

# Australia-India Business Engagement Program

South India — Regional Market Insights  
15 April 2026



The Australia-India Business Engagement Program is supported by the Centre for Australia-India Relations. Australian Industry Group is proud to be a Centre for Australia-India Relations grant recipient.



Australian Industry Group acknowledges the Traditional Owners of Country throughout Australia and their continuing connection to land, waters and community. We pay our respects to their Cultures, Country and Elders past and present.



# Housekeeping — Tips and Tricks of ZOOM

## Recording

This event is being recorded.

## Slide Deck

A copy of the slide deck will be shared with those who registered.

## Zoom chat

Use Zoom chat — to ask questions or interact with the Trainers/Facilitators.

## Zoom Q & A

You can use the Q&A to ask questions, and we will try to answer them during the session.

## Zoom screen sharing (including phone)

Occasionally we will use the screen sharing function in Zoom with our computers or phones. This will not require you to do anything but be attentive.



**This session is  
being recorded**



# Introduction



# Australian Industry Group

**Australian Industry Group is the nation's largest and most experienced employer organisation representing traditional, innovative and emerging industry sectors.**



# Our Program Today

Introduction by Australian Industry Group

Remarks from Centre for Australia-India Relations

Welcome Remarks — Silai Zaki, Australian Consul-General, Chennai

Presentation from Mr Shagili Shann Mohan, CEO, Andhra Pradesh Economic Development Board

Presentation from Mr Sriram Iyengar, Regional Managing Director for India and Qatar at Callington India Pvt Ltd

Q & A and Wrap Up



# Australia-India Business Engagement Program Survey



- With the support of the Centre for Australia—India Relations, we are conducting a national business engagement survey to better understand the opportunities and challenges Australian businesses face when engaging with the India market.
- The insights gathered will help shape future support services, resources, and initiatives aimed at helping businesses make informed decisions about entering or expanding in India.
- Link to survey: <https://survey.aigroup.com.au/index.php/576214>



## Upcoming Events

### Melbourne, Wednesday, 27 May 2026

- **Showcase Your Capability to the Indian Market through Diaspora Connections**

- Australian businesses are invited to showcase their products and services and connect with the Indian diaspora to unlock real market entry and partnership opportunities into India.
- Reserve your spot now: <https://www.eventbrite.com.au/e/1986181428118>

### Sydney - June 2026 — Networking Event

**Incoming Indian Delegation visiting Sydney in mid June 2026.**

# Use The Chat Box - Introduce Yourself

---

Who are you

---

What company are you from

---

What product/service are you currently exporting, planning to export, or are you intending to source goods from India?



## Role of Centre for Australia-India Relations (CAIR)

By: David Eggleston  
Assistant Director Centre for Australia India  
Relations (CAIR)  
Department of Foreign Affairs and Trade

## David Eggleston

### Assistant Director Centre for Australia India Relations (CAIR)

### Centre for Australia-India Relations - DFAT

- David Eggleston joined the Centre for Australia—India Relations in 2026, following his role as Deputy Consul-General in Chennai (2022—2025), where he led trade and business engagement across southern India.
- He has held senior trade negotiation and policy roles, including work on WTO agreements, AUSFTA, and Australia’s Green Economy Agreement with Singapore.
- David holds degrees from Macquarie University and the Australian National University.





## Welcome Remarks

By: Silal Zaki, Australian Consul General,  
Chennai, India

# Consul General Silal Zaki

## Australian Consul-General, Chennai, India

- Ms Silal Zaki is Australia's Consul-General in Chennai, appointed in January 2024. She is responsible for strengthening bilateral relations and advancing trade and investment engagement between Australia and India across Tamil Nadu, Kerala, Andhra Pradesh, and the Union Territories of the Andaman & Nicobar Islands, Lakshadweep, and Puducherry, with Chennai Post expected to also take on Odisha (subject to Indian Government approval).
- A career officer with the Department of Foreign Affairs and Trade, Ms Zaki has served in Spain, with short-term deployments to Hong Kong, Singapore, and Indonesia, and has advised senior Australian Ministers.
- A former top-tier commercial lawyer, she holds a Master of Laws (International Law) from ANU and dual degrees in Business Administration and Law from Macquarie University.



## Presentation from Andhra Pradesh Economic Development Board

By: Mr. Sagili Shan Mohan,  
CEO, Andhra Pradesh Economic Development Board.

# Sagili Shan Mohan, CEO, Andhra Pradesh Economic Development Board

- Sagili Shan Mohan is an Indian Administrative Service (IAS) officer of the 2013 Andhra Pradesh cadre, with over a decade of experience in public administration and economic governance.
- He currently serves as Chief Executive Officer of the Andhra Pradesh Economic Development Board, leading investment promotion and economic growth initiatives for the state.
- Previously, he has held senior leadership roles including Collector and District Magistrate in multiple districts, Director of state departments, and Managing Director of a public sector enterprise. He holds an MBA from IIM Ahmedabad and a B.E. (Hons.) from BITS Pilani.





**India Regional Market Insights**

**WEBINAR**

**Australian Industry Group**

**INTRODUCTION & OPPORTUNITIES IN**

# **Andhra Pradesh**

**A gateway to one of India's fastest-growing states — investment landscape, sectoral strengths, and pathways for Australian business engagement.**

**S. Shan Mohan, IAS**

Chief Executive Officer,  
Andhra Pradesh Economic Development Board,  
Government of Andhra Pradesh



# India – Australia Bilateral Relations:

Comprehensive Strategic Partners Since 2020



## India-Australia ECTA (2022) — A Game Changer

The Economic Cooperation and Trade Agreement, in force since December 2022, opened 100% of Australian tariff lines to Indian goods — 98.3% duty-free immediately. India's exports to Australia have more than doubled, from USD 4B (FY21) to USD 8.5B (FY25). CECA negotiations are ongoing, targeting AUD 100B in trade by 2030.



## Emerging Frontier: Clean Energy & Critical Minerals

The 2024 India-Australia Renewable Energy Partnership focuses on solar PV, green hydrogen, and energy storage. A Rooftop Solar Training Academy will train 2,000 women and youth as solar technicians. Australia's AUD 22.6M in R&D partnerships covers critical minerals and green steel — directly relevant to Andhra Pradesh's industrial strengths.

## Australian Companies in India

Over 600 Australian firms operate across India in infrastructure, financial services, technology, mining, and healthcare.

- Macquarie Group (since 2005) invests in roads, renewable energy, and digital infrastructure.
- SMEC India (since 1975) has delivered landmark projects — Rohtang Highway Tunnel, Dedicated Freight Corridor, and state highway rehabilitation across India.



# Overview & Functions of APEDB

1

**Investment Promotion and Facilitation:** Promotes Andhra Pradesh as the ideal investment destination to investors in India and abroad. It is a single point of contact for trade, investments, partnerships & collaborations.

2

**External Engagement:** It is responsible for engaging with Governments, Multilateral and Bilateral agencies, Development Banks and Trade associations in India and Abroad. For investment related activities.

3

**Strategic planning & policy:** A think-tank for strategic planning, policy analysis, and research to enable Andhra Pradesh towards all Round economic growth and employment generation.

4

**Financial Resource Mobilization:** Responsible for both strategic as well operational dynamics relating to increasing internal resources. Administer the funds needed for development of Andhra Pradesh. Facilitate Alternate Funds, Set Up Special Purpose Vehicles, Venture Funds etc.

5

**Futuristic Initiatives:** Responsible for incubating and coordinating the implementation of special initiatives, develop state of the art practices, innovative methods and strategies which will place Andhra Pradesh on the fore font of development

6

**Setting up SPVs:** The special purpose vehicle division assists the departments in structuring, conceiving and setting up of SPVs.



## Vision Drivers

### VISION

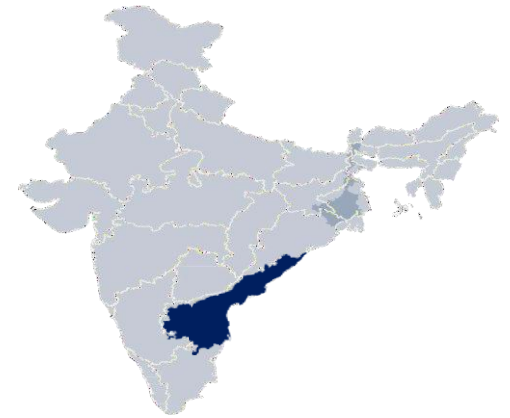
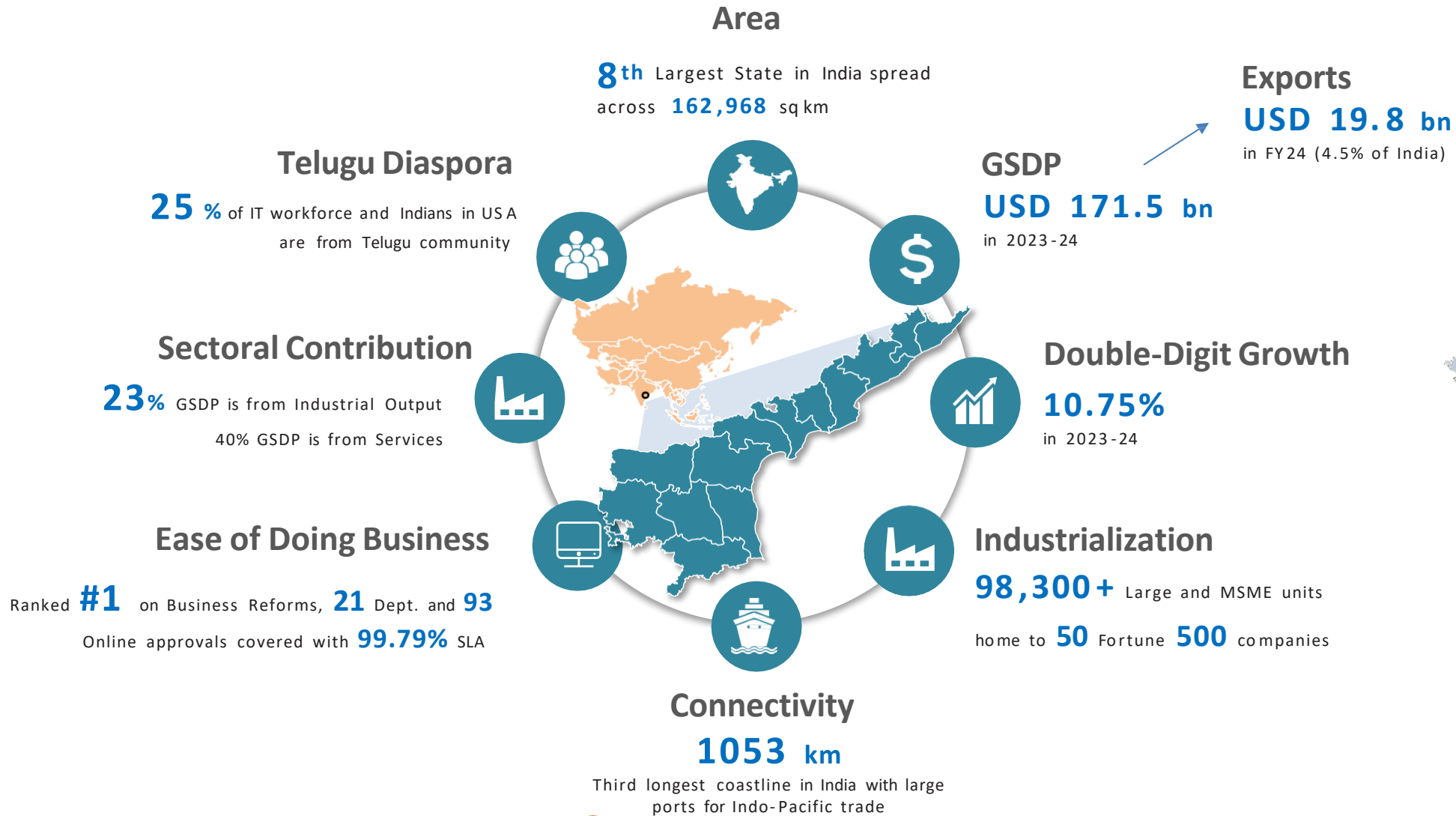
To turn Andhra Pradesh into a  
\$2.4 trillion economy by 2047



Target 15% annual growth rate of  
GSDP



# Andhra Pradesh – Powering Industrialization



# Advantage AP – Robust Infrastructure and Connectivity



## Existing Ports (6):

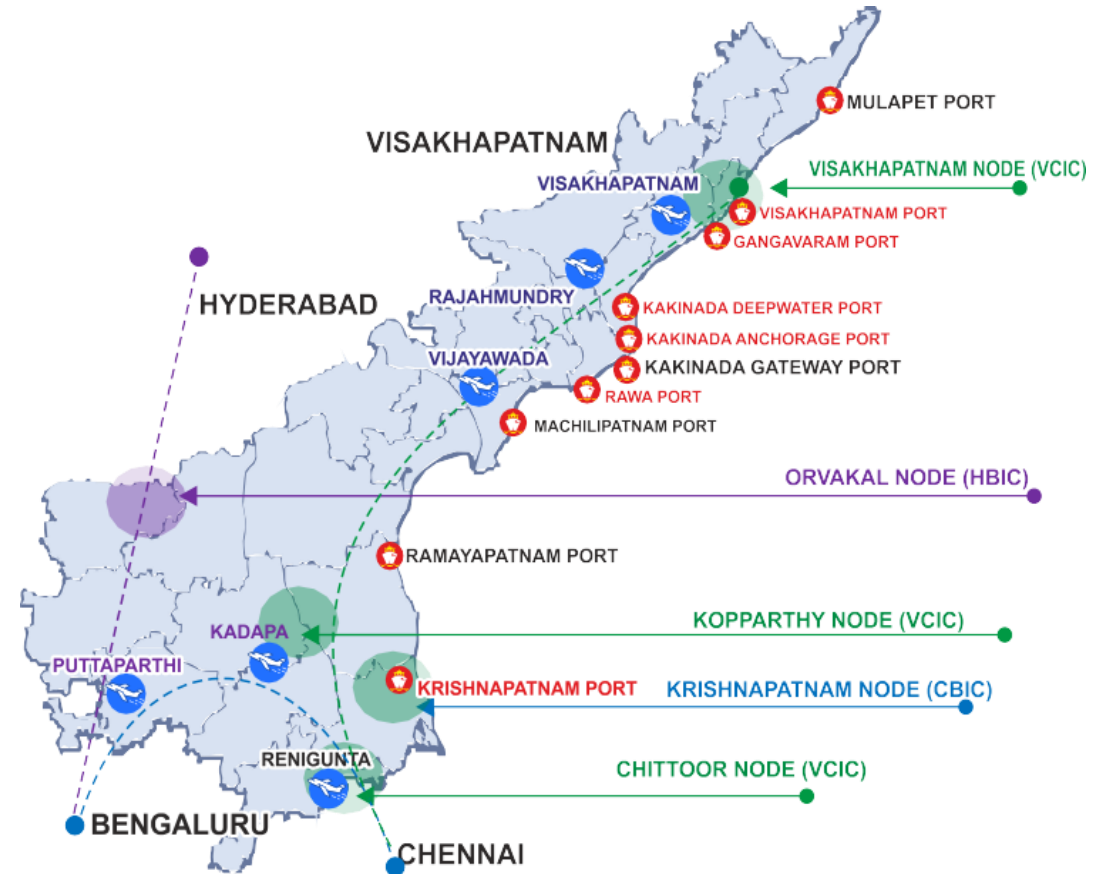
- Visakhapatnam
- Gangavaram
- Kakinada Anchorage
- Kakinada Deepwater
- Krishnapatnam
- Rawa

## Existing Airports (6):

- Visakhapatnam (Intl.)
- Vijayawada (Intl.)
- Tirupati (Intl.)
- Rajahmundry
- Kurnool
- Kadapa



- Machilipatnam
- Ramayapatnam
- Bhavanapadu
- Kakinada Gateway
- Orvakal Airport
- Bhogapuram, Vizianagaram
- Dagadarthi, Nellore
- Plug & Play at all APIIC Industrial parks
- Competitive Rentals

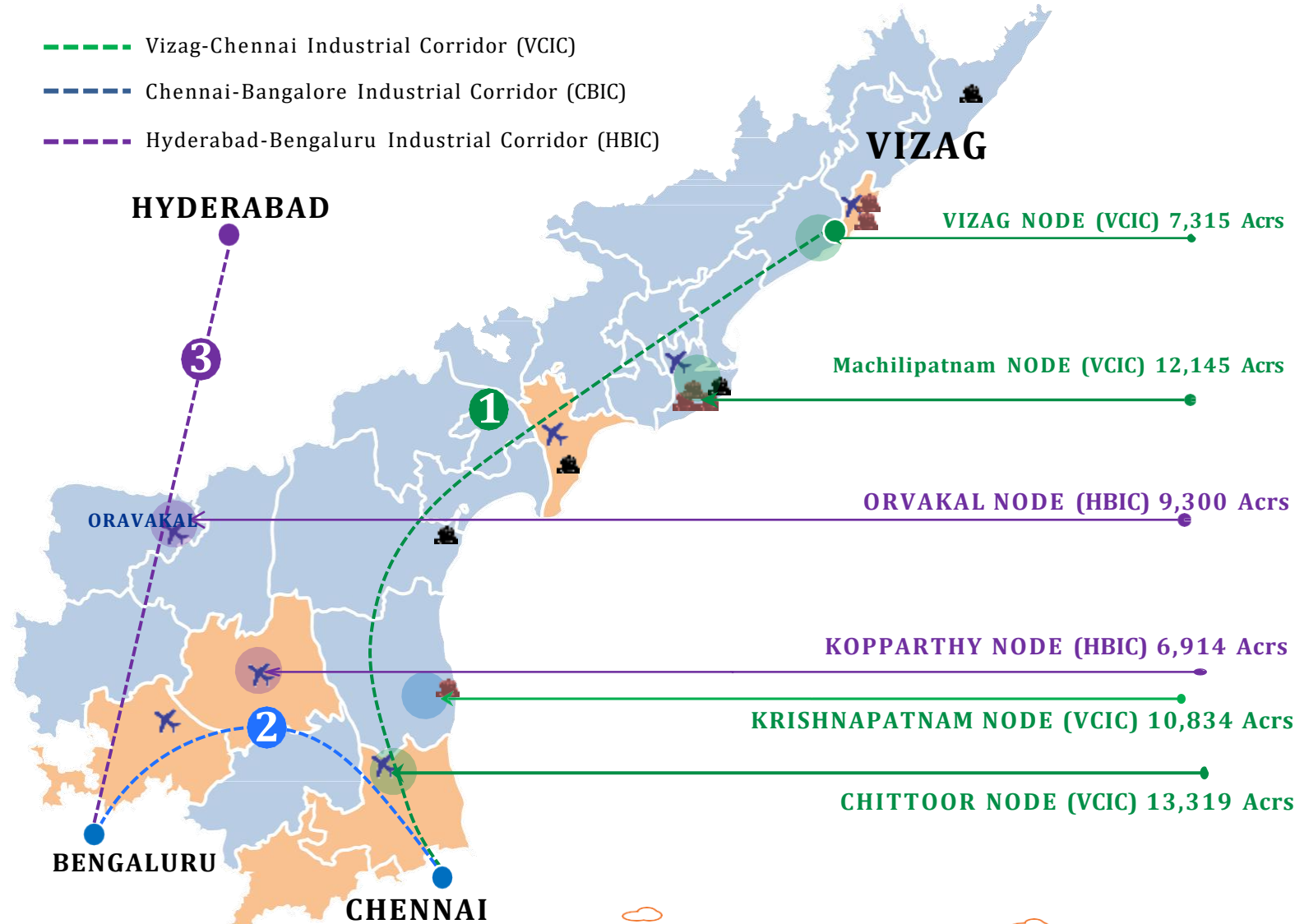


# Advantage AP – Corridor and Port-led Industrial Development

--- Vizag-Chennai Industrial Corridor (VCIC)

--- Chennai-Bangalore Industrial Corridor (CBIC)

--- Hyderabad-Bengaluru Industrial Corridor (HBIC)



**3 industrial corridors:** HBIC (Hyderabad – Bangalore), VCIC (Vizag – Chennai), CBIC (Chennai – Bangalore) enabling industrial synergies between AP and the 3 largest manufacturing, consumer and social centers of South India

The VCIC runs along the ports of the state and opens up a trade corridor to the Global East, positioning the state as a key gateway.

The 3 Corridors cover clusters of multiple thrust sectors, such as IT/GCCs, Medtech, Chemicals, Food Processing, Electronics, Textiles, Automobiles, Logistics and Aerospace & Defence, connecting manufacturers with demand centres.

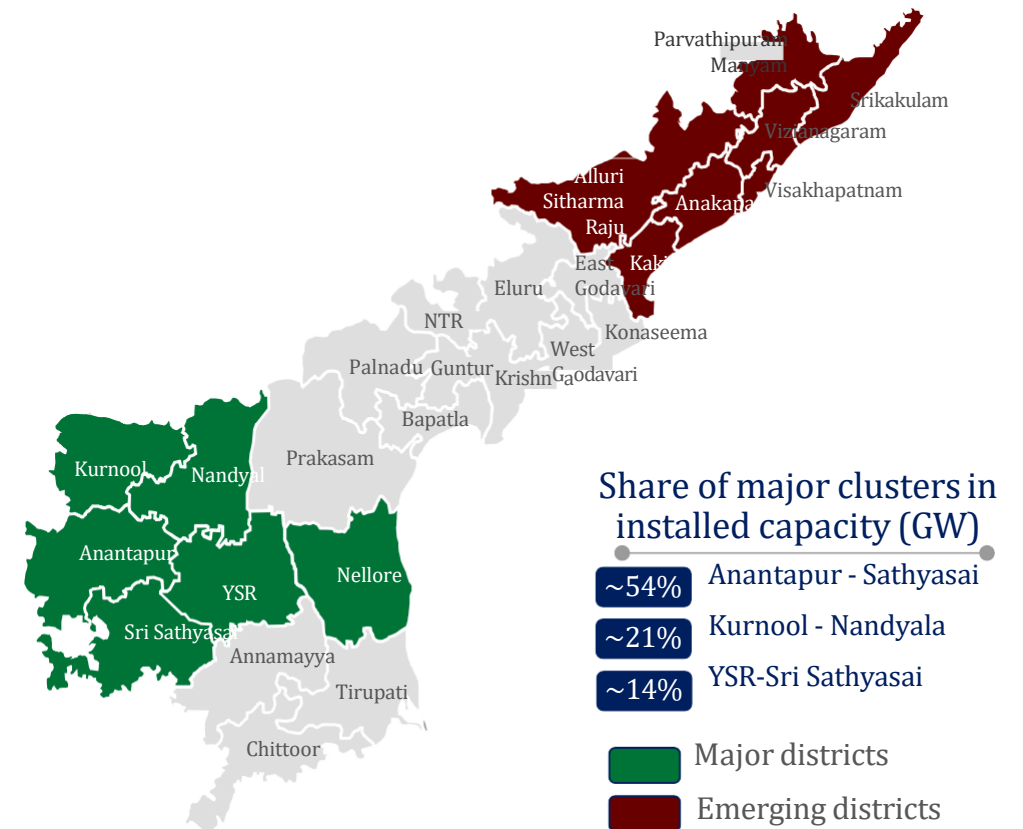
## KEY STAKEHOLDERS



# AP's Path Towards Sustainable Development: Renewable Energy

- Currently has 9 GW of installed Renewable Energy capacity
- AP aims to enable 170 GW in total RE capacity through investments in solar, wind, pumped storage and green hydrogen by 2047
  - Solar - 78 GW
  - Wind - 35 GW
  - Pumped Hydro Storage – 22 GW
  - Battery Energy Storage – 25 GWh
- World's largest Integrated Renewable Energy Storage Project (IRESP) by Greenko located in Kurnool district, with capacity of 4.2 GW under development

## Geographical Distribution of RE as a Sector





## Ease of Doing Business

### **1<sup>st</sup> in Top Achievers category for Ease of Doing Business**

Government actively working to become **#1 in Speed of Doing Business** with issuance of all permissions within 21 working days using a single window system



## Policy Ecosystem

**Conducive sector specific policies for 14 sectors** developed to facilitate and encourage investments in the state

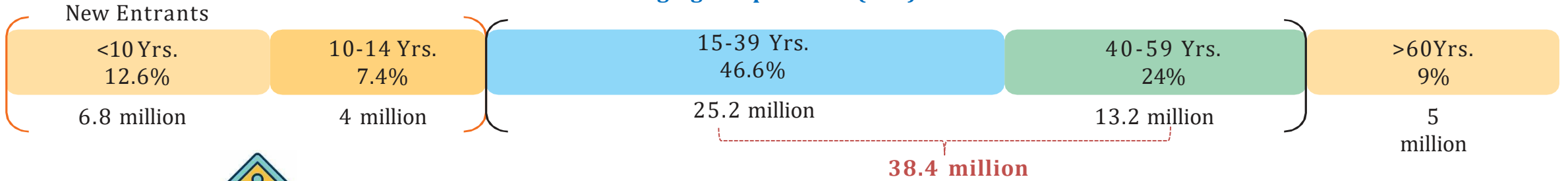
Dovetailing of GoI schemes for all investments alongside **customized incentives** for mega and ultra-mega projects (**INR 1001+ cr.**)

**AP Industrial Development Policy 4.0** acting as a cornerstone for holistic development



# Advantage AP – Skilled Workforce

## Working Age Population (71%)



Andhra Pradesh is  to :

- 3 central universities,
- 20 Central Autonomous Institutions,
- 25 state universities,
- 4 deemed universities, and
- 5 private universities
- 250+ Engineering & 300+ diploma colleges.



AP State Skill Development Corporation provides Industry specific customized skill development programs to meet the Industry requirements.

>8L SHGs providing skilled women manpower especially for textile and marine processing workforce



# AP's Cluster-based Approach across Industrial Corridors – An Overview



## Bulk drugs and pharmaceuticals

**Cluster 1:** Vizag, Kakinada, Anakapalli, Srikakulam

**Cluster 2:** NTR, Vijaywada, Palnadu, Prakasam

**Cluster 3:** Nellore, Tirupati

## Metals and Minerals

**Cluster 1:** Vizianagram, Srikakulam, Vizag

**Cluster 2:** NTR, Krishna, Guntur, E. W. Godavari

**Cluster 3:** Prakasam, Kurnool, Nellore, Anantapur, YSR, Annameya, Chittoor

## Agri & Food Processing

**Cluster 1:** Nandyal, Prakasam, Nellore, Tirupati, Chittoor

**Cluster 2:** NTR, Guntur, West Godavari

**Cluster 3:** Srikakulam

## Aerospace & Defense

**Cluster 1:** Kurnool, Anantapur

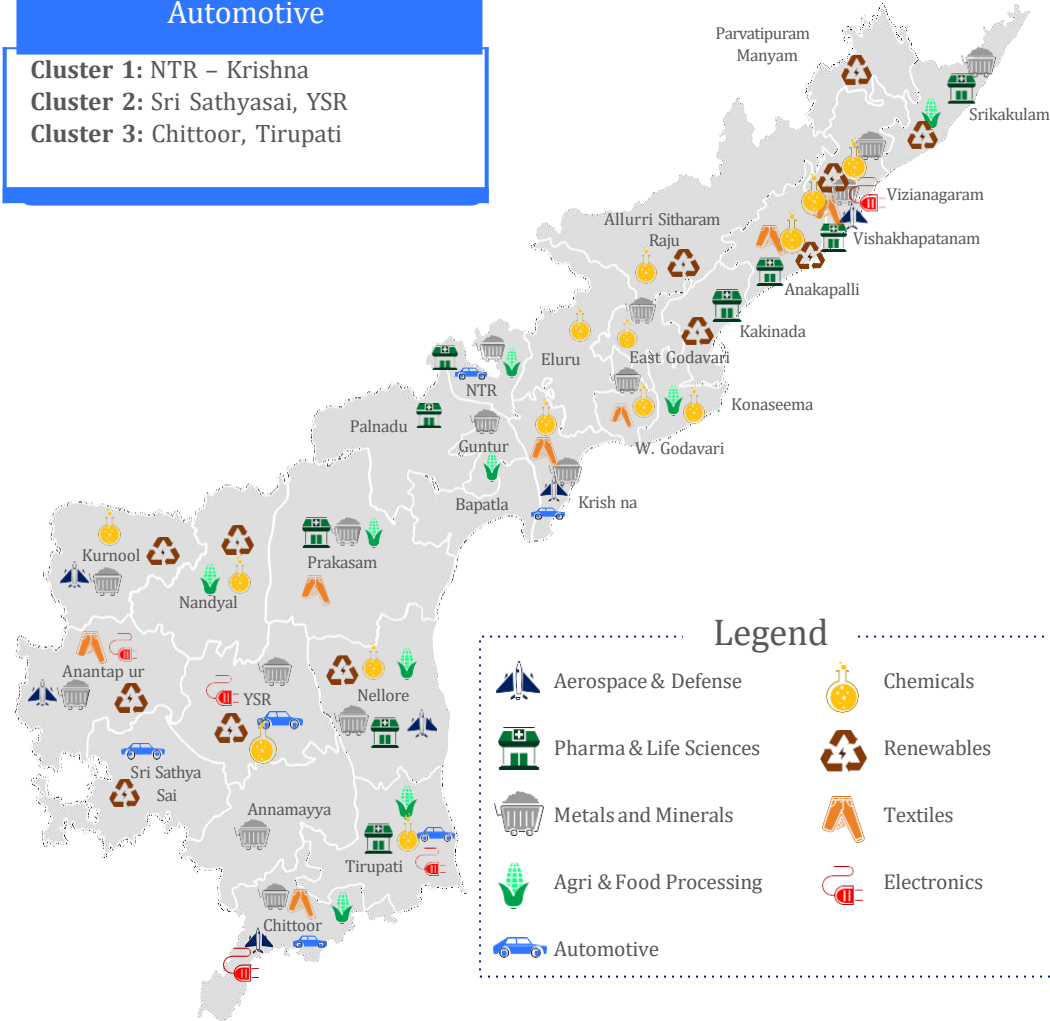
**Other focus districts:** Nellore, Chittoor, Krishna, Vizag

## Automotive

**Cluster 1:** NTR – Krishna

**Cluster 2:** Sri Sathyasai, YSR

**Cluster 3:** Chittoor, Tirupati



## Chemicals

**Cluster 1:** Kurnool, Nandyal, YSR, Nellore, Tirupati

**Cluster 2:** Eluru, Krishna, E. Godavari, W. Godavari, Anakapalli, Vishakhapatnam, Vizianagram, Konaseema

## Textiles

**Cluster 1:** Vizag, Anakkapalli, Srikakulam

**Cluster 2:** Prakasam, Palnadu, Guntur, Bapatla, Krishna, Godavari

**Cluster 3:** Kurnool, Anantapur, YSR, Sri Sathyasai, Chittoor, Tirupati

## Electronics

**Cluster 1:** Sri Sathyasai, YSR

**Cluster 2:** Tirupati

**Cluster 3:** Vizag

## Renewables

**Cluster 1:** Kurnool, Nandyal, YSR, Anantapur, Sri Sathyasai, Nellore

**Cluster 2:** Allurri Sitharam Raju, Kakinada, Godavari, Vizianagram, Parvathipuram Manyam, Anakapalli, Srikakulam

# Electronics and Semiconductors: Sector Overview

## Driving Forces

- US-China Relations driving relocations from China
- India offers lower manufacturing costs compared to China, Vietnam, Philippines, and Thailand alongside PLI scheme driving sector growth
- Expansion of homegrown contract manufacturers and increasing component manufacturing capabilities within India
- Expanding market demand from automotive, defence, and other sectors

## AP's Plans

- Developing YSR EMC, KRIS City into semiconductor clusters with focused skilling and R&D infra with focus on IT hardware and EVs
- Developing Kopparthi as Telecom hub with OFC manufacturing
- ESDM incubation centres to promote R&D

## AP's Existing Strengths

- 3 existing EMCs and 3 upcoming EMCs to attract Electronics and Semiconductor investments
- Strong presence in consumer electronics with ~15-20% of India's mobile phone production
- Employing more than 40,000+, AP has a strong ESDM ecosystem across the value chain
- AMTZ – Exclusive MedTech Zone located in Visakhapatnam
- Low land costs, low skilled labour wages and low industrial power tariffs
- Steady supply of skilled workforce enabled through engineering colleges and ITIs.
- Dedicated policies for Electronics and Semiconductor Manufacturing to drive growth in sectors

## Key focus districts identified for Electronics and Semiconductors in AP



## Investment Opportunities

Silicon Wafers, PCBs, Consumer Electronics, Electronic Components, IT & Hardware design, Mobile components, Batteries, Solar Cell and Modules, Telecom equipment



# Automobiles, Auto Components and EVs: Sector Overview

## Driving Forces

- 30% electrification target for India's vehicle fleet by 2029
- Rising EV adoption with ~49% CAGR expected for EV sales growth in India; 10 Mn annual sales expected by 2029 vs ~1.3 Mn now
- India offers lower manufacturing costs compared to many countries and combined with government incentives like the PLI scheme, boosts sector growth.

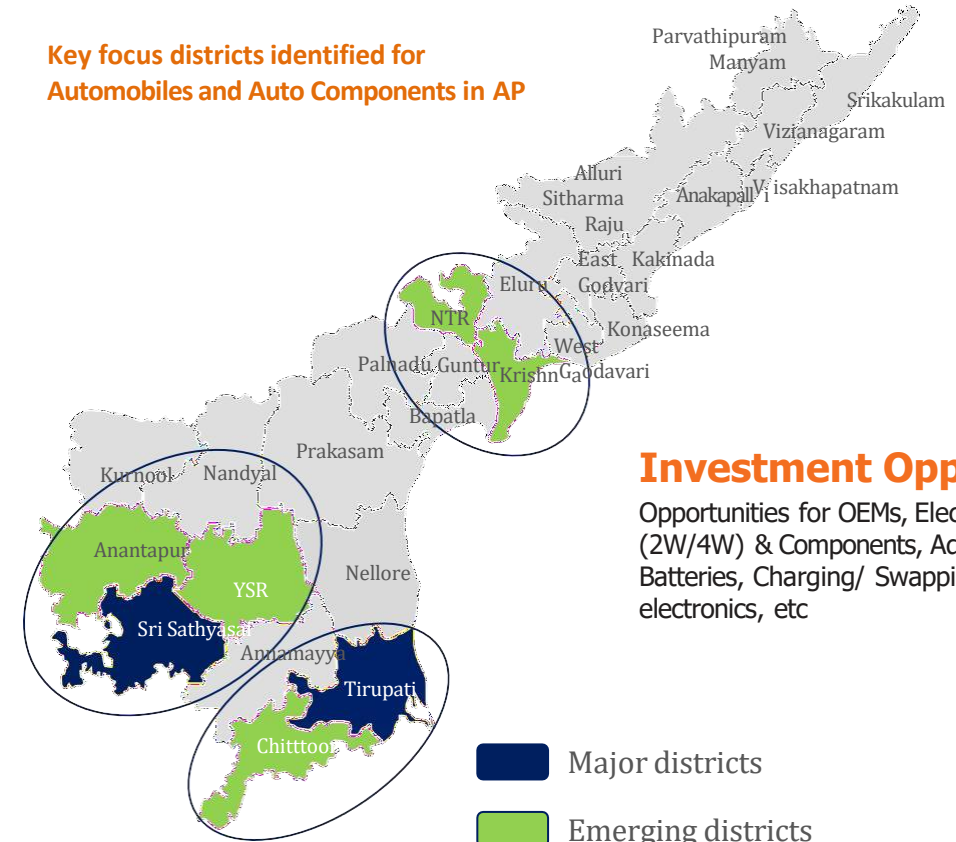
## AP's Plans

- EV and battery manufacturing in emerging districts like YSR, Anantapur, Chittoor
- End-to-end automobile, batteries and components cluster in Tirupati, Sri Sathyasai

## AP's Existing Strengths

- Investment destination for South Korea, Japan, Taiwan, France and other leading Indian auto manufacturers
- Destination for two of the largest auto investments in India (KIA and Isuzu)
- Contributing 6.5% to India's automobile and parts exports in FY23 with export to more than 10 countries
- Promotion of MSMEs for auto-components and body works
- Strengthening of terminal infra with roll-on, roll-off infra to handle automotives
- Facilitate partnerships b/w local & global EV companies to boost tech transfer and investments

## Key focus districts identified for Automobiles and Auto Components in AP



## Investment Opportunities

Opportunities for OEMs, Electric Vehicles (2W/4W) & Components, Advanced Cell Batteries, Charging/ Swapping stations, Auto electronics, etc



# Food Processing: Sector Overview

## Driving Forces

- India's vast agricultural and pisciculture production base (e.g., leading producer of milk, spices, fruits, shrimp, fish) provides a natural advantage, enabling boost in exports
- Expansion in demand fueled by urbanization, rising disposable incomes, and changing consumer preferences
- Rise of homegrown FP companies and increasing investments in enabling tech enhancing capacity
- PLI scheme, Pradhan Mantri Kisan Sampada Yojana (PMKSY), and 100% FDI allowance driving growth

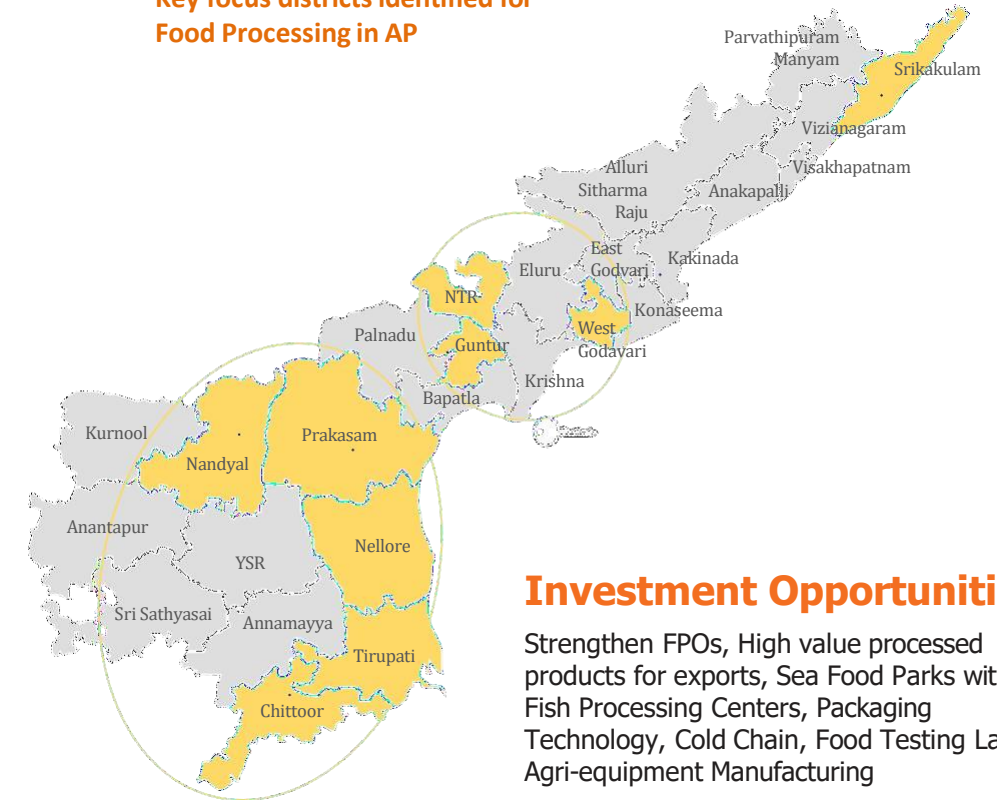
## AP's Plans

- Promote integrated pest management and proper practices for limiting contamination and toxin levels, alongside establishing infra for higher value addition through exports

## AP's Existing Strengths

- AP is the 4th largest state in Agri & food processing GVA (INR 14.2k Cr.) with 8% GVA contribution
- 6000+ FP units situated in AP with a diverse production base and 450+ FPOs catering diverse raw materials
- Proximity to production regions with availability of seamless transportation and distribution to processing hubs
- Dedicated Food Processing policy to drive growth and innovation
- Establishing diversified post harvest infra for processing and packaging alongside cluster-based agri-processing units in each Mandal
- Establishing multi-product food parks with export quality standard adoption

## Key focus districts identified for Food Processing in AP



## Investment Opportunities

Strengthen FPOs, High value processed products for exports, Sea Food Parks with Fish Processing Centers, Packaging Technology, Cold Chain, Food Testing Labs, Agri-equipment Manufacturing



# Pharmaceuticals and Medical Devices: Sector Overview

## Driving Forces

- Rising focus for local API production to reduce dependence on China
- 80% of current Indian requirements dependent on imports for medical devices, driving shift towards domestic manufacturing
- Initiatives like the PLI scheme, MedTech Mitra, and PRIP schemes are being implemented to boost domestic manufacturing

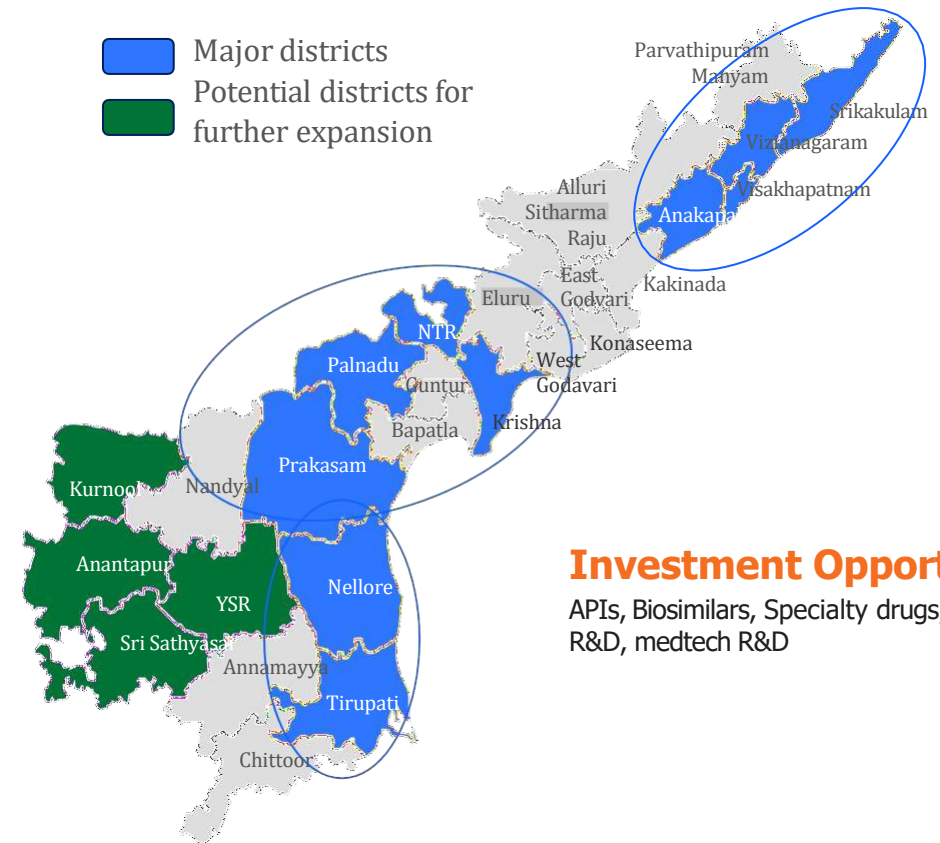
## AP's Plans

- Explore potential to develop medtech zone on lines of AMTZ Vizag for medical devices with major focus on X-ray machines and diagnostic equipment

## AP's Existing Strengths

- 250+ API/Bulk drug units present with 38 approved by WHO and 20 by United States Food & Drug Administration
- Home to 4 Pharmaceuticals SEZs in Vishakhapatnam, Srikakulam, Nellore, Vizianagaram
- Asia's largest Integrated Medical Devices Manufacturing Park – AMTZ – operational in Vizag
- Focusing on R&D for bio-similars and nutraceuticals in existing pharma clusters
- Expand R&D efforts to include new formulations and frontier technologies like genome sequencing, neurotechnology, and gene editing

## Key focus districts identified for Pharma and MedTech in AP



## Investment Opportunities

APIs, Biosimilars, Specialty drugs, Clinical R&D, medtech R&D



# Textiles, Apparel and Non-leather Footwear: Sector Overview

## Driving Forces

### Garmenting:

- Uncertain future of Sri Lanka and Bangladesh
- Ongoing tensions between China and US-Europe
- Rising labor costs in Vietnam, Thailand, and China due to electronics industry boom
- Internal migration of garmenting and textile companies from Tamil Nadu and Karnataka due to labor costs and availability issues
- Transition from natural fibers to technical textiles
- Major brands like Uniqlo and Lululemon moving to India with vertical integration

### Non-leather Footwear:

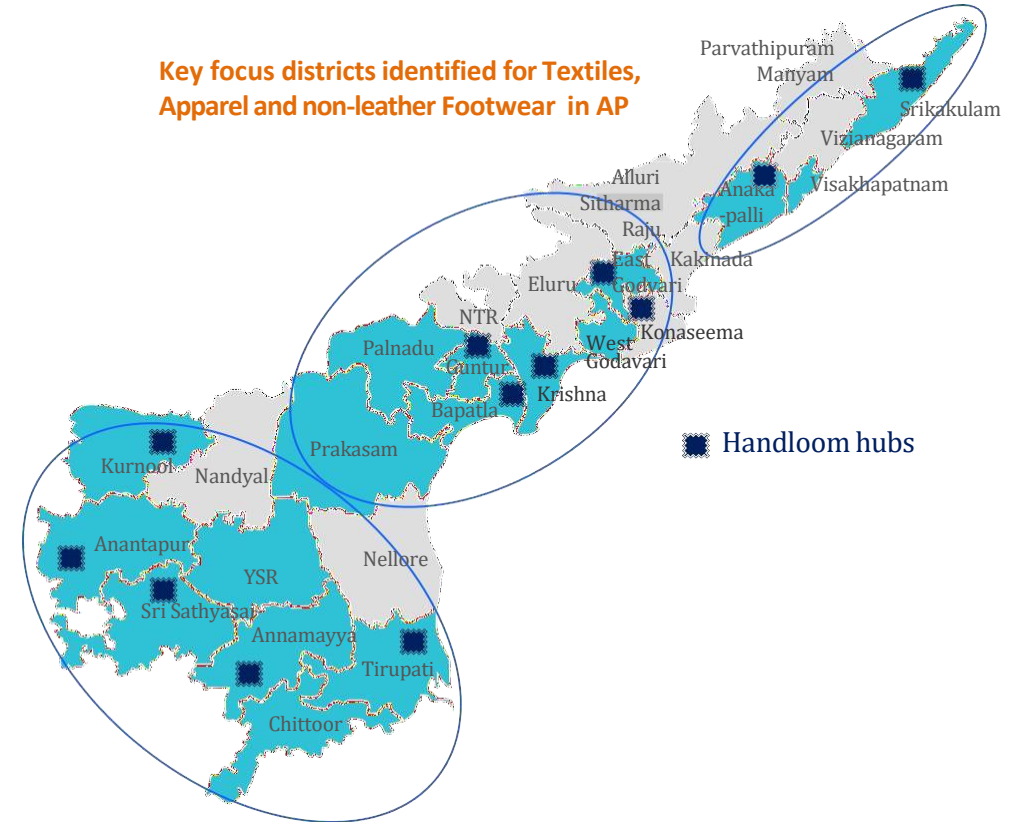
- US-China tensions leading brands to push contractors away from China
- Labor cost and availability issues in Vietnam, Thailand, and Malaysia
- Growing domestic market in India
- Saturation point reached in Tamil Nadu for manufacturing of non-leather footwear

## AP's Existing Strengths

- 6th largest producer of cotton, 2nd largest in raw silk
- Ranked 3<sup>rd</sup> in India in terms of investments in technical textiles
- AP has 7.1% of India's Ginning & Pressing Capacity
- Sector is 2<sup>nd</sup> largest rural employment provider in the state

## AP's Plans

- IPs in Orvakal, Krishnapatnam focusing on man-made fibers, technical textiles
- R&D focus on practical applications of technical textiles
- Positioning as an investment Hub for textiles and non-leather footwear investments from South-East Asia.





**Presentation from Callington India Pvt  
Ltd - Speciality Chemical  
Manufacturers for Aviation and Industry**

**By: Mr Sriram Iyengar,**

Regional Managing Director for India and  
Qatar at Callington India Pvt Ltd

## Sriram Iyengar

Regional Managing Director for India and Qatar  
Callington India Pvt Ltd

- Sriram Iyengar is an accomplished professional Sriram Iyengar is a seasoned industry professional with over 30 years of experience in lubricants, metalworking fluids, and specialty chemicals across multiple industry verticals.
- A Chemical Engineer with a Master's degree in Marketing Management from the University of Mumbai, he has held senior sales, business development, and management roles with leading multinational companies including bp-Castrol, Total, Idemitsu, and Blaser Swissslube.
- Sriram currently heads Indian operations for the Callington Group of Companies, where he successfully spearheaded greenfield manufacturing operations in Puducherry, supporting group-wide requirements. While the business has strong roots in the aviation sector, it has since expanded into metalworking fluids and industrial consumables.
- Beyond his professional life, Sriram is an avid reader, quiz enthusiast, music lover, and a devoted family and pet parent.



# Callington Group Introduction

2026

## Callington

Global solution provider for Aviation and Industry

- Founded in 1968, Callington is a family owned, Australian based chemical manufacturer.
- Develop and provide solutions for numerous industries and the aviation market globally.
- ISO9001:2015 and ISO14001:2015 certified, our European business has maintained a Platinum rating for sustainability with EcoVadis each year since 2022



# SAFE CHEMICAL SOLUTIONS FOR AVIATION AND INDUSTRY

DISINSECT . CLEAN . DISINFECT . MAINTAIN . PROTECT



## GLOBAL SUPPLY & RELIABILITY

Offices, manufacturing and storage locations worldwide



## INNOVATION

State of the art R&D laboratories  
France - India - Thailand - Australia



## CUSTOMER SUPPORT

Technical, regulatory and commercial support



## EXPERTISE

Recognised worldwide reference for Aircraft Approved Chemicals





**4** R&D Innovation Centers

**11** Manufacturing Countries

**16** Country Sales Offices

**57** Years of Chemical Manufacturing Experience

**130** Employees Globally

- Global Head Office located in Sydney, Australia
- 5,000m<sup>2</sup> office including Research and Development, Manufacturing and Warehousing.



Rydalmere NSW

# Key Global Locations



**PSA Paris/ Callington Europe  
Collegien, France**  
3,000m<sup>2</sup> Office including R&D  
and Warehousing



**Callington Thailand  
Bangkok, Thailand**  
Office, R&D and  
Manufacturing Facilities



**Callington India,  
Chennai and Pondicherry, India**  
Office, R&D and Manufacturing  
Facilities

- 4 laboratories dedicated to research and development.
- Strategically located globally to provide focus on new and emerging technologies and market requirements.



Sydney



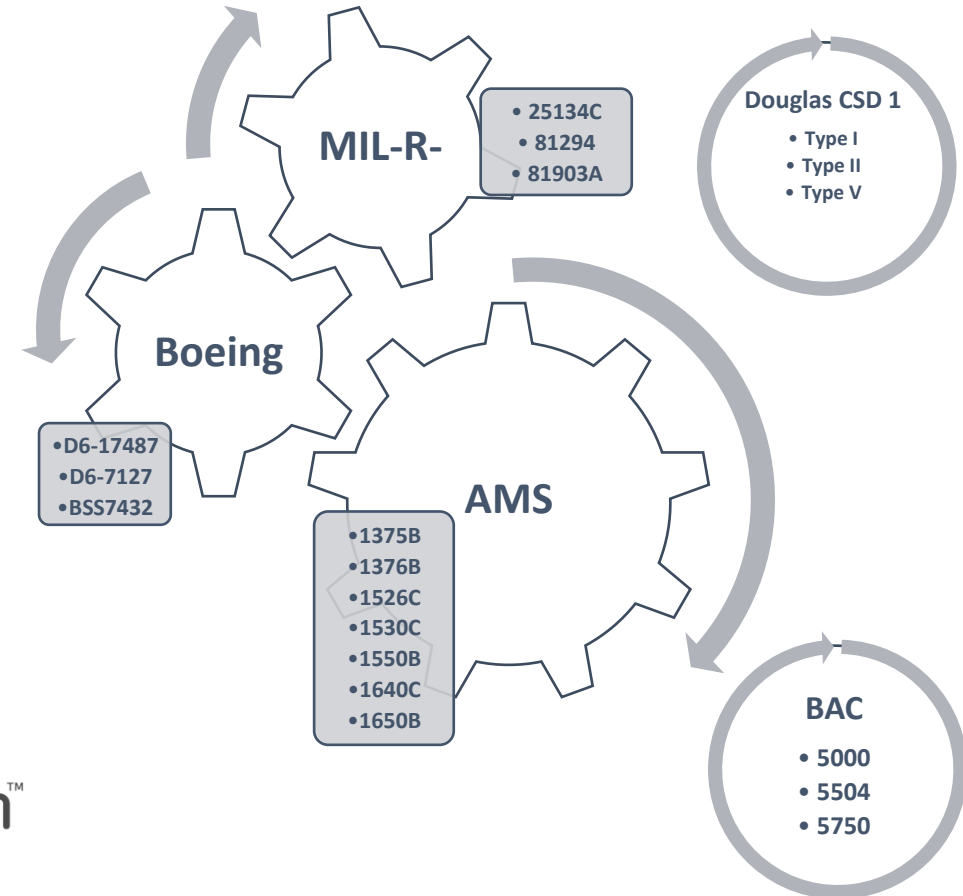
Chennai – located in IIT (Madras)



Bangkok

Our Research Partners we Collaborate with for Product Development

Certifications & Product Approvals



- ASTM F 945
- ARP 1755B
- McDonnell DOUGLAS DPM 638
- BOMBARDIER 80-9
- U.S. ARMY TB 43-0135

# Key Industries We Serve



Manufacturing



Defence



Health and Aged Care



Shipping



Mining and Resource  
Exploration



Aviation



Oil and Gas



Ground transport

# AVIATION PRODUCT PORTFOLIO



**BORDER  
BIOSECURITY**



**CABIN  
CLEANING**



**INFLIGHT  
PRODUCTS**



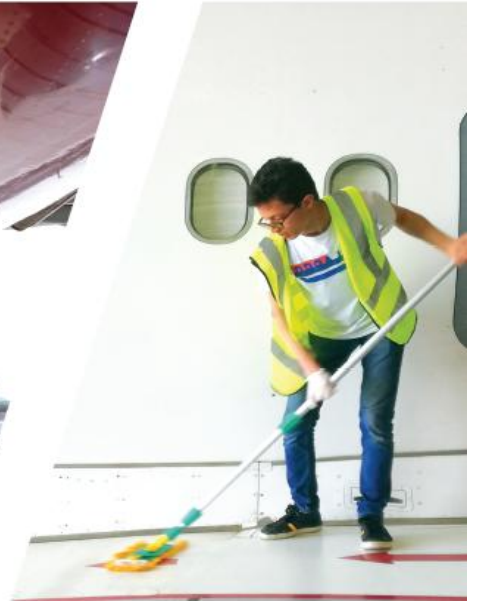
**PAINT  
STRIPPERS**



**POTABLE WATER  
& LAVATORY**



**EXTERIOR  
CLEANERS**



# Key Aviation Customers



Some of our Global Commercial Airline Customers



# MRO CUSTOMERS



Some of our Global MRO Customers



## Specialty Cleaning



## Fuel and Engine Treatment



## Cleaning and Disinfection



## Welding and Surface Treatment



## Metalworking Fluids



## Non—Destructive Testing



## Paint Stripping



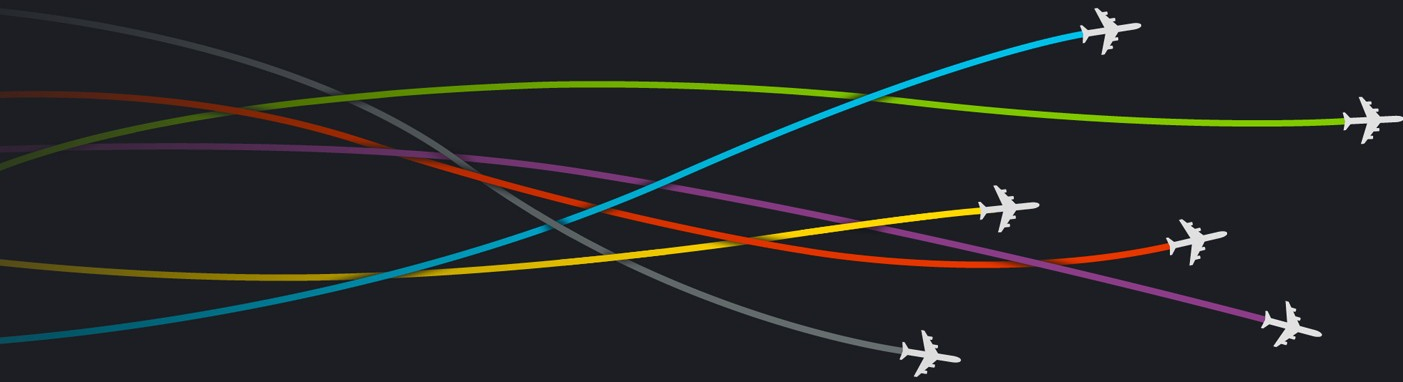
## Personal Use



# Key Speciality Chemical Customers

## Industry Partners





**Callington**

**LOOK FORWARD TO  
WORKING TOGETHER**

# Questions & Next Step?

## Stay Updated:

Register to receive updates on future events and activities.

<https://www.aigroup.com.au/services-and-advice/business-improvement/australia-india-business-engagement-program/#block-48873>

## Share Your Feedback:

We'd love to hear your thoughts to help us improve.

Complete the survey:

<https://www.surveymonkey.com/r/AIBEP15Apr26>

## Contact:

Tel: 1300 776 063 or E: [big@australianindustrygroup.com.au](mailto:big@australianindustrygroup.com.au)

Share Your Feedback  
Webinar – South India  
Regional Market Insights





# Australia India Business Engagement Program

E: [big@australianindustrygroup.com.au](mailto:big@australianindustrygroup.com.au)