a "higher conversion rate of MoUs to actual projects than most states at an average 29%, whereas it averaged 12%-17% in the other states of India."

The session was also addressed by Mr Nara Lokesh, Minister for IT, Panchayati Raj and Rural Development,



(L-R): Mr Chandrajit Banerjee, Director General, Confederation of Indian Industry; Mr Mukesh Aghi, President, US-India Strategic Partnership Forum (USISPF), USA; Mr Nara Lokesh, Hon'ble Minister for Information Technology, Panchayati Raj and Rural Development, Government of Andhra Pradesh; Mr N. Amaranatha Reddy, Hon'ble Minister for Industries, Food Processing, Agri Business, Commerce, and Public Enterprises, Government of Andhra Pradesh; Mr N Chandrababu Naidu, Hon'ble Chief Minister of Andhra Pradesh; Mr Ashok Gajapathi Raju, Hon'ble Minister of Civil Aviation, Government of India; Mr Kenichi Yokoyama, Country Director, Asian Development Bank (ADB); Mr Kook Hyun Shim, MD & CEO, KIA Motors, India, at the Plenary Session I: "Sunrise Andhra Pradesh"



Government of Andhra Pradesh, Mr Kenichi Yokoyama, Country Director, Asia Development Bank (ADB), Mr Kook Hyun Shim, MD & CEO, Kia Motors, India, Mr Mukesh Aghi, President, US-India Strategic Partnership Forum (USISPF), USA, Mr N Amaranatha Reddy, Minister for Industries, Food Processing, Agri Business, Commerce and Public Enterprises, Government of Andhra Pradesh, and Mr Chandrajit Banerjee, Director General, CII.

### Special Plenary Session: “Technologies for Tomorrow”

Endowed with a strong leadership, transparent governance, and best-in-class policies, Andhra Pradesh provides a conducive environment for businesses and investors to flourish. Tremendous opportunities exist for businesses in Andhra Pradesh in various sectors. The Session highlighted the investment opportunities in the state of Andhra Pradesh as it goes on to implement its vision 2050 and transform Andhra Pradesh into one of the leading investment destinations in the world.

In the Special Plenary Session on ‘**Technologies for tomorrow**’, Mr N Chandrababu Naidu stated that the Andhra Pradesh Government is leveraging new technologies

to usher in the highest transparency and accountability standards in governance and for speedy delivery of public services. The state government’s Real Time Governance (RTG) system is facilitating use of data to build profiles of resident families and villages and match those with the government programmes. Andhra Pradesh will have an Innovation Valley, on the lines of the Silicon Valley in the US, Mr Naidu said.

**Mr Peter Vesterbacka**, Co-Founder, Slush, Finland spoke about the Finnish model of education that is focused on delivering “education for happiness”. He further highlighted how a sound education base act as a catalyst to creating an innovative culture.

**Ms Marjolein Helder**, Founder & CEO, Plant-e, Netherlands, showcased an innovative example on mechanism to create electricity from a living plant.

**Mr Nitin Sisodia**, Founder, Sohum Innovation Lab, spoke about how his company has developed an innovative equipment for detecting hearing loss in babies. He recommended that the Andhra Pradesh government could consider introducing a universal hearing training programme, and further stated that the equipment could be made in India in a big way for serving global health needs.



(L-R): Mr Ahmed Babu, CEO – Real Time Governance, Government of Andhra Pradesh; Mr Prateek Bumb, Co-Founder, Carbon Clean Solutions, UK; Mr Nitin Sisodia, Founder, Sohum Innovation Lab; Ms Marjolein Helder, Founder and CEO, Plant-e, Netherlands; Mr N Chandrababu Naidu, Hon'ble Chief Minister of Andhra Pradesh; Mr Peter Vesterbacka, Co-Founder, Slush, Finland; Mr Rob Leslie, CEO & Founder, Sedicii Innovations, Ireland; Mr Sibabrata Das, Co-Founder, Atomberg Technologies; Mr Amit Narayan, Founder, AutoGrid, USA, at the Special Plenary Session: “Technologies for Tomorrow”

**Mr Prateek Bumb**, Co-Founder, Carbon Clean Solutions made a brief presentation on how his company has developed the technology to turn CO<sub>2</sub> into chemicals and energy sources.

**Mr Sibabrata Das**, Co-Founder, Atomberg Technologies, made a presentation on the company's innovation – BLDC fans – that are highly energy efficient. He suggested that both government and household sectors could achieve significant cost savings by using BLDC fans.

**Mr Rob Leslie**, CEO & Founder, Sedicii Innovations, Ireland spoke about using Block Chains to monetise identity information.

**Mr Amit Narayan**, Founder, AutoGrid, USA, talked about how data can be a source of energy, wherein by using data millions of micro-adjustments can be made to match demand and supply of energy. He said that the approach can yield the Andhra Pradesh some Rs 2,000 crore cost savings on the power front in the next 5 years. The technology could help the Indian economy achieve savings of up to \$50 billion over 10 years.

**Mr Ahmed Babu**, CEO – Real Time Governance, Government of Andhra Pradesh, thanked the panelists.

During the session, MoU documents were exchanged between the Andhra Pradesh Government and Ace Urban in smart urban infrastructure development, and with Greenco to promote renewable energy in line with the goal of making Andhra Pradesh a carbon neutral state.

### Key Recommendations

- The technology that can turn CO<sub>2</sub> into chemicals and energy sources can be used to decarbonise the industry spectrum
- Data can be a source of energy, wherein by using data millions of micro-adjustments can be made to match demand and supply of energy. The approach can yield huge cost savings on the power front
  - The technology could help the Indian economy achieve savings of up to \$50 billion over 10 years
- Living plants can become a source of electricity. Such eco-friendly equipment can be made in Andhra Pradesh and other parts of India.

## Plenary Session 2: “The Reform Calculus: Promoting Ease of Doing Business”

India has done well to break into the top 100 in the World Bank's Ease of Doing Business Indicators and the target is to become a prosperous, high-income country in the next two decades, for this there lies a need for an achievement of a sustained economic growth rate of 8% a year or more. The Session, “The Reform Calculus: Promoting Ease of Doing Business” highlighted India's resurgence as a preferred global investment destination.

**Mr Suresh Prabhu**, Minister of Commerce and Industry, Government of India, pointed out that Andhra Pradesh has not only made the investing processes totally transparent but also offers customised solutions to individual businesses “which is a paradigm shift in the way business was being done in the state”.

**Mr N Chandrababu Naidu**, Chief Minister of Andhra Pradesh, said that if “Andhra Pradesh were a country, it would rank 88th in the World Bank's ease of doing business index”. He said that his goal was to take his state to “64th rank in the first phase and reach 40th rank in the second phase, with the ultimate goal of being among the top 5 investment destinations by 2050 globally.”

“I am benchmarking my goals with the top countries of the world in the ease of doing business rankings,” Mr Naidu said, pointing out that already “30% of business proposals are given approvals on the spot and the rest of the 70% are only taking a maximum of 21 days.”

**Ms Shobana Kamineni**, President, CII, said that while the ease of doing business was important and critical, it was time that the Indian industry “doubled-down” on the “business of doing business”. She said that the Indian industry bodies should come together and raise their voice to enable the growth and development of Indian business. She also pointed to the criticality of ensuring that the parameters of measuring ease of doing business should also include the criteria of friendliness of government policies towards the growth of MSMEs.

**Mr Sameer Garde**, President-India & SAARC, Cisco Systems Inc said that it was important to link the efforts to enhance the ease of doing business with the “livability index” so that the needs of “bottom of the pyramid are also addressed through the use of technology and processes.



(L-R): Prof Soumitra Dutta, Professor of Operations, Technology and Information Management, Cornell SC Johnson College of Business USA; Mr Sameer Garde, President-India & SAARC, Cisco Systems Inc.; Mr Myron Brilliant, Executive Vice President and Head of International Affairs, USIBC, US Chamber of Commerce; Ms Shobana Kamineni, President, Confederation of Indian Industry and Executive Vice Chairperson Apollo Hospitals Pvt Ltd; Hon'ble H E Mr U Aung Htoo, Deputy Minister, Ministry of Commerce, Myanmar; Mr Suresh Prabhu, Hon'ble Minister of Commerce and Industry, Government of India; Mr N Chandrababu Naidu, Hon'ble Chief Minister of Andhra Pradesh; Mr Jose Luis Kaiser, Director General, International Trade and Investments, Ministry of Economy Industry and Competitiveness, Spain, at the Plenary Session 2: "The Reform Calculus: Promoting Ease of Doing Business"

While appreciating the quest for 'Make in India' and launching of defense-corridors in south India, **Mr Phil Shaw**, Chief Executive-India, Lockheed Martin, recommended India to consider the imperative for creating a larger ecosystem in the defense and aerospace sector by "moving beyond the adoption of the lowest-cost technical solutions paradigm." He also called for "predictability in procurement" by the Indian government.

Saying that he "believed in India", **Mr Myron Brilliant**, Executive Vice President and Head of International Affairs, USIBC US Chamber of Commerce, emphasised that any country that is projected to grow from a \$2.5 trillion economy today to a \$10 trillion economy in 15 years cannot be ignored."

Praising the vision and execution prowess demonstrated by the CM, he said, "May be (US) President (Donald Trump) can learn something from him." He called on Andhra Pradesh to mark its presence in the US by opening an office in the US. "While 15 US states have offices in India, there is no presence of Indian states in the US," Mr Brilliant said.

**Mr Jamal Saif Al Jarwan**, Secretary General, International Investor Council, UAE, pointed to the "similarities in vision" between what was happening in India and Andhra Pradesh to what was being done in his own country.

He said that UAE was "moving from an oil-based economy to knowledge-based economy as innovation is the key to success."

Giving an overview of the history of economic development of Spain after its joined the European Union, **Mr Jose Luis Kaiser**, Director General, International Trade and Investments, Ministry of Economy, Industry and Competitiveness, Spain said, "It is important that the reforms that were happening in states like Andhra Pradesh must be replicated all over India which would lead to rapid and dramatic rise in the Indian economy."

Inspired by India's success in raising its rank in ease of doing business, **Mr U Aung Htoo**, Deputy Minister, Ministry of Commerce, Myanmar, said that his country had "committed to raise its own ranking from a lowly 170 at present to 100 within three years."



**Prof Soumitra Dutta**, Founding Dean, Cornell SC Johnsons College of Business, USA, who moderated the session said that the potential for India to move up the ease of doing business rankings was “immense”. “Just one insolvency legislation witnessed moving from 131 to 100. So, imagine what other reforms could do to our rankings. Just think of the potential”, he asked.

The session concluded with the inauguration of plaques signifying the foundation for setting up an Indian Institute of Foreign Trade campus and an Indian Institute of Packaging campus in Kakinada. Also, enrolment cards were distributed to aquaculture farmers.

### Key Recommendations

- The parameters for measuring the Ease of Doing Business should also include the criteria of friendliness of government policies towards MSMEs
- It was time that India produced large world-class companies. For this, the Ease of Doing Business should be oriented to encourage the participation of anchor investors from India and the overseas
- Link the Ease of Doing Business with the ‘livability index’ so that the needs of people at the ‘bottom of the pyramid’ are also addressed
- Increase the predictability in the Indian defense purchases along with the need for shortening the time taken for procurement
- Quality and technology should be the key criteria rather than just price when it comes to defense procurement
- Indian states should open representative offices in the developed countries of the world, the US for instance, to facilitate trade and business interactions.

### Plenary Session 3: “World Trade on the Comeback Trail in the Midst of Trade Agreements Facing Turbulence”

The WTO’s latest World Trade Outlook Indicator suggests that the trade recovery of 2017 should continue, with solid trade volume growth in the first quarter of 2018. However, things are not very optimistic at trade agreements front including the WTO. First the BREXIT, followed by US pulling out of TPP and very recently the failure of 11th WTO Ministerial Conference held at Buenos Aires in December 2017. Protectionist voices too are gaining strength particularly in major developed nations. In view of this uncertain situation, the Session, “World Trade on the

Comeback Trail in the Midst of Trade Agreements Facing Turbulence” underlined the importance of reinforcing the multilateral trade platforms for the good of both world economy and national economies.

**Mr Suresh Prabhu**, Minister of Commerce & Industry, Government of India stated that the transformation of the World Trade Organisation (WTO) will pave the way for the transformation of the world economy and in turn national economies. Referring to the outcome of the Buenos Aires WTO Ministerial Meet, he further stated that the endeavour at the Mini-Ministerial in India would be to build a common approach among the members instead of creating any grouping.

**Mr Jose Luis Kaiser**, Director General, International Trade & Investments, Ministry of Economy, Industry and Competitiveness, Spain, said that world trade has a major influence on developmental, social, environmental, and SME related issues. The moot point is, how WTO can be revitalised in a way that the benefits of trade liberalisation reach all countries. He pointed out that countries will need to undertake domestic reforms to benefit from a liberalised trade regime. He further stated that bilateral trade negotiations and agreements will spur the efforts to promote multilateralism. At the same time, it is important for governments to inform and educate their respective industry and citizen groups about the benefits that accrue from multilateralism.

**Ms Rakiya Eddarhem**, Secretary of State, Ministry of Industry, Investment, Trade and Digital Economy, Morocco, stated that although the 11th WTO Ministerial outcomes were not solid, there are issues like fisheries subsidies that need to be worked upon. The world trade also needs to be in consonance with the UN Sustainability Development Goals. Ms Eddarhem laid emphasis on maintaining the pre-eminence of the Doha Development Agenda and called for making the multilateral trading platform inclusive.

**Mr U Aung Htoo**, Deputy Minister of Commerce, Myanmar, said that a balanced approach meeting the aspirational goals of the both the developed countries as well as the developing economies should be the way forward for the WTO.

**Mr Sanjay Budhia**, Chairman, CII National Committee on EXIM and Managing Director, Patton International Ltd, said the approach should be one of all countries sharing the dividends of development.



(L-R): H E Ms Rakiya Eddarhem, Secretary of State, Ministry of Industry, Investment, Trade and Digital of Economy, Morocco; H E U Aung Htoo, Deputy Minister of Commerce, Myanmar; Mr Sanjay Budhia, Chairman, CII National Committee on EXIM and Managing Director, Patton International Limited; Mr Jose Luis Kaiser, Director General, International Trade and Investments, Ministry of Economy Industry and Competitiveness, Spain, at the Plenary Session 3: "World Trade on the Comeback Trail in the Midst of Trade Agreements Facing Turbulence"

### Key Recommendation

- Revitalise the World Trade Organization (WTO) to further the goals of multilateralism
- A revitalised WTO will benefit the developed and developing economies alike
- Governments need to usher in economic reforms to leverage the benefits of a liberalised global trade regime
- The reforms will also enhance their respective global economic competitiveness
- It is equally important that governments inform and educate their respective industry and citizen groups about the benefits that accrue from multilateralism
- It is vital to retain the pre-eminence of the Doha Development Agenda.

### Plenary Session 4: "Future Sectors: Can India Lead Industry 4.0?"

The 21st century's digital revolution has unleashed a new wave of advanced machines, further automating complex tasks and jeopardizing skilled workers once considered difficult to automate. On the positive side, adaptation of AI and automation can lead to an improved product and better processes. The Session, "Future Sectors: Can India Lead Industry 4.0?" underlined the strategies for India to meet the challenge posed Industry 4.0, preserve its edge in manufacturing and create a sustainable ecosystem which supports this transition?

Stating happiness as a "measurable index for governance", **Mr Nara Lokesh**, Minister of IT, Panchayati Raj and Rural Development, Government of Andhra Pradesh, stated that the government's goal was to make the Andhra Pradesh "the number one in happiness."

He further added that the state was leveraging the full ambit of emerging technologies in the Industry 4.0 revolution which was directly linked to fulfilling the aspirations of the "bottom of the pyramid" in the state of Andhra Pradesh.

**Ms Rakiya Eddarhem**, Secretary of State, Ministry of Industry, Investment, Trade and Digital of Economy, Morocco, stated that Morocco could be a congenial destination for Indian investments as it was "reform-minded, stable country". She appreciated Indian government's initiatives and partnerships with the countries in Africa and said that Morocco could be the bridgehead for Indian investments into the continent.

**Mr Mahesh Prabhu**, Vice President & Global Head of Innovation, ITC Infotech India Limited, said that India had the potential to be a "true leader" in the Industry 4.0 revolution provided Indian businesses overcome their "fear of failure" and make rapid leads in the reskilling of the youth.

"We had our doubts about the quality of Indian labour, especially in the gold industry, when we first came to India. But the fact is that some of the innovations and solutions that we have created in India are now being used in some of the other facilities we have globally. Now, solutions are being created in India," said **Mr Marwan Shakarchi**, Chairman, MKS Pamp Group, Switzerland.

**Ms Ayuna Badmaeva**, Deputy CEO and GM – International Business, Digital Television, a VGTRK and Rostelecom company said that India's challenge lies in "dramatically growing its small and medium-scale businesses." Noting that this effort requires resources, she suggested that the emerging countries should "build a network of resources among themselves."





(L-R): Mr Pranjal Sharma, Author, Kranti Nation: India and The Fourth Industrial Revolution; Mr Akhil Bansal, Deputy CEO, KPMG India; Mr Ian McCarthy, Director - International Business Festival, Liverpool, UK; Ms Ayuna Badmaeva, Deputy CEO and GM – International Business, Digital Television, A VGTRK and Rostelecom Company, Russia; Mr Nara Lokesh, Hon'ble Minister for Information Technology, Panchayati Raj and Rural Development, Government of Andhra Pradesh; H E Ms Rakiya Eddarhem, Secretary of State, Ministry of Industry, Investment, Trade and Digital of Economy, Morocco; Mr Marwan Shakarchi, Chairman, MKS Pamp Group, Switzerland; Mr Mahesh Prabhu, VP & Global Head of Innovation, ITC Infotech India Limited, at the Plenary Session 4: "Future Sectors: Can India Lead Industry 4.0?"

**Mr Ian McCarthy**, Director-International Business Festival, Liverpool, UK said that the UK's forthcoming new industrial strategy and India's Make in India thrust had "huge synergies" and "it was important to bring the two entities to leverage those complementarities.

"India has no option but to lead Industry 4.0" and the journey has already begun, stated **Mr Akhil Bansal**, Deputy CEO, KPMG India. He identified India's strength in technology and the demographic dividend leading to easy adoption of new technologies as catalysts for advanced manufacturing in India. He added that while India was good at software and analytics, it has to get the hardware part of the Industry 4.0 right.

The session was moderated by **Mr Pranjal Sharma**, Author, Kranti Nation: India and the Fourth Industrial Revolution.

Three MoUs were signed in the presence of the Chief Minister of Andhra Pradesh, Mr N Chandrababu Naidu, by the Andhra Pradesh government. First, with India Gas Solutions Ltd for oil exploration in the state. Second, with Reliance Jio for producing cellphones in Tirupati. Third, with the Reliance group for launching an Institute of Excellence at the new capital of Amaravati. Mr Naidu announced that the Reliance is investing Rs 50,000 crore in the state providing employment to over 25,000 citizens.

### Key Recommendations

- In gearing up for Industry 4.0, the emerging economies could build a network of resources for mutual benefit
- UK's new industrial strategy and India's 'Make in India' programme have inherent synergies. Due efforts are required to reinforce the complementarities
- India has demonstrated its strengths in IT software and analytics, it has to get the hardware part of the Industry 4.0 right.

### Plenary Session 5: "The Matrix of Skills: Leveraging India's Workforce"

The National Skill Development Mission was set up by the government to fulfil the growing need in India for skilled manpower across sectors and narrow the existing gap between the demand and supply of skills. The pursuit of world-class skilled workforce developed through programmes on mission mode is the government's priority. The Session, "The Matrix of Skills: Leveraging India's Workforce" addressed the imperatives for obtaining 'demographic dividends'.

India's economic growth is powered by its strong demographics. An estimated 65% of the country's population will be in the working age by year 2026.



(L-R): Mr K Sambasiva Rao, MD & CEO, Andhra Pradesh State Skill Development Corporation (APSSDC); Mr Srinu Srinivasan, Member – CII National Committee on Pharma and Managing Director, Hospira Healthcare (Pfizer); Mr Sandip Sen, Chairman, CII National Committee on Special Abilities and Global CEO, Aegis Customer Support Services Private Limited; Mr Vish Govindasamy, Leader of the Delegation, Deputy Vice Chairman- Ceylon Chamber of Commerce, President – Indo Lanka Chamber of Commerce and Industry and Group Managing Director, Sunshine Holdings PLC, Sri Lanka; Mr K Ravindra, Hon'ble Minister for Sports and Youth Affairs, Government of Andhra Pradesh; Mr Ramesh Kymal, Chairman, CII National Committee on Wind and Bio-Energy and Chairman & Managing Director, Siemens Gamesa Renewable Power Private Limited; Mr S S Rawat, AP Industries Secretary; Ms Meena Raghunathan, Member - Advisory Committee, AP Skills Development Corporation and Managing Director, GMR Varalakshmi Foundation; Mr Sean Freeman, Chief Operating Officer, NSL Consolidated, at the Plenary Session 5: "The Matrix of Skills: Leveraging India's Workforce"

While most parts of the globe would be faced with skilled manpower shortage, India will have a surplus skilled workforce in the coming years stated **Mr Ramesh Kymal**, Chairman, CII National Committee on Wind and Bio-Energy and Chairman & Managing Director, Siemens Gamesa Renewable Power Private Ltd, and highlighted the catalytic role played by Sector Skills Councils in building right skilled workers for Indian industry.

**Mr Sean Freeman**, Chief Operating Officer, NSL Consolidated, cited issues about the content of education and training programmes. He highlighted the need for content standardization and greater involvement of industry in building the right curriculum.

Migration of skilled workers from the traditional sector to the manufacturing and mining industries posed certain other challenges. NSL Consolidated has had to initiate training of people in traditional sector skills to address the problems faced by the local agriculture segment in Andhra Pradesh. The company has also set up a training college in Kurnool for imparting mining skills.

**Mr Sandip Sen**, Chairman, CII National Committee on Special Abilities and Global CEO, Aegis Customer Support Services Pvt Ltd, said that some 12-13 million people would

be joining the workforce in India every year. If the skilling initiatives are not properly directed, the demographic advantage could turn into a demographic disaster. He laid emphasis on the need for creating the right skill sets among the youth to address the future needs of industry. At the same time, the current workforce would have to be retrained as per the emerging industry needs. Above all, the training programmes have to be job-oriented, he said. Industry should proactively provide on-the-job training to the skilled youth.

**Mr K Sambasiva Rao**, MD & CEO, Andhra Pradesh State Skill Development Corporation (APSSDC), said the state government is working toward rendering skill training to 35 lakh people by year 2020 and 2 crore people by year 2029. Initiatives are underway to prepare students at colleges to be job-ready. Industry certification courses have been introduced in several engineering colleges in the state. To create jobs for the unemployed youth, some 20 key sectors have been identified, along with 220 job roles.

Mr Rao cited the success of the Siemens Skills Development Centres that are functioning in Andhra Pradesh. He advocated that government and industry must work in tandem to set up skills centres of excellence. Three

imperatives that he stated were: how to improve the quality of training content, how to scale up the skilling activities and how to speed up the training process. He added that the existing educational institutions could be turned into skill development hubs as well. In his view, the Sector Skill Councils should establish their chapters in every district across the country.

**Ms Meena Raghunathan**, Member – Advisory Committee, AP Skills Development Corporation and Managing Director, GMR Varalakshmi Foundation, said that the training programmes have to be oriented to “repair” the skills-sets of working people, and “prepare” the skills sets of those entering the workforce. She stated that industry must play a key role in capacity building of the youth in the areas where the businesses run their operations.

**Mr Vish Govindasamy**, Deputy Vice-Chairman, Ceylon Chamber of Commerce, President – Indo Lanka Chamber of Commerce & Industry, and Group Managing Director,

Sunshine Holdings PLC, Sri Lanka, said the country has infrastructure limitations in rendering tertiary education to a large segment of the youth.

**Mr Srinu Srinivasan**, Member – CII National Committee on Pharma and Managing Director, Hospital Healthcare (Pfizer), said that building of skills for using new technologies needs to be considered. He pointed out that most women who have received formal education do not enter the workforce owing to family responsibilities like taking care of the elders. A sound elder care system could free up this segment of women to enter the workforce, he said. He advocated the promotion of cross-industry skilling of workers.

The panelists also highlighted the need for training of the workforce in soft skills.

### Plenary Session 6: “Redefining the Global Value Chain: The Challenges of Integrating SMEs from Developing World”

Countries around the world target manufacturing led economic growth as development strategy due to its ability to create large-scale jobs and promote inclusive growth. India too has embarked on the path of boosting its manufacturing sector and adopt policies. Indian manufacturers are devising strategies to be part of the global production networks, and expand their reach in the international market. The Session, “Redefining the Global Value Chain : The Challenges of Integrating SMEs for Developing World” trained attention on how the SMEs could integrate with the global value chains by infusing new technologies into their respective businesses.

The Indian government will fully back the Indian SME sector in linking with the global value chains and thereby survive and thrive in an ecosystem of huge technological disruptions, said **Mr Dammu Ravi**, Joint Secretary, Department of Commerce and Industry, Government of India. He added that technologies like artificial intelligence, machine learning and industrial automation were hugely disruptive for Indian SMEs. “Instead of fighting the change, Indian SMEs need to gear up to face the challenge, be engaged and take measures to move up the global value chain.”

**Mr Michael Yeoh**, CEO & Director, Asian Strategy & Leadership Institute, Malaysia, said the threat of workforce irrelevance in the SMEs due to disruption by technologies have to be addressed through “reskilling, adoption of

#### Key Recommendations

- To leverage today’s disruptive technologies, the workforce for SMEs needs to be reskilled
  - o Launch eUniversities to extend reskilling opportunities to a large number of workers
- Education and training content need to be standardised
  - o Involve industry in a big way in building the right curriculum
- Industries located in remote areas are faced with acute shortage of skilled workers
  - o The skilled workforce shortage needs to be addressed
- As skilled workers migrate from the traditional sectors like agriculture to the manufacturing and mining sectors, more people need to be trained for employment in the traditional sectors
- Sector Skill Councils should establish their chapters in every district across India
- Given that the majority of women who have received formal education do not enter the workforce owing to family responsibilities like taking care of the elders, a sound elder care system could free up this segment of women to enter the workforce
- Promotion of cross-industry skilling of workers.





(L-R): Mr Dammu Ravi, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India; Mr Sanjay Budhia, Chairman, CII National Committee on EXIM and Managing Director, Patton International Limited; Mr Rachid Fergati, Managing Director, UPS Indian Subcontinent, at the Plenary Session 6: “Redefining the Global Value Chain: The Challenges of Integrating SMEs from Developing World”

lifelong learning and launching of eUniversities.”

He called upon India and the ASEAN countries to strengthen their partnerships in “knowledge sharing and exchange” to enable the SMEs to move up the global value chain.

**Mr Rachid Fergati**, Managing Director, UPS Indian Subcontinent, said that for SMEs to flourish, they have to build strong competencies in technology, and be flexible in their response to the market and be extremely customer-focused.

“The Indian government’s announcement of the allocation of Rs 3,079 crore, almost \$600 million, to the Indian SME sector and the opening of a logistics division under the Ministry of Commerce and Industry will be game-changers” for the Indian industry,” Mr Fergati added.

**Mr Sanjay Budhia**, Chairman, CII National Committee on EXIM and Managing Director Patton International Limited, who moderated the session, said that the global value chains are so diverse and varied that it could be said that a considerable number of products today could be said to be “Made in the world”.

### Key Recommendations

- India needs to integrate more deeply with the global value chains
- It is vital to align India’s SME sector with the global value chains
- India and the ASEAN countries need to deepen the bilateral partnerships to enable the SMEs to move up the global value chain.

## Session 7: Special Plenary with a Social Icon

The Summit featured a Special Plenary conducted through a conversation with **Gurudev Sri Sri Ravi Shankar**, Founder, The Art of Living and **Mr N Chandrababu Naidu**, Chief Minister of Andhra Pradesh, moderated by **Mr Pranjal Sharma**, Author, Kranti Nation: India and the Fourth Industrial Revolution.

“The purpose of wealth is to create wellness. Finding balance and inner peace is essential for entrepreneurs as well as citizens. Both are a pre-requisite for growth and development,” said **Gurudev Sri Sri Ravi Shankar**, Founder, The Art of Living.

“Wealth means health. Not just an absence of ill-health but a soul functioning at the highest level of one’s consciousness. You cannot squander half of your health to earn wealth and then squander half of your wealth to regain health. It just doesn’t make business or economic sense”, Gurudev pointed out.

Pointing out to the problems that a blind resort to development can produce, he said that the “UK government had now to create a department solely to tackle the problem of loneliness in society.”

He added that “sewa” or giving back to society should be an important mark of an entrepreneur’s mental makeup as that will giving him “the greatest satisfaction” and the best use of the wealth that he has created.

**Mr N Chandrababu Naidu**, Chief Minister of Andhra Pradesh, said that the “only way to leads one’s life is by adopting integrity and ethics as a life skill. Creation of ill-gotten wealth will create problems.” Mr Naidu explained that one of his government’s aim was to make a “happy society” even while maximising growth and development and that he had announced a “happy Sunday” to encourage citizens and their families to come outdoors and mix with the community as “human interaction was a critical ingredient in upping the happiness quotient of the people.”

On the prevailing quest for “instant gratification” by both citizens and businesses, Sri Sri Ravi Shankar said that while that was a “normal human instinct”, developing an attitude of “patience” was a necessity. “We need passion but not feverishness, need dispassion but not apathy. We need dynamism infused with patience and consciousness,” he cautioned.



(L-R): Mr Pranjal Sharma, Author, Kranti Nation: India and the Fourth Industrial Revolution; Gurudev Sri Sri Ravi Shankar, Founder, The Art of Living; Mr N Chandrababu Naidu, Chief Minister of Andhra Pradesh, at the Session 7: Special Plenary with a Social Icon

Gurudev Sri Sri Ravi Shankar outlined three mantras for success for in the Indian situation today. One, trust in oneself; two, trust in the Indian system; and three, trust in the resilience and dynamism of the Indian people.

Asked about today's increasing resort to the gadgets like the smartphone as a constant and demanding companion, he said, "Sometimes we need be in the airplane mode. Keep the devices aside for some part of the day and try to connect with nature, the community and experience

silence. It can be therapeutic and remove some of the imbalances in your mental and spiritual makeup. Most of all, invest in yourself. Shift the context of your universe".

### Plenary Session 8: "Connectivity and Communication: Fast-tracking Infrastructure Development and Financing"

India has been planning infrastructure projects in several parts of Asia. Financing constraints has become the major issue in building cross-border connectivity projects resulting in delays in infrastructure development. The Session, "Connectivity and Communication: Fast-tracking Infrastructure Development and Financing" deliberated upon the supportive approach of banks and multilateral; financing institutions in enabling execution for economic growth and ways to sustain and fast-track the process.

**Mr Ashok Gajapathi Raju**, Minister of Civil Aviation, Government of India, said that the civil aviation industry itself is all about connecting people. He added that policy making should be very clearly guided by the central purpose for which it being done. He cited how, now that drones are being widely used, there is a clarion call for a policy on the use of drones.



(L-R): Mr Sabyasachi Mitra, Deputy Country Director, Asian Development Bank (ADB); Mr Julian Michael Bevis, Sr Director, Group Relations South Asia, Maersk Group; Mr Romesh David, CEO, South Asia Gateways Terminals (Pvt.) Ltd.; Sri Lanka; Mr N Sivasailam, Special Secretary Department of Telecommunications, Ministry of Communications, Government of India; Mr Ashok Gajapathi Raju, Hon'ble Minister of Civil Aviation, Government of India; Mr Shiv Kumar Gunturu, Co Chairman, Task Force on MSME and International Linkages, CII-Southern Region and CEO Maple Software Pvt. Ltd; Baroness Sandip Verma, Member of House of Lords, UK; Mr Rizwan Soomar, CEO and Managing Director - Indian Subcontinent, D P World, UAE; Ms Olga Kulikova, Business Ambassador, Business Russia to India; Mr Geoffrey Clements, Chairman, Commonwealth Infrastructure Partners, UK, at the Plenary Session 8: "Connectivity and Communication: Fast-tracking Infrastructure Development and Financing"

**Mr N Sivasailam**, Special Secretary, Department of Telecommunications, Ministry of Communications, Government of India, spoke about how 'Make in India 2.0' will support 'Industry 4.0'. He pointed out that in the telecom sector India is keeping pace with the world leaders in the preparations for ushering in the 5G telecom ecosystem, and is also a part of the standard setting mechanism for 5G telecom.

5G telecom is expected to be rolled out in India in 2022, and will create an enabling infrastructure for leveraging technologies like IoT, machine to machine learning, etc. Mr Sivasailam asserted that communications will have to fully integrate with IT.

**Mr Sabyasachi Mitra**, Deputy Country Director, Asian Development Bank (ADB), spoke about the bank's deep engagement with Andhra Pradesh in the development of the East Coast Economic Corridor and the industrial corridor nodes at Visakhapatnam and Srikalahasti. He highlighted that the infrastructure development will pave the way for promotion of II industries in the region, generating 1.7 million jobs. ADB is also engaged in the development of a strategic grid network that links the logistics infrastructure with the production centres in the hinterland.

**Baroness Sandip Verma**, Member of House of Lords, UK, highlighted the need of infrastructure projects need to be future-proofed, such that they factor in the use of artificial intelligence, electric vehicles, etc. With use of AI, people's roles in industries are being defined. People have to be at the heart of infrastructure development, she said. In the UK, digital interventions are being made in a major way to enhance the ease of doing business, she added.

**Dr Geoffrey Clements**, Chairman, Commonwealth Infrastructure Partners, UK, said that organisational capacity building has assumed critical significance in today's dynamically changing business environment. It is important for an organisation to align its management and technical capabilities, horizontally and vertically. He expressed his appreciation of the Andhra Pradesh Government's initiatives to drive organisational capacity building across the spectrum.

**Mr Julian Michael Bavis**, Sr Director, Group Relations, South Asia, Maersk Group, said that logistics policy makers would be well advised to keep in view (i) market forces

act as the best regulator (ii) regulations must be allowed to evolve with the changing times (iii) logistics infrastructure should be scalable (iv) digitisation must be promoted – not just for the ease of doing business but also for the transparency that it brings with it (v) in-land connectivity must be given due emphasis.

**Ms Olga Kulikova**, Business Ambassador, Business Russia to India, said that private sector investments complemented by government subsidies and reimbursements are mainly driving infrastructure project financing in Russia. Lease financing is popular in Russia, she added.

**Mr Rizwan Soomar**, CEO & Managing Director – Indian Subcontinent, DP World, UAE, said the 'Make in India' programme will spur more production, and in turn more cargo movement, which augurs well for the ports sector. Dubai Ports holds six concessions in India. He asserted that port-led development is vital for manufacturing growth, and road and rail connectivity with the ports infrastructure is equally important. Mr Soomar also said that digital connectivity will make the infrastructure management more efficient and deliver more transparency. DP World handles a port terminal in Visakhapatnam.

**Mr Romesh David**, CEO, South Asia Gateways Terminals (Pvt) Ltd, Sri Lanka, stated that Colombo Port attaches very

### Key Recommendations

- Infrastructure projects need to be future-proofed, such that they factor in the use of artificial intelligence, electric vehicles, etc
  - With use of AI, workers' roles in industries will be re-defined. People have to be at the heart of infrastructure development
- Organisational capacity building has assumed critical significance in today's dynamically changing business environment. It is important for infrastructure companies to align their management and technical capabilities, horizontally and vertically
- Logistics policy makers would do well to keep in view that (i) market forces act as the best regulator (ii) regulations must be allowed to evolve with the changing times (iii) logistics infrastructure should be scalable (iv) digitisation must be promoted – not just for the ease of doing business but also for the transparency that it brings with it (v) in-land connectivity must be given due emphasis.





(L-R): Mr Deepanshu Manchanda, Co-Founder, Zappfresh; Mr Ben Hamilton, Co-Founder, Village Energy, Australia; Mr Ankur Jain, Managing Partner, Emergent Ventures, USA; Mr Nara Lokesh, Hon'ble Minister for Information Technology, Panchayati Raj and Rural Development, Government of Andhra Pradesh; Mr S Gopalakrishnan, Past President, CII; Chairman, CII Start-up Council and Co-Founder, Infosys Limited and Chairman, Axilor Ventures; Mr Amit Narayan, Founder and CEO, AutoGrid Inc. USA; Ms Marjolein Helder, Founder and CEO, Plant-e, Netherlands; Mr R Ramanan, Additional Secretary, NITI Aayog and Mission Director, ATAL Innovation Mission, at the Plenary Session 9: "Starship Enterprise: The Universe of Startups"

high priority to the country's engagement with India. While Colombo Port ranks 23rd globally, half of the volume is accounted for from and to India. **Mr Sivakumar Gunturu**, Co-Chairman, CII Taskforce on MSME and International Linkages, Southern Region and CEO, Maple Software Pvt Ltd, moderated the session.

### Plenary Session 9: "Starship Enterprise: The Universe of Startups"

In recent years, the Indian startup ecosystem has taken off and has matured. Several factors such as availability of funding, consolidation activities by several firms, evolving technology space and a burgeoning demand within the domestic market has led to emergence of startups. Global experts at the Session, "Starship Enterprise: The Universe of Startups" spoke about the key factors that determine the success of a startup ecosystem.

Asserting that money alone is not the only ingredient to make start-ups thrive in India, **Mr Nara Lokesh**, Minister for IT, Panchayati Raj & Rural Development, Government of Andhra Pradesh, encouraged the startups to link their innovations to the real needs of the citizens.

He further added that unless there is convergence of policies for the benefit of both rural areas (Bharat) and urban India, the startup ecosystem will not be able to fulfill their true potential.

**Mr Amit Narayan**, Founder & CEO AutoGrid Inc, USA, said it is imperative that the seeds of entrepreneurship are sown at a very young age through the college and university system. "More and more institutions have to be built that encourage and nurture the start-up ecosystem and a conducive education system is critical," he added.

**Mr Ankur Jain**, Managing Partner, Emergent Ventures, USA, said the criteria which mark a successful start-up, other than professional skills and domain knowledge, is "mentorship". First-time entrepreneurs "are usually in uncharted territory, given the nature of the innovation that they are involved in and, therefore, it is critical that there is a system of mentorship for them from more experienced entrepreneurs."

The need for role-models was stressed by **Ms Marjolein Helder**, Founder & CEO, Plant-e, Netherlands. "I have always looked up to role models in my start-up journey

and it has helped me to keep going. When you begin your venture, there are always people telling you that your idea will fail, therefore, it is good to have people who one can look up to as examples to emulate."

**Mr Ben Hamilton**, Co-founder, Village Energy, Australia, said that start-ups should not be looked at as "smaller versions of big companies" as they have their unique challenges in the form of risks, unproven technology and a race against time to prove the idea." There is a need to quickly "gain traction with customers" and "governments can play a huge role in removing some of the frictions faced by the start-ups by "facilitating risk-capital, providing grants and subsidies, and building the required infrastructure".

**Mr Deepanshu Manchanda**, Co-Founder, Zappfresh, a successful start-up into the 'farm-to-fork' space pointed to the need for the government to start a "start-up helpline" so that first-time entrepreneurs can take advantage of the subsidies and grants scheme of the government. He said it was only much after he started his enterprise that he "came to know that his business model, part of the food processing sector, was eligible for a 35% subsidy by the central government."A communicative, transparent and measurable approach by the government will go long way in the growth of the start-up ecosystem," he added.

**Mr R Ramanan**, Mission Director, Atal Innovation Mission, NITI Aayog, Government of India, spoke about how the Atal Tinkering Labs set-up in 2,500 schools across India could potentially transform the start-up system in India. The central government was also setting up "Atal Incubation Centres" at educational, research and other suitable institutions to nurture innovative start-up businesses in their pursuit to become scalable and sustainable enterprises in the specific fields of manufacturing, transport, energy, health, education, agriculture, water and sanitation etc., he said.

He also added that the "already 5,000 mentors had signed up for the Mentor India programme which is to build a network of mentors across the country from every professional organisation which is capable of supporting innovation and entrepreneurship."

**Mr S Gopalakrishnan**, Past President, CII; Chairman, CII Start-up Council; Co-founder, Infosys Limited; and Chairman, Axilor Ventures, who moderated the session said that the start-ups were a crucial element in the creation of jobs.

"50%-60% of new jobs are created by SMEs, and within that set, maximum jobs are created in the first five years of the business operation. Therefore, what we need is more and more new SMEs and start-ups." "An environment that encourages entrepreneurship has to be created and fostered if new employment and innovative solutions have to be created," Mr Gopalakrishnan emphasised.

### Key Recommendations

- Unless there is a convergence of policies for the benefit of both rural areas (Bharat) and urban India, the startup ecosystem will not be able to fulfil its true potential
- It is imperative that the seeds of entrepreneurship are sown at an early stage of education, through the college and university systems
- It is equally critical to institute and promote a system of mentorship of startup entrepreneurs by more experienced entrepreneurs
- Start-ups should not be looked at as "smaller versions of big companies" as they have their unique challenges in the form of risks, unproven technology and a race against time to prove the idea
  - o Facilitate for the startups risk-capital, grants and subsidies, and requisite infrastructure
- Government should set up a "startup helpline" so that first-time entrepreneurs are better informed about the subsidies and grants schemes.

### Valedictory Session

Andhra Pradesh is a logical investment destination for futuristic industries. Stating this in the Valedictory Session of the CII Partnership Summit held in Visakhapatnam, **Mr Suresh Prabhu**, Minister of Commerce & Industry, Government of India, echoed Chief Minister N Chandrababu Naidu's assertion that "the future is here". He added that Andhra Pradesh is also seeing traditional industries undergo transformation and modernisation. Alluding to Prime Minister Narendra Modi's goal of making India a \$5 trillion economy in 7-8 years, he urged the Andhra Pradesh Government to work toward building a \$1 trillion state economy.

Underlining the success of the Summit, **Mr N Chandrababu Naidu**, Chief Minister of Andhra Pradesh, said that the event saw the inking of 734 MoUs adding up to Rs 4,39,765 crore investment proposals which when actualised will result in generation of 11 lakh jobs in the state. The Chief



(L-R): Mr Chandrajit Banerjee, Director General, Confederation of Indian Industry; Mr S Eswaran, Hon'ble Minister for Trade & Industry, Singapore; Mr Suresh Prabhu, Hon'ble Minister of Commerce & Industry, Government of India; Mr E S L Narasimhan, Hon'ble Governor of Andhra Pradesh and Telangana; Mr Paramasivum Pillay Vyapoory, Hon'ble Vice President of Mauritius; Mr N Chandrababu Naidu, Hon'ble Chief Minister of Andhra Pradesh; Mr Ashok Gajapati Raju, Hon'ble Minister of Civil Aviation, Government of India; Mr Solomon Arokia Raj, Secretary, Department of Industries & Commerce, Government of Andhra Pradesh, at the Valedictory Session

Minister himself engaged in over 55 bilateral meetings during the event. The Summit drew the participation of 4,253 delegates from India and 50 other countries.

Mr Naidu spoke about the state's ambitious goal of making Amaravathi a model city and among the top 5 in the world. He referred to the automobile manufacturing hub that is planned in Anantapur, plan for a Korean city in the state, development of a fintech centre in Visakhapatnam, an electronics hardware cluster in Tirupati, among others.

**Mr E S L Narasimhan**, Governor of Andhra Pradesh and Telangana, observed that people's happiness should be paramount in any growth and development endeavours. As the state of Andhra Pradesh keeps up the growth momentum, poverty should be eliminated in the state, he said.

Underlining the core strengths of Andhra Pradesh as an investment destination, Mr Narasimhan said the state has sound physical and logistics infrastructure, strong communications infrastructure, a friendly environment for investors, assured security of investments, environment friendly practices and standards, and energy security. While the state has directed laser focus on the adoption of technologies for economic transformation, Mr Narasimhan said that technologies should always serve as a subset of human intelligence. "Technology is an add-on factor," he said.

**Mr S Eswaran**, Minister for Trade & Industry, Singapore, said that Singapore is deeply committed to the partnership with the Government of Andhra Pradesh. Singapore consortium is developing a visitor centre in the upcoming city of Amaravati where visitors could get an upclose understanding of how the city is developing. Singapore is also working with Japan in developing urban solutions for the city and the state of Andhra Pradesh.

**Mr Paramasivum Pillay Vyapoory**, Vice President of Mauritius, said his government seeks the support of Andhra Pradesh government for setting up a Telugu Cultural Centre in Mauritius. Noting that Andhra Pradesh is ranked no. 1 in Ease of Doing Business in India, and Mauritius is ranked no. 1 in Ease of Doing Business in Africa, he said that there are strong economic and business complementarities between the two regions. Mauritius could also serve as a bridgehead to Africa markets for Indian investors, he added.

**Mr Chandrajit Banerjee**, Director General, CII, in his opening remarks stated 4 key initiatives coming up: (i) setting up of a CII University of Entrepreneurship in Amaravathi (ii) setting up a National Startup Centre of Excellence in Amaravathi (iii) setting up of an international convention centre in Amaravathi, and (iv) establishment of a fintech hub in the state.



During the session, MoUs were exchanged between

- (i) CII and Singapore Business Federation (SBF)
- (ii) CII and Business Russia
- (iii) Atal Innovation Mission - NITI Aayog and Andhra Pradesh innovation Society
- (iv) Andhra Pradesh Food Processing Society and Indus Coffee Pvt Ltd for setting up coffee powder manufacturing.

### Key Highlights

280 International Delegates	8 Plenary Sessions and 2 Special Plenary Sessions
3673 Domestic Delegates	3 Country Sessions
300 Students	8 State Sector Sessions
<b>2 books were launched during the summit</b>	<b>Three Foundation Stone Ceremonies took place</b>
<b>734 MoUs have been signed with investment worth over INR 4.39 lakh crores and employment of over 11 lakhs.</b>	<b>1006 B2B Meetings</b>

### QUOTES



“There is a reforms mood in the country with all levels of Government, be it at the Centre, State and Local levels moving at a rapid pace to implement reforms and attract investments. India has emerged as one of the growing large economies in the world and the global outlook also looks brighter. Vital structural reforms like implementation of demonetization and GST have led to an expansion of formal economy and brought about increased tax compliance. Infrastructure development in the country is also in an expansion mode and there is an all-round growth in various sectors.

**Mr M Venkaiah Naidu,**

Hon'ble Vice President of the Republic of India



“India should now move from ‘ease of doing business’ to ‘please of doing business’, it is critical that the entrepreneurial ecosystem in the country is nurtured and allowed to flourish”

**Mr Suresh Prabhu,**

Hon'ble Minister of Commerce and Industry, Government of India



“The event saw the inking of 734 MoUs adding up to Rs 4,39,765 crore investment proposals which when actualised will result in generation of 11 lakh jobs in the state.

The state has an ambitious goal of making Amaravathi a model city and among the top 5 in the world. Automobile manufacturing hub is planned in Anantapur, there is a plan for a Korean city in the state, development of a fintech centre in Visakhapatnam and an electronics hardware cluster in Tirupati, among others. The state government is committed to providing all clearances within 21 days of submission of any DPR and there is a thrust on becoming a world-class Innovation Valley.”

**Mr N Chandrababu Naidu,**

Hon'ble Chief Minister of Andhra Pradesh



“Efficacy of technology lies in its people orientation, the civil aviation industry itself is all about connecting people. Policy making should be very clearly guided by the central purpose for which it is being done. Now that drones are being widely used, there is a clarion call for a policy on the use of drones.”

**Mr Ashok Gajapathi Raju,**

Hon'ble Minister of Civil Aviation, Government of India



“People's happiness should be paramount in any growth and development endeavours. As the state of Andhra Pradesh keeps up the growth momentum, poverty should be eliminated in the state. Andhra Pradesh has core strengths as an investment destination, and the state has sound physical and logistics infrastructure, strong communications infrastructure, a friendly environment for investors, assured security of investments, environment friendly practices and standards, and energy security. While the state has directed laser focus on the adoption of technologies for economic transformation, the technologies should always serve as a subset of human intelligence.”

**Mr E S L Narasimhan,**

Governor of Andhra Pradesh and Telangana



"After the bifurcation, the state of Andhra Pradesh had to start from scratch and we have to grow at 15% year-on-year to achieve the ambitious goals set by the Chief Minister"

**Mr Nara Lokesh,**

Hon'ble Minister for IT, Panchayati Raj and Rural Development,  
Government of Andhra Pradesh



"The Mauritius government seeks the support of Andhra Pradesh government for setting up a Telugu Cultural Centre in Mauritius. Andhra Pradesh is ranked no. 1 in Ease of Doing Business in India, and Mauritius is ranked no. 1 in Ease of Doing Business in Africa, there are strong economic and business complementarities between the two regions. Mauritius could also serve as a bridgehead to Africa markets for Indian investors."

**Mr Paramasivum Pillay Vyapoory,**

Vice President of Mauritius



"The high level of participation in the Partnership Summit is emblematic of the innumerable business opportunities that are available in the state of Andhra Pradesh. The Innovation Centres that have come up in the state would also draw the attention of a gamut of multinational companies."

**Mr Ramesh Abhishek,**

Secretary, DIPPR, Ministry of Commerce & Industry,  
Government of India



"Make in India 2.0' will support 'Industry 4.0'. The telecom sector in India is keeping pace with the world leaders in the preparations for ushering the 5G telecom ecosystem, and is also a part of the standard setting mechanism for 5G telecom. 5G telecom is expected to be rolled out in India in 2022, and will create an enabling infrastructure for leveraging technologies like IoT, machine to machine learning, etc. Communications will have to fully integrate with IT and the first draft of a new National Telecom Policy is ready."

**Mr N Sivasailam,**

Special Secretary, Department of Telecommunications, Ministry of Communications, Government of India



"Singapore is deeply committed to the partnership with the Government of Andhra Pradesh. Singapore consortium is developing a visitor centre in the upcoming city of Amaravati where visitors could get an upclose understanding of how the city is developing. Singapore is also working with Japan in developing urban solutions for the city and the state of Andhra Pradesh."

**Mr S Eswaran,**

Minister for Trade & Industry, Singapore



"While the ease of doing business is important and critical, it is time that the Indian industry 'doubled-down' on the 'business of doing business'. Indian industry bodies should come together and raise their voice to enable the growth and development of Indian business. The criticality of ensuring that the parameters of measuring ease of doing business should also include the criteria of friendliness of government policies towards the growth of MSMEs."

**Ms Shobana Kamineni,**

President, CII



"There are investment potentials in Andhra Pradesh in the realms of seaport infrastructure, renewal energy development, etc. The Adani Group will be developing the Bhavanapadu port project in the state."

**Mr Gautam Adani,**

Chairman, Adani Group



"Four key initiatives are planned for Andhra Pradesh which include: (i) setting up of a CII University of Entrepreneurship in Amaravathi (ii) setting up a National Startup Centre of Excellence in Amaravathi (iii) setting up of an international convention centre in Amaravathi, and (iv) establishment of a fintech hub in the state."

**Mr Chandrajit Banerjee,**

Director General, CII







# Tourism receives a big boost on opening day



## EESL to invest ₹3,700 crore in AP

**OUR BUREAU**

Atmanirbhar, the book initiative to encourage the state towards self-reliance, the Energy Efficiency Services Limited (EESL), a joint venture of IIT Bombay and the Government of India, has signed a Memorandum of Understanding (MoU) with the state government to invest ₹3,700 crore in the state.

The MoU, which is the largest in the world, will see EESL invest ₹3,700 crore in the state over the next five years. The investment will be used for various projects, including the installation of LED lights, solar panels, and other energy-efficient technologies.

The MoU was signed by the Chief Minister of Andhra Pradesh, Nara Chandrababu Naidu, and the Managing Director of EESL, Dr. Ravi Kumar.

# Reliance to invest Rs 55,000 cr in AP

**VISAKHAPATNAM:** Reliance Industries Ltd plans to invest Rs 55,000 crore in Andhra Pradesh in energy and digital infrastructure sectors over next five years, officials said on Sunday.

The Mukesh Ambani-led group signed MoUs for this purpose with the Andhra Pradesh government on Sunday, the second day of the CII Partnership Summit.

India Gas Solutions Private Ltd, a 50:50 joint venture company of Reliance Industries Ltd and BP International Ltd, has signed a MoU with the state government to invest Rs 11,111 crore in the state over the next five years.

The MoU was signed by the Chief Minister of Andhra Pradesh, Nara Chandrababu Naidu, and the Managing Director of India Gas Solutions, Mr. Ravi Kumar.

**OUR BUREAU**

Major projects to attract large investments. While building a road network on the Eastern Expressway, the state government has also signed MoUs with various companies to invest in the state.

The MoUs were signed by the Chief Minister of Andhra Pradesh, Nara Chandrababu Naidu, and the Managing Directors of the companies.

**OUR BUREAU**

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**OUR BUREAU**

Major projects to attract large investments. While building a road network on the Eastern Expressway, the state government has also signed MoUs with various companies to invest in the state.

The MoUs were signed by the Chief Minister of Andhra Pradesh, Nara Chandrababu Naidu, and the Managing Directors of the companies.

# Prabhu pats AP for simplifying investment procedures

**OUR BUREAU**

Vishakhapatnam Union Minister Commerce and Industry Suresh Prabhu suggested the government and agencies to change the 'Time of Doing Business' to 'Ease of Doing Business'.

Prabhu said that the ease of doing business is a key factor for attracting investments. He said that the state government has taken several steps to simplify investment procedures, including the introduction of the 'One-Stop' system.

# CM plans to develop 'Innovative Valley' in Vizag

**OUR BUREAU**

Chief Minister N Chandrababu Naidu said that he plans to develop an 'Innovative Valley' in Vizag. He said that the valley will be a hub for innovation and entrepreneurship, and will attract investments from both domestic and foreign companies.

Naidu said that the valley will be developed over the next five years, and will be a key part of the state's economic growth strategy.

# APSEEDCO signs pact with TERI to promote EE technologies

**OUR BUREAU**

Andhra Pradesh State Energy Efficiency Development Corporation (APSEEDCO) has signed a Memorandum of Understanding (MoU) with the TERI to promote energy-efficient technologies in the state.

The MoU was signed by the Managing Director of APSEEDCO, Mr. Ravi Kumar, and the Managing Director of TERI, Mr. Ravi Kumar.

# India calls for changes in WTO to transform world economy

**OUR BUREAU**

Prime Minister Narendra Modi called for changes in the World Trade Organization (WTO) to transform the world economy. He said that the WTO needs to be reformed to address the challenges of the 21st century, including climate change and digital trade.

Modi said that India will continue to work with other countries to reform the WTO, and to create a more open and inclusive trading system.

# AP targets Rs 3 lakh cr investments

**OUR BUREAU**

Chief Minister N Chandrababu Naidu said that Andhra Pradesh targets Rs 3 lakh crore in investments over the next five years. He said that the state government will continue to attract investments from both domestic and foreign companies, and will focus on creating jobs and improving the infrastructure.

Naidu said that the state government will also continue to invest in various sectors, including infrastructure, education, and healthcare.

# Centre's failure to honour promises leading to unrest

**OUR BUREAU**

Chief Minister N Chandrababu Naidu said that the Centre's failure to honour its promises is leading to unrest in the state. He said that the state government will continue to work with the Centre to address the issues, and will focus on creating jobs and improving the infrastructure.

Naidu said that the state government will also continue to invest in various sectors, including infrastructure, education, and healthcare.

# Investing in social work will bring joy and happiness: Sri Sri

**OUR BUREAU**

Sri Sri Yaddanapudi Venkateswara Prasad said that investing in social work will bring joy and happiness to the people. He said that the state government will continue to invest in social work, and will focus on creating jobs and improving the infrastructure.

Prasad said that the state government will also continue to invest in various sectors, including infrastructure, education, and healthcare.

# Centre's attitude causing unrest: Andhra CM

**OUR BUREAU**

Chief Minister N Chandrababu Naidu said that the Centre's attitude is causing unrest in the state. He said that the state government will continue to work with the Centre to address the issues, and will focus on creating jobs and improving the infrastructure.

Naidu said that the state government will also continue to invest in various sectors, including infrastructure, education, and healthcare.

# AP signs MoUs of over ₹4 lakh cr

**OUR BUREAU**

Andhra Pradesh has signed MoUs worth over ₹4 lakh crore with various companies. The MoUs were signed by the Chief Minister of Andhra Pradesh, Nara Chandrababu Naidu, and the Managing Directors of the companies.

The MoUs were signed during the CII Partnership Summit in Vishakhapatnam.

# Investors in AP will get all help: CM

**OUR BUREAU**

Chief Minister N Chandrababu Naidu said that investors in Andhra Pradesh will get all the help they need. He said that the state government will continue to attract investments from both domestic and foreign companies, and will focus on creating jobs and improving the infrastructure.

Naidu said that the state government will also continue to invest in various sectors, including infrastructure, education, and healthcare.

# SoftBank Proposes to Invest \$6 bn in AP's Energy Sector

**OUR BUREAU**

SoftBank has proposed to invest \$6 billion in Andhra Pradesh's energy sector. The investment will be used for various projects, including the installation of solar panels and other energy-efficient technologies.

The investment was proposed by the Managing Director of SoftBank, Mr. Masayoshi Son.

# Vedanta promises a 'Times Square' in Vizag

**OUR BUREAU**

Vedanta has promised to develop a 'Times Square' in Vizag. The development will be a hub for commerce and entertainment, and will attract investments from both domestic and foreign companies.

The development was promised by the Managing Director of Vedanta, Mr. Anil Kumar.

# Mauritius pitches itself as African gateway to Indian investors

**OUR BUREAU**

Mauritius has pitched itself as a gateway to the African continent for Indian investors. The country has signed MoUs with various Indian companies to invest in the state.

The MoUs were signed by the Chief Minister of Mauritius, Mr. Pravind Jugnoo, and the Managing Directors of the companies.

# All set for CII summit in Vizag from tomorrow

**OUR BUREAU**

The CII Partnership Summit in Vizag is all set to start from tomorrow. The summit will be a key event for the state, and will attract investments from both domestic and foreign companies.

The summit was organized by the CII, and will be held at the Vizag Convention Centre.

# AP attracts 734 MoUs with an investment of ₹4.39 lakh crore

**OUR BUREAU**

Andhra Pradesh has attracted 734 MoUs worth ₹4.39 lakh crore with various companies. The MoUs were signed by the Chief Minister of Andhra Pradesh, Nara Chandrababu Naidu, and the Managing Directors of the companies.

The MoUs were signed during the CII Partnership Summit in Vishakhapatnam.



Glimpses of Summit





## Glimpses of Summit







Charting New India's Global Integration Strategy

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