
Growing Footprints of Indian Companies in China

Survey-based Report

February, 2018



Confederation of Indian Industry



EVALUESERVE

Introduction

“Growing Footprints of Indian Companies in China”, is a survey-based report of 54 Indian companies focused on their investments and operations in China. The report has been developed and published in collaboration with Confederation of Indian Industry (CII).

The survey was designed and administered by CII. Evalueserve has collated and analyzed the responses received. The results provide insights into the locations, business activities, investments-made, performance of the 54 Indian companies in China etc.

The research covers the 54 Indian companies operating in China, which have presence across multiple industries such as manufacturing, healthcare and financial services. It is a diversified set with their unique perspectives.

The first section of this report covers present status of operations,, expectations of business performance and investment plans in 2018 for these participating companies; more importantly it looks at what it takes to run businesses successfully in China.

The second section covers insights and analyses of the business operations. It tries to look at different factors which impact businesses in China and its interplay with other parameters.

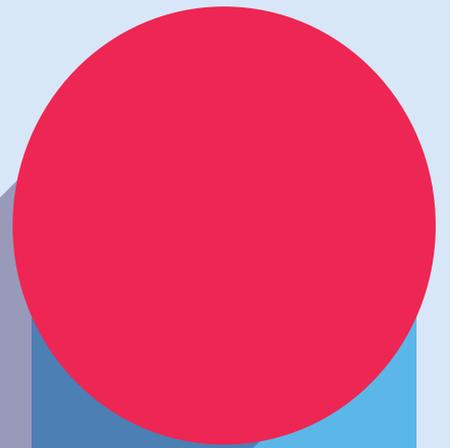
Three points of note:

1. This report is solely based on the responses received from Indian companies. It does not necessarily represent the views of CII or Evalueserve.
2. This report presents a snapshot of the opinions at a certain point of time. In order to glean more in-depth insights, there is a requirement to collect this data over time.
3. The respondents have been kept anonymous.

We would like to thank all the companies that have participated in the study. We are also thankful for the contribution they have made to Chinese and Indian economy.

Section - 1

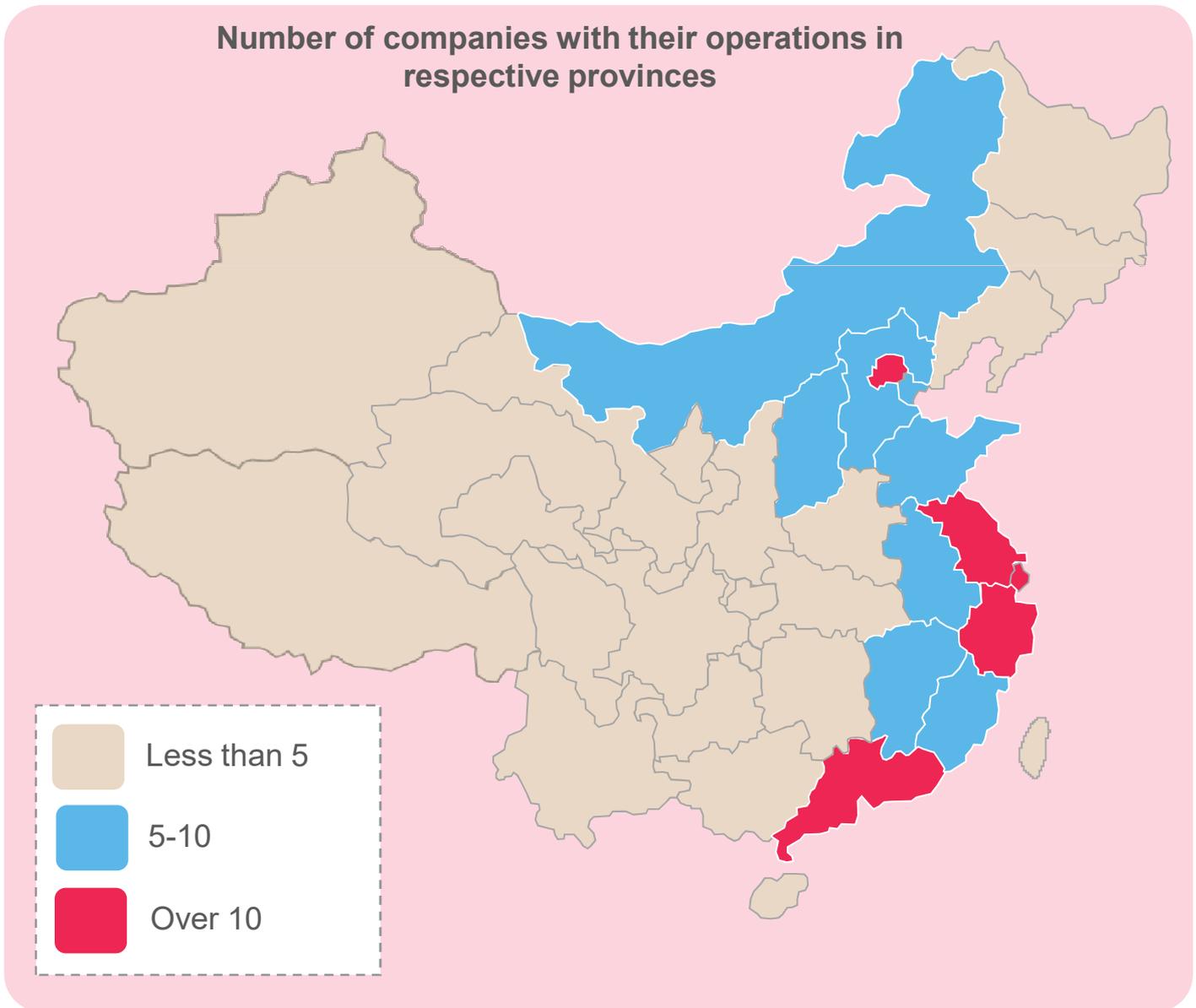
Respondent Profile



Respondent profile – Operational Presence in China

(1/7)

54 respondent companies collectively cover whole mainland China with their operation centers



Most of these companies surveyed are present in eastern China.



Shanghai is the most popular investment destination among the 54 companies surveyed, with about 76% investing here. Other cities/provinces where operations are clustered include Beijing, Jiangsu, Guangdong, and Zhejiang

Respondent profile – Headquarters

(2/7)

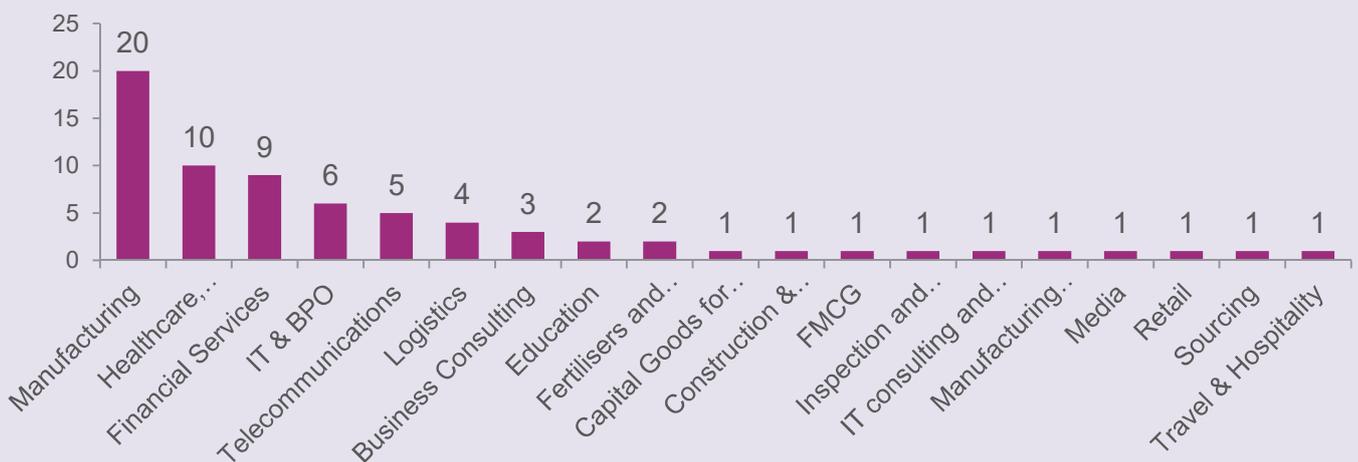
~30% of the survey-participants have headquarters in Mumbai; ~37% are involved in manufacturing followed by 17% in healthcare

Number of companies with their headquarters (holding company)



Most of the companies have headquarters across cities in India, mainly in Mumbai, Bangalore, and Hyderabad. Some of them have headquarters in other countries, such as the US, Singapore and even China.

Indian origin companies: sector diversification*



Indian origin companies in China have presence across multiple industries, among the respondents, with majority in manufacturing (37%), followed by healthcare (19%), financial services (17%), IT&BPO (11%), telecommunications (9%), logistics (7%), and business consulting (6%).

*includes companies with multiple sector-presence as well.

