



### **NASSCOM team discusses IT business opportunities in China**

An Indian IT delegation led by industry body NASSCOM discussed business opportunities and cooperation with China's top planning body and IT ministry. This comes as India has been pressing China to open up its huge IT market. Such a step would help reduce the bilateral trade imbalance, which touched \$52 billion last year in favour of China.



The Indian delegation members held two round-table meetings and discussed cooperation in IT sector with officials from China's National Development and Reform Commission and Ministry of Industry and Information Technology. They met officials of Chinese industry bodies such as China Software Industry Association and Beijing Association of Sourcing Service.

The members also visited a Beijing Automotive Group Company unit to understand China's manufacturing capabilities. The Indian embassy had tied up with China's Assets Supervision and Administration Commission of the State Council for the first round-table meeting on Tuesday.

### **Highlights of Roundtable with SASAC owned companies**

NASSCOM hosted roundtable with Centrally-owned State-run corporations. 20 of these large SOE's turned for discussions with 30+ executives from the rank of CIO and CTO. List included: Bank of China, China Electronics Corporation, China Aerospace Science and Technology Corporation CASC, CNPC, Sinopec, State Grid, Shenhua Group, China Unicom, CHINA BAOWU STEEL GROUP CORPORATION, China Ocean Shipping, China Merchants Group, China Resources group, China Academy of Telecommunications Technology, Huawei

- Each of these companies have atleast 3-15K employees that do IT for them besides working with many outsourcing agencies
- They also own bulk of data generated in China for analytics
- 3 companies also presented on the day : State grid, Petro China and Unicon
- Many companies spoke of partnering with the Indian IT sector
- Leader from SASAC has been invited to bring their CIO delegation to India



### **Roundtable with new-economy companies (Non-SASAC companies)**

On 24<sup>th</sup> June another roundtable was organised with new economy companies and the day saw 20 of these companies turn up for the event. Some of the prominent names are – Changan Motor (#2 in China), Didi (bought Uber), Mobike (cycle sharing provider), SAIC, LeCO, Jumore E-commerce, Xiaomi, Dema International Capital (China) Ltd (VC firm that invests in early age startup), SINOVA CAPITAL GROUP LIMITED (VC Firm)..

- 3 of these companies presented ; star of the day was Mobike which is China's latest unicorn
- There were two VC firms who invest in startup and have already made preliminary offers to 2 of our companies in the delegation
- Dema international & Sinova both showed interest in Indian tech startups and offered funding to 2 Indian delegates
- Changan motor: 2<sup>nd</sup> largest in China ; looking at India market ; setting up factory in Pune ; JV with Ford ; have invited them to start R&D centre
- Mobike invited 3 Indian companies –looking at entering India market

### **Meeting with MIIT & NDRC**

- Indian delegation met with MIIT and NDRC on their Smart Manufacturing,
- They shared their plans about “Mass Entrepreneurship and Innovation”
- Opportunities for Indian companies to participate in China given more stress of Manufacturing becoming intelligent was highlighted

### **Showcase at Big data Expo**

- Largest show of Big Data in China, 15K expected participation at the expo
- Vice Premier participated and committed support of Beijing ; 4000+ companies in Guiyang on Analytics side
- Expo had participation from known icons in China viz. Jack Ma, Founder of Tencent, etc.
- Meeting was held with Governor of the province

### **India China sub-forum during big data expo**

- This sub forum was part of the main expo agenda
- There were 150+ people who attended this program
- Program saw speeches by Big Data Authority of Guizhou the highest administration body chief
- NIIT, NASSCOM, Huawei, OneGlobe from delegation and two other local Chinese companies also made the presentation



### **Match making session with 20+ companies in Guiyang**

- NASSCOM with its host partners held workshop where 20+ local companies participated
- All of these companies were from either hardware or software solution side wanting to partner with Indian companies
- 3 companies offered their projects and showed interest to partner with Indian companies
- 2 Venture Capitalists investors also made presentations who invest in early age startup and interacted all Indian delegates.