Czech–Indian Chamber of Commerce

# Czech India Dialogue: Two-Way Growth & Market Access

**7 October 2026 · 17:00–22:00**

Brno Exhibition Centre (BVV), Conference Hall · during MSV 2026 · with online livestream

Language: English · Questions via Slido **(code TBC)**

WHY NOW

The EU and India concluded their free trade agreement in January 2026; signature is expected by the end of 2026 and entry into force in 2027. India will cut most duties on EU goods – including up to 44 % on machinery and 22 % on chemicals – while most Indian goods gain immediate duty-free access to the EU.

Yet Czech–Indian trade is still modest: CZK 89 bn in 2025. **This evening is about how, not whether** – practitioners share what worked, what it cost and what they would do differently. No slides, no sales pitches.

**For:** Czech manufacturers and exporters weighing India · Indian companies looking for an EU base · investors, advisers and policymakers

**17:00–17:15**

OPENING

## Welcome & Opening Remarks

*Why a two-way dialogue – and what you will leave with tonight*

Founded on 27 January 2026 – the day the EU–India FTA was concluded – the Czech-Indian Chamber of Commerce helps companies in both countries turn the agreement into business. EEPC India is….. (the premier government-backed body promoting India's engineering exports, industrial partnerships, and global market expansion)..

SPEAKERS

- **Jan Musil** – President, Czech-Indian Chamber of Commerce (CZINCC)
- **C.A.NADIGER** – Regional Director (EEPC - Engineering Export Promotion Council of India

**17:15–17:35**

KEYNOTE

## Czechia & India – Two-Way Gateway to Growth

*The strategic and political frame – days before the Czech government and business mission to India (from 11 October)*

- **Karel Havlíček** – First Deputy Prime Minister and Minister of Industry and Trade; leads the government delegation to India

*Why should Czech companies expand to India – and Indian companies to Czechia? How does the government see India as a strategic partner in business and diplomacy? And which concrete steps are planned to further grow bilateral trade and investment?*

- **H.E. Raveesh Kumar** – Ambassador of India to the Czech Republic; former Official Spokesperson of India's Ministry of External Affairs (2017–2020)

*What do India and Czechia have in common? Where is the untapped potential of our economic partnership, and what would unlock it? How will the EU–India FTA change the game for companies – and from when? What does the Indian diaspora appreciate about Czechia?*

**17:40–18:40**

PANEL I

## Dialogue I: Czech Companies in India

*Why and how can a Czech company enter India? Practical experience of Czech companies building their business there.*

From a first distributor to their own factory – the decisions that made or broke their entry.

WHAT YOU WILL TAKE AWAY

- **Entry route:** distributor, local partner, joint venture or own subsidiary – what each costs and when to switch.
- **Export or make in India:** the tipping point – tariffs, local-content rules in public tenders, BIS certification.
- **People:** hiring, training and keeping a strong Indian team.
- **Getting paid and protected:** contracts and payment security – commercial disputes in Indian courts take around four years.

PROGRAMME

- **Market briefing (10 min) – Josef Hrubec**, Regional Director Middle East & India, CzechBusiness: where Czech exports to India stand and what support is available on the ground
- **Panel discussion (40 min)**
  - **Marek Libřický** – Director General for Security and Non-European Countries, Ministry of Foreign Affairs of the Czech Republic.
  - **Jan Rafaj** – President, Confederation of Industry of the Czech Republic (SP ČR); leads the business part of the India mission
  - **J. Vrátník** – Škoda Group; MoU with Tata AutoComp on a rail-components joint venture (2025)
  - **Jan Musil** – CEO, LIKO-S; in India since 2012, own manufacturing subsidiary in Bengaluru since 2017
  - **Martin Kortus** – Director, TECHNICOAT; industrial coatings, own plant in Pune
  - **Martin Vlašic,** Head of Rail, Wikov – Wikov runs its own rail-gearbox assembly plant in Pune since 2025
  - **Josef Hrubec** – CzechBusiness
- **Moderator: Milan Malátek** – General Manager, Czech-Indian Chamber of Commerce; formerly Head of Regional Steering India at ŠKODA AUTO and Director of ASTRAAN Pvt. Ltd. (JV CSG Group & ADANI).
- **Q&A from the audience via Slido (10 min)**

**18:40–18:50**

BREAK

## Coffee break

*Refreshments · stage reset*

**18:50–19:50**

PANEL II

## Dialogue II: Indian Companies in Czechia

*Why and how can an Indian company enter Czechia? Practical experience of Indian companies building their business in Czechia and across the EU.*

An IT centre, a steelworks, a medical manufacturer and an online grocery – four Indian routes into one market.

WHAT YOU WILL TAKE AWAY

- **Choosing the route:** acquisition, greenfield, owner-managed SME or digital-first – speed, cost and risk compared.
- **Czechia as an EU base:** single-market access, supplier networks – and how Czechia compares with Germany, Poland or Hungary.
- **Talent:** Czech engineers and language skills, building mixed Czech–Indian teams.
- **Practical set-up:** incentives, banking, public procurement and finding reliable Czech partners.

PROGRAMME

- **Introduction (10 min) – CzechBusiness**: what Czechia offers Indian investors – incentives, sites, aftercare **(speaker TBC)**
- **Panel discussion (40 min)**
  - **Jan Skoták** – Regional Center Head, Infosys Czech Republic (Brno and Prague, since 2004)
  - **Shashidhar Singh** – Owner and Managing Director, DINA-HITEX (Bučovice; surgical drapes, gowns and medical disposables)
  - **S. Sharma** – DOOKAN (online platform for Indian groceries)
  - **Vítkovice Steel** – Ostrava steelmaker owned by India's Jindal Steel International since 2024 **(TBC)**
  - **CzechBusiness** – investment team **(TBC)**
  - **Moderator: Jan Musil** – President, CZINCC
- **Q&A from the audience via Slido (10 min)**

---

**19:50–20:00**

CLOSING

## Closing Remarks

- Key takeaways from both panels
- Next steps: the government and business mission to India (from 11 October) and CZINCC follow-up for members and participants
- Invitation to the networking dinner

SPEAKERS

**CZINCC Board** – Jan Musil (President), Milan Malátek (General Manager), Jan Skoták, Shashidhar Singh

---

**20:00–21:30**

NETWORKING

### Networking & Indian dinner by chef Tejinder Riar

Chef Tejinder “Teji” Riar, a regular guest cook on Czech TV breakfast shows such as Dobré ráno, prepares a traditional Indian dinner – with Czech beer, Czech wine and non-alcoholic drinks.

**Who you will meet:** around 80 guests – speakers, Czech companies and institutions, and Indian companies from the EEPC India delegation exhibiting at MSV 2026.