

Webinar on
India – EU FTA and the Opportunities Arising for the Indian and Greek Industries

Concept Note

India and the European Union concluded nearly 20 years of negotiations for a comprehensive Free Trade Agreement (FTA) on 27th January 2026 in New Delhi, marking a significant step towards deepening economic integration between India and EU Member States. The India–EU FTA is expected to expand trade in goods and services, promote investments, strengthen supply chains, and enhance regulatory cooperation.

Greece, strategically located at the crossroads of Europe, Asia, and Africa, plays a vital role as a maritime and logistics hub within the EU. India, as one of the fastest-growing major economies, offers substantial opportunities in manufacturing, digital services, pharmaceuticals, renewable energy, and infrastructure. In this context, the India–EU FTA presents a timely opportunity to explore new avenues of collaboration between Indian and Greek industries.

Rationale

While India–Greece bilateral trade has grown steadily, there remains considerable untapped potential. The India–EU FTA could:

- Reduce tariff and non-tariff barriers;
- Improve market access in goods and services;
- Facilitate investment flows and joint ventures;
- Promote regulatory transparency and standards harmonisation;
- Strengthen cooperation in sustainable and green technologies.

For Greek industry, the FTA could enhance its role as a gateway for Indian exports to Europe, particularly through maritime transport, ports, and logistics infrastructure. For Indian businesses, Greece offers strategic access to EU markets and emerging opportunities in Southeast Europe and the Mediterranean region.

A focused webinar will provide a structured platform for policymakers, trade experts, and business leaders to assess sector-specific opportunities and practical pathways for collaboration.

Objectives

The webinar aims to:

1. Provide an overview of the status and scope of India–EU FTA negotiations.



2. Identify high-potential sectors for India–Greece trade and investment.
3. Highlight opportunities for industry partnerships, technology transfer, and supply chain integration.
4. Facilitate dialogue between government stakeholders and industry representatives.
5. Encourage B2B engagement and institutional cooperation.

Focus Sectors (Indicative)

Any four of the sectors could be shortlisted from the below with mutual consent between ACCI & CII.

- Maritime, Shipping & Port Infrastructure
- Logistics & Supply Chain Integration
- Pharmaceuticals & Healthcare
- Renewable Energy (Solar, Wind, Green Hydrogen)
- Food Processing & Agri-products
- IT & Digital Services
- Infrastructure & Construction
- Tourism & Hospitality

Proposed Format

Mode: Virtual

Duration: 60 mins

Structure (Indicative):

- **Welcome remarks** and context setting by CII and Athens Chamber of Commerce and Industry (ACCI)
- **Remarks** by Ambassadors of both Missions
- **Brief presentations** by representatives from European Commission, Hellenic Ministry of Foreign Affairs, Enterprise Greece, etc
- **Remarks** by industry representatives from India and Greece
- **Q/A**

Target Participants

- Government representatives
- ACCI and CII representatives
- Industry representatives from Greece and India
- Exporters, importers, and manufacturers
- MSMEs and startups

Expected Outcomes

- Enhanced understanding of the India–EU FTA and its implications for Indian and Greek industries.



HELLENIC REPUBLIC



ATHENS CHAMBER OF
COMMERCE & INDUSTRY



Confederation of Indian Industry

- Identification of priority sectors and concrete areas for collaboration.
- Strengthened institutional linkages between Indian and Greek trade bodies.
- Generation of potential business leads and follow-up engagements.

The webinar will provide a timely and strategic platform to explore how the India–EU FTA framework can unlock new opportunities for Indian and Greek industries. By fostering informed dialogue between industries from both sides, the initiative will contribute to strengthening India–Greece economic relations within the broader India–EU trade architecture.