



ورقة عمل حول

# آفاق التعاون الإقتصادي العربي الهندي

مقدمة من

الأمانة العامة لإتحاد رجال الأعمال العرب

الى الاجتماع التحضيري

للمؤتمر العربي الهندي الثالث للشراكة والإستثمار

ابوظبي - الإمارات العربية المتحدة



**Prepared by Federation of Arab Businessmen  
THE FIRST PREPARATORY MEETING FOR THE  
THIRD ARAB- INDIAN PARTNERSHIP CONFERENCE  
ON INVESTMENT**

**PREAMBLE**

This conference comes in the light of current global and regional economic conditions which are characterized by a financial crisis in Europe, rising oil and food prices worldwide, difficult economic situation in America and the decline in rates of economic growth in most Arab countries because of the exceptional political conditions experienced by some of them and others are still in the process of turmoil. Such conditions do not seem to stabilize in the near future. On the other side, India is having one of the most emerging economies. India's economy is developing and achieving remarkable growth rates and positive economic indicators in most sectors. The Arabic and Indian sides have favorable and feasible opportunities for cooperation in so many sectors the most important of which are trade, industry, energy, information technology and agriculture in a complementary sense. Also, there are many challenges facing the two sides which need to be addressed through the two parties' cooperation.



The volume of trade between India and Arabic world came to \$ 120 billion in 2010 and it is estimated to reach \$ 150 billion by 2012. More than 70 percent of the India's imports of oil and gas come from Arab countries. On the investment side, Indian investments in the Arab world amount to \$ 6 billion. These Investments are expected to reach in the Arab region more than \$ 32 billion over the next few years. Arab investments in India amount to \$ 2 billion in addition to 4 million Indians working in the Arab world and transferring more than \$25 billion to their country.

### **Mission of the conference**

This conference is a continuation of the previous conferences in the series and the efforts of the Indian-Arab cooperation. Therefore, many efforts should be exerted to make this conference successful and come out with fruitful results which can be applied on the ground in a way that consolidates, deepen and strengthen the Arab-Indian cooperation and addresses the problems and challenges facing this cooperation.



## **SUGGESTED AGENDA OF THE CONFERENCE**

The conference undertakings will be organized as follows:

### **OPENING SESSION:**

- 1- Speech of the Emirates Official Representative
- 2- Speech of H.E. Secretary General of the League of Arab States.
- 3- Speech of the Indian Official Representative.
- 4- Speech of H.E. Hamdi Tabbaa, Chairman of Federation of Arab Businessmen.
- 5- Speech of Chairman of Federation of Arab Chambers of Trade, Industry and Agriculture.
- 6- Speech of the Representative of the Indian private sector (FICCI).

### **Dialogue and discussion sessions and workshops:**

- 1- Second session: workshops on sectoral investment:

The long established economic relations between India and the Arab World proved that there are a huge number of viable investment opportunities in



various promising sectors of economies of both sides. This conference will open new horizons for investment opportunities and encourage reciprocation and location of more investments among both sides.

**a) Mining and downstream industries, chemicals and fertilizers:**

India is traditionally a net importer from the Arab world for mineral products such as phosphate, potash and sulfur, steel and other products. India has investment partnerships in this sector in many Arab countries. This sector still have lucrative business and investment opportunities in both areas of production especially in the downstream industries and fertilizers. It is recommended here that India is to emphasize on locating more investments in the Arab countries exporting mineral products instead of importing mineral raw materials.

\* 2 Arabic speakers: .....

\* 2 Indian speakers: .....



## **b) Biotechnology, Pharmaceutical, veterinary and pesticide industries:**

The Indian pharmaceutical industry, which is one of the major manufacturers of multi-source generic drugs, has a broad spectrum of export of pharmaceuticals all over the world.

It is well known that ninety percent of raw materials used by Arab pharmaceutical companies are imported from India, China, and Brazil. The majority of Arab manufacturers produce generic or under- license products, which indicate that Arab manufactures depend mainly on the R&D of foreign companies.

Cooperation in this field should focus on exchanging pharmaceutical experiences, patents, R&D and information in order to develop the drug product for about (223) Arab companies, members of the Arab Union of Pharmaceutical Manufacturers.

There is a huge opportunity for pharmaceutical companies to penetrate the region, especially



after signing the WTO, where multinational companies can easily expand their business by launching new and innovative molecules.

\*2 Arabic speakers: .....

\* 2 Indian speakers: .....

### **c) Agricultural sector:**

India has very rich experience in the agricultural sector by which more than one billion people could be fed. Not only this ,but India exports part of its agricultural production. Arab- Indian Cooperation may be consolidated through individual or joint venture investments in the following areas:

- Plantation of crops and grains such as rice, wheat and tea.
- Herbal, medicinal and pharmaceutical plants.



- Animal raising and husbandry and food and meat processing.
- transfer of expertise and techniques of irrigation systems and the fight against desertification,
- Plantation of forests and pastoral and grazing areas as well as the establishment of nature reserves.
- Manufacturing of agricultural pesticides as well as control and fighting of agricultural pests.
  - 2 Arabic speakers: .....
  - 2 Indian speakers: .....

**d) Education, scientific research and information technology:**

India has an advanced educational system in some specialties on the graduate and undergraduate levels and the information technology as well. India has a group of the best universities in the world such as the Indian Institute of Technology, the Indian Institute of





Science, Indian Institute of Management, and Indian Institute of Medical Science.

Cooperation between both sides may be realized in the following areas:

- Exchange of scholarships for university students, scholars and researchers and study tours.
- Cooperation in the field of scientific research in so many fields such as biotechnology, nanotechnology and renewable energy. Both Arab non-oil producing countries and those oil-producing are interested in the renewable energy especially sun and nuclear energies. Cooperation among Arabs and Indians might be fruitful in these fields.

- Cooperation in the field of information technology and computer manufacturing. India in particular has advanced incubators for information technology in Bangalore and Bombay. In some Arab countries there is an advanced information technology industry



and huge number of IT and computer specialists. Such assets with both sides may produce mutual interests for them.

- 2 Arabic speakers: .....
- 2 Indian speakers: .....