

Consulting Services - To support its program of economic reform and to significantly increase the country's export performance, India must undertake a major modernization and expansion of its infrastructure, especially in the areas of power generation and transmission, roads, ports, airports, and telecommunications. These infrastructure requirements offer significant opportunities for Canadian consulting engineers. Other opportunities fall into four categories: services to Indian companies or agencies; international financial institution-financed consulting projects; bilateral projects financed by EDC and/or CIDA; and projects in India and in third countries accessed through a collaboration with an Indian company. Regarding services to Indian companies or agencies, there is a broad range of opportunities although project sizes are relatively small. While projects cover various sectors, those relating to extraction and manufacturing technologies, efficiency, waste reduction, and quality management are the most prominent.

Drugs, Pharmaceutical and Health Care Products - The pharmaceutical industry remains subject to industrial licensing restrictions and drug prices that are controlled by the government. There are 20 000 companies engaged in manufacturing over 500 bulk drugs and 30 000 formulations. India's pharmaceutical market is ranked 9th internationally, with a 1.5 percent share of the total world market. The total production of drugs and formulations in 1992 was valued at US\$1.3 billion, of which 29 percent was exported. Nearly half of the trade is controlled by 25 multinationals. In 1991-92, the import of drugs and pharmaceutical was estimated at US\$320 million. Imports included antibiotics; penicillin; erythromycin; vitamins and provitamins; vaccines (polio, human and veterinary); preparations containing insulin, caustic and other hormones; and tetracyclines.

Electronics - Electronics is India's fastest growing industrial sector. It accounts for over 4 percent of the industrial sector output and represents 1.5 percent of India's gross domestic product. The consumer electronics area is contributing about one-third of total electronics production in India. By the turn of the century, total electronic production is expected to surpass Cdn\$22 billion. India offers excellent market potential for Canadian companies to enter into joint venture and technology transfer agreements in the electronics sector.

Food Processing Industries - Food processing is one of India's new growth sectors. The fruit juice and concentrate sector offers tremendous opportunities for expansion as an export-oriented industry. India is a major producer of tropical and temperate fruits with an annual production of about 27 million tonnes. Edible and processed fruit such as canned products, juices, flavours, and concentrates, offer excellent opportunities for Canadian companies for new investments, joint ventures and technology transfers. India has the largest emerging middle class in the world and as India's economy expands, there will be a growing market for fast-food and specialty products. There are also opportunities for the sale of processing and packaging machinery as Indian industry strives to upgrade the quality of its