



# **Report on Business Delegation to KUWAIT**

**22 - 23 October 2017**



## **INTRODUCTION**

A high-level business delegation of EPC companies was mounted to Kuwait on 22-23 October 2017, **under the leadership of Mr. Ranjeet Chaturvedi, Chairman, International Affairs Committee for Africa & Middle East, PHD Chamber of Commerce and Industry.** The delegation represented various sectors such as Infrastructure, Mining, Oil & Gas, Transport, Water & Sanitation, Energy, Civil Construction and Housing.

Members of the delegation included

- Mr. P K Uppal, Chief Executive, Angelique International Ltd.
- Mr. Vinoo Gopal, Director (Projects), Engineering Projects (India) Ltd.
- Mr. Naresh Bhatia, President, Gammon Engineers and Contractors Private Limited
- Mr. Manas Agarwal, President, Jaguar Overseas Limited
- Mr. Nishant Pandey, Executive Director, M.V. Omni Projects (India) Limited
- Mr. Kishor Subhaschandra Mundargi, Advisor, M.V. Omni Projects (India) Limited
- Mr. Debashish Mazumdar, Director, Seftech India Pvt. Ltd.
- Mr. M K Deshpande, Managing Director, Vishal Infrastructure Ltd.

The delegation was accompanied by Mr. Yogesh Srivastav, Principal Director, PHD Chamber, Mr. Niraj, Secretary (International Affairs), PHD Chamber and Ms. Aarushi Gautam, Senior Assistant Secretary, PHD Chamber.

The main objective of the delegation was to find business opportunities for EPC companies by providing them a platform to interact with key decision-makers in the public/private sector and further execute projects under Kuwait's Development Plan 2035, which is coming up with several construction projects especially in the infrastructure and oil sector and the government has planned to invest US\$ 112 billion till 2020, which includes significant private investment, several super-specialty hospitals, new Kuwait International Airport terminal, new housing projects, buildings for new universities/colleges, roads & highways, water and sanitation, etc. This has opened greater avenues and scope for the Indian businessmen.

Also, in view of the recent order passed by Minister of Finance on 16th May 2017, regarding raising funds for mega projects from external sources directly by states or their nominated agencies, it is felt that the potential of Kuwait Fund and Kuwait Investment Authority, which are one of the richest sovereign funds, could be tapped by our State and Central Government.

A series of meaningful and fruitful meetings were organized under the guidance of H.E. Mr. Sunil Jain, Ambassador of India in Kuwait and with support and cooperation by his colleagues Mr. Anup Singh, Attache (Commercial), Embassy of India in Kuwait and Mr. Ajit Jacob Mathew from Commercial Section, Embassy of India in Kuwait and Mr. Anant Kapadiya, Hon. Vice Chairman, Indian Business & Professional Council, Kuwait (IBPC). Over the two-day period, the delegation

had several back-to-back business meetings with the senior representatives of following agencies that marked the success of the delegation:

1. Kuwait Investment Authority
2. Kuwait Direct Investment Promotion Authority
3. Kuwait Chamber of Commerce and Industry
4. Kuwait Fund for Arab Economic Development
5. Two sessions of B2B Meetings with Kuwaiti businessmen arranged by Indian Business & Professional Council, Kuwait (IBPC) at Embassy of India, Kuwait
6. Fouad Alghanim & Sons Group of Companies
7. Al-Ahmadiyah Contracting Company
8. Gulf Consultants
9. Al-Ghanim Combined Group Company
10. Networking dinner hosted by Indian Business & Professional Council, Kuwait (IBPC)

## **DISCUSSIONS AND TAKEAWAYS**

### **1. Meeting with Mr. Farouk A. Bastaki, Managing Director, Kuwait Investment Authority**

Kuwait Investment Authority (KIA) elucidated that KIA works with a commercial motive rather than the motive of economic development and does not invest in foreign companies directly but invests indirectly through private equity funds. KIA has already made inroads with some Indian companies like GMR Group in the form of private equity and KIA will be happy to take up similar cases of Indian companies which need finances against equity. They also shared that KIA takes up large-sized projects only with size of investment varying from 3% to 15% and the amount of investment at least being US\$ 300 million.

KIA also shared models of TATA and ICICI to create a fund stressed against power sector. PHD Chamber has offered to write to its members and also explore the possibility to create a fund in real estate sector by DLF. The delegation also discussed the possibility of funding by KIA of specific projects in Indian States through PHD Chamber's assistance.



## 2. Meeting with Mr. Mohammed Yousef Yaqoub, Assistant Director General for Business Development, Kuwait Direct Investment Promotion Authority

Kuwait Direct Investment Promotion Authority (KDIPA), which is an investment facilitation arm of the Government of Kuwait, gave a detailed presentation to the delegation on KDIPA's role and various concessions and guarantees offered to Indian companies such as tax exemption upto 10 years, duty free import of capital equipment, upto 100% foreign ownership and 100% repatriation of funds, amongst many others. KDIPA promised to assist and handhold Indian companies for their smooth entry into Kuwait and highlighted three ways of entering into Kuwait: (1) working with Kuwaiti company with foreign equity partnership upto 100%; (2) opening a branch office in Kuwait (with a minimum investment of US\$ 3000) or (3) having a representative office (with no minimum capital required) involved in market studies and without engaging in commercial activities. They also mentioned that Kuwait is looking at technological know-how and skilling and training of their workforce by Indian companies in Kuwait. KDIPA extended an invitation to PHD Chamber for the Kuwait Investment Forum being held on 16-17 March 2018 in Kuwait.



### 3. Meeting with Kuwait Chamber of Commerce and Industry and Signing of 100<sup>th</sup> MOU of PHD Chamber

The delegation met representatives and members of Kuwait Chamber of Commerce and Industry (KCCI) and B2B meetings were held between companies of both sides and opportunities in projects worth US\$ 5 billion were discussed.



Mr. Tareq Bader Salem Al-Mutawa, in his welcome remarks, emphasised on India being an important trading partner of Kuwait and highlighted the Development Plan of Kuwait which exceeds US\$ 110 Billion with more than half of the amount being targeted for major projects in sectors such as Oil, Infrastructure, Transportation, Ports, Health, Education and Housing.

H.E. Mr. Sunil Jain, Ambassador of India to Kuwait, who spoke on the occasion, stressed on the historical deep-rooted economic relations between India and Kuwait and hoped that this MOU would open a new chapter in our business ties with Kuwait, further opening greater avenues for the Indian businessmen for establishing joint ventures and facilitating technological transfers and enhancing cooperation beyond Oil & Gas Sectors.

In his remarks, Mr. Ranjeet Chaturvedi thanked the KCCI and mentioned that the composition of the Indian delegation was of EPC companies and together with Kuwaiti companies a new chapter in Project Development Partnership can be written. In addition, he stressed that the member companies of PHDCCI across various sectors can play a significant role in the Kuwaiti growth story and Kuwaiti companies can also benefit from the Make in India, Smart Cities and other initiatives of the Indian Government. He also mentioned that partnership between Indian and Kuwaiti companies must not be limited to Kuwait and India but also to other emerging countries across the globe.

Kuwait Chamber of Commerce and Industry and PHD Chamber of Commerce and Industry also signed an MOU, in the presence of H.E. Mr. Sunil Jain, Ambassador of India to Kuwait, to strengthen India-Kuwait bilateral relations and foster business cooperation. The MOU was signed by Mr. Ranjeet Chaturvedi, Leader of the delegation and Chairman, International Affairs for Middle East and Africa, PHD Chamber of Commerce and Industry and Mr. Tareq Bader Salem Al-Mutawa, Board Member, Kuwait Chamber of Commerce and Industry. This is the 100<sup>th</sup> MOU of PHD Chamber with an International Chamber of Commerce.





#### 4. Meeting with Kuwait Fund for Arab Economic Development

On behalf of H.E. Mr. Abdulwahab A. Al-Bader, Director General, Kuwait Fund, Mr. Waleed Al-Bahar, Regional Manager for East South Asia & Pacific Countries, Mr. Fawaz A. Al-Adasani, Assistant Regional Manager and Dr. Abdul Karim Sadik, Economic Advisor met the delegation and apprised the delegates that Kuwait Fund is a sovereign fund and extends lending on concessional basis on behalf of the Government of Kuwait. They indicated that they are ready to fund a project with a minimum ticket size of US\$ 50 million to an Indian private company, or a 100%-owned Government of India entity or a co-owned entity of Government of India, preferably in the social sector (health and education), with an official request letter from the Minister of Finance, Government of India and the terms of credit is flat 1% interest for 25 years with a moratorium period of 5 years. They informed that the last such credit given to India was in 1989 and they are happy to see that PHD Chamber has taken this initiative to resume this.



## 5. B2B Meetings with Kuwaiti Businessmen

Indian Business and Professional Council (IBPC), Kuwait and the Embassy of India, Kuwait organized detailed B2B meetings for delegate members with members of local business community where mutual exchange of knowledge and prospective business collaborations in times to come were discussed. The meeting focused on strengthening investment ties and exploring new business and trade opportunities between both the countries. These meetings happened on two occasions at the Indian Embassy in Kuwait and they also hosted the delegation for a networking dinner at the Courtyard Marriott, whereat H.E. Mr. Sunil Jain, Indian Ambassador to Kuwait was also present.



## **6. Meeting with Ms. Riham Fouad M. T. Alghanim, Deputy CEO, Fouad Alghanim & Sons Group of Companies**

The delegation also interacted with several major private players of Kuwait, one of them being Fouad Alghanim & Sons Group of Companies. Fouad Alghanim & Sons Group of Companies informed that it is primarily a contracting and EPC Company and have several upcoming projects worth US\$ 8 billion and are willing to work with Indian EPC companies and build a mutually beneficial relationship. PHD Chamber has also invited Fouad Alghanim & Sons Group of Companies to become an overseas member of PHD Chamber.



## **7. Meeting with Mr. Talal Abdullah Alweggyan, Assistant General Manager, Al-Ahmadiyah Contracting Company**

Mr. Talal Abdullah Alweggyan, Assistant General Manager, Al-Ahmadiyah Contracting Company briefed the delegates about the opportunities available in the Infrastructure and Construction sectors. It is the leading infrastructure company in Kuwait and core area of work being civil construction. Delegates apprised about their interests of work and discussed on ways of collaborating in the infrastructure and construction fields.



## **8. Meeting with Mr. Ubed Arain, CEO and Managing Director, Gulf Consultants**

The delegation called on Mr. Ubed Arain, CEO and Managing Director, Gulf Consultants, which is a leading international architectural & engineering firm in the Gulf Region and works with both government agencies and private contractors to design pre-bid and post-bid projects. He indicated that a lot of road projects are coming up in Kuwait which entails potential business for Indian companies. Also present in the meeting were Mr. Rasheed Abu Farsakh, Director (Infrastructure and Environment) and Mr. Arun Puri, Senior Associate (Head of Architectural Technical Services), Gulf Consultants.



## 9. Meeting with Mr. Bader Maqwar, Al-Ghanim Combined Group Company

The delegation discussed and explored business opportunities with Al-Ghanim Combined Group Company, which is a contractor for roads, airports, buildings, renovation and maintenance, steel structures, and electro-mechanical works and has to its credit various projects executed at all the U.S Military bases in Kuwait. They indicated that they are open to working with Indian companies in the form of joint ventures or as sub-contractors whichever is mutually beneficial for both the countries.



## **IMMEDIATE TAKEAWAYS**

- ❖ Kuwait Direct Investment Promotion Authority (KDIPA) is hosting Kuwait Investment Forum on 16-17 March 2018 and extended an invitation to PHD Chamber to attend and mount a delegation from India during that time.
- ❖ KDIPA promised to assist Indian companies for their smooth entry into Kuwait without the need of having a local sponsor.
- ❖ Few members of Kuwait Chamber of Commerce & Industry (KCCI) are interested to take up projects in India in the aviation sector.
- ❖ Fouad Alghanim & Sons Group of Companies has committed to participate in the Chamber's upcoming 2<sup>nd</sup> 'AERO EXPO INDIA – 2017 and 1<sup>st</sup> 'HELI-EXPO– 2017' scheduled in November 2017.
- ❖ Kuwait Fund for Arab Economic Development informed that the last funding extended by them to India was in 1989 and they are happy to see that PHD Chamber has taken this initiative to resume this and are looking forward to funding various projects, preferably in the social sector (health and education).
- ❖ Angelique International Ltd. and Fouad Alghanim & Sons Group of Companies agreed to work together in Kuwait and in Africa.
- ❖ Engineering Projects India Ltd. has found large projects in institutional buildings and is likely to get sub-contracts soon.
- ❖ Gammon Engineers and Contractors Private Limited is eyeing on road contracts and pipeline projects and has found suitable partners in road sector in Kuwait. This sector is foreseen to be worth KD 4 billion (US\$ 12 billion) in the next 4 years.
- ❖ M.V. Omni Projects (India) Limited has developed contacts in construction sector and shown interest in the upcoming railway project in Kuwait.
- ❖ Seftech India Pvt. Ltd. and Fouad Alghanim & Sons Group of Companies have agreed to work together in India.
- ❖ Vishal Infrastructure Ltd. has also found suitable partner in the road and runway sectors.

## **FEEDBACK FROM DELEGATES**



"This short visit to Kuwait has gone exceptionally well covering all the relevant Government departments and Kuwaiti Companies in just 2 days and 1 night stay. Remarkable performance. Got valuable information. Well organised. Thanks to entire team of PHD Chamber and Indian Embassy in Kuwait particularly, Mr. Anup Singh."

**Mr. P K Uppal**

***Chief Executive, Angelique International Ltd.***



"A brilliantly managed trip from conception to implementation. PHDCCI team has set the bar high in defining maximum delivery from such a short and goal-oriented visit."

**Mr. Vinoo Gopal**

***Director (Projects), Engineering Projects (India) Ltd.***



"The visit to Kuwait was short but gone very well by having interaction with all relevant Government departments and private companies. The team has left excellent impression. Congratulations to PHD for signing 100<sup>th</sup> MOU. PHD Chamber has well organized. Special thanks to Chairman, Niraj and Aarushi. Also thanks to Indian embassy staff and particularly to Indian Ambassador Honourable Mr. Sunil Jain. Also thanks to Mr. Kapadia."

**Mr. Naresh Bhatia**

***President, Gammon Engineers and Contractors Private Limited***



"The whole event was very well planned starting from composition on members. Action packed 2 days helped in understanding the market, its requirement and working culture. Great job done."

**Mr. Manas Agarwal**

***President, Jaguar Overseas Limited***



"The best part of trip was good knowledgeable and valuable discussion with top most decision makers in such a short notice was really remarkable; without PHD Chamber umbrella it was not possible. As well as the way Ranjeet ji presented Indian opportunities was really appreciable. I would like extend my thanks to everyone and especially Yogeshji, Niraj and Aarushi for the way they managed and coordinated the whole delegation."

**Mr. Nishant Pandey**

***Executive Director, M.V. Omni Projects (India) Limited***



"Very well organised. Packed programme with meaningful meetings. Chairman conducted the sessions very well. The team stuck together and left excellent impression. PHD secretariat did great work. Can be a role model for other similar business delegation. Feedback from visitors from Kuwaiti side is very encouraging. Indian embassy, particularly Mr. Anup Singh deserves high compliments."

**Mr. Debashish Mazumdar**  
***Director, Seftech India Pvt. Ltd.***



"a 9/10, now is the time to come in full action".

**Mr. M K Deshpande**  
***Managing Director, Vishal Infrastructure Ltd.***



## **MEDIA CLIPPINGS**

**ARAB TIMES 24 OCTOBER 2017**

### **India is Kuwait's 3rd trade partner — Al-Mutawaa**

KUWAIT CITY, Oct 23, (KUNA): Kuwait has ranked third among commercial partners with the imports from the Asian nation amounting to \$1.83 billion in 2016, member of the Chamber of Trade and Industry Tareq Al-Mutawaa said on Monday.

Al-Mutawaa, in a statement dur-

ing a meeting with a visiting Indian delegation headed by Chair of the International Affairs Committee of the Indian Chamber of Commerce, Ranjeet Chaturvedi, expressed readiness to bolster further the close relations with India.

For his part, Chaturvedi said the Indian chamber, established in

1905, comprises 115 sub-chambers.

The Indian delegation included 15 representatives of Indian companies specialized in real-estate, infrastructure, construction, airports, energy, agriculture and communications.

The Kuwaiti chamber was established in 1959.

**ARAB TIMES 25 OCTOBER 2017**



Ranjeet Chaturvedi exchanging signed documents with KCCI official. (Extreme right): Indian Ambassador Sunil Jain.

#### **KCCI receives Indian business delegation**

Kuwait Chamber of Commerce and Industry (KCCI) Monday received an Indian business delegation headed by Ranjeet Chaturvedi, the Chairman of International Affairs Committee for Middle East and Africa at the Indian PhD Chamber of Commerce and Industry.

The delegation includes 15 mem-

bers representing various Indian companies of several fields such as infrastructure, agriculture, railways, telecommunications, gas, desalination, construction and airports, engineering, energy, and heavy industries.

The meeting was attended by the Indian Ambassador to Kuwait HE Sunil Jain.

**KUWAIT TIMES 24 OCTOBER 2017**

### **India is Kuwait's 3rd trade partner**

KUWAIT: Kuwait has ranked third among commercial partners with Kuwait with the imports from the Asian nation amounting to \$1.83 billion in 2016, member of the Kuwait Chamber of Commerce and

Industry Tareq Al-Mutawaa said yesterday. Mutawaa, in a statement during a meeting with a visiting Indian delegation headed by Chair of the International Affairs Committee of the Indian Chamber of Commerce, Ranjeet Chaturvedi, expressed readiness to bolster further the close relations with India.

Meanwhile, Chaturvedi said the Indian chamber, established in 1905, comprises 115 sub-chambers. The Indian delegation included 15 representatives of Indian companies specialized in real-estate, infrastructure, construction, airports, energy, agriculture and communications. The Kuwaiti chamber was established in 1959. — KUNA



KUWAIT: Kuwait Chamber of Commerce and Industry officials meet with a visiting Indian delegation yesterday. — Photo by Yasser Al-Zayyat

**India is Kuwait's 3rd trade partner – Kuwait Situations**



KUWAIT: Kuwait Chamber of Commerce and Sector officers meet with a traveling to Indian delegation yesterday. — Image by Yasser Al-Zayyat

KUWAIT: Kuwait has ranked 3rd among business partners with Kuwait with the imports from the Asian nation amounting to \$1.83 billion in 2016, member of the Kuwait Chamber of Commerce and Sector Tareq Al-Mutawaa claimed yesterday.

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Meanwhile, Chaturvedi claimed the Indian chamber, proven in 1905, contains 115 sub-chambers. The Indian delegation involved 15 associates of Indian companies specialised in realestate, infrastructure, development, airports, power, agriculture and communications. The Kuwaiti chamber was proven in 1959. — KUNA

Indian is the third best trade partner and our imports from India reached USD 1.38 billion: Al-Mutawa

KCCI receives Indian Trade Delegation

## المطوع: الهند ثالث أفضل شريك تجاري ووارداتنا منها بلغت 1.38 مليار دولار خلال استقبال غرفة التجارة وفداً هندياً تجارياً



المطوع وشاترفيدي

استقبلت غرفة تجارة وصناعة الكويت، أمس، وفداً تجارياً هندياً برئاسة رانجيت شاترفيدي - رئيس لجنة الشؤون الدولية بغرفة تجارة وصناعة بي اتش دي الهندية، وضم الوفد 15 عضواً يمثلون عدداً من الشركات الهندية العاملة في مجالات متعددة، منها مقاولات البنية التحتية، الإنشاء، المطارات، الطاقة، الغاز، الزراعة، الهندسة، الاتصالات، الصناعات الثقيلة، وحضر اللقاء سونيل جين - السفير الهندي لدى الكويت.

ورحب طارق المطوع عضو مجلس إدارة الغرفة بالوفد، مشيداً بتاريخ العلاقة الاقتصادية والتجارية بين البلدين الصديقين، إذ تحتل الهند المرتبة الثالثة كأفضل شريك تجاري للكويت.

وذكر أن إجمالي قيمة واردات دولة الكويت من الهند بلغت 1.38 مليار دولار، مشدداً على حرص الغرفة على بذل كل الجهود وتسخير إمكانياتها لتحقيق ذلك.

من جانبه عبر السفير الهندي عن خالص شكره للغرفة على حسن الاستقبال والدعم المستمر الذي تقدمه لت تنمية

مختلف دول العالم، ثم قامت الشركات الهندية بالتعريف عن أنشطتها والخدمات التي تقدمها.

وشهد اللقاء توقيع بروتوكول تعاون بين غرفة تجارة وصناعة الكويت وغرفة تجارة وصناعة بي اتش دي.

الكويتية، مشيراً إلى أنه التقى سابقاً مع المعنيين في الهيئة العامة للاستثمار وهيئة تشجيع الاستثمار المباشر لبحث سبل تنمية العلاقات الاستثمارية بين البلدين الصديقين.

ثم قدم عرضاً عن غرفة بي اتش دي التي أنشئت عام 1905 وتضم في عضويتها 115 غرفة تجارية هندية ولها علاقة وطيدة مع أكثر من 60 غرفة من

العلاقات الاقتصادية والتجارية بين البلدين.

وقال إن الحكومة الهندية تسعى إلى تحقيق أعلى مستويات التبادل التجاري وتوفير التسهيلات اللازمة للمستثمرين.

من جانبه، أعرب شاترفيدي عن سعادته بزيارة دولة الكويت والغرفة وامتنانه لحسن الاستقبال والتنظيم والحفاوة، التي لقيها من جميع الجهات

KCCI receives Indian Trade Delegation

## Volume of Indian Companies Investment in Kuwait is USD 9 billion: Al-Mutawa

# المطوع: 9 مليارات دولار حجم استثمارات الشركات الهندية في الكويت

كتب وليد حسن

كشف عضو غرفة تجارة وصناعة الكويت طارق المطوع عن أن حجم استثمارات الشركات الهندية في الكويت يبلغ حوالي 9 مليارات دولار وهي تزيد عن حجم الاستثمارات الهندية في دول أفريقيا كلها، والتي تبلغ 8 مليارات دولار، مؤكداً أن الشركات الهندية مهمة بالنسبة للكويت.

جاء ذلك في تصريحات الصحافيين عقب ترؤسه أمس الجانب الكويتي خلال استقبال الغرفة أمس ولقاء تجارياً من غرفة تجارة دبي الهندية لمجموعة ولايات شمال الهند برئاسة رئيس لجنة الشؤون الدولية لأفريقيا والسفير الأوساط الجنوب شاترفندي بحضور السفير الهندي في الكويت وعدد من أعضاء مجلس إدارة الغرفة وهم وفاء القطامي وحسين الخرافي وعمران حبات فضلا عن عدد من الشركات الكويتية والهندية.

وأضاف أنه تم توقيع بروتوكول تعاون تجاري بين غرفة تجارة الكويت وغرفة تجارة دبي الهندية وذلك لزيادة وتسهيل التبادل والعلاقات التجارية مبيّنا أن العلاقات التجارية بين الكويت والهند متميزة، مؤكداً أن الغرفة ترحب بدماء بكل الدول الصديقة التي تريد التعاون التجاري مع الكويت.

ولفت إلى أن الوفد التجاري لغرفة دبي الهندية يزور الكويت لأول مرة من أجل زيادة التبادل التجاري بين البلدين، موضحاً أن لديهم شركات وأعمالاً كبيرة، موضحاً أن الغرفة تحاول تلبية احتياجاتهم مع



جانب من الاجتماع

احتياجات الجانب الكويتي بما أن الغرفة تمثل الشركات والقطاع الخاص في الكويت. وأضاف أن حجم التبادل التجاري بين البلدين بلغ 1.4 مليار دولار في 2015، موضحاً أن تصدير النفط فقط إلى الهند بلغ 780 مليون دولار، مشيراً إلى أن الغرفة تسمى لزيادة هذا التبادل بين البلدين.

وقال إن الوفد عرض على الجانب الكويتي مجالات الاستثمار هناك وتتمثل في صناعات ثقيلة كتجهيز المصانع والغاز والمقاولات والكهرباء وغيرها من الصناعات، مشيراً إلى أن الغرفة تسعى للتوفيق بين

رجال الأعمال الكويتيين والوفد الهندي لإسبما أن لديها قاعدة بيانات لـ 79 ألف مشترك لديها. ولفت إلى أن الصناعة الهندية حالياً أصبحت جيدة ولا تقل عن الصناعات الأوروبية واليابانية فضلاً عن أنها تتميز برخص السعر.

### المشاريع التنموية

من جانبه قال عضو مجلس إدارة الغرفة حسين الخرافي أن الدولة استثمرت في مشاريعها وهذا شيء جيد ويعطي سمعة

وفرصة للشركات الراغبة بالاستثمار في الكويت للتشجيع للدخول في مشاريع الدولة المستقلة، مشيراً إلى أن الشركات الهندية لها تاريخ كبير للاستفادة من المشاريع التنموية للدولة.

وقال إن الغرفة دعيت الشركات الهندية لزيادة الاستثمار في الكويت مشيراً إلى أن الوفد مهم بما قدمته لهم هيئة تشجيع الاستثمار المباشر والخدمات والتسهيلات التي تقدمها للمستثمرين في الكويت، متمنياً أن تنفتح الدولة كمركز تجاري ومالي للدول المجاورة. وبين أن الوفد الهندي قدم عروضاً عن استثمارات في الهند مطالبين بدخول رجال الأعمال الكويتيين هناك، موضحاً أن أهم القطاعات التي تتعلق في بناء المشاريع الكبرى والطاقة والكهرباء والصناعة وما شابه، وفي المستقبل القريب سيدعون الشركات الكويتية المهمة بالاستثمار في الهند وبمختلف القطاعات سواء الغذائية أو العقار وغيرها من الفرص الاستثمارية.

وأكد أن الغرفة ترحب بالوفود التجارية وتوسع إلى تعريف أعضائها الراغبين في الاستثمار بالخارج بجميع المعلومات عن الوفود. بدوره قال عضو الغرفة عمران حبات إن العلاقة بين الكويت والهند علاقة قديمة ومتميزة على جميع المستويات، موضحاً أن هناك اهتماماً من الطرفين على تبادل الخبرات والمشاركات.

وأضاف أن الصناعة الهندية تتميز بالتقنية العالية إضافة إلى التنافسية في السعر وهذا ميزة موجودة في الهند وهي امر جاذب للاستثمار.

## **DELEGATES' PROFILE**

### **Leader of the Delegation**

**Mr. Ranjeet Chaturvedi**

**Chairman, International Affairs Committee for Africa and Middle East, PHD Chamber of Commerce and Industry & Executive Director, Seftech India Pvt. Ltd.**

**Business Interest:** Infrastructure, Sugar, Cement, Food Processing, Power (renewable, Bio and thermal) Generation and Distribution, Surface Transport, Mining & Mineral Exploration Water & Waste Management and Agriculture

### **Members of the Delegation**

**Mr. P K Uppal**

**Chief Executive**

**Angelique International Ltd.**

**Business Interest:** Power, Water, Irrigation & Agriculture, Industrial Projects, Social Infrastructure, civil construction

**Mr. Vinoo Gopal**

**Director (Projects)**

**Engineering Projects (India) Ltd.**

**Business Interest:** Power, Steel, Industrial and Petrochemical, Civil & Infrastructure sectors

**Mr. Naresh Bhatia**

**President**

**Gammon Engineers and Contractors Private Limited**

**Business Interest:** Civil engineering construction, infrastructure management, transmission lines, constructing bridges, ports, thermal and nuclear power station, dams, high-rise structures, international airports, cross-country water, oil and gas pipelines, highways, chemical and fertilizer complexes and environmental structures

**Mr. Manas Agarwal**

**President**

**Jaguar Overseas Limited**

**Business Interest:** Engineering, Procurement and Construction projects as well as supply projects in the fields like Power, Agriculture, Industrial Plant, Infrastructure, Renewable Energy etc.

**Mr. Nishant Pandey**  
**Executive Director**  
**M.V. Omni Projects (India) Limited**

**Business Interest:** Civil Infrastructure, Irrigation, Railways Engineering, Signaling & Telecommunication, City Gas Distribution and Oil & Gas Pipelines

**Mr. Kishor Subhaschandra Mundargi**  
**Advisor**  
**M.V. Omni Projects (India) Limited**

**Business Interest:** Civil Infrastructure, Irrigation, Railways Engineering, Signaling & Telecommunication, City Gas Distribution and Oil & Gas Pipelines

**Mr. Debashish Mazumdar**  
**Director**  
**Seftech India Pvt. Ltd.**

**Business Interest:** Infrastructure, Sugar, Cement, Food Processing, Power (renewable, Bio and thermal) Generation and Distribution, Surface Transport, Mining & Mineral Exploration Water & Waste Management and Agriculture

**Mr. M K Deshpande**  
**Managing Director**  
**Vishal Infrastructure Ltd.**

**Business Interest:** Infrastructure projects, like Airports, Defence Industrial / Technical Buildings, Hospitals, Housing, Steel Structural, Highways, Bridges

#### **Secretariat Members of the Delegation**

**Mr. Yogesh Srivastav**  
Principal Director  
PHD Chamber of Commerce and Industry

**Mr. Niraj**  
Secretary (International Affairs)  
PHD Chamber of Commerce and Industry

**Ms. Aarushi Gautam**  
Senior Assistant Secretary (International Affairs)  
PHD Chamber of Commerce and Industry





**Report compiled by**  
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