

Access India Initiative Italy

The Program



Initiative Promoted by



Embassy of India
Rome, Italy



भारत सरकार
GOVERNMENT
OF INDIA

Main Partner



INVEST INDIA
NATIONAL INVESTMENT PROMOTION
& FACILITATION AGENCY

knowledge Partners



CROSSBORDER
BUSINESS
CONSULTANCY



Audit • Tax • Legal • Advisory

About the Access India Initiative (All) - Italy



The Concept

The **Access India Initiative (All)** promoted by The Indian embassy in Rome and the Indian Government, is a strategic twelve-month program composed of several Roadshow, webinars and workshops around Italy to promote economic relations between India and Italy. The initiative, which falls within the broader national **Make in India program**, aims to give a significant acceleration to business and economic-commercial development between Italy and India.

The All program intends to **support Italian companies to better understand the characteristics of the Indian market and provide them with a platform** of professionals and government institutions that can assist them in their first steps to accessing the market.

The Embassy of India in Italy has selected WINH and UJA Global Advisory as knowledge partners for the 2023 program.

The Objectives

01

Promote

Assist Italian companies interested in India to understand the opportunities offered by the market;

02

Support

Provide companies with all the tools needed to evaluate commercial or industrial investment in India

03

Facilitate

Create structured relations between Italian and Indian institutions able to facilitate the realization of market entry projects into India.

Make in India

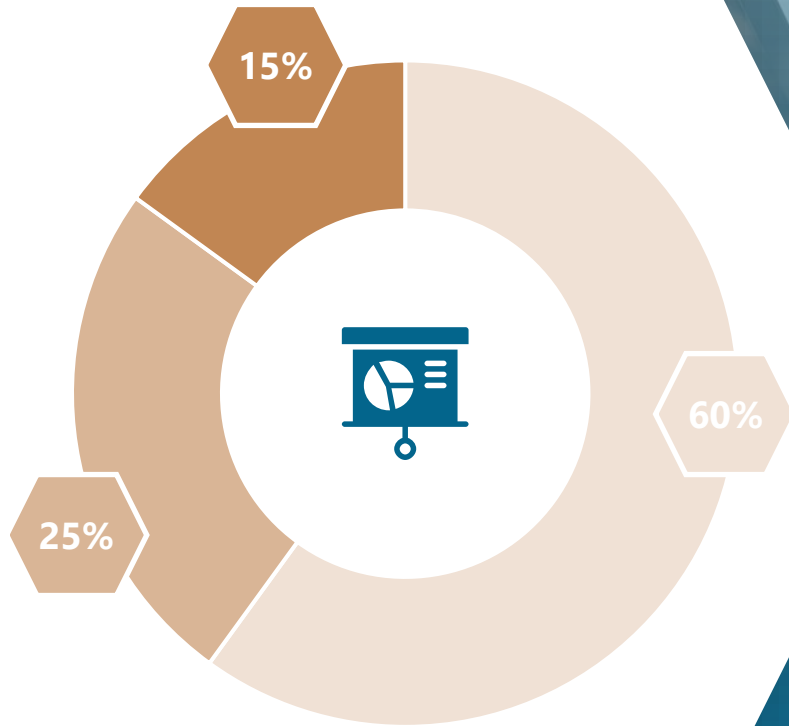


Launched by PM Modi in 2014, the **Make in India** campaign aims to facilitate investment, foster innovation, enhance skill development, protect intellectual property & build best in class manufacturing infrastructure.

The objective is to attract companies from around the world to establish their manufacturing in India.

Through the Make in India Campaign the Governments intends to guide development towards a model of high production intensity & transform the Indian economy into an industrial hub for the world.

Target Audience



All aims to target companies, Industrial Associations/Federations & Regional administration in Italy



The program is addressed to owners, CEOs, Board members, institutional relations, commercial/export/area managers of the above stakeholders in order to target the following companies:

Group 1: SMEs that want to open production facilities. This group will have full access to the program.

Group 2: SMEs already engaged in import-export operations with India. Only those companies with a long-term strategic vision and aiming to create on-site facilities will have access to the program.

Target Sectors



**Start Ups &
Finance**



**Biotechnology
and Medical
devices**



**IT &
AI**



**Textile &
related
machinery**



**Automotive
& Suppliers**



**Energy &
Renewables
Sector**



**Food
Processing,
Agro & Cold
Chain**



**Leather
processing
machinery**



**Infrastructure
& Railway**



**Gems and
Jewelry**

Services offered by the All Program

Informative Events & Webinars



Kick off event
Events organized with industria Associations specific to selected sectors
Informative webinars

Operational Workshops



Workshops on specific topics including Taxation, negotiation & sales strategies, Experience sharing

Preliminary information & Assistance



New All website with preliminary information, news and contact details to get in touch with the UJA & WINH team in Italy and India

Institutional Network



Easy access to Indian institutions in Italy and in India including the Embassy of India in Italy and Invest India

Personalized Market Entry Support



Personalized market entry services to support your company with B2B meetings, legal, fiscal and strategy advisory

Why Join The Access India Initiative



1

Gain a better understanding of the Indian market, its trends and dynamics

4

Be handheld in your entry in the Indian market by qualified and experienced internationalization professionals & advisors

2

Gain privileged access to an institutional network capable of facilitating investments and business in India

5

Grow your business expanding & consolidating your presence in India

3

Expand your network internationally and in India

6

Access to selected professionals that can support you in managing your investments in India post entry



Competencies

Market Entry and Doing Business in India

- Pre-entry Services
- Incorporation Setup & Entry
- Setup & Entry Services

SME Advisory

- Market Opportunities & Growth Strategies for Global SMEs
- Market Opportunities & Growth Strategies Indian SMEs

Business Consulting

- Corporate Advisory
- Financial Advisory
- Strategic Consulting
- Marketing and Branding
- Digital Marketing
- Human Resource Management

Mergers & Acquisitions

- Identifying Potential Synergies
- Target / Buyer Evaluation
- Deal Advisory - Joint Ventures / Amalgamations / Demergers

Taxation

- Direct Taxation
- Representation before Tax Authorities
- Taxation of HNI's and NRI's
- Indirect Taxation
- Foreign Trade Policy Matters

Audit & Assurance

- Statutory Audit
- Tax Audit
- Transfer Pricing Audit
- Internal Audit
- Management and Operational Audit
- Process Audit
- Investigative and Forensic Audit
- Information Systems Audit

International taxation & Transfer Pricing

- Analysis of Tax Treaties & Bilateral Agreements
- Cross Border Taxation
- Expatriate Taxation
- Transfer Pricing

Legal Services

- Corporate and Commercial Law
- Dispute Resolution
- Intellectual Property Rights
- Labour and Employment Laws

Project Management

- Greenfield Project
- Temporary Management
- Go - To - Market (GTM)



PROMOTING MAKE IN INDIA IN ITALY

Thank You



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