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The Exciting Journey of India

Piet Vandendriessche



Welcome

Mega trends will shape the future



Regulatory

Globalization

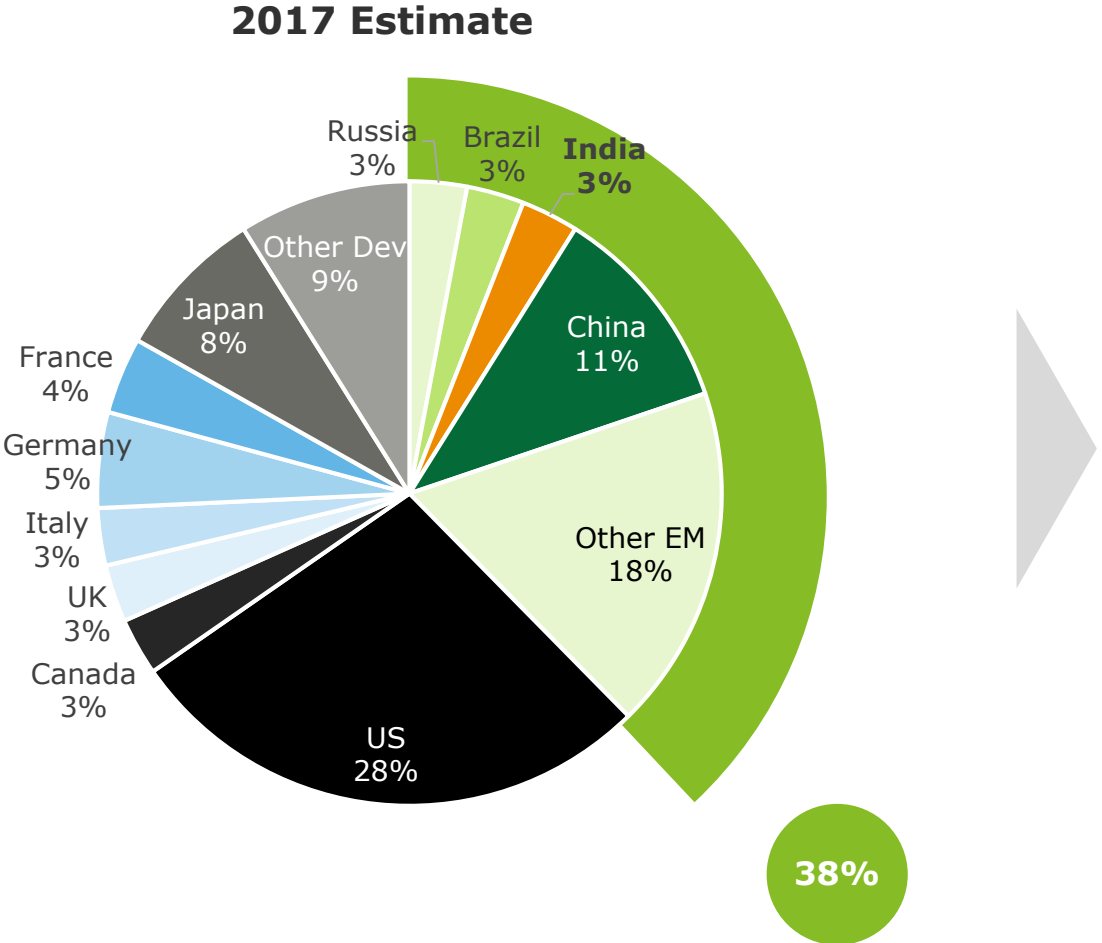
Mobility

Digitization

Diversity

A seismic shift is underway

Emerging markets are tomorrow's developed economies



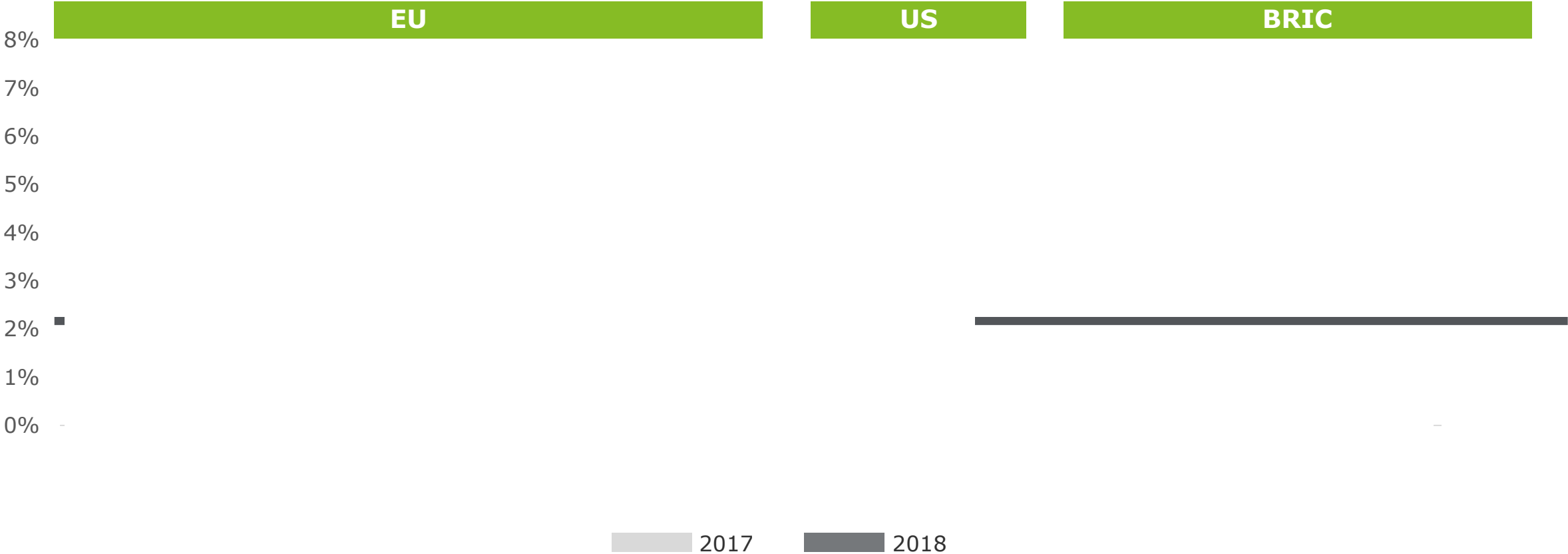


A marco economic zoom on India

India's GDP growth numbers within a global context...

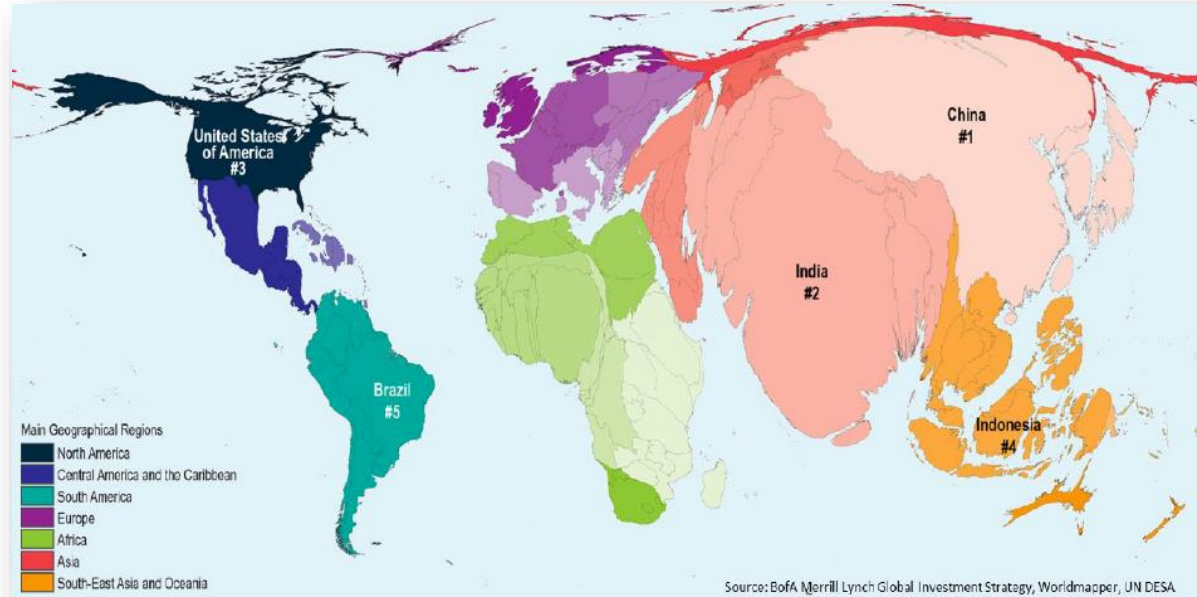
...Growing at a significant faster pace than advanced economies

Year-over-year GDP growth projections



Underlying growth drivers (1/2)

Favorable demographics



Source: BofA Merrill Lynch Global Investment Strategy, Worldmapper, UN DESA

| Middle class consumption – top 10 countries, 2015, 2020 and 2030 (PPP, constant 2011 trillion \$ and global share) | | | | | | | | |
|--|------------|-----------|--------------|------------|-----------|--------------|-------------|------------|
| Country | 2015 | Share (%) | Country | 2020 | Share (%) | Country | 2030 | Share (%) |
| U.S. | 4.7 | 13% | China | 6.8 | 16% | China | 14.3 | 22% |
| China | 4.2 | 12% | U.S. | 4.7 | 11% | India | 10.7 | 17% |
| Japan | 2.1 | 6% | India | 3.7 | 9% | U.S. | 4.7 | 7% |
| India | 1.9 | 5% | Japan | 2.1 | 5% | Indonesia | 2.4 | 4% |
| Russia | 1.5 | 4% | Russia | 1.6 | 4% | Japan | 2.1 | 3% |
| Germany | 1.5 | 4% | Germany | 1.5 | 4% | Russia | 1.6 | 3% |
| Brazil | 1.2 | 3% | Indonesia | 1.3 | 3% | Germany | 1.5 | 2% |
| U.K. | 1.1 | 3% | Brazil | 1.2 | 3% | Mexico | 1.3 | 2% |
| France | 1.1 | 3% | U.K. | 1.2 | 3% | Brazil | 1.3 | 2% |
| Italy | 0.9 | 3% | France | 1.1 | 3% | U.K. | 1.2 | 2% |

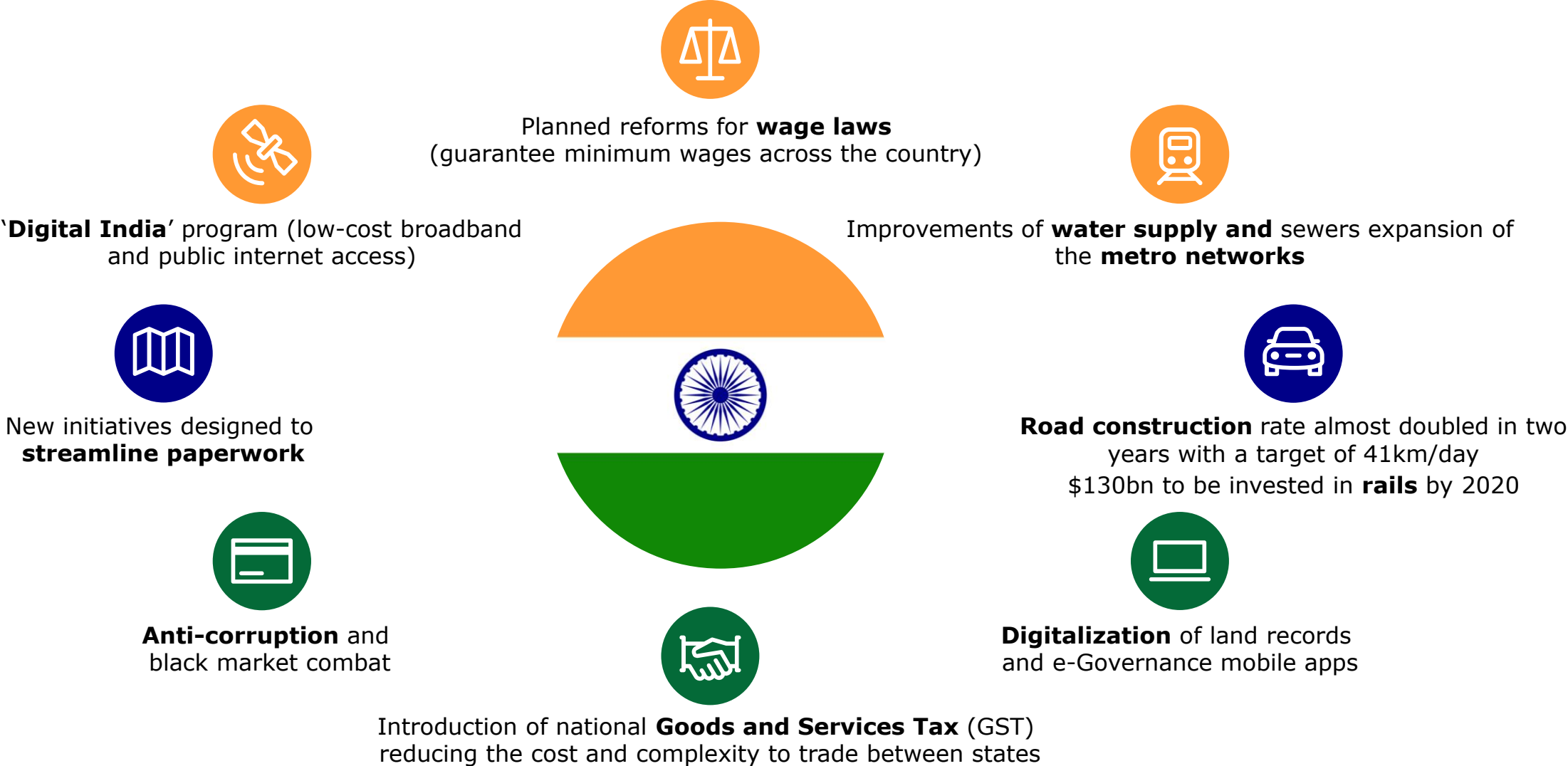
Source: Homi Kharas, Global Economy and Developments at Brookings, The unprecedented expansion of the global middle class, Feb 2017

World resized according to the number of people living in each country

By **2022**, India could overtake the US and become the **2nd largest middle class market** in the world

Underlying growth drivers (2/2)

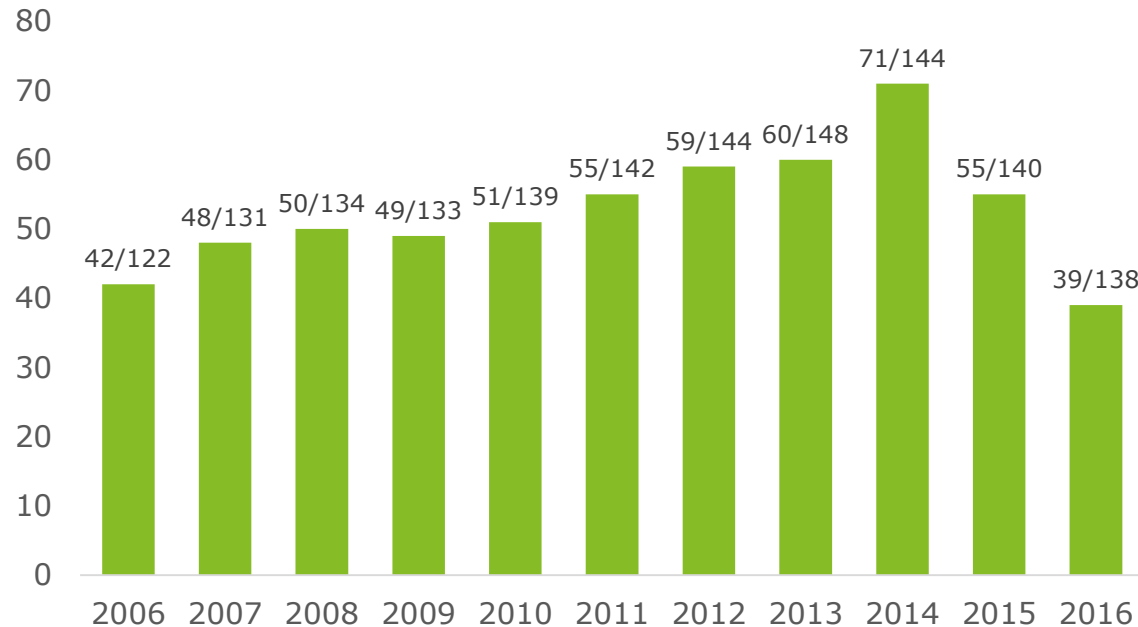
A broad-base of governmental reforms to have a long-lasting impact



India's Improving global competitiveness ranking...

... Reaching a World Economy Forum score that is India's highest ever

Global competitiveness ranking



Drivers for improving competitiveness:

- Government is strengthening overall **business sentiment**
- Quality of **institutions** is further increasing
- Improving in **labor market** efficiency
- Increasing ability to attract and retain **talent**
- Strongly investing in **infrastructure** (budget of 60 billion in '17) and higher **education**



Reasons for not doing business:

- Still high levels of **corruption**
- Difficult access to **financing**
- Unfavorable **tax rates**
- **Technological readiness** of individuals and firms

India's ease-of-doing-business...

...Still not an easy place to do business – yet

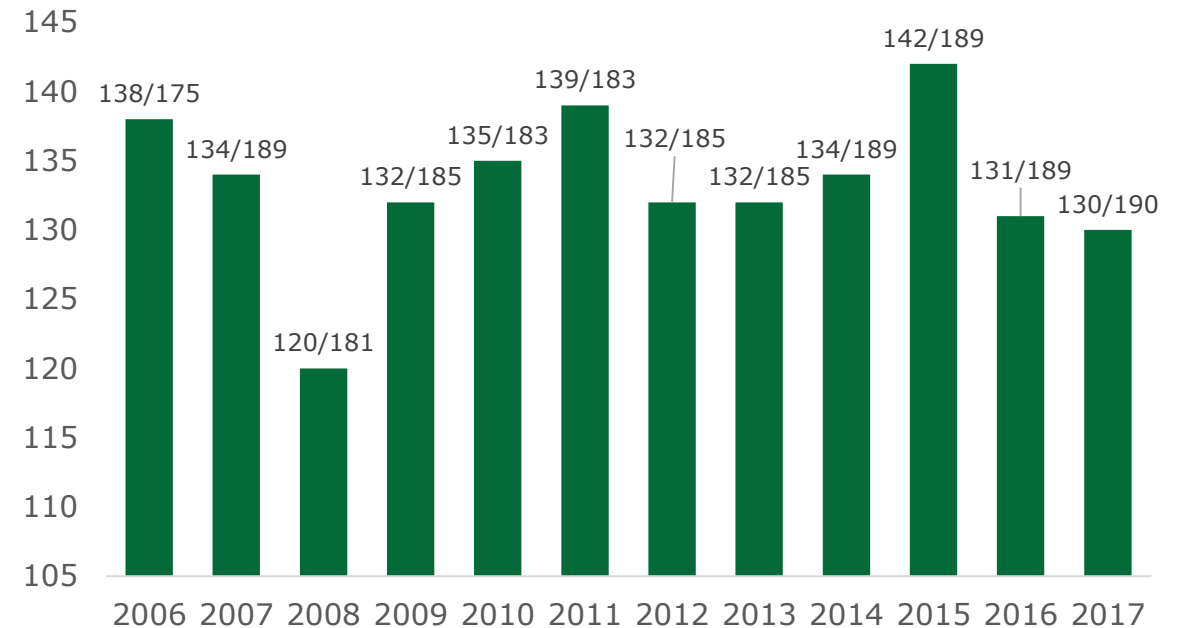
The World Bank ease of doing business ranking - India

| Topics | DB 2017 Rank | DB 2016 Rank | Change in Rank | DB 2017 DTF (% points) | DB 2016 DTF (% points) | Change in DTF (% points) |
|-----------------------------------|--------------|--------------|----------------|------------------------|------------------------|--------------------------|
| Overall | 130 | 131 | ↑ 1 | 55.27 | 53.93 | ↑ 1.34 |
| Starting a Business | 155 | 151 | ↓ 4 | 74.31 | 73.74 | ↑ 0.57 |
| Dealing with Construction Permits | 185 | 184 | ↓ 1 | 32.83 | 32.83 | - |
| Getting Electricity ✓ | 26 | 51 | ↑ 25 | 85.09 | 79.76 | ↑ 5.33 |
| Registering Property | 138 | 140 | ↑ 2 | 50.00 | 49.97 | ↑ 0.03 |
| Getting Credit | 44 | 42 | ↓ 2 | 65.00 | 65.00 | - |
| Protecting Minority Investors | 13 | 10 | ↓ 3 | 73.33 | 73.33 | - |
| Paying Taxes ✓ | 172 | 172 | - | 46.58 | 43.17 | ↑ 3.41 |
| Trading across Borders ✓ | 143 | 144 | ↑ 1 | 57.61 | 56.45 | ↑ 1.16 |
| Enforcing Contracts ✓ | 172 | 178 | ↑ 6 | 35.19 | 32.41 | ↑ 2.78 |
| Resolving Insolvency | 136 | 135 | ↓ 1 | 32.75 | 32.59 | ↑ 0.16 |

✓ = Doing Business reform making it easier to do business. X = Change making it more difficult to do business.
[Click here to see all reforms made by India.](#)

<http://www.doingbusiness.org/data/exploreeconomies/india#dealing-with-construction-permits>

Ease-of-doing business ranking



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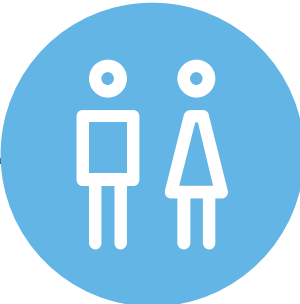


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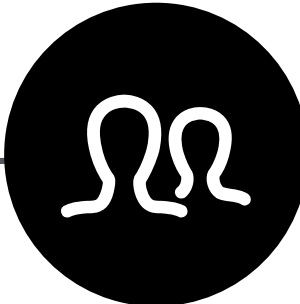
263,900 people generating \$38.8 billion in FY17



Revenue
\$38.8B



Headcount
263,900



New Hires
69,900



Societal impact
\$200M



Countries
150+



Bollywood

Appendix





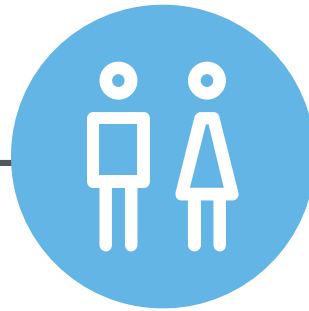
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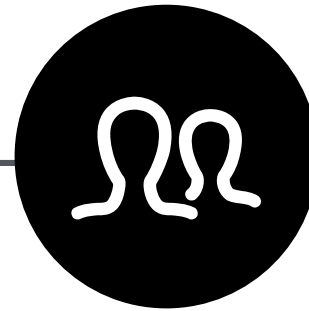
3517 people generating \$489M in FY17



Revenue
€480M



Headcount
3517



New Hires
923



Nationalities
53



MAKE AN
IMPACT THAT
MATTERS

Deloitte Belgium 2017 Impact Report



Add video impact report

- Executive message
- Performance
- Stories
- Leadership & Partners

Share the report

