

UK-India cleantech export priorities and trade support recommendations



\$6.5 billion

Market size accessible to UK firms



46

Expert interviews



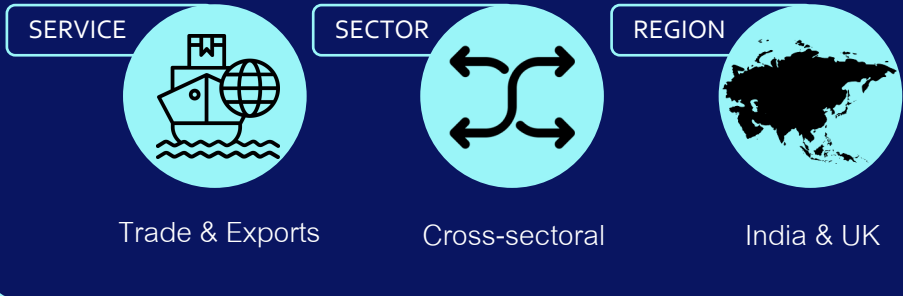
101

Page detailed report



230+

Company database with technology descriptions and contact details



CHALLENGE

- Wanted to identify high-potential clean tech export sectors, develop a business case for India, strengthen low carbon trade and develop technical assistance options
- Needed to assess policy and cost drivers, find areas of UK competitive advantage, carry out market sizing and test findings and recommendations with target stakeholders

ACTIONS

- Studied policies and costs driving cleantech demand in India
- Matched UK competitiveness to select 7 priority sub-sectors
- Quantified Indian market size and size accessible to UK firms
- Interviewed 46 key informants in India and UK for insights
- Prepared a sector overview, value chain / technology split, UK capability with company database, Indian demand and match
- Identified trade barriers, unaddressed gaps, and five technical assistance options to facilitate trade and optimise support

RESULT

- The High Commission used the analysis as evidence of the value of focusing on clean tech markets in its trade agenda
- New initiatives to overcome barriers were developed that were in the High Commission's remit, budget, capability and scope