



DA PIU' DI 50 ANNI, AL CENTRO DELLE RELAZIONI ITALO-INDIANE
SINCE MORE THAN 50 YEARS, AT THE CENTER OF INDO-ITALIAN RELATIONS



FINANCIAL TOOLS AVAILABLE TO ITALIAN INVESTMENTS IN INDIA

Webinar - 24th April, 2020

IICCI SURVEY - Liquidity & Financial Needs of Italian Companies in India



SCOPE

To assess the financial requirement and challenges faced by Italian companies in India

TARGET

Indian subsidiaries of Italian companies, Indo-Italian JVs and Project offices

DATA COLLECTION

45 surveys collected, from Italian companies in India

TIMING

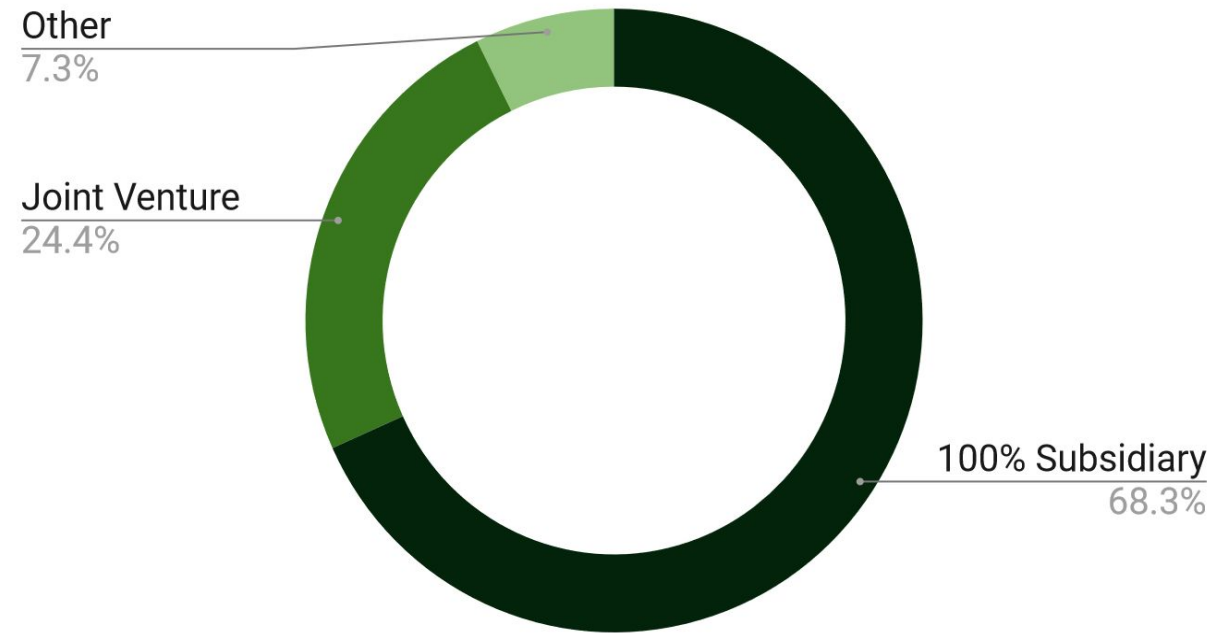
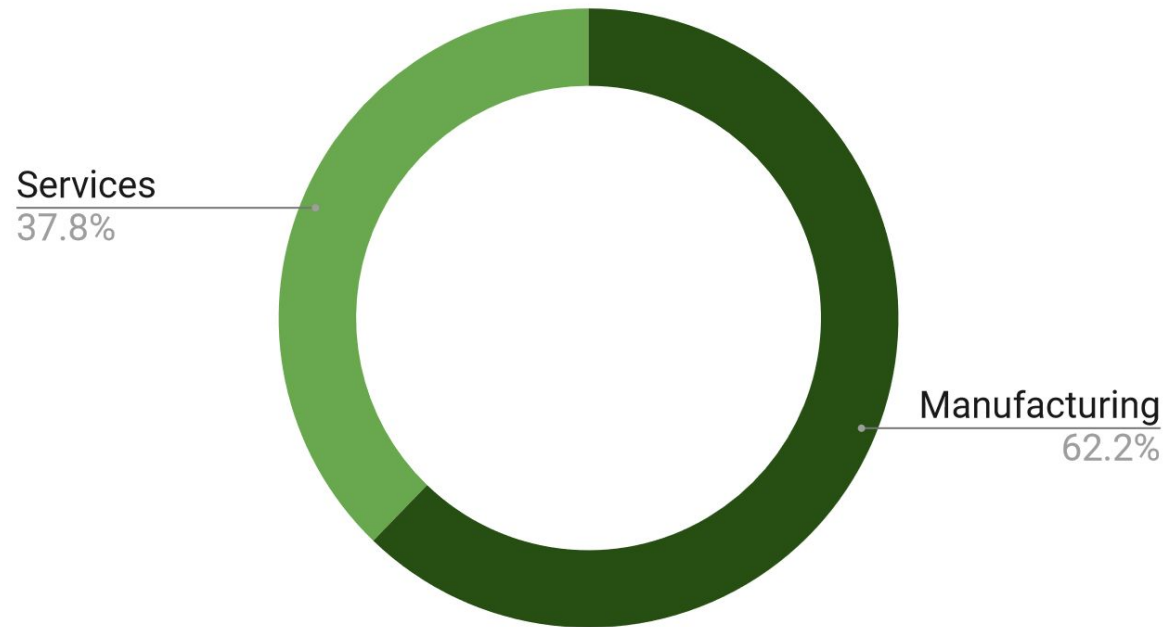
Between April 20th to April 23rd 2020

IICCI SURVEY - Main Take Aways

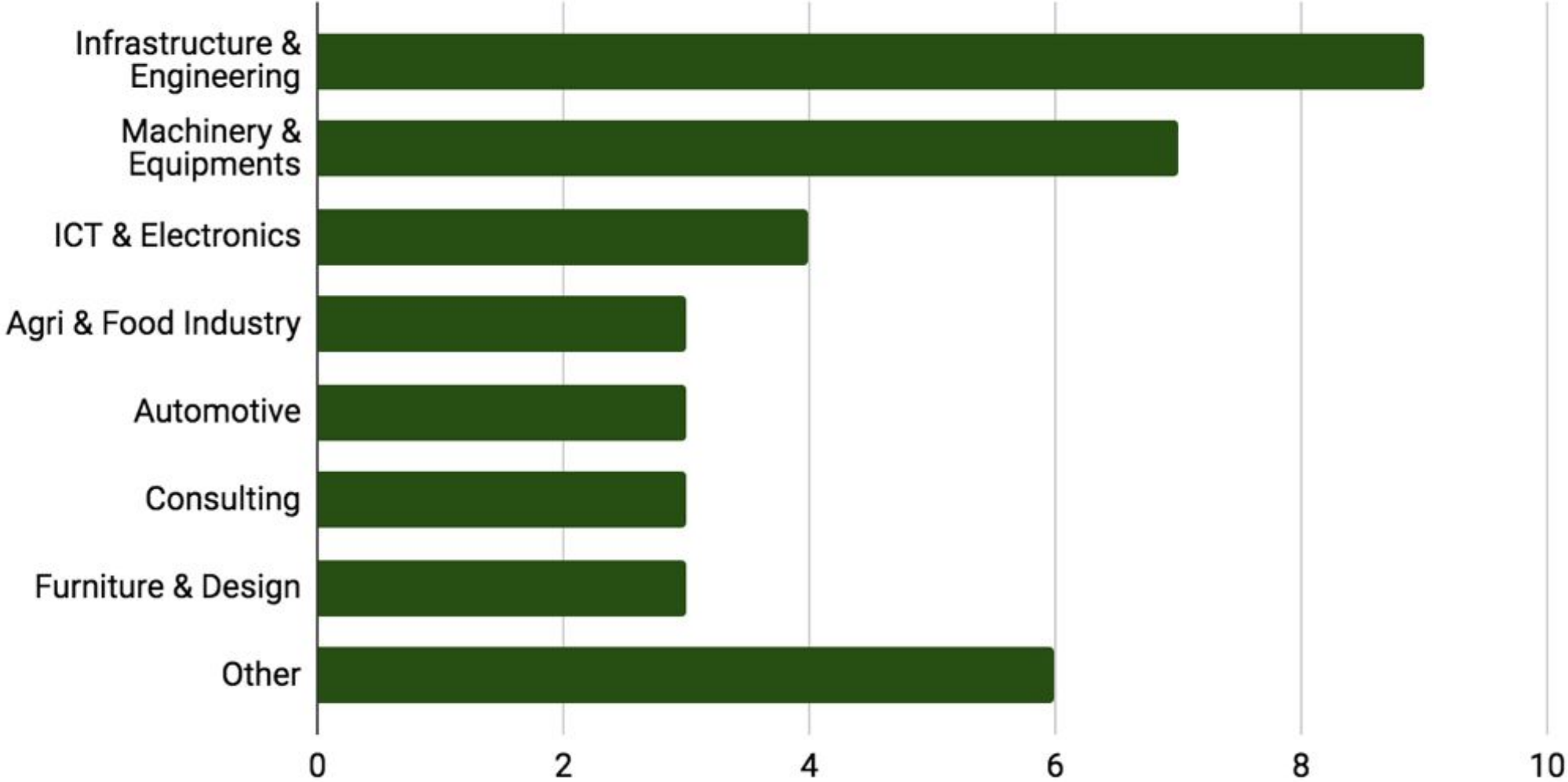
- 4 months liquidity coverage
- Working capital at **minimal interest rate**
- Advance payment and **cash on delivery** requirement by suppliers
- **Collection** of receivables from clients



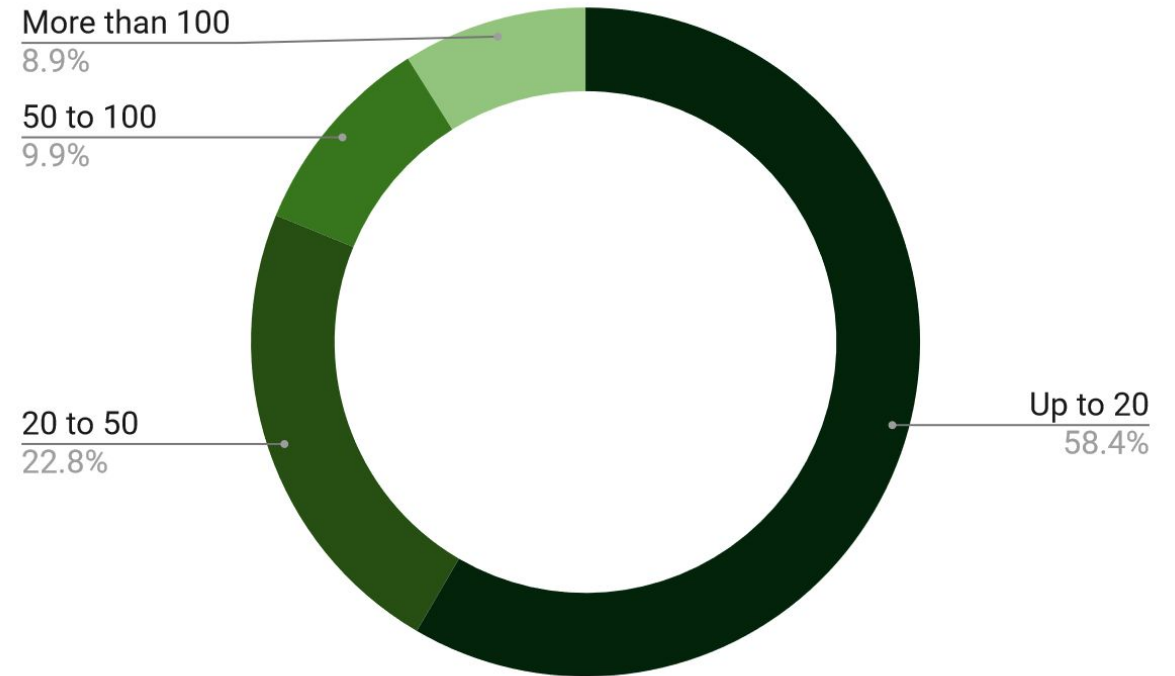
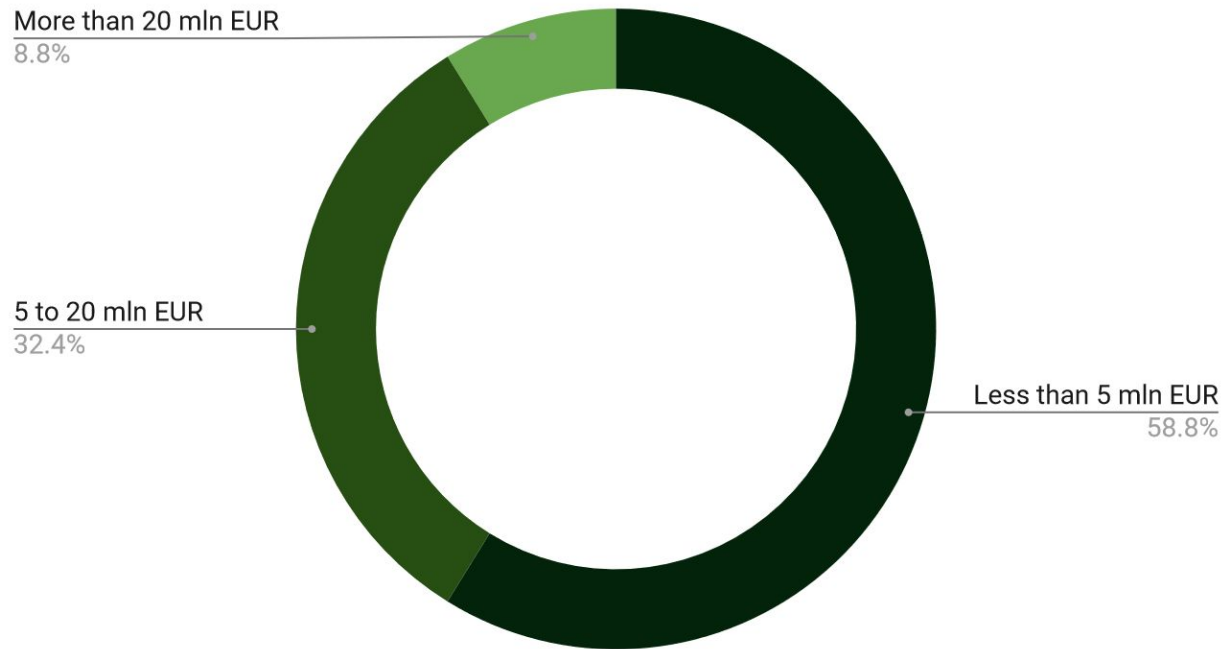
IICCI Survey | Profiling - Activity & Type



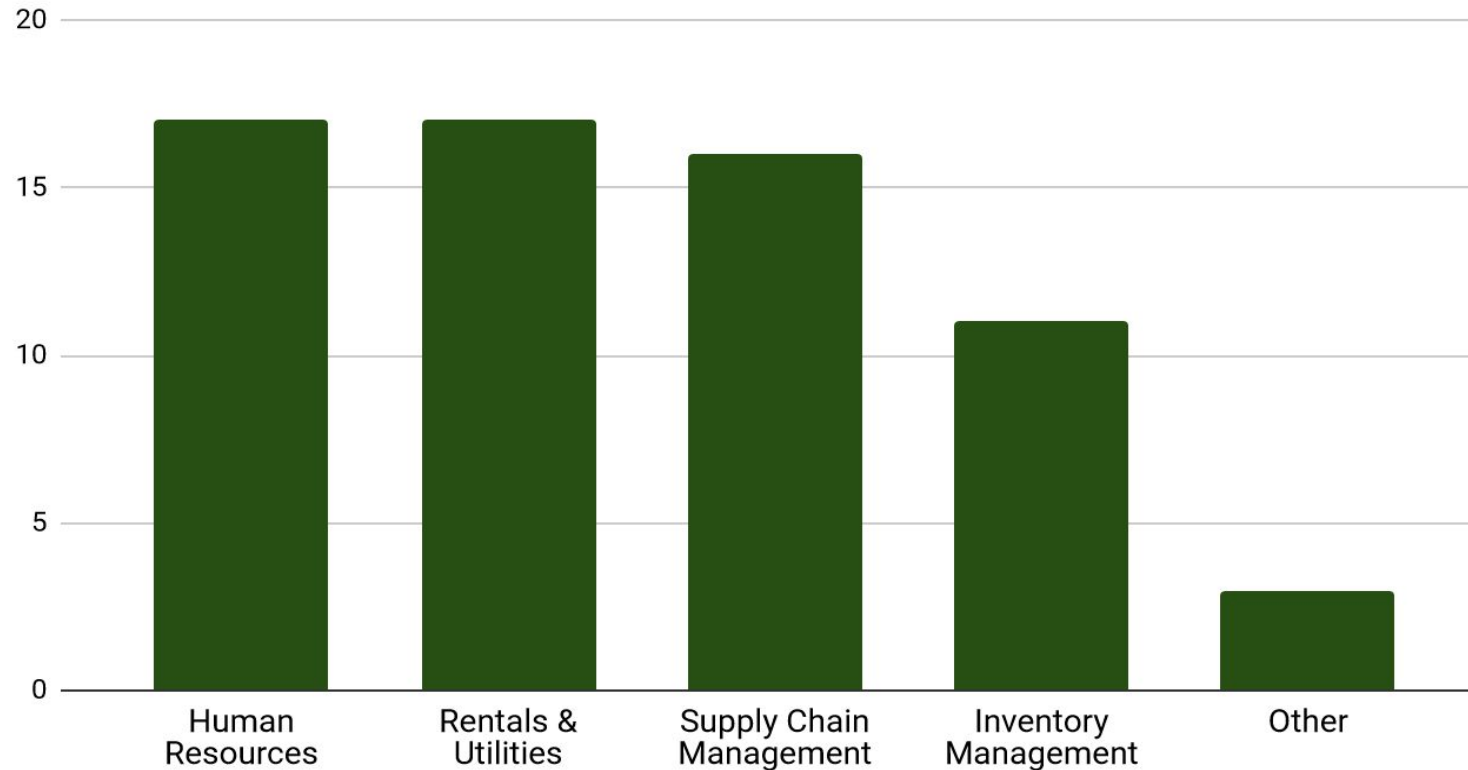
IICCI Survey | Profiling - Activity



IICCI Survey | Profiling - Turnover & Staff



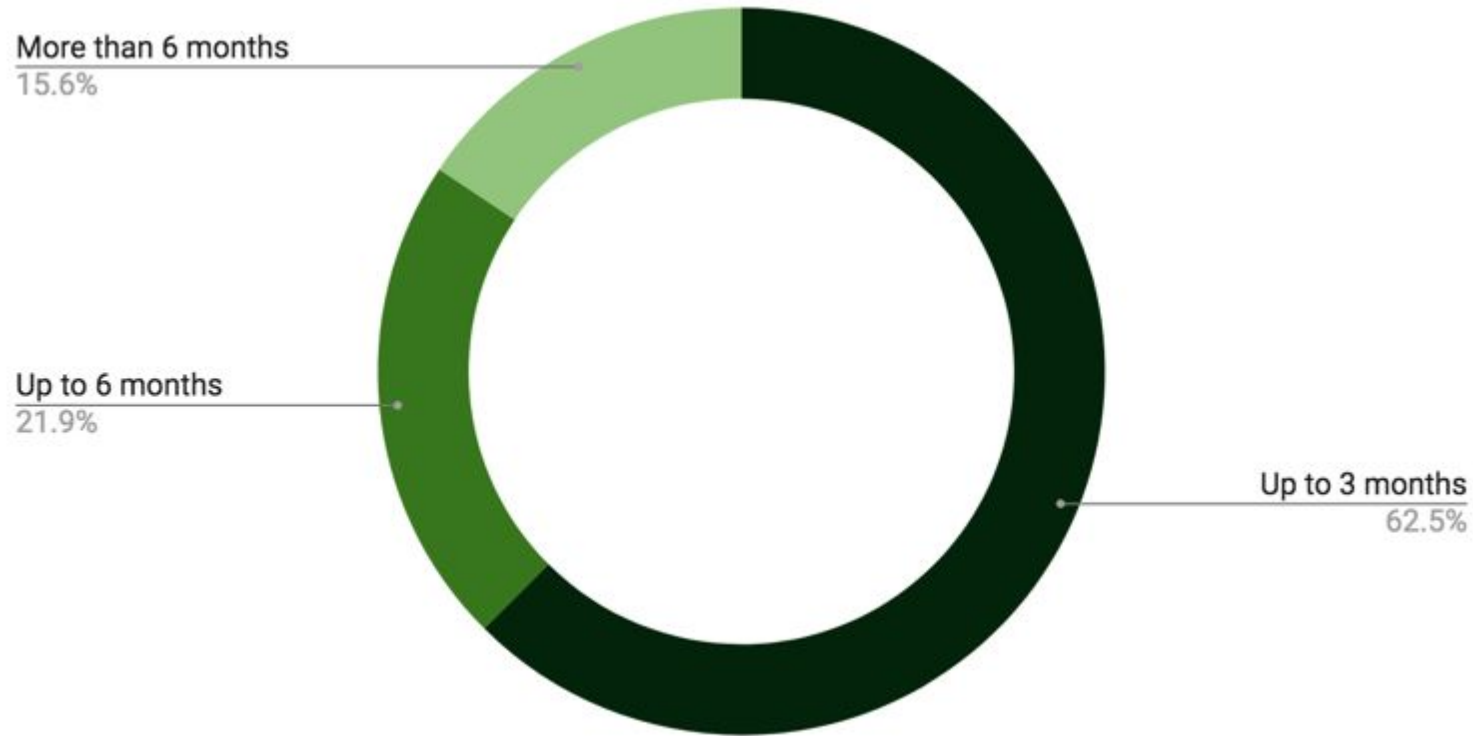
IICCI Survey | Top Priorities



«Business will take time to pick up. Customers will delay payments. Banks will be hesitant to lend money»

«Our clients are unable to meet payment deadlines; we will incur into penalties for delaying containers clearance; we need to pay salaries to employees and technicians. In all of this, no work is done»

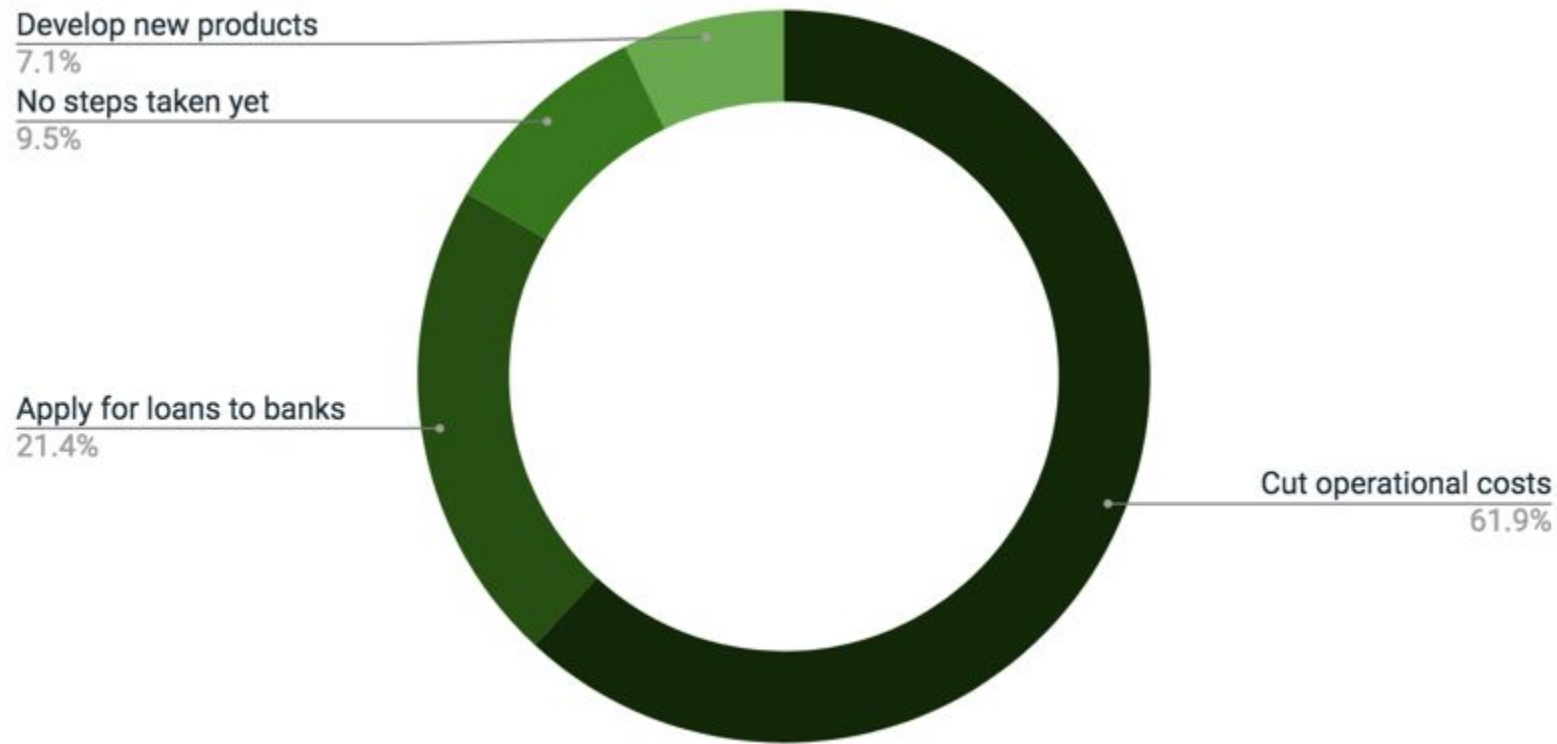
IICCI Survey | Cash Availability to Cover Operational Costs



«We need support to pay staff salary and rent utilities for the next 6 months, and until the situation improves. We need working capital at almost 0 interest for at least 12 months.»

«We struggle to collect receivables from customers, and we are under pressure from suppliers, especially out of India»

IICCI Survey | Immediate Steps Taken

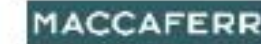


«Ensure liquidity to run the company, complete existing projects and maintain inventory for the same»

« We are getting ready to start manufacturing again and to resume imports of raw materials»

Thank You

IICCI PLATINUM MEMBERS



IICCI KNOWLEDGE PARTNER

