

# EUROPE-INDIA CORPORATE FINANCE FORUM

Europe India Corporate Finance Forum is a multi-stakeholder platform that provides thought leadership in key areas of finance and co-creates a body of knowledge to support the objective of internationalisation for businesses in Europe and India.

#### FORUM FRAMEWORK

Finance plays a pivotal role in internationalisation as access to finance, knowledge about financial compliances, subsidies, frameworks, models, regulations, and laws is vital for making informed decisions.

The forum is structured as a multi-stakeholder platform guided by an annual workplan with partners from the financial sector to co-create a Body of Knowledge (BoK). The forum compliments and supports core objectives of EBTC, enabling development cooperation and internationalisation for business-to-business collaborations and joint value propositions.



The above depicts the Strategic framework of the forum

## FORUM OBJECTIVES

The forum envisions to provide thought leadership in the financial domain for collaboration and internationalisation between Europe and India. This will be achieved by co-creating a BoK along with the partners through focused knowledge sharing activities.



Business goals can be best supported by creating awareness of opportunities, identification of suitable means of finance and providing infrastructure for growth.

Therefore, the Forum will support the following activities:

- Promote and exchange knowledge and experience within the financial world in a biand/ or multi-lateral context.
- Identify and discuss relevant current topics and future trends within the financial industry.
- To support and guide initiatives for the convergence and harmonization of the European financial markets and the increasing globalisation of economies.

"Finance is a challenge for all enterprises, large and small alike across all sectors and industries. This new forum will tackle this issue in a systematic manner to achieve pragmatic solutions supportive of internationalisation."
Poully lensen Managing Director EPTC

- Poul V. Jensen, Managing Director, EBTC 77



The illustrative Key themes for the support of Body of Knowledge (BoK):

BANKING	<ul> <li>Europe India banking practices</li> <li>Ecosystem of banks and financing companies</li> </ul>
CORPORATE FINANCE MANAGEMENT	<ul><li>Deal structuring</li><li>Transaction management</li></ul>
INTERNATIONAL FUNDING	<ul> <li>Access to finance from Europe, India and others</li> </ul>
SUSTAINABLE FINANCING	<ul> <li>Green bonds &amp; Carbon neutral financing</li> <li>ESG goals for businesses</li> </ul>
GOVERNMENT SUBSIDIES	<ul> <li>Eligibility Evaluation</li> <li>Regulations &amp; compliances wrt availability of schemes</li> </ul>
GLOBAL TAX PLANNING	<ul><li>Tax structuring</li><li>Domestic compliances</li></ul>
FINANCIAL FEASIBILITY	<ul><li>Due Diligence</li><li>Internal audit</li></ul>
STATUTORY REGULATIONS	<ul> <li>Entry barriers</li> <li>Legal &amp; commercial compliances</li> </ul>

The Forum designs a detailed workplan together with the forum partners, focusing on engagement with businesses from Europe and India and co-creating a body of knowledge.

#### WHAT TO EXPECT IN THE FORUM ?

The focused workplan is designed by EBTC in consultation with the forum partners to facilitate the following:



The work plan activities include series of knowledge sharing sessions lead by the Forum partners and coordinated by the Forum Secretariat (EBTC). The Forum activities will engage with Europe-India businesses, business member organizations, governments, commercial and economic diplomats, Academia, forums from India and Europe to jointly contribute for knowledge sharing.

"We look forward to support EBTC in building the body of knowledge which will provide thought leadership to businesses in internationalization and enhance economic activity between India & Europe."

- Gaurav Mehndiratta, Partner KPMG, Forum Knowledge Partner



The feedbacks from the activities will be useful for enhancing the ecosystem for ease of doing business.



The forum coordinates advisory engagements (interactive meetings) with select corporates from Europe and India, looking for Internationalization and joint value propositions.

The BoK co-created by the Partners and the Secretariat is documented and shared with relevant stakeholders as discussion papers (outcomes of the online sessions). As part of the forum visibility activity a blog series is initiated for the partners to contribute and engage with relevant stakeholders.

"Our endeavour is to work with EBTC as a knowledge partner towards the co-creation of thought leadership content for the financial domain. We look forward to partnering with EBTC to further enhance the economic corridor between India-Europe and support the investment, trade flows and economic cooperation."

 Rajat Verma, MD & Country Head, Commercial Banking, HSBC India, Forum Knowledge Partner

### EUROPEAN BUSINESS AND TECHNOLOGY CENTER

EBTC is a project facilitation and advisory company, enabling development cooperation and collaborations between Europe and India. As a service provider to public and private sector projects, EBTC focuses on enhancing the economic activity and supporting internationalisation of businesses in India and Europe. EBTC's initiatives are guided by standards of sustainability and innovation.

EBTC was constituted as an outcome of an EU-India Summit in 2008, where it was decided to create a body that would support cross-border collaborations for clean and sustainable solutions. Whilst EBTC thereby started as a Project, co-funded by the EU, with a mandate to enhance multilateral cooperation in the area of sustainability and climate change, EBTC transformed itself into a self-sustainable not for profit company headquartered in New Delhi, India.





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