



Paris Region, the best choice for your business in continental Europe

Indian business community locating in France



The Paris Region, at the heart of a market of 500 million consumers



A dynamic market

- GDP: 533 billion € (29 % of national GDP)
- GDP / inhabitant: € 46,000
- 4.3 % of European GDP
- 11.6 million inhabitants
- 678 000 companies
- 75,000 new companies created in 2007

Source : French Institute of Statistics (INSEE), Eurostat, 2007 Figures

The Paris Region, the 2nd concentration of Fortune 500 in the world

Main markets: Industry, Finance Insurance, Retail/Food, Utilities

	Company	Worldwide Rank	Revenues (\$ millions)
1	Total	12	152,360.7
2	AXA	15	129,839.2
3	Crédit Agricole	19	110,764.6
4	Carrefour	25	94,454.5
5	BNP Paribas	34	85,687.2
6	Peugeot	60	69,915.4
7	Société Générale	67	64,441.9
8	Électricité De France	68	63,434.1
9	France Télécom	71	60,932.9
10	Suez	96	52,742.9
11	Renault	100	51,365.1
12	CNP Assurances	109	48,474.9
13	Saint-Gobain	123	43,626.4
14	Groupe Auchan	135	42,073.2
15	Sanofi-Aventis	159	35,429.2
16	Groupe Caisse d'Épargne	169	34,245.1
17	Veolia Environnement	185	31,368.4
18	Bouygues	191	30,548.4
19	Foncière Euris	198	29,308.4
20	Gaz de France	212	27,826.0

	Company	Worldwide Rank	Revenues (\$ millions)
21	Vinci	223	26,991.5
22	Air France-KLM Group	228	26,098.9
23	SNCF	229	26,086.4
24	Vivendi	239	25,061.3
25	La Poste	252	24,017.5
26	PPR	288	22,075.0
27	Groupama	303	21,093.8
28	Lafarge	325	19,842.5
29	Michelin	335	19,371.6
30	Christian Dior	357	18,086.8
31	L'Oréal	359	18,057.6
32	Alstom	393	16,852.6
33	Groupe Danone	407	16,455.3
34	Alcatel	411	16,321.1
35	Lagardère Groupe	416	16,169.5
36	Sodexo Alliance	459	14,819.0
37	Schneider Electric	469	14,511.7



The Paris Region, not only the big names but also mid-size potential customers and partners

Case study

"My company develops computer aided design software for the aerospace industry. In the Paris Region, not only did I find a world-leading aerospace motor company as a customer, but also a partner company to bring added value to our products. We integrated the software of the highly innovative medium size company into our software."

Founder of a Belgium IT company

The Paris Region has been hosting more and more Indian companies since 2001

IT Services and Engineering

Setting up an office

- Wipro (2001)
- Polaris Software Lab Limited (2003)
- Igate Global Solutions Limited (2004)
- Tata Consultancy Services (2004)
- Satyam Computer Services (2005)
- Sierra Atlantic Software Services Ltd (2005)
- Geometric Soft. Solutions Company (2005)
- Manthan Systems (2005)
- VSNL Videsh Sanchar Nigam (2007)
- Ittiam Systems (2007)
- Infotech Enterprises (2007)
- Mindtree Ltd (2008)
- Quest (2008)
- HCL (2008)
- Augen Technologies (2008)
- Zylog (2008)

IT Services and Engineering

M&A

- VSNL – Cipris (2007)
- OnMobile with
- Vox Mobili (2007) & Telisma (2008)

Other sectors

Setting up an office

- Bank of India (bank)
- Ranbaxy (2003)
- Hero Impex (textile) (2007)
- JetAirways (2008)
- Veeda Clinical Research Limited (2008)

M&A

- Cadila Healthcare – Alparma France (2003)
- Ranbaxy – subsidiary of Aventis (2003)

Our agency has been supported Indian companies with four main services

Our answers to your business location needs

➔ Finding office space

- Finding offices, warehouses, sites, etc.
- Evaluating Costs
- Accompanying you on site visits
- Providing occasional use of our offices



➔ Getting into the market

- Information on your business sector
 - Business Meetings facilitation
- Public partner meetings facilitation
 - PR services



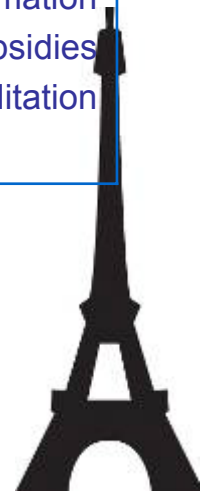
➔ Recruiting

- Recruiting local personnel
- Supporting your expatriates
- Providing information on employment contracts & social security issues



➔ Setting up

- Legal advice
- Fiscal information
- Financing / subsidies
- Administrative procedures facilitation



The services the Indian community is most keen on

- Information on your business activity locally
 - ie: Information about trade organisations and conferences dedicated to offshoring
- Technological and Commercial partnerships
 - ie: introduction to consulting companies dedicated to outsourcing / offshoring –
 - networking events with large accounts
- Social information concerning visas
 - Guidance information on the visa process and best practices
 - Introduction to local authorities
 - Introduction to efficient experts

Indian companies who have benefited from our services: a developing story...

■ **Infotech Enterprises**

Introduction to legal cabinets, assistance with the recruitment of expert engineers, announcement of the opening through a press release etc.

■ **Jet Airways**

Introduction to the Indian business communities, support services to start partnerships with large accounts in the aircraft industry, press release etc.

■ **On Mobile**

Market info on mobile Telcos, introduction to key decision makers on mobile telephony, information on the Engineer school network, analysis of international primary and secondary schools in the Paris region etc.

■ **Cognizant**

Organization of Atelier BNP Paribas conference (IT Large Accounts), organization of an event in cooperation with the Indian Embassy/Cognizant (welcome of the Indian Minister of Finance, introduction to large financing accounts....) etc.

... both in India and the Paris Region

In India

- **Business trips to India:** 3 in 2009
 - Feb 11-18: Nasscom annual event, Mumbai - Bangalore
 - Oct-28: Paris Europlace financial forum, Mumbai
 - Dec 1-4: Telecom India (New Delhi), Bangalore
- **A network of Indian partners**
- **Collaboration with Indian Trade Organizations:** BCIC, CII, ESCIndia FICCI, Nasscom

In the Paris Region

- **Network of expertise** concerning visas, legal and fiscal issues
- Collaboration with the **local administration** to facilitate the visa process
- Collaboration with the **Indian Community** based in the Paris Region (through the Indian Embassy, networks such as EIEBG, ...)
- **Delegation welcoming programs**

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- Aerospace, Automotive, Business Software, Electronic, Internet & Multimedia,
Life Sciences, Bank-Insurance, Clean-Tech

- *Services provided by the Project Managers : real estate, human resources, legal advice,
Relocation and international mobility...*



Contact us, we guarantee a reply within 48 hours!

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