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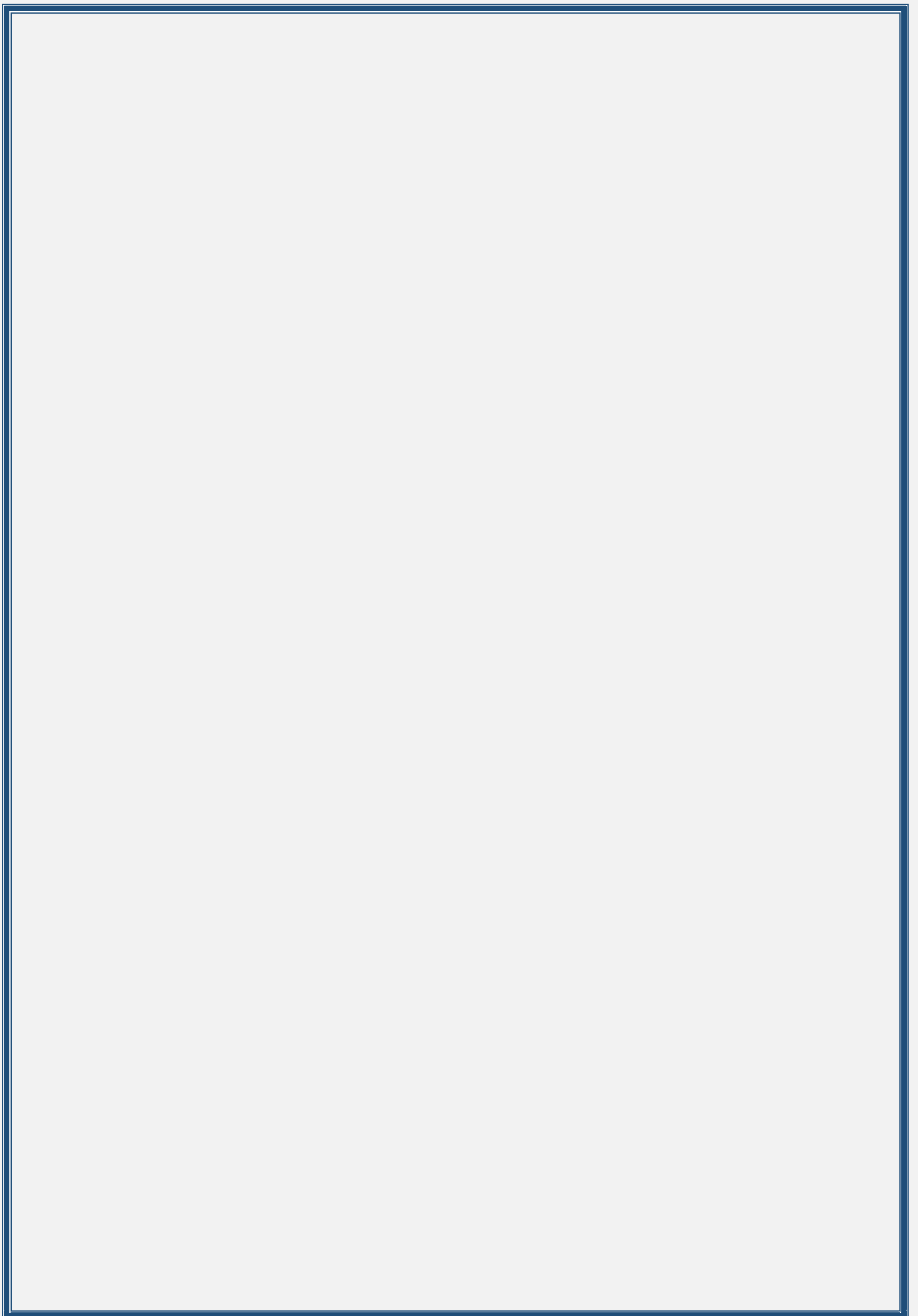


# PHDCCI BUSINESS DELEGATION TO KAZAKHSTAN & KYRGYZSTAN

12<sup>th</sup> - 17<sup>th</sup> March 2022

A Report on  
Buyer Seller Meet in  
Kyrgyzstan and Kazakhstan

by  
*International Affairs Committee for Europe & CIS, PHDCCI*





## COUNTRY FACTSHEETS

### Kyrgyzstan

- **Capital:** Bishkek
- **Official Languages:** Kyrgyz (official) 71.4%, Uzbek 14.4%, Russian (official) 9%, other 5.2% (2009 est.)
- **Area:** total: 199,951 km<sup>2</sup>  
land: 191,801 km<sup>2</sup>  
water: 8,150 km<sup>2</sup>
- **Population:** 6,071,750 (2022 est.)
- **Literacy:** definition: age 15 and over can read and write  
total population: 99.6%  
male: 99.7%  
female: 99.5% (2018)
- **GDP-Per-Capita (PPP):** \$ 4,700 (2020 est.)
- **GDP-Composition by sector:** agriculture: 14.6% (2017 est.)  
industry: 31.2% (2017 est.)  
services: 54.2% (2017 est.)
- **Agriculture Products:** milk, potatoes, sugar beet, maize, wheat, barley, tomatoes, watermelons, onions, carrots/turnips
- **Industries:** small machinery, textiles, food processing, cement, shoes, lumber, refrigerators, furniture, electric motors, gold, rare earth metals
- **Exchange Rates:** soms(KGS) per US dollar – 81.39 (2022 est.)
- **Exports:** \$3.11 billion (2019 est.)
- **Exports Commodities:** gold, precious metals, various beans, refined petroleum, scrap copper (2019)
- **Exports Partners:** United Kingdom 56%, Kazakhstan 13%, Russia 13%, Uzbekistan 5% (2019)
- **Imports:** \$5.67 billion (2019 est.)
- **Import Commodities:** refined petroleum, footwear, clothing and apparel, broadcasting equipment, walnuts (2019)
- **Import Partners:** China 53%, Russia 17%, Kazakhstan 7%, Uzbekistan 7%, Turkey 5% (2019)



## India-Kyrgyzstan Trade and Investment

Values in US\$ Millions

S.No.	\Year	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022
1	<b>EXPORT</b>	28.59	30.02	29.13	38.71	30.1
2	%Growth		5.01	-2.96	32.88	-22.23
3	India's Total Export	3,03,526.16	3,30,078.09	3,13,361.04	2,91,808.48	3,77,436.20
4	%Growth		8.75	-5.06	-6.88	29.34
5	%Share	0.01	0.01	0.01	0.01	0.01
6	<b>IMPORT</b>	30.94	2.59	1.33	5.16	1.66
7	%Growth		-91.64	-48.74	289.15	-67.9
8	India's Total Import	4,65,580.99	5,14,078.42	4,74,709.28	3,94,435.88	5,49,872.56
9	%Growth		10.42	-7.66	-16.91	39.41
10	%Share	0.01	0	0	0	0
11	<b>TOTAL TRADE</b>	59.53	32.6	30.46	43.87	31.76
12	%Growth		-45.23	-6.59	44.03	-27.6
13	India's Total Trade	7,69,107.15	8,44,156.51	7,88,070.32	6,86,244.36	9,27,308.76
14	%Growth		9.76	-6.64	-12.92	35.13
15	%Share	0.01	0	0	0.01	0
16	<b>TRADE BALANCE</b>		27.43	27.8	33.55	28.45
17	India's Trade Balance	-1,62,054.83	-1,84,000.33	-1,61,348.24	-1,02,627.40	-1,72,436.35

Note: Since 2006-07, Petroleum figures are being computed from Import Daily trade Returns (DTRs) to generate country-wise/port-wise tables. Up to 2005-06 consolidated petroleum import figures were being received from the Petroleum Ministry.

Sources:

- i. The World Factbook, Central Intelligence Agency
- ii. Department of Commerce, Ministry of Commerce and Industry, Government of India



## COUNTRY FACTSHEETS

### Kazakhstan

- **Capital:** Nur-Sultan
- **Official Languages:** Kazakh (official, Qazaq) 83.1% (understand spoken language) and trilingual (Kazakh, Russian, English) 22.3% (2017 est.); Russian (official, used in everyday business, designated the "language of interethnic communication") 94.4% (understand spoken language) (2009 est.)
- **Area:** total: 2,724,900 km<sup>2</sup>  
land: 2,699,700 km<sup>2</sup>  
water: 25,200 km<sup>2</sup>
- **Population:** 19,398,331 (2022 est.)
- **Literacy:** definition: age 15 and over can read and write  
total population: 99.8%  
male: 99.8%  
female: 99.7% (2018)
- **GDP-Per-Capita (PPP):** \$ 25,300 (2020 est.)
- **GDP-Composition by sector:** agriculture: 4.7% (2017 est.)  
industry: 34.1% (2017 est.)  
services: 61.2% (2017 est.)
- **Agriculture Products:** wheat, milk, potatoes, barley, watermelons, melons, linseed, onions, maize, sunflower seed
- **Industries:** oil, coal, iron ore, manganese, chromite, lead, zinc, copper, titanium, bauxite, gold, silver, phosphates, sulfur, uranium, iron and steel; tractors and other agricultural machinery, electric motors, construction materials
- **Exchange Rates:** tenge (KZT) per US dollar – 448.0060 (2022 est.)
- **Exports:** \$51.75 billion (2020 est.)
- **Exports Commodities:** crude petroleum, natural gas, copper, iron alloys, radioactive chemicals (2019)
- **Exports Partners:** China 13%, Italy 12%, Russia 10%, Netherlands 7%, France 6%, South Korea 5% (2019)
- **Imports:** \$44.3 billion (2020 est.)
- **Import Commodities:** packaged medicines, natural gas, cars, broadcasting equipment, aircraft (2019)
- **Import Partners:** Russia 34%, China 24% (2019)



## India – Kazakhstan Trade and Investment

Values in US \$ Millions

S.No.	\Year	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022
1	<b>EXPORT</b>	125.37	143.13	202.59	225.96	206.97
2	%Growth		14.16	41.54	11.54	-8.4
3	India's Total Export	3,03,526.16	3,30,078.09	3,13,361.04	2,91,808.48	3,77,436.20
4	%Growth		8.75	-5.06	-6.88	29.34
5	%Share	0.04	0.04	0.06	0.08	0.05
6	<b>IMPORT</b>	907.43	708.78	2,255.70	804.97	319.68
7	%Growth		-21.89	218.25	-64.31	-60.29
8	India's Total Import	4,65,580.99	5,14,078.42	4,74,709.28	3,94,435.88	5,49,872.56
9	%Growth		10.42	-7.66	-16.91	39.41
10	%Share	0.19	0.14	0.48	0.2	0.06
11	<b>TOTAL TRADE</b>	1,032.81	851.91	2,458.29	1,030.92	526.65
12	%Growth		-17.52	188.56	-58.06	-48.91
13	India's Total Trade	7,69,107.15	8,44,156.51	7,88,070.32	6,86,244.36	9,27,308.76
14	%Growth		9.76	-6.64	-12.92	35.13
15	%Share	0.13	0.1	0.31	0.15	0.06
16	<b>TRADE BALANCE</b>					
17	India's Trade Balance	-1,62,054.83	-1,84,000.33	-1,61,348.24	-1,02,627.40	-1,72,436.35

Note: Since 2006-07, Petroleum figures are being computed from Import Daily trade Returns (DTRs) to generate country-wise/port-wise tables. Up to 2005-06 consolidated petroleum import figures were being received from the Petroleum Ministry.

Sources:

- iii. *The World Factbook, Central Intelligence Agency*
- iv. *Department of Commerce, Ministry of Commerce and Industry, Government of India*

## INTRODUCTION

PHD Chamber of Commerce and Industry with the support of Department of Commerce, Ministry of Commerce and Industry, Government of India mounted a business delegation for the Buyer Seller Meet in Bishkek, Kyrgyzstan from 12-14 March 2022 and then proceeded to Almaty, Kazakhstan for business meetings from 15-17 March 2022. **Dr. Santosh Kumar Joshi, Co-Chair, Ayush Committee, PHDCCI & Head – R&D, Hamdard Laboratories, India** lead the delegation and was accompanied by the following members of the delegation representing various sectors of the economy including Hospitals, Pharmaceuticals, Medical Tourism, Tea & Coffee, Textiles and Tour and Travel.

1. Mr. Deepak Joshi Premnarayan, Chief Operating Officer, Hamdard Laboratories India
2. Mr. Dalip Kumar Chopra, President, Foundation of Healthcare and Wellness Promotion
3. Mr. Vijay Sheoran, CEO, Dalmia Healthcare Ltd
4. Mr. Rajeev Rajan, Head International Business, Aster Group of Hospitals
5. Mr. Ishtiaque Ahmad Siddique, Head International Business, Curestay Services P Ltd
6. Ms. Divya Nagpal, AVP-Medical Affairs, Hospals Healthcare Pvt Ltd
7. Mr. Pritish Gaurav, Sr. General Manager – International Business, Laborate Pharmaceuticals (India) Ltd
8. Mr. Dhruva Sharma, Director, Shinon Global
9. Mr. Shailendra Sharma, Deputy General Manager, Beta Drugs Ltd
10. Ms. Neena Aggarwal, Manager-Export, Beta Drugs Ltd
11. Ms. Vidyarani Ramathirtha, Director, Vaid Healthcare Services
12. Mr. Rakesh Jalla, Vice President, KIMS Hospitals Group
13. Mr. Amulya Ratna Tripathi, GM - International Business, Aakash Healthcare Ltd
14. Mr. Rohit Dhingra, Manager - International Business, Aakash Healthcare Ltd
15. Dr. Vineet Arora, Director, Intellio Healthcare
16. Mr. Siraj Ul Haq, Proprietor, East Coast International
17. Mr. Gurinder Singh, Director, R G Trading Company
18. Mr. Sanjay Aggarwal, CEO, Sun & Sand Tour & Travels
19. Mr. Alok Saxena, Founder & CEO, Meraki Products and Services Pvt. Ltd
20. Mr. Vijaya Rama Raju Ganapathiraju, Founder, Teology Organics Pvt Ltd
21. Mr. Niraj, Senior Secretary – International Affairs, PHDCCI
22. Mr. Abhishek Banwara, Secretary – International Affairs, PHDCCI

The main objective of the delegation was to find business opportunities in Kyrgyzstan and Kazakhstan and interact with key decision-makers in the public as well as private sector to explore avenues and scope for the Indian businessmen. This visit provided the right opportunity to the Indian Industry to have a direct access to the markets of Central Asia by means of B2B and B2G meetings, and through discussions on the challenges and issues that they are currently facing in doing business.

## BISHKEK, KYRGYZSTAN



### Meeting with President, Kyrgyz Union of Industries and Entrepreneurs (KSPP)

The PHDCCI Business Delegation was invited by **Mr. Ibraev Danil Tursunbekovich**, President, Kyrgyz Union of Industries and Entrepreneurs in his office on 13<sup>th</sup> March 2022.



The purpose of the meeting was a formal introduction with the delegation on the eve of the Buyer Seller Meet with Kyrgyzstan scheduled on 14<sup>th</sup> March 2022.

**Mr. Ibraev Danil** while welcoming the delegation appreciated the timely initiative of PHD Chamber of Commerce and Industry in bringing a high level business delegation to Kyrgyzstan and thanked the Department of Commerce, Ministry of Commerce and Industry, Government of India for the support. He briefed the delegation about the Kyrgyz Union of



Manufactures and Entrepreneurs which unites more than twenty associations and public associations representing the most diverse sectors of the Kyrgyz Republic's economy. The Union focuses on the development of the industrial sector, attracting investment in this segment, and organizing joint ventures in the territory of Kyrgyzstan including in the agricultural sector. The development of tourism, the development of mining deposits, the construction of roads and railways, airports, logistics centers and others are no less important in their priorities. In the medium term, special attention is paid to the development of qualification requirements and training.



He further informed that Kyrgyz Union of Manufactures and Entrepreneurs is one of the co-founders of the Business Council of the Eurasian Economic Union, established at the VIII Astana Economic Forum in May 2015. In the framework of the Eurasian Economic Union, the KSPP closely cooperates with the Russian Union of Industrialists and Entrepreneurs, with which a bilateral cooperation agreement is concluded.

**H.E. Mr. Asein Isaev**, Ambassador of Kyrgyzstan to India travelled to Kyrgyzstan to accompany the PHDCCI delegation. He briefed Mr. Danil that PHD Chamber of Commerce and Industry had planned the activity before the pandemic and used the first opportunity to visit the country with a high profile delegation. He said that the Embassy of Kyrgyz Republic in India is very confident in strengthening the trade relation between the two countries and the mission will cooperate in all possible ways in assisting the industry and associations of both the nations.

**Dr. Santosh Joshi** complimented His Excellency and the President, KSPP, for arranging the meeting on a weekend which itself signifies the importance of exploring the business opportunities for the Indian Industry. He then requested each member of the delegation to introduce themselves and also specify the purpose of their visit so that their queries are taken care of during the Buyer Seller Meet the following day.

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## PHDCCI BUSINESS DELEGATION TO KYRGYZSTAN

# GLOBAL TRADE AND INVESTMENT OPPORTUNITIES FOR INDIAN INDUSTRY IN KYRGYZSTAN

Monday, 14 March, 2022 | Hotel Ramada, Bishkek



The Buyer Seller Meet in Bishkek, Kyrgyzstan was held on the 14<sup>th</sup> March 2022 at the Hotel Ramada Bishkek. An Inaugural Session themed **“Global Trade and Investment Opportunities for Indian Industry in Kyrgyzstan”** was organised before the Buyer Seller Meet between the Indian Seller and Buyers from Kyrgyzstan. The Inaugural Session was moderated by **Mr. Nurlan Aripov**, Head of Investment Attraction Department, Ministry of Investment of the Kyrgyz Republic and had presentations from the following:

- **H.E. Mr. Asein Isaev**, Ambassador, Embassy of Kyrgyzstan, India
- **Dr. Santosh K Joshi**, Head – R&D, Hamdard Laboratories India & Leader of the Delegation
- **Mr. Talant M Sooronbaev**, Director, National Centre of Cardiology, Bishkek
- **Mr. Rajesh Kumar**, Second Secretary (HOC), Embassy of India, Kyrgyzstan
- **Mr. Ululbek Kaparov**, Representative of the Ministry of Investment of Kyrgyzstan
- **Ms. Kydyralieva Aizada**, CEO, MedPharm Consulting

The proceedings of the Inaugural Session are as follows:



**H.E. Mr. Asein Isaev, Ambassador, Embassy of Kyrgyzstan, India**, while welcoming the delegates to Kyrgyzstan lauded the persistent efforts of the Chamber over the years in building strong Indo-Kyrgyz relations, he mentioned that it was due to these efforts only that the current visit was made possible. While delivering his opening address he mentioned that India and Kyrgyzstan have historically enjoyed very warm and cordial relations and lot of synergies existed between business communities of both the nations. He also reiterated the commitment of Kyrgyzstan in protecting the interest of foreign investors doing business in the country.

Indian exports to Kyrgyzstan comprise readymade garments and textile products, pharmaceutical products, agro-food products (tea, coffee and spices), colouring material, electrical and electronic products, machines, vehicles and spare parts, essential oils and cosmetics, perfumery, electric machines, footwear, precious stones, ferrous and non-ferrous metals. Kyrgyz exports to India include plastic items, raw hides and skins, woollen products, machinery and mechanical appliances, home furnishing material, canned meat, jet fuel etc.

He also invited the healthcare and pharmaceutical companies to explore the opportunities for technological transfer, capacity building & enhancement in the sector locally. He invited Indian companies to explore more opportunities with their counterparts in the country and assured the full support of the Embassy of Kyrgyzstan in New Delhi for the same.



**Dr. Santosh Joshi, Head – R&D, Hamdard Laboratories India & Leader of the Delegation** on behalf of PHD Chamber of Commerce and Industry welcomed the distinguished Guests and the industrialist from Kyrgyzstan. He briefed the participants about PHD Chamber of Commerce and Industry and its activities specially

pertaining to the International engagements to provide the Indian industry with new geographies to explore the business opportunities. He said that India and Kyrgyz Republic traditionally share close and cordial relations underpinned by historical and civilizational ties. The periodic high-level exchanges between the two countries have been useful in strengthening and expanding the horizons of the bilateral relations. He further informed that the bilateral trade between India and Kyrgyzstan during the Fiscal Year 2020-21 was US\$ 22.47 million. India's exports to Kyrgyzstan were US\$ 22.66 million whereas Kyrgyz exports to India was US\$2.32 million. Apparel and clothing, leather goods, drugs & pharmaceuticals, fine chemicals, and tea are some of the important items in our export basket to Kyrgyzstan. Kyrgyz exports to India consist of raw hides, metalliferous ores & metal scrap etc.

He further added that at the present day the cooperation between both countries can be characterized as a strategic partnership, progressive friendship and equality based on sustainable development and mutual trust. The intensification and expansion of bilateral cooperation between the Kyrgyz Republic and India is one of the important directions of the

foreign policy of Kyrgyzstan. Indian Prime Minister's visit to Kyrgyzstan in 2019 can be considered as a new era in the development of bilateral partnership, since following the visit, the parties signed a declaration on the establishment of bilateral strategic partnership relations. It would be fair to note that raising the level of relations between our countries provides for new obligations to take effective measures to develop mutually beneficial cooperation in a practical plane and deepen mutual trust.



Dr. Joshi also touched upon the cooperation in the trade and economic area, in which there is fertile ground for cooperation in the mining, pharmaceutical, IT, textile, education, hydropower, agricultural, industrial and tourism sectors. India is a very close-minded country for Kyrgyzstan, the two states and peoples have a lot in common, and at present, both the countries invariably continue to follow the same development path. Kyrgyzstan and India will celebrate the 30th anniversary of the establishment of diplomatic relations in year 2023 and it is planned to hold a number of bilateral visits and events in the political, trade, economic, cultural and humanitarian spheres. Special attention will be paid to holding events within the framework of the cross-year of cultures, which has also been postponed by mutual agreement to 2022.

Dr. Joshi concluded by stating that taking into consideration the strong spiritual connection of our peoples, the development of public diplomacy, people to people contacts is one of the important pillars of bilateral relations between our countries. Kyrgyzstan and India still have a lot to do to strengthen all areas of cooperation, but at the same time, our countries have an appropriate attitude, which will give the necessary impetus to deepening partnership. He informed that PHDCCI feels that it is important to encourage people to people contact and mediums like these interactive meetings provide a perfect platform to build such contacts and overcome the issue of lack of business awareness on both the sides. Several important economic and commercial conferences and trade fairs and exhibitions are being held in both the countries to enhance our bilateral economic relations. It is important to share such information in order to encourage participation in such trade fairs and business events.



**Mr. Talant M. Sooronbaev, Director, National Centre of Cardiology, Bishkek**, while welcoming the delegates to the Kyrgyzstan, mentioned that it is the opportune time for the Indian Healthcare and Pharmaceuticals Industry to explore the possibilities of mutual interest. Affordable & quality medicines and treatment was a global need especially during the Covid-19 pandemic.

He also invited the delegation members specifically in the Healthcare and Pharmaceuticals sector to tie up with their counterparts in Kyrgyzstan towards setting up of quality hospitals, pharma manufacturing units and urged the delegates to not only specifically see Kyrgyzstan as an export destination but work towards capacity building and enhancement of the sector.

He further added that Indian Traditional Medicines, treatments & therapies were also gaining popularity in Kyrgyzstan as people were drawing close to physical and spiritual wellbeing. He further invited the companies in the AYUSH sector to explore such opportunities in the country.



**Mr. Rajesh Kumar, Second Secretary (HOC), Embassy of India, Kyrgyzstan**, while complementing PHDCCI for mounting the business delegation to Kyrgyzstan mentioned that India and Kyrgyzstan enjoy a long and historic friendship and both shared gamut of synergies which the business community from both the regions must explore. He also echoed the vision of Mr. Narendra Modi, Hon'ble Prime Minister of India of "One Earth One Health" signifying the importance of good health and well being world over.

He felt that the expertise of Indian companies in the healthcare and pharmaceuticals sectors should find its ground in the Kyrgyz economy as India is already exporting close to USD 101 million worth of Pharma and allied products and services to the country and it is not restricted to only medicaments and medical supplies. He also encouraged the medical experts such as doctors, medical staff, paramedics & medical research organisation to join hand with their Kyrgyz counterparts for capacity building and enhancement.

Mr. Kumar also highlighted that the Indian teas such as Darjeeling, Assam and Nilgiri were already very popular in the country and he felt that this particular sector will draw a lot trade in the near future. He also encouraged the Tourism agencies to actively engage with their Kyrgyz counterparts towards attracting outbound and inbound tourism.



**Mr. Ululbek Kaparov, Representative of the Ministry of Investment of Kyrgyzstan**, in his presentation on Invest in Kyrgyz Republic informed the Indian delegation that with a total territory of 199,951 sqkm, Kyrgyzstan ranks 80 in terms of Doing Business in 2020 and 78 in 2021 Index of Economic Freedom. With a total population of 6.6 million, 99.2% are educated and 69.5% are employed. The sector contributing to the GDP of Kyrgyz Republic are primarily Agriculture, forestry and fishing, Manufacturing, Construction, Trade and Education.

While presenting on the opportunities for Investment and Export in Kyrgyzstan, he said that Kyrgyz Republic has a number of export promoting and facilitating schemes including free economic zones.



Free economic zones provide special customs privileges to exporting and importing companies. Companies operating in these zones may import, store, produce or sell goods in the territory of the zone without paying taxes or customs duties. He informed that there are 5 Free Economic Zones in the country namely, Bishkek, Maimak, Leilek, Naryn and Karakol which boasts of developed infrastructure, availability of raw materials, economic attractiveness, advantageous geographical location, skilled labor resources and free access.

Mr. Kaparov informed that Kyrgyz Republic offers Duty-Free access to markets with a population of more than 1 billion people as it has agreement with Eurasian Economic Union (EAEU) of 180 million population in 5 countries with 0% customs duty; Generalized System of Preferences (GSP) with European Union consisting of 500 million people in 28 countries with 0% customs duty on over 6200 items; GSP with USA of 320 million people and 0% customs duty on 3500 items and access to CIS countries with 230 million people. He further added that Kyrgyz Republic is a bridge to EAEU with low taxes (12% VAT, 10% Income Tax, 10% Profit Tax), low electricity cost, advantageous location, low cost accommodation, liberal legislation, skilled and educated workforce and visa-free for 61 countries.

He informed the delegation on the Key Sectors for Kyrgyz Republic are Energy, High Technology Park, Tourism and Agriculture. The Kyrgyz Republic has huge renewable energy reserves, mainly hydropower. Kyrgyz Republic can become a regional hub for the export of clean electricity and make a significant contribution to solving the problem of climate change. Major investment opportunities in the energy sector are: new infrastructure for the production of hydro energy, new infrastructure for the transmission of electricity, natural gas pipelines, natural gas distribution systems, Renewable energy projects (Mini Hydro, Small Hydro.), Energy efficient enterprises, Main grid interconnectivity, modernization and development of cross-border electrical connections.

On Tourism, he said that Kyrgyz Republic is a very unique place all around the year as the amazing chain of mountains are the best destination for alpinists in summer and for skiers in winter. Kyrgyz Republic has strong competitive advantages in tourism as it has a rich, lively, original culture and traditions, history and wilderness including wild forests, mountains, lakes and rivers, mineral sources. The opportunities available are for investments for several key state tourist and transport facilities (regional airports, tourist facilities, etc.) for development of premium tourism facilities, thematic products and specialised tourism products development, specialised services (traditions, culture, wellness, etc) and recreational tourism and MICE.

He further informed that the High Technology Park is a special tax zone that covers the whole aimed at supporting the software development, computer science and education and export of IT services.

On the Agriculture Sector, Mr. Kaparov informed that As per Government's Development Programs, Agriculture is considered to be key sector to focus on and under state support. Kyrgyz Republic



has very advantageous position for development of agriculture industry for its favorable climate, naturally cultivated agro products, and territorial advantage. The territory of Kyrgyz Republic is divided into oblasts that have distinct geographic and climate conditions that offers comparative advantages. For example, in Chuy oblast the dominant agricultural product is sugar beet; Issyk-Kul oblast is famous with apples and pears; in Batken oblast farmers grow apricot (dried); Osh and Jalal-Abad oblasts are the largest producers of cotton and walnut, Naryn oblast is famous for cattle farming; and Talas oblast is the biggest exporter of kidney and soya beans.

He further informed that within the economic context, the Kyrgyz Republic can meet all requirements of being a producer of organic agricultural products. Because most agricultural products produced by the Kyrgyz farmers such as apple, melon, cotton, rice, potato, honey and other fruits and vegetables are mainly exported to neighbouring countries and also to developed countries. From 2000 to 2016, approximately 35-160 centner/ha of major agricultural crops were yielded by the farmers annually in the country. It is a pretty good indicator of agrarian perspectives.

He added that in Kyrgyz processing sector, the food and beverages industry – which builds on the various agro-food value chains – plays a key role in terms of production, employment and exports. Kyrgyz Republic processed food industry does exhibit a number of promising factors, including its membership in Eurasian Economic Union that helps strengthen integration within regional value chains, GSP + status with European Union market, its comparatively low cost-base for processing and comparative advantages such as a positive reputation for processed traditional agro goods. Kyrgyz Republic is mostly recognized by its processed foods like: meats, honey, canned fruits, vegetables, dried fruits and vegetables, nuts and dairy products.

Mr. Kaparov concluded by saying that the opportunities in Agriculture sector included Stable demand for agricultural products, which are resource base for the food industry; access to Eurasian Economic Union market; GSP+ status of Kyrgyz agro products to the European market; Processing of primary agricultural products using new technologies; development and strengthening of small producers of environmentally friendly products with high export potential; investment in niche market using high-quality raw materials with low operational costs and development of the high-value and organic food products.



**Ms. Kydyralieva Aizada, CEO, MedPharm**

**Consulting**, welcomed the Indian delegation

and emphasised that Kyrgyzstan is an ideal

country for Pharmaceutical production as the medicines made in Kyrgyzstan has access to Eurasian Economic Union (EAEU) market of Russia, Kazakhstan, Belarus, Kyrgyzstan, Armenia with a population of over 185 million people; Generalized System of Preferences (GSP) with

European Union of 27 countries of over 450 million people and over 6200 duty free goods; GSP with USA of over 330 million people and over 3500 duty free goods.

She further informed that the total trade of Kyrgyzstan with EAEU and other countries in 2021 is US\$ 844.2 billion including US\$525.7 billion of export and US\$318.5 billion of import. Of these the export and import of Pharma Sector is US\$ 2.3 billion and US\$ 16.1 billion respectively. She further added that the total trade between Kyrgyzstan and India is US\$ 16.4 billion including US\$ 11.3 billion of export and US\$ 5.1 billion of import. The export and import of Pharma Sector is US\$ 114.3 million and US\$ 755.5 million respectively.

She informed the delegation that Kyrgyzstan offer one customs clearance process for 5 countries, one package documents for registration in 5 countries for medicine and one registration document (nutrition) for 5 countries. She said that starting a business in Kyrgyzstan is easy and profitable, there is a high level government support for investment projects, comfortable business conditions in Public Private Partnership and availability of VAT exempted Drugs list.

The Inaugural Session was followed by **Buyer Seller Meet** which received an overwhelming response from the different companies of Kyrgyzstan. The buyer-seller meet was attended by over 100 companies from Kyrgyzstan. The Indian Delegation met the relevant partners for expanding their business in the region. A number of deals were conceptualised and finalised during the meet. The meet offered an opportunity for forging partnerships between the companies of the two nations.





**GLIMPSES OF BUYER SELLER MEET IN BISHKEK, KYRGYZSTAN**





# ALMATY, KAZAKHSTAN

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## PHDCCI BUSINESS DELEGATION TO KAZAKHSTAN GLOBAL TRADE AND INVESTMENT OPPORTUNITIES FOR INDIAN INDUSTRY IN KAZAKHSTAN

Wednesday, 16 March 2022 | Hotel Holiday Inn, Almaty



The Buyer Seller Meet in Almaty, Kazakhstsn was held on the 16<sup>th</sup> March 2022 at the Hotel Holiday Inn, Almaty. An Inaugural Session themed “**Global Trade and Investment Opportunities for Indian Industry in Kazakhstan**” was organised before the Buyer Seller Meet between the Indian Seller and Buyers from Kyrgyzstan. The Inaugural Session was moderated by **Mr. Dalip Chopra**, member, PHDCCI and President, Foundation of Healthcare and Wellness Promotion and had presentations from the following:

- **Dr. Santosh K Joshi**, Head – R&D, Hamdard Laboratories India & Leader of the Delegation
- **Mr. Amit Kumar Mishra**, Second Secretary (Cons), Representative Office of India, Almaty
- **Ms. Aizhan Sariyeva**, Regional Representative in Almaty City, KAZAKH INVEST
- **Ms. Akerkin**, Atameken National Chamber of Entrepreneurs of Kazakhstan
- **Mr. Nurgazyev Kuanysh**, Head of Pharmaceuticals and Control Department, Ministry of Health of the Republic of Kazakhstan

The proceedings of the Inaugural Session are as follows:



**Dr. Santosh K Joshi**, Head – R&D, Hamdard Laboratories India & Leader of the Delegation on behalf of PHD Chamber of Commerce and Industry welcomed the distinguished Guests and Industry from Kazakhstan present today on inaugural session of PHDCCI Business Delegation to Kazakhstan themed Global Trade and Investment Opportunities for Indian Industry in Kazakhstan. He briefed the participants about PHD Chamber of Commerce and Industry and its activities specially pertaining to the International engagements to provide the Indian industry with new geographies to explore the business opportunities. He said that the relations between India and Kazakhstan are ancient and historical going back to more than 2000 years. There has been a constant and regular flow of trade in goods and, more importantly, exchange of ideas and cultural influences. The flow of Buddhism from India to Central Asia and Sufi ideas from Central Asia to India are two such examples.

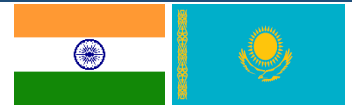
India was one of the first countries to recognize the independence of Kazakhstan. Diplomatic relations were established in February 22, 1992 and the Embassy of India was opened in Almaty in May 1992 and the Embassy of Kazakhstan in New Delhi in 1993. The capital of Kazakhstan was shifted from Almaty to Astana in 1997. Subsequently, the Embassy of India opened its Representative Office in Astana on September 15, 2003. The Embassy moved to Astana (Renamed Nur-Sultan from March 2019) in November 2007 and Representative Office to Almaty.

Dr. Joshi emphasised that the dismal trade data portrays the immense scope of bilateral economic cooperation between both the nations and the visit comes at an opportune time to explore opportunities with Kazakh friends. It is important to encourage people to people contact and mediums, like these interactive meetings that provides a perfect platform to build such contacts and overcome the issue of lack of business awareness on both the sides. Several important economic and commercial conferences & trade fairs and exhibitions are being held in both the countries to enhance our bilateral economic relations. Hence, it is important to share such information in order to encourage participation in such trade fairs and business events.



**Mr. Amit Kumar Mishra**, Second Secretary (Cons), Representative Office of India, Almaty Almaty while welcoming the delegates to Kazakhstan mentioned that bilateral relations between India and Kazakhstan were both historic and natural. There has been a constant and regular exchange in goods and, more importantly,

exchange of ideas and cultural influences. He further added that there were several synergies which existed between both the nations and it was an opportune time for the business communities of both the nations to work in closer cooperation with each other.



While reflecting on the bilateral trade between both the countries, Mr. Mishra mentioned that bilateral trade between India and Kazakhstan during the Fiscal Year 2020-21 was US\$ 482 million out of which India's exports to Kazakhstan were US\$ 302 million whereas Kazakh exports to India was US\$ 180 million. He also felt that the trade data is nowhere a reflection of the actual potential that existed between both the countries and he felt that the visit like current one is the need of the hour to sensitize the business community of both the countries regarding the business opportunities that coexisted.

He also mentioned that several Indian nationals and Indian companies have a significant presence in Kazakhstan. ArcelorMittal Temirtau is a major investment by a non-resident Indian. Several other well-known companies like M/s Punj Lloyd Kazakhstan Limited, KEC International Limited, TCS etc. have been active in this market in the area of construction of oil and gas pipelines, electric transmission lines, IT etc. 31.

Tea and pharmaceuticals, in addition to engineering goods represent the largest components of our export basket to Kazakhstan. In the area of pharmaceuticals, most large Indian companies are represented in the market. However given India's strong position in this sector, both in terms of quality as well as pricing, Indian companies can significantly expand their share in the market. One more important sector of cooperation that existed between both the countries was tourism, as a lot of tourism sites existed in both the countries, Indian tourist destinations like Goa and Kerala were gaining popularity in the country. He also urged the Chamber to undertake sector specific session in the times to come.

While concluding, he reiterated the support of the Indian Embassy in Nur Sultan and representative office in Almaty to delegates from the Chamber and wished them all the best for their engagements with their Kazakh counterparts.

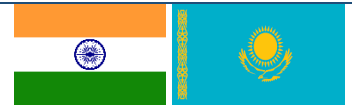


**Ms. Aizhan Sariyeva**, Regional Representative in Almaty City, KAZAKH INVEST made a detailed presentation on Investment Opportunities in Kazakhstan. She informed the delegation on the important facts about Kazakhstan such as being the leader in Central Asia with peaceful and politically stable nation and the 9<sup>th</sup> largest country with 2.7 million sq.km of territory and 19.1 million population. Kazakhstan is the largest economy in Central Asia with highest GDP of US\$171.2 billion and highest GDP per capita in the region. It boasts of trade turnover of US\$86.5 billion and International Reserve of US\$90.6 billion and FDI of over US\$380 billion since 1991.

Ms. Sariyeva provided the following reasons to invest in Kazakhstan:

- Gateway to World's largest markets:* Kazakhstan has a diversified and efficient transcontinental transportation with 11 transport corridors, 168700 km of roads, 17000 km of railways, 24 airports including 11 open sky regime, 2 sea ports providing direct access to over 1 billion consumers with over US\$ 30 billion investment in infrastructure. Kazakhstan is member of WTO, EAEU and SCO with many bilateral and multilateral trade agreements.
- Abundant Natural Resource Base:* Kazakhstan's natural resources reserves such as Chromium, Uranium, Silver, Zinc, Lead, Coal, Iron Ore, Molybdenum, Copper, etc ranks in top 15 in the world. It is the 9<sup>th</sup> largest country in the world with over 220 million hectares of Agricultural land. It also ranks 6<sup>th</sup> in the world for agricultural land area. It has over 5000 unexplored deposits valued at over US\$46 trillion. Kazakhstan offers the best condition for renewable energy projects as the presence of wind corridors (5 M/S) in the western regions has the potential of 1.820 billion KWH per year. The country boasts of 2500-3000 Sunny hours per year in the Southern region.
- Cost-Efficient Manufacturing Hub:* The electricity prices for Business in Kazakhstan is US\$0.053/KWH and Gasoline prices is US\$0.457/Liter. The average wages after taxes in Kazakhstan is US\$ 380/month.
- Business Friendly Environment:* Kazakhstan ranks number 34 on the index of economic freedom (mostly free and heritage foundation), number 35 on Global Competitiveness and number 29 on Global e-Government Development Index (1<sup>st</sup> among CIS Countries). Kazakhstan has 50 bilateral and 1 multilateral investment treaties, is associate member of the OECD Investment Committee and ranks number 1 in FDI growth among transition economies. Kazakhstan has various platforms for dialogue between Public Authorities and Investors such as on Strategic Issues there is a Foreign Investors' Council chaired by the President, on Systematic Issues there is Council on Improvement Investment Climate that is chaired by Prime Minister and on Current Problems of Investors there is Investment Council chaired by Prime Minister.
- Qualified and Educated Workforce:* Kazakhstan has 100% Literacy rate and is in top 10 globally and highest in the region. It ranks #35 in UN Education Index 2020. There are over 14000 Alumni of Bolashak International Scholarship in the world's top 100 universities. Kazakhstan has 128 universities, 400 R&D Organisations and multilingual workforce.
- Comprehensive State Support:* Kazakhstan has 13 Special Economic Zones and 36 Industrial Zones. It offers 0% investment contract including Land Tax Vat, Corporate Income Tax, Customs Duties and Property Tax. It offers ready infrastructure on Plug-and-Play basis, simplified procedure for Foreign Labour Employment and availability of Land Plot. Since 2021, investors with projects of over US\$50 million have the

opportunity to sign a custom-made agreement directly with the government ensuring stability of legislation for 25 years.



- *Vast Opportunities across sectors:* Kazakh Invest offers over 170 investment proposals including teaser, business plan and financial model. Every project is initiated and backed by a local business partner. Currently there are 57 projects in Agribusiness, 41 in Mining and Metallurgy, 12 in Chemical and Petrochemical Industry, 15 in Healthcare and Pharmaceuticals, 7 in Transportation, Logistics and Infrastructure, 7 in Tourism, 9 in Machinery Building and 23 other projects.

She concluded by saying that Kazakh Invest offers One-Stop-Shop for investors in Kazakhstan, full-fledged support at all stages of project implementation, experts with local knowledge and industry expertise and network of representatives abroad and in all regions of Kazakhstan.



Ms. Akerkin, Atameken National Chamber of Entrepreneurs of Kazakhstan, while welcoming the delegation to Kazakhstan introduced the delegates to the role and activities of the Chamber.

She mentioned National Chamber of Entrepreneurs is a non-profit organization intended to reinforce businesses' negotiation capabilities in relationships with Government and with government agencies. Chamber of Entrepreneurs represents the interests of small, medium and large businesses, with its activities covering all areas of entrepreneurship, including domestic and foreign trade.

NCE's main goal is to protect businesses' interests and ensure wide coverage and involvement of all businessmen in the creation of legal framework for business.

National Chamber's activity is aimed at enhancing the investment climate, the stability and development of business environment in the country, both for national and international investors. NCE is committed to actively involving Kazakhstan businesses in implementing the state programs. It protects the businesses' interests in the government authorities and local governments. NCE enlarges and strengthens the relationships with business community in foreign countries, and also supports Kazakhstan businesses in terms of integration processes.

She also informed the delegates that Kazakhstan had a very dynamic and vibrant economy which offered a gamut of opportunities for Indian businessmen.

She assured the full support of the Chamber to the delegates in identifying opportunities of bilateral economic cooperation with their counterparts in Kazakhstan.



**Mr. Nurgaziyev Kuanysh**, Head of  
Pharmaceuticals and Control Department,



Ministry of Health of the Republic of Kazakhstan while welcoming the delegation thanked each of them for being a part of the visit. He mentioned that the need of very well developed healthcare and pharmaceutical system was never felt as strongly world over as it being seen currently. The global healthcare system has been under tremendous pressure since the onset of the pandemic. He also complemented the robust healthcare and hospital network that India possessed and felt a lot could be learned through the Indian Medical system by Kazakhstan.

He also urged the delegates to look at investment opportunities in the pharma and healthcare system. Some fresh initiatives that Indian companies, both private and public sector can take are to establish joint ventures and manufacturing units for pharmaceutical products, medical supplies and consumables to cater to the needs and demands of not only the Kazakh market but also of the southern Russian Republics which have become accessible as a result of the Customs Union between Russia, Kazakhstan and Belarus.

He also mentioned about the growing acceptance of Indian traditional medicines and therapies (AYUSH) and Indian companies from the sector can look into expanding deeply in the Kazakh market.

The Inaugural Session was followed by **Buyer Seller Meet** which received an overwhelming response from the different companies of Kazakhstan. The buyer-seller meet was attended by over 80 companies from Kazakhstan. The Indian Delegation met the relevant partners for expanding their business in the region. A number of deals were conceptualised and finalised during the meet. The meet offered an opportunity for forging partnerships between the companies of the two nations.



## GLIMPSES OF BUYER SELLER MEET IN BISHKEK, KYRGYZSTAN





## Testimonials



*“It was an excellent business trip to Kyrgyzstan and Kazakhstan for exploring business opportunities organized by PHDCCI. It was an opportunity to connect with business links in these countries as well as with regulatory bodies and government officials. It was really encouraging that his highness Mr. Asein Isaev, Ambassador of Kyrgyz Republic to India was available for briefing with the delegates despite holiday on Sunday 13th of March in Bishkek. It shows how they are keen to join hands with India to strengthen business relationship. Presence of Ex. Ambassador of Kyrgyz Republic during delegation meet was really inspiring. Presence of our Second secretary from Indian high commission Mr. Rajesh Kumar has further encouraged the delegates. During our visit to Almati once again it was similar experience when all eminent govt. officials of Kazakhstan, Ex. Ambassador of Kazak Republic our Second secretary from Indian high commission Mr. Amit Kumar has graced the meeting. It also gave us an opportunity to connect with various business links. I am sure that this successful business visit will open new opportunities to all participants and strengthening relations. From Hamdard laboratories India we extend our heartfelt thanks to Mr. Pradeep Multani, President PHDCCI for giving us an opportunity to participate in this business trip and lead the delegation and also we extend our sincere thanks to our Chairman and Director for encouraging us to explore business prospects in these countries with PHDCCI. I would like to express my sincere thanks to all participants for their association and exploring export opportunity through PHDCCI. I would also like to appreciate our tour organizer Mr. Sanjay Agarwal for providing amiable services during entire trip. Finally I would like to extend my gratitude to Mr. Niraj and Mr. Abhishek from PHDCCI for their meritorious efforts for excellent arrangements and co-ordination with delegates and participants during entire trip.”*

**Dr. Santosh Kumar Joshi**  
**Co-Chair, AYUSH Committee, PHDCCI & Leader of the Delegation**  
**Head – R&D**  
**Hamdard Laboratories India**

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*“I congratulate PHDCCI for organizing a coherent and successful trip to Kyrgyzstan and Kazakhstan for the business delegation from various sectors. Personally, for me, it was the first visit and also the first encounter with PHDCCI. Pre-travel co-ordination was impeccable and beyond the call of duty. We developed some valuable relationships during this visit. I look forward to join other future destinations.”*

**Ms. Vidyarani Ramathirtha**  
**Director**  
**Vaid Healthcare Services**

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*"We at Dalmia's wanted to convey our sincere thanks to PHDCCI for organising this delegation. It has been an enriching experience with fantastic support from the organising team. The professional approach and management of the PHDCCI team, especially Mr. Niraj & Mr. Abhishek was evident during all times. They ensured that everything runs smoothly. Thank you!! We at Dalmia's were able to identify some partnerships which we are following up now and hope to convert them into real business. We signed some MOU's in KZK and had some very important discussions in KYG in the healthcare and education sector. The diverse business houses which came to the meets were quite useful in first level discussion. It is important to note that post delegation return to India, Mr. Niraj and Mr. Abhishek have been professionally helping us negotiate with the embassy for further business follow ups. It is simply astounding to note that PHDCCI has such talent like both of them who are able to assist the members in such professionally diverse ways.*

*We look forward to further integrating with PHDCCI in the future delegations."*

**Mr. Vijay Sheoran**  
CEO  
Dalmia Healthcare Ltd

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*"We were part of the Kyrgyzstan and Kazakhstan business delegation in March 2022. It was our first such experience of being part of any business delegation. We approached PHDCCI and we were very well guided by the team. They proactively worked for visa and travel. At Bishkek and Almaty the team took care of arranging the required meetings and conferences, which helped us in local business connects to showcase our business proposition. Overall our experience was very good and we highly recommend it for the businesses in process of expansion in other countries. We are looking forward for the upcoming delegation to Middle Eastern countries."*

**Mr. Alok Saxena**  
Founder, CEO  
Meraki products and Services Pvt. Ltd

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*"It was a well arranged delegation would be very happy to be part of more such delegations in future .Will really appreciate efforts of everyone who were part or organizing this delegation"*

**Mr. Ishtiaque Ahmad Siddique**  
Head International Business  
Curestay Services P Ltd

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## Members of the Delegation



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Head – R&D

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**Business Profile:** Hamdard Laboratories India is a leading traditional medicine manufacturer with specialization in Unani and Ayurvedic Medicines and also having pharmaceutical products. It was established in 1906 by Hakeem Hafiz Abdul Majeed in Delhi and later modernised by Hakeem Abdul Hameed who was a great visionary physician and established premier educational centres like Jamia Hamdard University. Hamdard has also established Hamdard Institute of Medical Sciences and Research - a modern medicine education centre and playing a significant role in integration of Traditional Knowledge based system with Modern System of Medicine. It is having more than 400 formulations for different therapeutic areas. All these formulations are ensured for safety and efficacy. Some of its most popular products include Safi, Joshina, Jigreen, Sualin, Roghan Badam Shirin, and Cinkara etc. which are having international presence.

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**Business Profile:** Aster Medcity, set in a soothingly beautiful 40-acre waterfront campus, is a 670-bed quaternary care facility located in Kochi, Kerala. Fulfilling the vision and dream of Dr. Azad Moopen, its beloved chairman, the center has been delivering quality healthcare at affordable cost through its Centres of Excellence and a multi-specialty hospital since 2013. It is the first JCI accredited quaternary care multispecialty hospital in the state and combines the best of talent and technology to provide holistic treatment with a multidisciplinary approach.



### Mr. Ishtiaque Ahmad Siddique

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**Business Profile:** Curestay is 'The most trusted' medical travel company in India, providing the best healthcare solution to patients from all over the world from the most renowned healthcare service providers across the globe. Based out of New Delhi, we globally connect patients to the doctors & hospitals in India, Turkey, Thailand and Dubai. We are a team of professionals serving over 6000 patients each year.

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### Mr. Vijay Sheoran

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**Business Profile:** Dalmia Healthcare Limited (DHL), a Dalmia Group Company, has made foray into the healthcare business in the year 2000 and offers plant-based formulations (Ayurvedic/herbal) prepared through scientific validation followed by clinical trials undertaken by its research centre, Dalmia Centre for Research and Development.

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### Mr. Dalip Kumar Chopra

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**Business Profile:** The healthcare delivery of India is not only exemplary but India has been one of 1st country to offer this science to the world. Our written documents and manuscripts age more than 5000 years and offer a glimpse to our extraordinary history. This association has been put together to bring India's Healthcare closer to the world and smoothen world's access to Indian Healthcare. India today, not only offers some of the latest healthcare technologies including inclusion of artificial intelligence, genetic research and path breaking medical developments, it also offers solutions through AYUSH solutions that modern medicine is yet to find. We proudly claim, if there is a disease which can be cured, India can cure it!

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**Business Profile:** Hospals is 'The most trusted' medical travel company in India, providing the best healthcare solution to patients from all over the world from the most renowned healthcare service providers across the globe. Based out of New Delhi, we globally connect patients to the doctors & hospitals in India, Turkey, Thailand and Dubai. We are a team of professionals serving over 6000 patients each year.

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**Mr. Prithish Gaurav**  
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**Business Profile:** Laborate Pharmaceuticals is one of the fastest growing pharmaceuticals company in India. We manufacture extensive range of products. Currently, our range of over 1000 products varies from Generic Pharma Products to Ayurvedic and Personal Care Products.

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**Mr. Dhruva Sharma**  
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**Business Profile:** Shinon Global is a leading Medical Assistance & Healthcare Consultancy providing Healthcare solutions at world-class medical facilities, with a worldwide network of hospitals and renowned doctors. Based out of New Delhi, India, Shinon offers Medical Travelers, Hospitals, Corporates, Insurance companies and Government Institutions specially designed service offerings and packages as per the requirements and budgets. Through our 14 Global offices and strong presence in 40+ Countries spanning across Four Continents, Shinon Global is actively working to bridge the gap between quality, affordable Healthcare and Patients. Shinon Global is currently associated with 40+ chains covering 400 Hospital units across the globe. We bring the expertise of more than 2000 Doctors, all on a Single Platform to provide a customized ecosystem of seamless service to the patients.

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**Business Profile:** Beta Drugs Limited (Adley Group) is one of the leading backward integrated oncology manufacturing and marketing company in India having presence in over more than 20 countries in regions like Latin America, South east Asia, CIS and Africa. Beta drugs state of art manufacturing facilities for anti-cancer formulations & anti-cancer API, comply with cGMP and are approved by WHO and other regulatory bodies. Beta drugs has most comprehensive range of cytotoxic portfolio (107 SKU) which consist of NIB's, MIB's, PARP Inhibitors etc. Beta seeks ideal sales partners for its anti-cancer formulations as well as API in Kazakhstan and Kyrgyzstan.

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**Business Profile:** VAID Health Care Services is proud to be the first and only (as of now) facilitator to be registered under the Dubai Health Experience website of Dubai Health Authority. This shows our credibility in terms of being a legal entity in UAE with the best infrastructure in Business Bay at the heart of the city. Ethical process is extremely important in healthcare and makes us the preferred choice for medical value travel.

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**Mr. Rakesh Jalla**

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**Business Profile:** KIMS Hospitals Group is represented by 9 Multi Super Specialty hospitals with 3000+ bed capacity, 870+ full time doctors & 2,400+ Nurses along with own Medical College, Institute of Nursing & Institute of Paramedics. KIMSÂ Group of Hospitals, we treat more than 400,000 people annually - more than any other private healthcare organization in South India. Our flagship hospital unit is based in Hyderabad which is 1,000 bedded Multi Super Specialty Hospital with 5 quality accreditation making it highest quality accredited and largest corporate healthcare group hospital in South India.

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**Business Profile:** Aakash Healthcare is a comprehensive bouquet of clinical programs and covers more than 40 super-specialties and 8 Centres of Excellence that brings together over 150 doctors, over 700 nurses and paramedics. Aakash Healthcare currently having over 230 beds, including dedicated 70 site specific critical care beds, 8 modular operation theatres and 4 minor OTs, having NABH, NABL accreditation, and ranked amongst India's top hospitals. Aakash healthcare is proud home of most advanced Robotic Orthopaedics & joint replacement surgery centre, first of its kind in the region.

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**Dr. Vineet Arora**

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**Business Profile:** Intellio Healthcare is amongst the leading large-scale distribution groups of medical consumables, Life Care products and equipment with offices in Delhi and Hyderabad. Our company has a reputation to deliver exclusively to each particular segment of healthcare comprising chemists, doctors, nursing homes, hospitals and private institutions. We are authorized distributors of some of the leading brands such as “ Accusure, VISSCO, Flamingo, Dr. Morepen, ERIS , LP Support, Beurer , Romsons , Resmed, Ambu, Anand Suctions, Dura, Mediva - Hero Group, Karma, Sceptre, Tynor and many more. We also have our manufacturing of hospital furniture.

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**Mr. Siraj Ul Haq**

Proprietor

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**Business Profile:** Since 2017, East Coast International has become a fastest growing food and beverage company in India. Based in Chennai – Tamil Nadu, We have come up with two international quality brands Herrlich Tea and Coffee Man Roasters which is already left a strong footprints in South India, Malaysia and Arabian countries. We have one of the best speciality and commercial coffee roasters which produce unique blends. Bringing you international standard premium quality tea and coffee variants highly rejuvenating experiences. All our products are adulteration free and natural.

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Director

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**Business Profile:** We are one of the leading manufacturers & exporters of Handicrafts, Home Textiles and High Fashion Accessories from India. As you are aware, India has an age old tradition of craftsmanship and is known for its unique handicrafts all over the globe. We, at RG, are proud to be a part of this great tradition. We are dealing in this business since Feb 2017. We are a rapidly growing company engaged in the manufacture and exports of a diverse range of Home Furnishings and textile based made-up items such as Bedspreads, Cushion Covers, Pillow Covers, Blusters, Curtains & Draperies, Wall Hangings, Table Linens & Runners, Handmade Quilts, Duvet Covers, & Specializations in Designer Handbags, Cotton Bags and so on.

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**Business Profile:** We at SNS, Sun & Sand Tours & Travels, are a progressive team of travel counsellors specializing in providing professional quality consulting services in travel and tourism. We are based in one of the posh southern part of the Capital. Our agency has been established since April'98. SNS strives to merit a reputation of being an innovator in the field of tourism to India. Our goal is achieved by strategic planning and use of highly qualified personnel. Our staff is highly hospital who share a keen interest in itinerary planning & creative management approaches.

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**Mr. Alok Saxena**

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**Business Profile:** Meraki Products and Services Pvt. Ltd (MPSPL). is a Food & Beverage firm that provides a wide range of choices of premium coffees and teas from the selected plantations of India. It is the owner of premium coffee brand Meraki Coffee and tea brand Wellness Brews. The product line has a variety of plantation 100% Arabica coffees and blends. It also owns the most popular Meraki Zero Caffeine coffee. In the teas category, it has some of the premium collections of black teas and herbal teas and tisane focused on wellness themes of immunity and overall wellbeing. MPSPL is also developing a range of nutraceuticals and natural extracts to support health and wellness.

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**Business Profile:** Teology Organics Pvt Ltd - We Manufacture Inbuilt Tea Cups - Which are ready to Drink, Whenever & Where just by adding hot water. We Had Brands - Instagreen Tea & BrewIn Cup. We have different flavours with different sizes and shapes of Inbuilt Tea Cups. Lemon Tea Cups, Masala Tea Cups, Ginger Tea Cups, Coffee, Detox, Green Teas & Black Teas. We are already exporting to different countries.

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## PHDCCI Secretariat



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### Mr. Abhishek Banwara

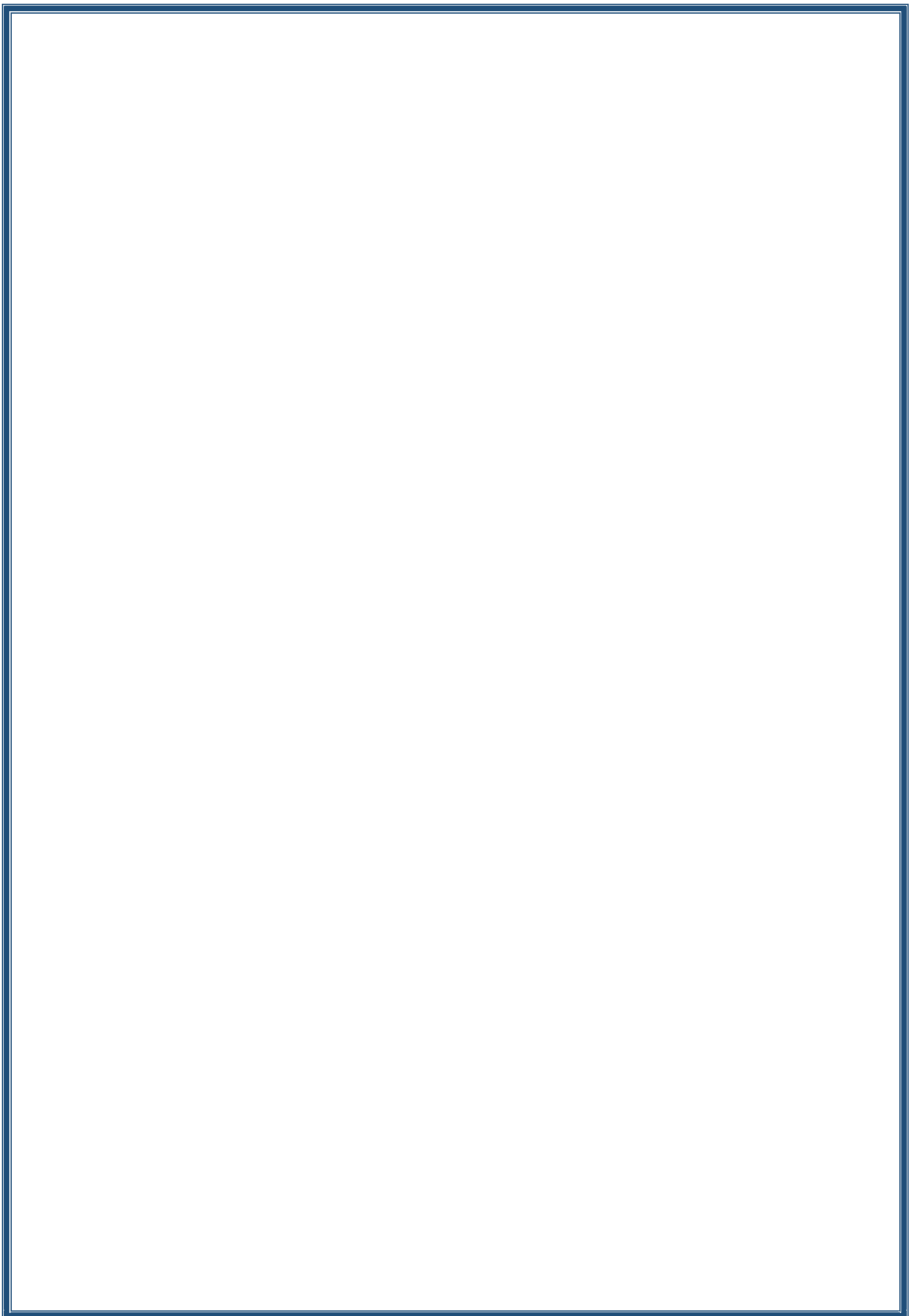
*Secretary - International Affairs, PHDCCI*

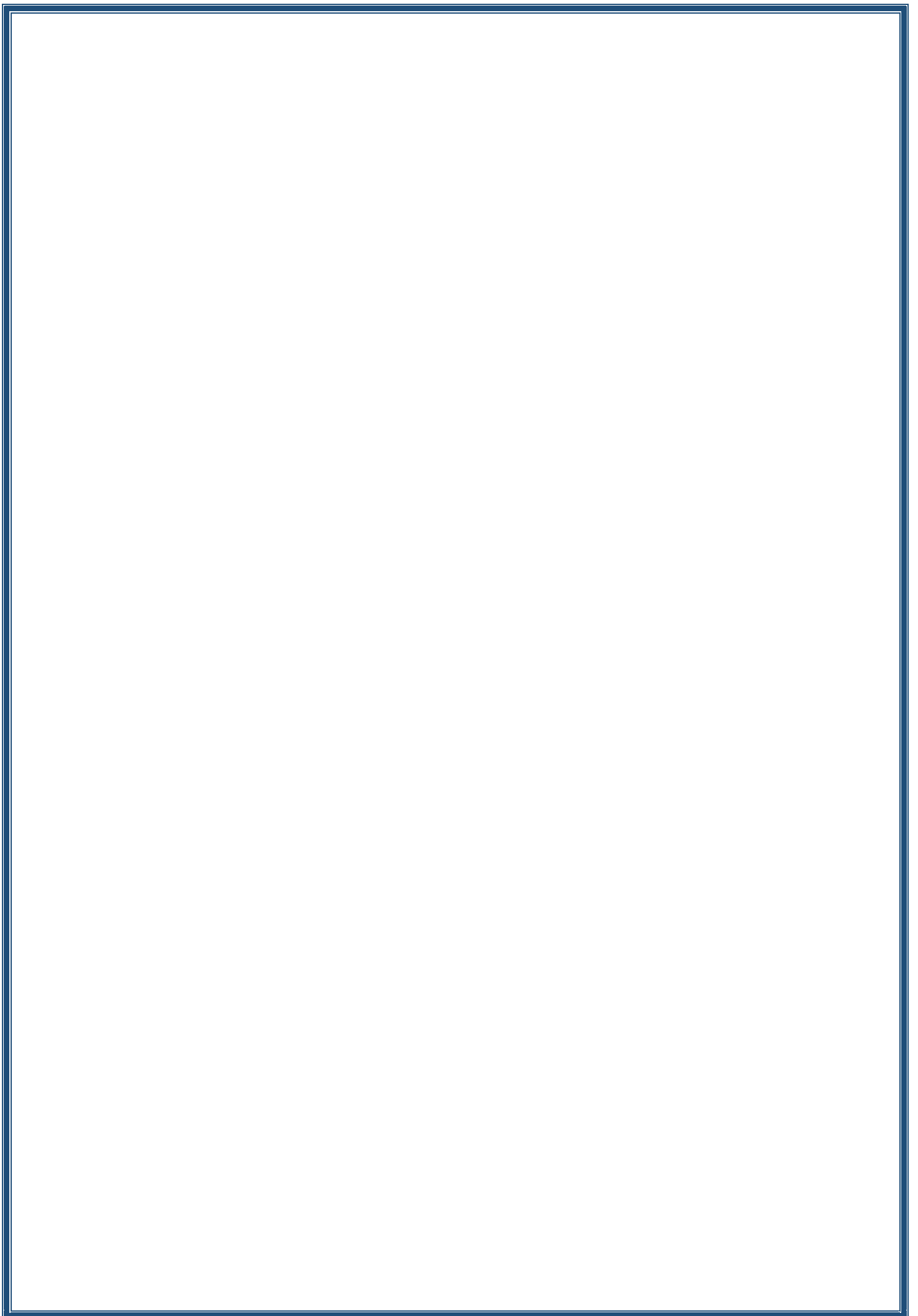
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**Business Profile:** PHD Chamber of Commerce and Industry (PHDCCI) has been working as a catalyst for the promotion of Indian industry, trade and entrepreneurship for the past 116 years. It is a forward looking, proactive and dynamic PAN-India apex organization. As a partner in progress with industry and government, PHDCCI works at the grass roots level with strong national and international linkages for propelling progress, harmony and integrated development of the Indian economy. PHDCCI, acting as the “Voice of Industry & Trade” with a large membership base of 1,50,000 direct and indirect members consisting of large, medium and small industries, has forged ahead leveraging its legacy with the industry knowledge across multiple sectors to take Indian Economy to the next level. At the global level, we have been working with the Embassies and High Commissions in India and overseas to bring in the International Best Practices and Business Opportunities.







**PHD CHAMBER**  
OF COMMERCE AND INDUSTRY

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### *“Voice of Industry & Trade”*

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