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## Electronic and Computer Software Export Promotion Council of India (ESC) paid a working visit to QTSC

24/08/2023

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In order to strengthen the cooperation relationship between Vietnam and India in the field of IT, a delegation including 15 enterprises under the Electronic and Computer Software Export Promotion Council of India (ESC) had a business trip to Vietnam.

Within the framework of the program, the delegation paid a working visit to the Quality Tech Solution Complex (QTSC) aiming to explore business and investment opportunities, as well as learn about development orientations in the coming time of QTSC in particular, and the IT industry of Ho Chi Minh City and Vietnam in general. The visit took place on the morning of August 21<sup>st</sup>, 2023.

Ms. Pham Thi Kim Phuong – Deputy CEO of QTSC delivered welcome remarks, and highly appreciated the good relationship between the two countries in the past time, especially in the IT industry.

At the meeting, representatives of 15 IT enterprises expressed interest in QTSC's incentives and investment attracting policies, supporting services, IT human resources, cooperation opportunities with Vietnam IT counterparts, digital transformation activities of QTSC and Ho Chi Minh City as well.

Furthermore, Ms. Pham Thi Kim Phuong introduced about the Ho Chi Minh City Digital Transformation Consulting and Support Center (DXCenter). It is a science and technology center under QTSC. DXCenter, an official unit of Ho Chi Minh City, performing a digital transformation mission, contributes to the completion and development of the digital transformation ecosystem in Vietnam, particularly in Ho Chi Minh City and the Southern Key Economic Zone.

The delegates also visited and worked with two of the six large-scale companies operating at QTSC (Digi-texx Vietnam and Misa). These meetings would open up many new cooperation opportunities for businesses of the two countries Vietnam – India in the field of IT, especially software development projects.



The delegation worked and discussed with QTSC



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Phnom Penh, Cambodia

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India- Cambodia: Fostering Cooperation in ICT and B2B Meeting in Phnom Penh

**Embassy of India**  
Phnom Penh  
Press Release

**India- Cambodia: Fostering Cooperation in ICT**  
**B2B Meeting, August 24, 2023 in Phnom Penh**

On August 24, 2023, a B2B meeting was held between Indian ICT companies and Cambodian counterparts in Phnom Penh. Electronics and Computer Software Export Promotion Council (ESC), as an endeavour to enhance Information and Communication Technology trade between India and Cambodia, mounted a delegation of 15 Indian ICT industry players for an exclusive Business Alliance Meet with Cambodian Industry. More than 80 delegates joined from the Cambodian side.

The event provided the participating companies with opportunities to forge business and strategic alliances, strike market tie-ups, and create win-win propositions to take their businesses on a growth trajectory.

The ICT products and services projected by the visiting Indian ICT delegation included Edu-tech, e-commerce, mobile web applications, identity verification, customer onboarding solutions, staff augmentation, ERP/ CRM solutions, international contact centres, block chain, embedded verticals, WMS software, quality management software, cloud consulting, AI/ UX, machine learning, mobile computing, Fintech, Agritech, Metaverse, VFX mobile editing, digital transformation, consulting infrastructure solutions, Health IT, packaging machines, banking solutions, skill development, scientific and lab equipment, among others.

The event began with the playing of the national anthems of India and Cambodia. Mr. Ashwani Kumar Rath, the leader of the ESC delegation, delivered the welcome address. The gathering was addressed by H.E. Dr. Deyani Khobragade, Ambassador of India to Cambodia; H.E. Mr. Sun Sang Hout, Secretary of State, Ministry of Industry, Science, Technology, and Innovation, Kingdom of Cambodia; H.E. Mr. So Vothy, Secretary of State, Ministry of Post and Telecommunications, Kingdom of Cambodia; as well as a vote of thanks by Olmha Dr. Chhin Ken, President of Cambodia Digital Tech Association (CDTA).

Mr. Ashwani Kumar Rath in his welcome address, highlighted India's significant strides in turning itself digital through its "Digital India" mission. He said that India's journey will create capacities and demands that will open significant opportunities for close partners like Cambodia to engage in and benefit from our growth story. He said that the ESC has mounted a 15-member IT delegation with expertise in various IT verticals and aims to create growth synergies together. MEET, CONNECT, GROW! The Business Alliance Meet and our efforts in strengthening these engagements with Cambodia and facilitate building long-term linkages between our two economies.

Dr. Deyani Khobragade, Ambassador of India, Cambodia, said that India and Cambodia enjoy warm and cordial political relations which can facilitate business partnerships and tie-ups. Ambassador conveyed that with an objective to enhance trade and investments, the two sides are working on a Bilateral Investment Treaty and also discussing a Preferential Trade Agreement. Ambassador also elaborated on various initiatives including India setting up a Centre of Excellence in Software Development & Training in Cambodia, a Pilot Project on a Common Service Centre to facilitate digitalization of various government services at the village level. She added that Joint Working has been established to iron out any difficulties being faced by the businesses from the two sides and efforts are on for establishing a Joint Business Council to facilitate private sector led initiatives. Ambassador added that India and Cambodia are working towards listing of payment systems enabling UPI payments in Cambodia. Emphasizing the importance of direct air connectivity for business facilitation, the Ambassador said that the utmost efforts are underway for the early establishment of direct air linkages between India and Cambodia. Ambassador, impressed upon businesses from the two sides to take full advantage of the impressive economic growth rates in India and Cambodia as well as of the excellent political relations, cultural connect and understanding between India and Cambodia.

H.E. Mr. Sun Sang Hout, Secretary of State, Ministry of Industry, Science, Technology, and Innovation said that Cambodia has endorsed numerous strategic policies strengthening the use of digital technologies, including digital economy, digital government, digital commerce, on-line registrations for industry and enterprise, and to promote technology for supporting economic growth. He expressed thanks to the Embassy of India and visiting delegates for arranging the meeting to bring together business executives to share expertise and knowledge.

H.E. Mr. So Vothy, Secretary of State of Ministry of Post and Telecommunications, said that the Royal Government of Cambodia has launched Cambodia Digital Economy and Society Policy Framework 2021-2035 and Cambodia Digital Government Policy 2022-2035 for building a vibrant digital economy and society. Its promote digital adoption and transformation, to accelerate new economic growth, to build a digital government, and to provide effective and inclusive public services. He added that one of the strategic goals of the Cambodia Digital Government Policy is to promote partnerships between the public and private sectors. He expressed deep appreciation for India's progress in the field of ICT describing it as a leader in the field. He expressed hope that today's event will provide companies from Cambodia and India with an opportunity to connect, cooperate, explore potential partnerships and opportunities for cooperation and investments.

Olmha Dr. Chhin Ken, President of the Cambodia Digital Tech Association (CDTA) thanked Ambassador of India, all the dignitaries, and the ESC delegation for the event. He said that in nations where ICT investments have been successful, the government has supplied both a defined plan and critical initial funding. He added that a deeper knowledge of the benefits of ICT would drive all stakeholders to collaborate on further ICT investments.

The inauguration was followed by B2B meeting between the business persons from the visiting delegation and Cambodian side.

To further strengthen the IT relations between India and Cambodia, the ESC invited a large delegation from Cambodia to visit India for INDIASOFT 2024, the largest IT global networking event in India, to be held in New Delhi, India during 17 to 19 January 2024. INDIASOFT 2024, comprising of International Exhibition and Conference, is aimed to facilitate joint ventures, collaboration and strategic alliances for outsourcing with overseas buyers. The event will provide participants an opportunity to broaden their vision and forge business partnerships. The ESC conveyed that it will be happy to host delegates from Cambodia at INDIASOFT 2024.

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Source:

<https://borneobulletin.com.bn/indian-investors-urged-to-explore-cambodia-as-gateway-to-asean>

# Borneo Bulletin

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## Indian investors urged to explore Cambodia as 'gateway to ASEAN'

August 26, 2023

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PHNOM PENH (ANN/THE PHNOM PENH POST) – The Indian ambassador to Cambodia has urged Indian investors to seize business opportunities in Cambodia, hoping to leverage on its potential as a gateway to ASEAN through a number of key free trade agreements and initiatives which are being worked on by the leaders of two countries.

Speaking at a Cambodia-India business forum Cambodia-India on August 24, Devyani Khobragade said both nations have enjoyed excellent political relations which has given rise to economic and commercial growth.

She explained that India's focus in Cambodia has been on 3Cs, which are connectivity, commerce and culture, as well as trade, investment and commerce.

"I urge you to look at business-to-business relations very seriously and take advantage of the political relationship between the two countries. Please note that the governments of Cambodia and India are backing you. You have a very safe and stable political and strategic environment to operate your business," she said.

There are multiple initiatives both governments have been working on to boost the political and trade relation.

One of them is the ongoing negotiations of a bilateral investment treaty, which is at a "final stage that will provide an impetus for investments from both sides", Devyani said.

"Both sides are also considering a preferential trade agreement to further boost and diversify trade between our countries. I would like to add that we already have the ASEAN-India Free Trade Agreement that provides Indian companies a very suitable environment to export and promote the export from Cambodia to the rest of ASEAN," she added.

Further, she shared, "I always ask our business colleagues not to look at Cambodia as a country with a 17 million population, but look at Cambodia as your stable and friendly gateway to ASEAN."

In addition, Devyani said the Indian embassy has been actively working to set up a India-Cambodia Joint Business Council. "We hope to have this council in India this year."

Ashwini Kumar Rath, CEO of Batoi Systems Pvt Ltd, said in the context of India, Cambodia is an important partner as both have been expanding their cooperation in institutional capacity-building, human resource development and financial resource assistance.

"We believe that Cambodia's growing economy and manufacturing capability will increase value to the Indian market. As we know India has made a significant stride in the digital [sphere] and one area that I would encourage our businesses to explore is how we position our products to link the economy to others in the region and the global economy," said Ashwini, who led the Indian delegation.

At the forum, Son Senghuot, secretary of state of the Ministry of Industry, Science, Technology and Innovation of Cambodia said the government has been focusing on maintaining economic growth and sustainable development since the pandemic.

"Based on the scenario, the government has placed small and medium enterprises as a priority sector, which has a great potential to restore the economy," he said.

Cambodian exports to India rose 64.2 per cent to USD91.5 million in the first four months of 2023 from USD55.7 million a year ago, the General Department of Customs and Excise reported.

India is Cambodia's 18th biggest trading partner for the period, representing 1.1 per cent, 1.3 per cent and 0.9 per cent of the Kingdom's international trade (USD15.2 billion), exports (USD7.2 billion) and imports (USD7.9 billion), respectively.

Source:

<https://www.thestar.com.my/aseanplus/aseanplus-news/2023/08/26/indian-investors-urged-to-view-cambodia-as-asean-launchpad>

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## Indian investors urged to view Cambodia as Asean launchpad

CAMBODIA  
Saturday, 26 Aug 2023  
7:51 PM MYT



Cambodian officials and Indian ambassador Devyani Khotragsade (right) discuss investment business opportunities during the Indian-Cambodia Tech Forum on August 24. - Phnom Penh Post/ANN

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### India- Cambodia: Fostering Cooperation in ICT

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**Phnom Penh (FN), Aug. 24** – On August 24, 2023, a B2B-meeting was held between Indian ICT companies and Cambodian counterparts in Phnom Penh. Electronics and Computer Software Export Promotion Council (ESC), as an endorser to enhance Information and Communication Technology trade between India and Cambodia, mounted a delegation of 15 Indian ICT industry players for an exclusive Business Alliance Meet with Cambodian Industry. More than 80 delegates joined from the Cambodian side.

The event provided the participating companies with opportunities to forge business and strategic alliances, strike market tie-ups, and create win-win propositions to take their businesses on a growth trajectory.

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Mr. Ashwani Kumar Rath in his welcome address, highlighted India's significant strides in turning itself digital through its 'Digital India' mission. He said that India's journey will create capacities and demands that will open significant opportunities for close partners like Cambodia to engage in and benefit from our growth story. He said that the ESC has mounted a 15-member IT delegation with expertise in various IT verticals and aims to create growth synergies together: MEET, CONNECT, GROW. The Business Meet will aid our efforts in strengthening these engagements with Cambodia and facilitate building long-term linkages between our two economies.

Dr. Devyani Khobragade said that India and Cambodia enjoy warm and cordial political relations which can facilitate business partnerships and tie-ups. Ambassador conveyed that with an objective to enhance trade and investments, the two sides are working on a Bilateral Investment Treaty and also discussing a Preferential Trade Agreement. Ambassador also elaborated on various initiatives including India setting up a Centre of Excellence in Software Development & Training in Cambodia, a Pilot Project on a Common Service Centre to facilitate digitalization of various government services at the village level.

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