

Tear down market access obstacles in India

Five years on from the inauguration of EBTC – the European Business and Technology Centre which aims at facilitating access to India for European companies – EUROCHAMBRES deeply regrets that European businesses still face substantial challenges when entering and expanding on the Indian market. It thus calls upon the European Commission to liaise with the Indian Government in order to bring down these impediments.

Common market barriers are:

- A weak enforcement of the regulatory framework with mixed performance across different Indian States;
- A mismatch between standards, specifications and testing procedures, or a clear lack of them, causing delays in project execution, management and completion;
- An outdated system of sales tax administration, registration and issuance of licenses and permits;
- Adverse procurement conditions such as delays in the awarding of contracts, government monopoly in certain sub-sectors and non-uniform qualification criteria.

“At a time when export-oriented European employment is calculated to generate as much as 30 million jobs, the EU needs to assist business in overcoming barriers to trade and beef up its commercial diplomacy to secure its market share in emerging economies,” said Arnaldo Abruzzini, Secretary General of EUROCHAMBRES. *“With India specifically, the existing market obstacles have to be torn down in the framework of the Free Trade Agreement negotiations or as part of other bilateral meetings between administrations.”*

“EBTC provides concrete support to overcome some of these barriers, in particular in the cleantech-related sectors, where it has developed over the past five years state of the art expertise, recognised both by Indian and EU businesses,” added EBTC Director Poul V. Jensen.

About EU-India trade

India currently occupies the 134th place on the Doing Business ranking of the World Bank. Whereas the value total value of India’s imports from the EU grew in absolute terms from EUR 29.7 billion in 2008 to EUR 42.4 billion in 2012, the EU’s relative market share in India reduced from 10% to 8.1% over the same period.

About EBTC

Co-funded by the European Union and coordinated by EUROCHAMBRES, the European Business and Technology Centre (EBTC) was launched in 2008 with the objective to become the reference point for promoting European clean technologies in India. Its ambition is to turn the challenges in India posed by climate change into opportunities for European businesses with innovative technology solutions, specifically in the sectors of biotechnology, energy, environment and transport.

The two publications released on the occasion of EBTC’s 5th anniversary can be downloaded via the following links: [EBTC’s 5 years achievements](#) ; [Doing business in India in cleantech sectors](#)

Further information: Mr Philippe Adriaenssens, Tel. +32 2 282 08 86, adriaenssens@eurochambres.eu
Press contact: Ms Guendalina Cominotti, Tel. +32 2 282 08 66, cominotti@eurochambres.eu

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