

## **PRESS RELEASE**

### **GOING EAST FOR FULL CIRCLE**

Belfast-based management consultancy practice Full Circle Management Solutions Ltd ([www.fullcircle.eu.com](http://www.fullcircle.eu.com)) has just announced the establishment of a joint venture with Continex ([www.continex.in](http://www.continex.in)) based in the Southern city of Chennai in India.

The joint venture agreement has been established to facilitate reciprocal trading opportunities – for UK companies seeking to identify and exploit business opportunities in India and for Indian companies that wish to develop business linkages in UK and EU. The move follows a recent visit to the sub-continent by Simon Devlin, managing director of Full Circle.

Said Mr Devlin: “We visited 3 cities in India in 3 days including Chennai, Pune and Hyderabad and were completely blown away by the scale of the potential opportunity for NI, UK and EU companies there. The Indian economy is the 4<sup>th</sup> largest in the world and is growing phenomenally quickly. What we are trying to do is to create a conduit in India through which our clients can viably target new opportunities – both sales and sourcing – in this massively exciting country”.

Mr Sri Nagesh, managing director of Continex highlighted the priorities for many Indian companies. “We now have many Indian corporate clients who are actively interested in partnering with UK companies on major infrastructure, construction engineering and green technology-focused projects here in India where they require external expertise. There are major opportunities for UK businesspeople who are prepared to spend time here building relationships with their Indian counterparts”.

Over the last few years, India has become an increasingly important target market for both exporters and importers in UK. According to the Asian Development Bank, the Indian economy is projected to grow by 8.5% during 2011 and by a further 8.7% next year. In addition, English is universally spoken in business circles with many Indian business people having lived, worked and studied in UK.

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MANAGEMENT SOLUTIONS

**continex**

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