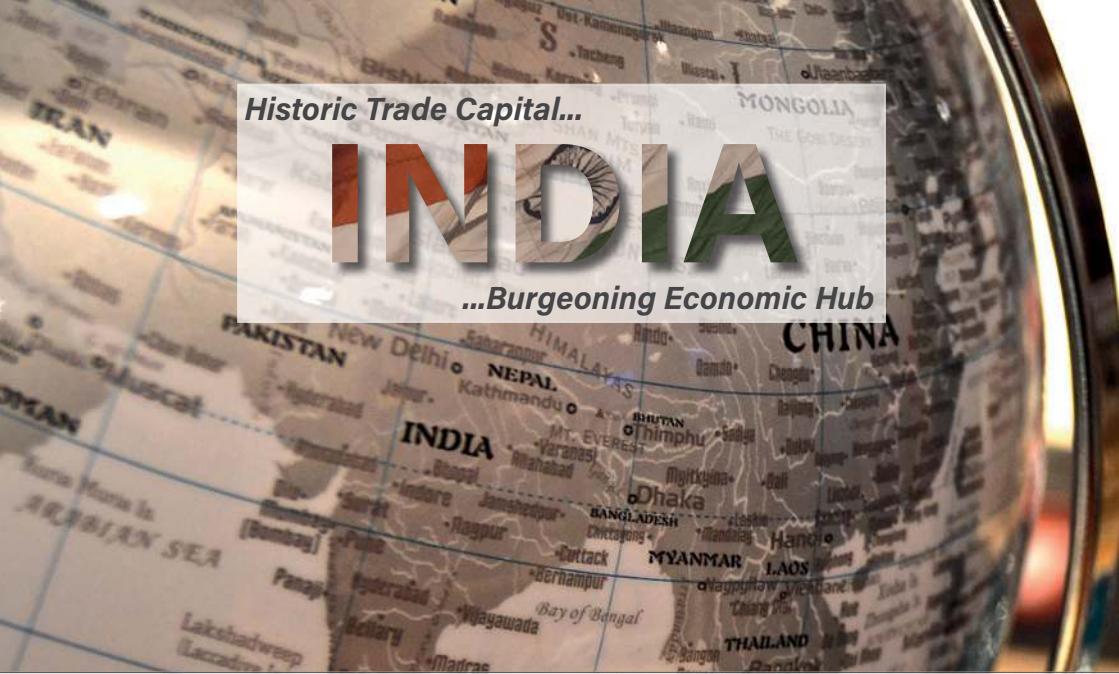


Historic Trade Capital...



...Burgeoning Economic Hub



Opportunities for UK companies in

Education · Automotive · Agriculture · Fashion · Manufacturing · City Planning

Construction & Technology · ITC · Sustainable Power · Digital Infrastructure

Efficient Traffic Systems · Smart Grids · Urban Mobility



About 250 million Indians speak English as an alternate or second language and Indian commercial law closely follows **English** law



India's economy continues to grow above 7% with several India states expanding at over 10%, and according to the World Bank is the **fastest growing economy in the world**



India is the third-largest start-up hub in the world with over 3,100 **technology** start-ups in 2014-15



**MIDDLETON
JONES**

INTERNATIONAL TRADE MATTERS LTD

Powerful historical and cultural connections

The UK's association with India goes back a long way.

Lines of communication are stronger than ever and with an economy that is growing at an impressive rate, there has never been a better time to begin trading with India

MIDDLETON JONES provides expertise in:

- ▲ **Socio-Cultural Coaching** on the culture and social values of the target geography and the complexities of dealing with a myriad of cultural, religious and social issues in the sub-continent.
- ▲ **Business Etiquette and Formalities:** Learn how to impress the Indian buyer and avoid any embarrassing or costly 'faux-pas'.
- ▲ **Languages:** Overcome language and communication challenges and learn to communicate with your new audience
- ▲ **Accompanied Market Visits:** Trade Shows, Agent/Distributor selection. Local governmental and trade organisation liaison.
- ▲ **Legal:** Advice on procuring the appropriate legal services for contracting local partners and operations.
- ▲ **Regional Expansion:** Recommendations for expansion across the sub-continent once your company is established.
- ▲ **Introductions:** Client introductions can be arranged, depending on your industry, using our network of contacts in the country.



India & South East Asia Specialist; Tony Parry

Tony's first connection with India goes back to 1969 and continues to the present time. Since 1969 he has gained experience all over the world including Japan, South Korea, Southeast Asia, and Latin America as resident, and researching markets and opportunities within chemicals, engineering and manufacturing.

MIDDLETON JONES specialises in providing a bespoke package of business tools to ensure the best possible success in your chosen markets. Whether you're taking your first steps in export or looking to improve your current export business, we have a service that will benefit you. As part of any engagement, we can offer expertise in:

- **Market analysis and feasibility planning**
- **Risk Analysis**
- **Compliance**
- **Forecasting**
- **Logistics**
- **RTM Planning**
- **International Marketing Strategy**
- **International Supply Chains**

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