



**Europe India Chamber of Commerce
Trade and Investment Partnership Summit (TIPS) 2020
"EU-INDIA – OPPORTUNITIES FOR SDG AND GROWTH UNDER COVID
TRANSFORMATIVE ORDER"**

16 DECEMBER 2020 (WEDNESDAY) 1:00 PM TO 2:30 PM (CET)
VIRTUAL CONFERENCE

Opening of the Summit

13.00 hrs – 13.10 hrs

Official Opening Address

- **Welcome by Dr. Ravi K Mehrotra, CBE**, Chairman EICC & Executive Chairman, Foresight Ltd. UK.
- **Opening words by His Excellency Ambassador Santosh Jha**, Ambassador of India to Belgium, Luxembourg and the European Union.

Session 1: EU-INDIA – OPPORTUNITIES FOR SDG

Spain-India trade lessons from women leadership in SMEs led economies. Special round table with women entrepreneurial leaders in Spain – India. Walks of life and lessons learned to be shared

13:10 hrs – 13:50 hrs

EU-India economic relations in the form of bilateral investment and trade constitute the most important element in EU-India bilateral relations. Today more than ever before conforming to the unsustainable development goals is a must, and out from that space we wanted to bring the gender equality goal in women entrepreneurship and investment. Both the European Commission and the Government of India will have to make every effort to capitalise on opportunities to give fresh vitality to the European and Indian economies and move rapidly to a total women inclusive technological driven economies.

We bring here examples from women led SMEs or associations related to accelerating this inclusion in Spain and India.

- *Moderated by: **Ms. Regina Llopis**, Vice Chairman of EICC Board, President of Group AIA, President of WA4STEAM, VP of AEBAN and IWEC Global Ambassador.*
- ***Ms. Mukta Nandini Jain**, Chairperson of Cacci Women Entrepreneurs Council- CWEC. Past President FICCI-FLO. Senior Consultant with the Indian Ministry of Women & Child Development.*
- ***Ms. Elisabeth Trallero**, CEO Congost Plastic, S.A., Honorary Consul Consulate of Guatemala at Barcelona, CEO SMILING.*
- ***Ms. Harjinder Kaur Talwar**, CEO & Managing Director Comvision India, Imm. Past President, FLO, IWEC Global Ambassador.*
- ***Ms. Neha Kamani**, Founder of Seven Hats Consulting.*



Summary of trade between Europe and India

13:50 hrs – 13:55 hrs

Summary of trade between Europe and India from EUROSTAT data.

Session 2 - Post-Pandemic Future - EU and India in the new world order. Expansion of the organization and European and Indian endurance during COVID. Featuring special presentation of our new member country Poland. Impact of COVID in Europe and India

13:55 hrs – 14:25 hrs

The pandemic has brought EU and India to an inflection point. The world will have changed by the time the crisis recedes, but people of EU and India will continue to be what we have always been — relentless in our search for wealth and power, both within nations and without. On the international front, nations will continue to strive for strategic advantage in furthering their interests and constrained by realpolitik in striving for the common good. Countries like EU and India that emerge in positions of relative economic advantage will present competing visions for the post-pandemic world order. Signals from business and markets in the two continents may still be mixed but, as economies begin to transition into the next phase of the coronavirus crisis, we're starting to catch glimpses of what the post-pandemic world might look like. How we deal with it will determine our place in the future world order. In any post-pandemic world order that emerges, will we emerge as part of the problem or as part of the solution? Will we emerge weaker or stronger as a nation?

- Moderated by: **Ms. Rita Ribeiro**, Assistant Professor at Católica Porto Business School.
- **Mr. Jerzy Kwiecinski**, Fmr Minister of Investment and Economic Development among other Ministries (2019), Fmr Chairman of PGNIG (Leader in the Polish natural gas market) 2020.
- **Mr. Adam Pustelnik**, Deputy Mayor of Lodz City.
- **Mr. Viresh Prashar**, Exec Chair & CEO Fruitfal.
- **Mr. Saurabh Mishra**, Founder and managing partner at Farmantra S.L.

Closure and farewell

14:25 hrs -14.30 hrs

Closing Remarks

Dr. Ravi K Mehrotra, CBE, Chairman EICC & Executive Chairman, Foresight Ltd. UK.

Mr. Jorge Martí, Board Member EICC, Partner Uría Menéndez.



Panelists-Speakers

In program order of appearance



Ravi K Mehrotra, CBE, Chairman EICC & Executive Chairman, Foresight Ltd. UK

Dr. Ravi Kumar Mehrotra, CBE Founder and Visionary

Ravi Kumar Mehrotra (RKM) was born on the 28th of May 1943 in the city of Kanpur, Uttar Pradesh, India. He graduated as a marine engineer in 1964 from Calcutta Marine Engineering College, and joined the Shipping Corporation of India (SCI) as a marine engineering officer; his first full time employment position. He was part of the initial team that took SCI from just a few vessels to 150 ships by 1974, having been promoted to management in 1971.

Ravi Kumar Mehrotra, CBE is the founder of Foresight Limited, which in just 36 years has grown from a one man start-up in Shipping to a global Group with 5 verticals in Shipping, Oil Drilling, Oil Exploration, Shoe Retailing in India under the brand name 'Pavers England' and Hospitality in China. A conglomerate with a market value of US\$1.25billion.

Ravi Kumar Mehrotra is a dual resident of the UK and Dubai and deemed domiciled in the UK since the 6th of April 2017. He is a member of the Lloyds Registrar Shipping Committee and is on the committee of the American Bureau of Shipping and DNV-Norway, three leading ship classification services of the world. Furthermore, he is also the Chairman of the European Indian Chamber of Commerce headquartered in Brussels-Belgium, Visiting Faculty of the Cambridge Academy of Transport, and is a noted speaker at international conferences on issues of shipping and business. He is also an authority on anatomy of ship financing.

Awards and Achievements

1. In 2006 RKM was awarded his Honorary Commander of the Most Excellent Order of the British Empire (CBE) by her Majesty Queen Elizabeth II in recognition for his services to the international shipping industry, and
2. In 2010 he was included in Lloyd's list of the top 100 most influential people in the global shipping industry.
3. In 2014 he was awarded Lloyd's List Lifetime Achievement Award for his contribution to the Maritime Industry.
4. In 2016 he was also awarded with another Lifetime Achievement Award by Seatrade. For the first time in history of shipping industry the same individual has received Lifetime Awards from the top two news agencies of the shipping industry.
5. He was also conferred as an Honorary Industrial Doctorate from Aries International Maritime Research Institute in Dubai.
6. Royal Holloway University of London is conferring a Honorary Doctorate to him in July 2020.



His Excellency Ambassador Santosh Jha, Ambassador of India to Belgium, Luxembourg and the European Union

Ambassador Santosh Jha assumed the position of Ambassador of India to Belgium, Luxembourg and the European Union on 17 July 2020.

Prior to coming to Brussels, he was Ambassador of India in Uzbekistan from July 2019 to July 2020. Earlier, from July 2017 to June 2019, he served as the Deputy Chief of Mission at the Indian Embassy in Washington DC with a personal rank of Ambassador.

Ambassador Jha also has the pleasure of serving at the Indian Embassy in Brussels earlier from 2010 to 2013, when he was the Deputy Chief of Mission. During this time, he also had the distinction of serving as Charge d' Affaires from January to September 2012.

Between 2013 and 2017, Ambassador Jha headed several Divisions in the Ministry of External Affairs (MEA). From July 2013 to September 2014, he headed the MEA Division for Human Resources and Management Affairs. From October 2014 to April 2015, he headed the MEA Division for relations with Western Europe and the European Union.

From April 2015 to July 2017, he headed MEA's Policy Planning Division, in which capacity he helped rebuild the Division into an institution capable of responding to India's growing global engagements. During this time, he was also closely associated with formulation of key Indian foreign policy initiatives and for establishment of a number of strategic dialogue forums, most notably the globally reputed RAISINA Dialogue in New Delhi. During this period, Ambassador Jha also handled matters related to Counter Terrorism and Cyber Security, and in 2016-17, represented India at the meeting of UN Group of Governmental Experts (UNGGE) on Development in the Field of Information and Telecommunications in the context of International Security.

In addition to the above, Ambassador Jha has served in different capacities at Delhi (2004-2007) and at Indian Missions in Moscow (1995-1998), Vladivostok (1998-2000), New York (2000-2004), and Colombo (2007-2010). Between 2004 and 2007, assigned to the Americas Division of the MEA, Ambassador Jha served as a member of the negotiating team for the India-US nuclear agreement and was closely associated with the development of India-US relations, in particular, in the fields of space, nuclear, defence and high technology. Ambassador Jha has the experience of serving as a member of negotiating teams for Free Trade Agreements (FTA) with Sri Lanka and the European Union respectively. He is also credited with helping erect the architecture for development cooperation between India and Sri Lanka following the end of civil conflict in that country in 2009.

Ambassador Jha holds a Master's Degree in History from the University of Delhi. He speaks English, Russian, Hindi and Maithili.

He is married and has a daughter and a son.



Ms. Regina Llopis, Vice Chairman of EICC Board and President of Group AIA

Vice chairman of EICC Board. Aplicaciones en Informática Avanzada and Group AIA's Founder and President. President of WA4STEAM (Women Angels for STEAM). Vice President of AEBAN 2019-2021 (the Spanish Association of Business Angels Networks). Member of the Advisory Council for Science, Technology and Innovation of the Government of Spain. Member of the Advisory Council National Pact for the Knowledge Society of the Catalonia Government. Global Ambassador & Board Director IWEC. Boards of Non-Listed companies and SMEs in EUROPE & US. Regina has received numerous awards for her leadership and entrepreneurship. Ph.D. in Mathematics from UC BERKELEY, PADE Executive Training IESE Business School.



Ms. Mukta Nandini Jain, Chairperson, CWEC. Past President, FICCI-FLO.

Mukta Nandini Jain lives with her family in New Delhi, India. She belongs to an old family of entrepreneurs engaged in diverse businesses. She, herself, serial & successful entrepreneur strongly believes in the economic empowerment of all women. She has constantly worked for the economic growth of women in her country & in other parts of the world as the Chairperson of The Confederation of Asia Pacific Chamber of Commerce & Industry Women Entrepreneur Council headquartered in Taiwan and also when she was President of The FICCI Ladies Organisation in 2006/7. She is also one of the founder members of the prestigious IWEA Awards. In 2015-17 as Senior Consultant with the Indian Ministry of Women & Child Development had set up Mahila E Haat -the direct online market place for women in the unorganised sector, micro businesses & Self Help Groups from all over India

The Confederation of Asia-Pacific Chambers of Commerce and Industry (CACCI) was established in 1966 to provide a forum for examining, crystallizing and consolidating the views of Asian and Western Pacific enterprises on issues of common interest; for promoting intra-regional trade and investments; and for enhancing regional economic growth. With membership from 27 countries, it cuts across national boundaries to link businessmen and promote economic development throughout the Asia-Pacific region. Cacci women Entrepreneurs Council was formed in 2006 as one of the Product & Service Council of Cacci CWEC specifically promotes economic empower development. Cacci - WEC works towards creating gender equality & equal opportunities for business & growth for women.

Due to continuous and consistent efforts Cacci Women Entrepreneur Council has become an effective forum for examining, crystallising & consolidating the views of women led enterprises & for promoting intra - regional trade & investments for women and for closing the inequality gap across the world of business , education , wealth & access to opportunity . FICCI - FLO was established in 1983 as the women's arm of the oldest business chamber of commerce in India: The Federation of sundial Chambers of Commerce & Industry. With its headquarters in New Delhi FICCI - Flo has a strong and active base of over 8000 female Entrepreneurs.

With the strong belief in the wisdom & words of Swami Vivekanand "there is no chance in the welfare of the world unless the condition of women is improved. It is not possible for a bird to fly with one wing", FICCI - FLO have jointly initiated the Greater 50 movement for a complete & inclusive growth of women from all sections & sectors of society. As co - Convenor she has the privilege of being part of the mentor ship committee @ Greater 50.

Through the family foundation she helps in enhancing the existing skills of women in micro enterprises and motivates older women to restart enterprises of their own and take their chances of being economically productive once again. Rest of the time she spends with her family & 3 grandchildren aged 19, 16 & 6.



Ms. Elisabeth Trallero, CEO Congost Plastic, S.A., Honorary Consul Consulate of Guatemala at Barcelona, CEO SMILING.

Economist, MBA, speaks fluently seven languages (English, Spanish, French, Italian, Catalan, German and Portuguese), has 38 years' experience in management in industrial, high consumption and services companies. She worked for 10 years in Marketing in multinational companies (CLOROX, CINZANO, PERNOD RICARD, SEALY). Currently, CEO of family owned companies, including Congost Plastic, a Spanish leading company manufacturing and distributing industrial plastic products for maintenance (www.congost.com), already selling in more than 40 countries. Global Marketing and International Business Professor. Board member of MUTUA UNIVERSAL and other established companies and institutions in the country like Centro Español de Plásticos (CEP). Vocal in the Board of Directors of the French Chamber of Commerce in Barcelona. Also, member of the Board of AFAEMME, and member of WOMENALIA and EWMD in Spain, and the IWF and WIN internationally.



Ms. Harjinder Kaur Talwar, CEO & Managing Director Comvision India, Imm. Past President, FLO, IWEC Global Ambassador

Ms. Kaur has 20 years of successful business experience. She is a dynamic, result-oriented entrepreneurial leader with a strong track record and the ability to resolves complex issues and to motivates staff to live up to their maximum potential.

She is CEO and Managing Director of Comvision (India) PVT Ltd. and Comvision Q Free, both leading companies in system integration, e-governance, and hardware/software solutions for automated toll management. Ms. Kaur founded her \$5.0 million business in 1995 in India. In the last 21 years, she has provided one stop shop for IT solutions in e-governance as well as intelligent transportation.

She has received recognition in India Today being listed among the "Top 10 Women CEO's of India" and "India's Most Deserving Men & Women." Ms. Kaur is also an ex-YFLO Chairperson, Hyderabad Chapter and a Governing Board Member of FICCI.



Ms. Neha Kamani, Founder of Seven Hats Consulting

Experienced Chief Executive Officer with a demonstrated history of working in the education management industry. Skilled in Banking, Treasury, Capital Markets, Management, and Private Equity. Strong business development professional with a Master of Business Administration (MBA) focused in Finance, General from Columbia Business School and a B.A., in Mathematics from the University of Pennsylvania.

Seven Hats has a special Entrepreneurs Sounding Board for aspiring entrepreneurs wanting to work on their business ideas. We work with clients and companies from all over the world.



Ms. Rita Ribeiro, Assistant Professor at Católica Porto Business School

Assistant Professor at Católica Porto Business School, teaching operations management and strategy areas since 2004. Associate dean for Quality and Internationalization at Católica between 2013-2019. PhD in Management at Universitat Pompeu Fabra, Barcelona (2004), with a thesis in the area of logistics and distribution management. MSc in Management at Universitat Pompeu Fabra, Barcelona, 1999. Graduate in Management and Business Administration Universidade Católica Portuguesa 1998. Founder of Indera consulting where she is an economic and business consultant.



Mr. Jerzy Kwieciński, Frmr Minister of Investment and Economic Development among other Ministries (2019), Frmr Chairman of PGNiG (Leader in the Polish natural gas market) 2020.

Dr Jerzy Kwieciński, former high Polish government official, European Commission employee, CEO of the biggest Polish manufacturing company, entrepreneur and academic. Expert in strategic planning, regional policy, innovation, business organisations, public-private partnership, the functioning of the European Union, EU-funded programmes, public administration, non-governmental sector. An expert of the World Bank, UNDP, UNGC, the European Commission, business organisations and others.

Since January till October 2020, he had been CEO of PGNiG, the leader in the gas sector in Poland. During his term, PGNiG moved from 7th to 2nd position by capitalisation amongst the Polish listed companies and became the biggest Polish manufacturing company by capitalisation and by income. PGNiG became also the company generating the highest incomes in Poland. The company also became the highest CIT payer in Poland.

From November 2015 to November 2019, he served in the Polish government First as the Secretary of State and the First Deputy of the Deputy Prime Minister Mateusz Morawiecki. Then since January 2018, he had been the Minister for Investment and Economic Development and then Minister for Finance, Investment and Economic Development. He was responsible for strategic planning, for coordination of socio-economic policy and investments, including EU funding, for construction sector and finances. During his term the GDP growth increased from 3 to 5% and maintained then for three consecutive years, and was one of the highest in the EU. The unemployment rate (BAEL) decreased from 6 to 3% and became the 3rd lowest in the EU. The indebtedness of Poland decreased from 55 to 47% in relation to GDP. Poland became recognized by the World Bank as one of the two countries (besides South Korea) that moved from middle to high income group of countries that did it in less than 15 years.

He served as Deputy Minister of Regional Development in the years 2005 – 2008, being responsible for the preparation of National Development Strategy 2007-2015, National Cohesion Strategy 2007-2013 and EU-co-funded operational programmes. He was the chief negotiator in Poland-EU negotiations. He was responsible for coordination of the socio-economic policy of the government and for management and co-ordination of EU-funded programmes. During his term the GDP growth increased from 3 to 6% after one year, and then to 7%.

In the years 2004-2005 and then 2008-2015 he had worked as an entrepreneur and start-ups' founder for many firms in different sectors. He run a consultancy company, European Centre for Enterprise, which became one of the leaders in the financial services consultancy firms. He also established and was President of a NGO, the Foundation - European Centre for Enterprise.

He also worked for the European Commission for almost 12 years (1992-2004) when he assisted Poland-EU negotiations on accession and managed 50 EU-funded support programmes for Poland. Poland successfully joined the European Union on 1st May 2004 with 9 other European countries.

He was an academic and researcher in Warsaw University of Technology in the years 1985-1992 and served as Visiting Professor in Brunel University in London in 1991.

He holds PhD and MSc degrees in materials science and engineering from the Warsaw University of Technology, the best Polish technical university. He received a Diploma in Management for Executives from Warsaw School of Economics (SGH), the best Polish business school. He also completed a 2-year international MBA study for executives from the consortium of European universities.



Mr. Adam Pustelnik, Deputy Mayor of Lodz City.

Adam Pustelnik is the First Deputy Mayor of the City of Łódź. His responsibilities cover in particular such areas as urban planning and architectural and construction administration as well as economic development and international relations.

For several years, Adam develops actively the cooperation with investors in Lodz, the third largest city in Poland - the fastest growing country in Europe. He worked in close cooperation with Indian business and played a key role in facilitation of economic relations between Indian and Polish business. After a brief stint in the private sector, he recently returned back to the public sector, to his city of Lodz, as Deputy Mayor. He is now in the process of revolutionizing the way local government can obtain financing for its projects from the market, the way it can attract investors and promote itself towards them. Companies from India and from the EU/UK are crucial partners in this journey.

In November 2020, Adam was recognised by the Europe India Centre for Business and Industry (EICBI) as one of the Top 40 under 40 Europe India Leaders (#EuropeIndia40).



Mr. Viresh Prashar, Exec Chair & CEO Fruiffal

25 year Silicon Valley veteran. 4th startup involvement - 2nd as founder. 10 years at Oracle Corporation running various global teams and product initiatives. Passionate about startups, building/motivating teams and bringing innovations to market. Strong believer in India and the massive opportunity for innovation and technology to modernize its agriculture sector.

Currently, leading Fruiffal team of 18. Driving strategy and execution. Organizing next stage growth financing and building various advisory boards.

Masters in electrical engineer from Johns Hopkins. MBA from IESE Barcelona



Mr. Saurabh Mishra, Founder and managing partner at Farmantra S.L.

Saurabh is the founder and managing partner at Farmantra S.L. His areas of expertise include corporate finance, valuation, risks and decision under uncertainty.

He works as Interim CFO for young biotech/med-tech companies and assists the CEO on making critical decisions using both financial and non-financial metrics. Having worked with several young life sciences companies in the areas of finance, he provides a strong financial perspective to the strategic decisions taken by the Board and intends to position himself as a Value Integrator to the CEO to drive long term growth of the company. He leverages his insights on risks – both systemic and Individual to advise biotech companies developing COVID-19 drug.



Jorge Martí, Board Member EICC, Partner Uría Menéndez

Jorge Martí joined Uría Menéndez in 1991 and was made partner in 1996. He opened and headed the firm's London office from 1991 to 1996.

His main practice areas are corporate, banking and finance, and M&A. With more than 20 years of experience advising on the banking sector, energy and industry in its international expansion, in mergers and acquisitions and business collaboration projects as well as the financing and refinancing of companies operations. He has advised substantial groups in designing its international strategy. He has been actively involved in complex processes concerning family business groups, designing its structures to remain together as well as rationalise the succession of the family business.

Relevant experience projects' selection: Saudi Arabia Basic Industries Corporation (SABIC) on the acquisition of GE's plastic business (approx. USD 1,1000 million); AES on the construction, rollout and financing of a Combined Cycle Power Station (CCGT) of 800 MW in the Spanish Mediterranean coast: Investment and divestment in the insurance sector in Spain by Standard Life, general insurance and other sectors and Lubasa/Obinesa Group on its refinancing (EUR 1,500 million)



Mr. Sunil Prasad, Secretary General EICC. Brussels

Sunil Prasad is an Alumni of the International Institute of Labour Studies (Switzerland). He briefly worked for Miners' International Federation headquartered in London. He has worked in the Brussels based world's largest trade union organization, the International Trade Union Confederation – ITUC (formerly the International Confederation of Free Trade Unions - ICFTU) since 1986 as Head of Asia, Pacific and the Commonwealth Affairs Desk. As founder President of the Global Organizational of People of Indian Origin (GOPIO) Belgium Chapter, Sunil Prasad has given a new direction to the 14,000 strong Indian community in Belgium about their importance in the multi-polar world. Sunil Prasad is the founder Secretary General of the Europe India Chamber of Commerce (EICC). Sunil Prasad is playing an important role in lobbying with the Members of European Parliament on issues that affect EU-India relations. Through business events organized on the platform of EICC for last several years in Brussels, Sunil Prasad has brought the attention of European Government and its institutions, the global importance of India for Europe.



Mr. Gour Saraff, Managing Director EICC Spain Chapter

Adjunct Professor EAE Business School Since 2013. Associate Dean United International Business Schools among many other positions at education institutions. Founder of startups in 6 countries with comprehensive global entrepreneurial, business experience within technology and venture capital environments. Extensive business creation expertise in US, UK, East Europe, Russia, Ukraine, Spain and India. Record breaking and award winning Professor; taught more than 55+ subjects in international business, marketing and finance across the world. Author "Dos cocinas complícés" a personal cross cultural adventure on blending Indian spices with Spanish cuisine. Speaks English, Spanish, Russian, Hindi, Bengali, and Rajasthani.



Summit Organizing Committee

EICC

Ravi Mehrotra - Chairman
Regina Llopis - Vice chairman (Committee Leader)
Jorge Martí – Board Member
Sunil Prasad - Secretary
Gour Saraff – Representative of EICC Spain

TIPS 2020 Collaborators

Sonia Juárez - Panelists relations
Miriam Cordero - Program Content, Attendants Invitations and Survey
María Ángeles Fernández - Platform provider management and Q&A and registration