

INDIA MATTERS FOR AMERICA MATTERS FOR INDIA



AsiaMattersforAmerica.org/India

The East-West Center promotes better relations and understanding among the people and nations of the United States, Asia, and the Pacific through cooperative study, research, and dialogue. Established by the US Congress in 1960, the Center serves as a resource for information and analysis on critical issues of common concern, bringing people together to exchange views, build expertise, and develop policy options.

Established in 1927, the **Federation of Indian Chambers of Commerce and Industry (FICCI)** is the largest and oldest apex business organisation in India. Its history is closely interwoven with India's struggle for independence, its industrialization, and its emergence as one of the most rapidly growing global economies. A non-government, not-for-profit organisation, FICCI is the voice of India's business and industry. From influencing policy to encouraging debate, engaging with policy makers and civil society, FICCI articulates the views and concerns of industry. It serves its members from the Indian private and public corporate sectors and multinational companies, drawing its strength from diverse regional chambers of commerce and industry across states, reaching out to over 250,000 companies. FICCI provides a platform for networking and consensus building within and across sectors and is the first port of call for Indian industry, policy makers and the international business community.

INDIA MATTERS FOR AMERICA/ AMERICA MATTERS FOR INDIA

This project explores the important and multi-faceted relationship between the United States and India. Part of the *Asia Matters for America* initiative, this publication and its corresponding website provide tools for a global audience to explore the growing connections in the US-India relationship in the 21st century.

AsiaMattersforAmerica.org/India

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Highlights

US AND INDIA PROFILE

The United States and India Are the Two Largest Democracies in the World

There are now over 50 bilateral dialogue mechanisms between the two governments on topics ranging from defense and trade to energy, education, health, space, and science.

SECURITY

Defense Trade Between the US and India Increased from \$1 Billion to Over \$15 Billion

India was named a “Major Defense Partner” of the United States in 2016, a status which was created to facilitate technology sharing with India to a level at par with that of the United States' closest allies and partners.

TRADE

Two-way Trade Between the US and India Increased Nearly 200% Since 2005

The United States is India's 2nd largest trading partner while India is the 9th largest goods trading partner of the United States.

JOBS FROM TRADE

Exports to India Support Over 260,000 Jobs Across All 50 States

Thirty-one states have more than 1,000 jobs dependent on exports to India, while an additional six states have 10,000 jobs or more.

INVESTMENT

US Investment in India Increased Almost 200% in a Decade

The United States is one of the largest sources of investment into India, ranking in the top five for investment flow in 2015.

TRAVEL AND TOURISM

The US Is the Number One Source of Tourists to India

As the 7th largest source of visitor spending to the US, Indian tourists in one year contributed \$11.4 billion to the US economy.

INDIAN AMERICANS

Nearly 3.5 Million Indian Americans Live in the United States

Indian Americans make up approximately 18% of the Asian American population in the US.

EDUCATIONAL EXCHANGE

India Is the 2nd Largest Source of International Students in the US and Over 4,000 US Students Study in India Annually

Almost 166,000 Indian students studied in the US during the 2015/16 academic year, a 25% increase over the previous year; these students contributed over \$5 billion to the economy.

SISTER PARTNERSHIPS

The United States and India Share 25 Sister Relationships

Sister relationships are partnerships between cities, counties, and states with similar jurisdictions that work to build civic and people-to-people relationships, and support commercial ties.

The United States and India Are the Two Largest Democracies in the World

The US-India relationship is founded on common values including rule of law, respect for diversity, and democracy. The two countries have a mutual interest in the free flow of global commerce, including through the Indian Ocean. They share membership in a number of international organizations, such as the United Nations (UN), G-20, East Asia Summit (EAS), International Monetary Fund (IMF), World Bank, and World Trade Organization (WTO).

India's rapid economic growth and large, youthful population make the country an important partner for the United States. Almost 80% of India's population, roughly 1.1 billion people, is expected to be part of the global middle class by 2030. With one of the world's highest growth rates, India's rapidly growing economy is set to become the 2nd largest in the world by 2050.

The United States and India have deepened their strategic partnership in recent years. A turning point was the India-United States Civil Nuclear Agreement (123 Deal), in which India separated its civil and military nuclear facilities and opened its civil facilities to international safeguards in exchange for US civil nuclear cooperation. There are now over 50 bilateral dialogue mechanisms between the two governments on topics ranging from defense and trade to energy, education, health, space, and science. Six US presidents have made a total of seven trips to India since relations were established, while nine Indian prime ministers and one president have made a total of 31 trips to the United States.

INDICATOR	UNITED STATES	INDIA
Population	321 million	1.3 billion
GDP	\$18 trillion	\$2.1 trillion
GDP per capita	\$56,116	\$1,598
Total trade of goods and services (BoP)	\$5 trillion	\$920.5 billion
Exports of goods and services (% of GDP)	12.6%	19.9%
Imports of goods and services (% of GDP)	15.4%	22.5%
FDI, net inflows (BoP)	\$379 billion	\$44 billion
FDI, net outflows (BoP)	\$349 billion	\$8 billion
Military expenditure (% of GDP)	3.3%	2.4%
Time required to start business (days)	5.6	26

Source Indicators: World Bank. All figures 2015 except time required to start business 2016. Numbers rounded throughout. All monetary values are in current US\$ unless otherwise noted. Whenever possible, most recent available data is used.

INDIA IN THE ASIA PACIFIC



US PRESIDENTS ADDRESSING PARLIAMENT	
Dec 10, 1959	Dwight D. Eisenhower
Jan 2, 1978	Jimmy Carter
Mar 22, 2000	Bill Clinton
Nov 8, 2010	Barack Obama

INDIAN PRIME MINISTERS ADDRESSING JOINT SESSIONS OF CONGRESS	
Oct 13, 1949	Jawaharlal Nehru
Jun 13, 1985	Rajiv Gandhi
May 18, 1994	P. V. Narasimha Rao
Sep 14, 2000	Atal Bihari Vajpayee
Jul 19, 2005	Manmohan Singh
Jun 8, 2016	Narendra Modi

Source Addresses to Parliament/Congress: US Department of State, Office of the Historian
Maps of India depict the official government maps of the Ministry of External Affairs of India.

Defense Trade Between the US and India Increased from \$1 Billion to Over \$15 Billion

The US is one of India’s largest defense partners. India was named a “Major Defense Partner” of the United States in 2016, a status which was created to facilitate technology sharing with India to a level at par with that of the United States’ closest allies and partners. The Defense Framework Agreement (renewed in 2015) and the Defense Technology and Trade Initiative (DTTI) aim to strengthen defense cooperation through technology. The Logistics Exchange Memorandum Agreement (LEMOA) furthers cooperation by allowing for an exchange of logistics support, supplies, and services between the two countries’ armed forces, and opening access to each other’s military bases. India conducts over 50 events with the US including bilateral exercises and personnel exchanges, more than with any other country.

The US and India have increased multilateral cooperation on humanitarian assistance and disaster relief (HADR) efforts and maritime activities. Closer collaboration and communication between US and India has led to successful HADR operations, including the 2015 Nepal earthquake response efforts. Maritime dialogues on improving information sharing and collaboration on commercial sea lanes have enhanced India’s ability to be a net security provider in the Indian Ocean. The two countries’ militaries also collaborate multilaterally through United Nations Peacekeeping Operations (UNPKO), where India is the world’s 2nd largest contributor of military and police forces.

SELECTED MILITARY EXERCISES

EXERCISE	TYPE
RIMPAC	Navy; multinational US-hosted exercise with Indian Navy participation since 2015
HABU NAG	Navy; aspects of amphibious operations
JOINT EXERCISE INDIA (JEI)	Tabletop exercise in Alaska; combined exercises on HADR scenario
MALABAR	Navy; exercise alternates between Indian and Western Pacific Oceans, includes Japan
RED FLAG	Air force; involves interdiction, attack, air superiority, airlift, and air refueling
SALVEX	Navy; focuses on diving and salvage exercises
SHATRUJEET	Marines; exchanges in amphibious doctrine and exercises
SPITTING COBRA	Navy; focuses on explosive ordinance
VAJRA PRAHAR	Special Forces exercise
YUDH ABHYAS	Army; includes battalion-level, live fire maneuvers, as well as brigade-level command post exercises

INDIAN PROCUREMENT OF US DEFENSE EQUIPMENT*

QTY	SYSTEM
13	C-130 Hercules transport aircraft
12	P-8I Poseidon ASW aircraft
51	RGM-84L Harpoon-2 anti-ship missile
10	C-17A Globemaster-3 heavy transport aircraft
22	AH-64D Apache combat helicopter
15	CH-47F Chinook transport helicopter



US Defense Secretary Jim Mattis meets India's National Security Advisor Ajit Doval at the Pentagon in 2017.

Photo: US Department of Defense/ Jette Carr

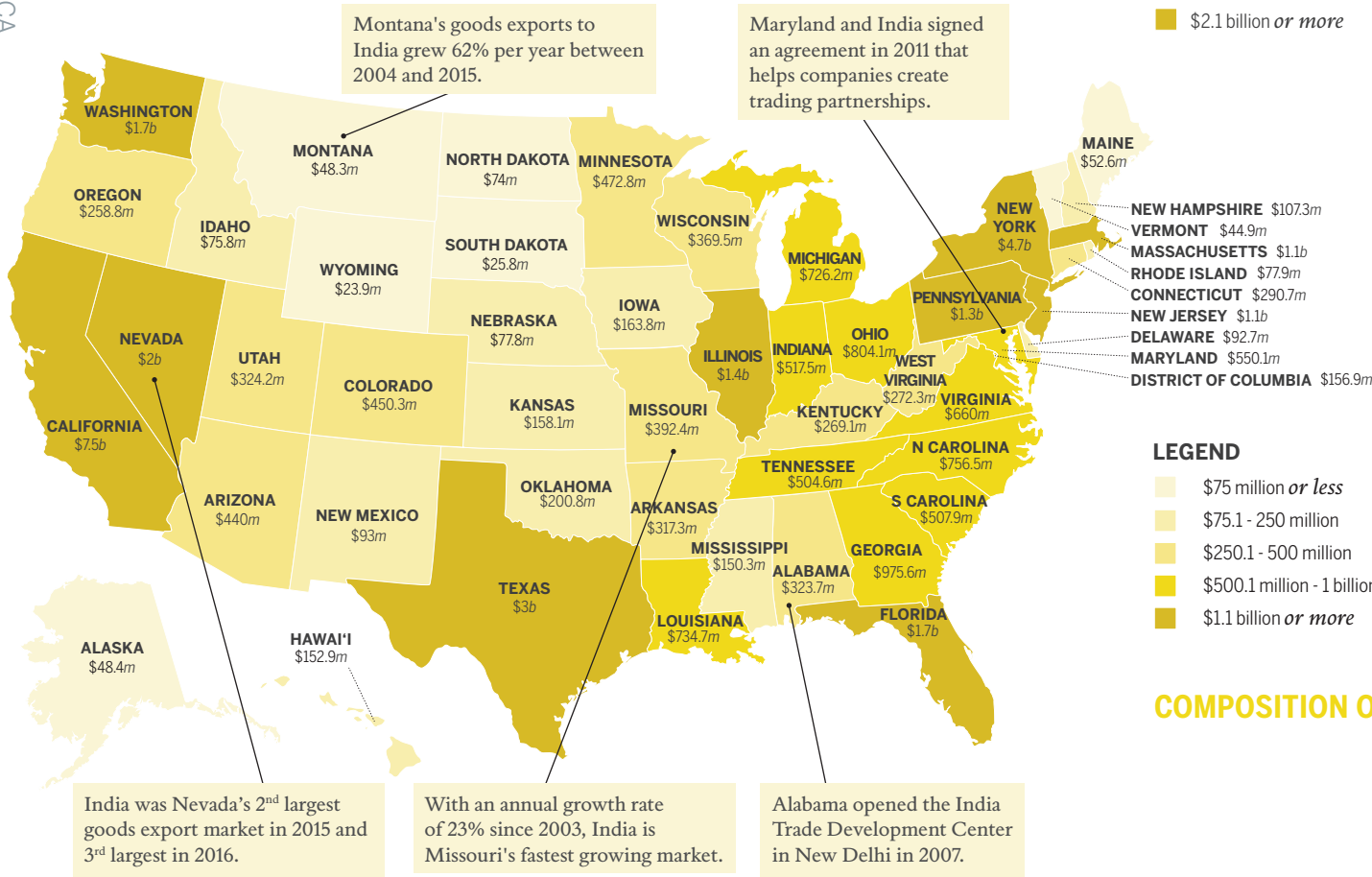
Sources: Stockholm International Peace Research Institute (SIPRI); US Department of Defense; United Nations (UN)

*Refers only to selected major procurements since 2000.

Two-way Trade Between the US and India Increased Nearly 200% Since 2005

The total value of US-India bilateral trade increased from \$37 billion in 2005 to \$109 billion in 2015. US exports amounted to \$21.5 billion in goods and \$18.1 billion in services to India in 2015. The United States is the top destination for Indian goods, accounting for 14% of India's goods exports.

GOODS AND SERVICES EXPORTS TO INDIA



Montana's goods exports to India grew 62% per year between 2004 and 2015.

Maryland and India signed an agreement in 2011 that helps companies create trading partnerships.

India was Nevada's 2nd largest goods export market in 2015 and 3rd largest in 2016.

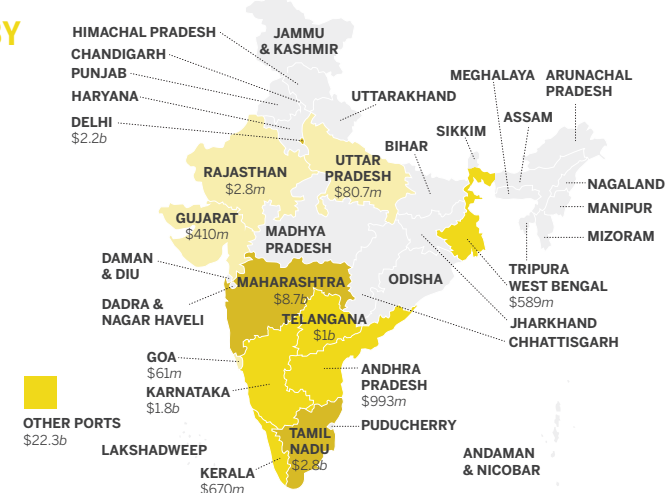
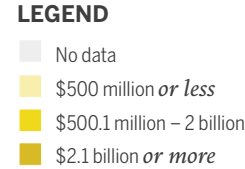
With an annual growth rate of 23% since 2003, India is Missouri's fastest growing market.

Alabama opened the India Trade Development Center in New Delhi in 2007.

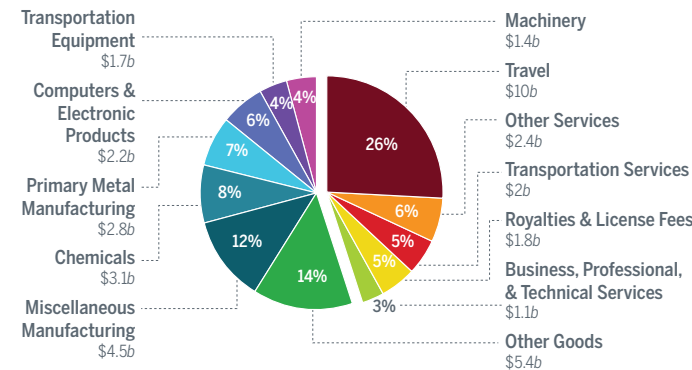
Source Map and Composition of US Exports chart: Estimated by the Trade Partnership (Washington, DC), 2015 data Sources: Indian Ministry of Commerce & Industry, FICCI, US Bureau of Economic Analysis, US International Trade Administration. *Data collected from ports of exit, not point of origin. Other ports not identified by Indian government data include \$22.3 billion in goods, 2016 data

The United States is India's 2nd largest trading partner while India is the 9th largest goods trading partner of the United States. US goods imports from India increased from \$11 billion in 2000 to almost \$45 billion in 2015, a fourfold increase.

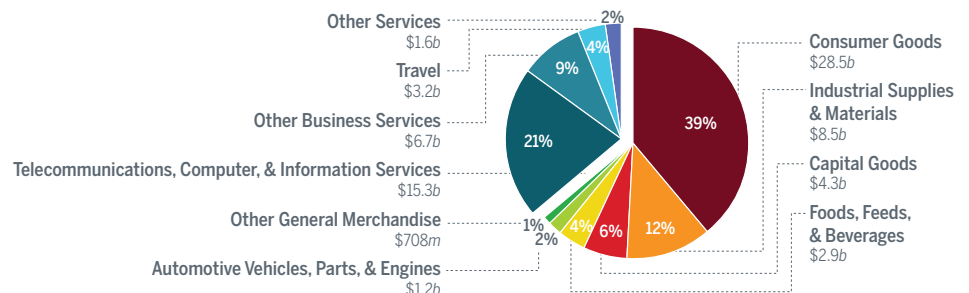
GOODS EXPORTS BY INDIAN STATE*



COMPOSITION OF US GOODS AND SERVICES EXPORTS TO INDIA



COMPOSITION OF INDIAN GOODS AND SERVICES EXPORTS TO THE US

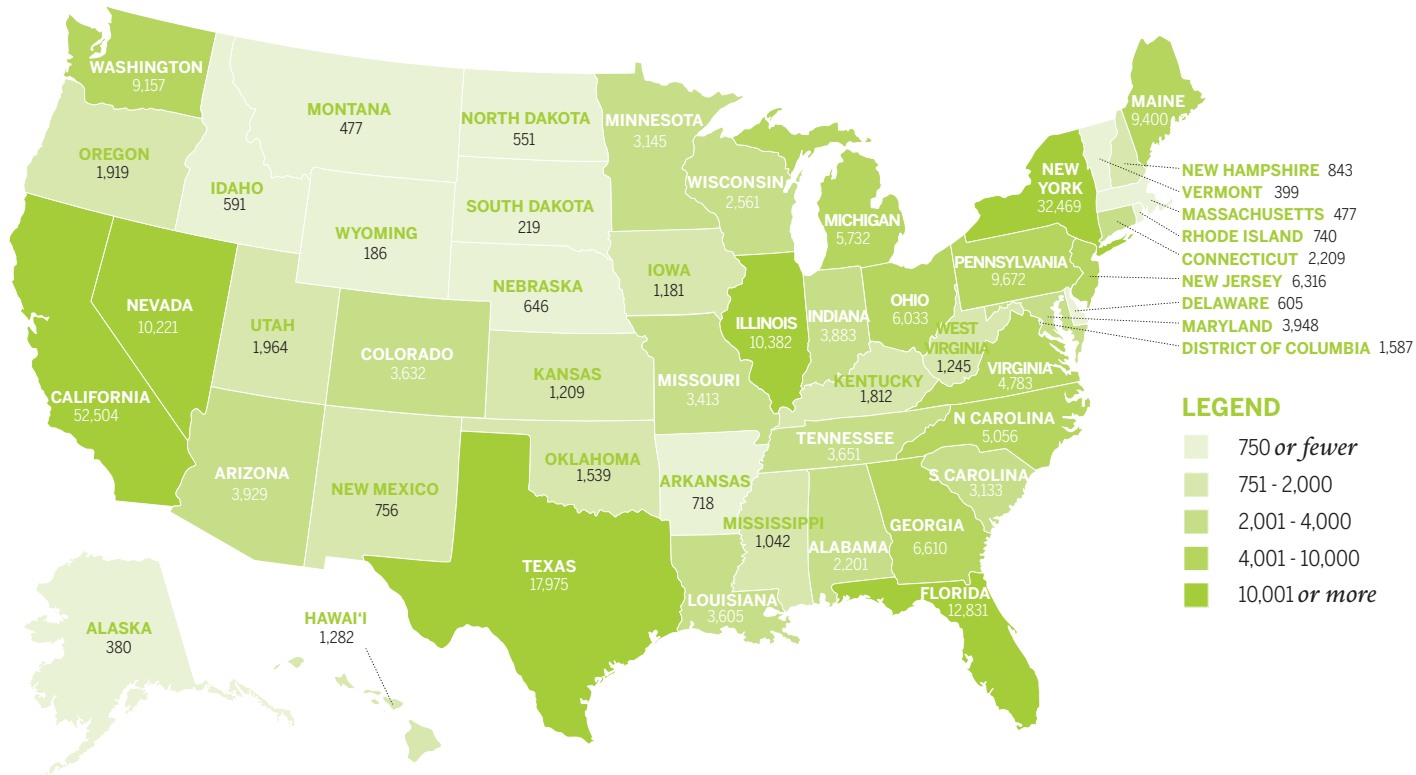


Exports to India Support Over 260,000 Jobs Across All 50 States

Every US state exports to India, and these exports support more than 260,000 jobs directly and indirectly. Thirty-one states have more than 1,000 jobs dependent on exports to India, while an additional six states have 10,000 jobs or more.

Per capita, exports to India support the most jobs in Maine, Nevada, the District of Columbia, New York, and California. Exports to India comprise the greatest percentage of export-dependent jobs in Nevada, New York, West Virginia, California, and the District of Columbia.

JOBS SUPPORTED BY EXPORTS TO INDIA



LEGEND

- 750 or fewer
- 751 - 2,000
- 2,001 - 4,000
- 4,001 - 10,000
- 10,001 or more

TOP 10 STATES

SHARE OF EXPORT-DEPENDENT JOBS SUPPORTED BY EXPORTS TO INDIA

Nevada	7.25%
New York	3.41%
West Virginia	3.09%
California	3.08%
District of Columbia	2.95%
Rhode Island	2.92%
Maine	2.78%
Hawai'i	2.61%
Pennsylvania	2.61%
Maryland	2.53%

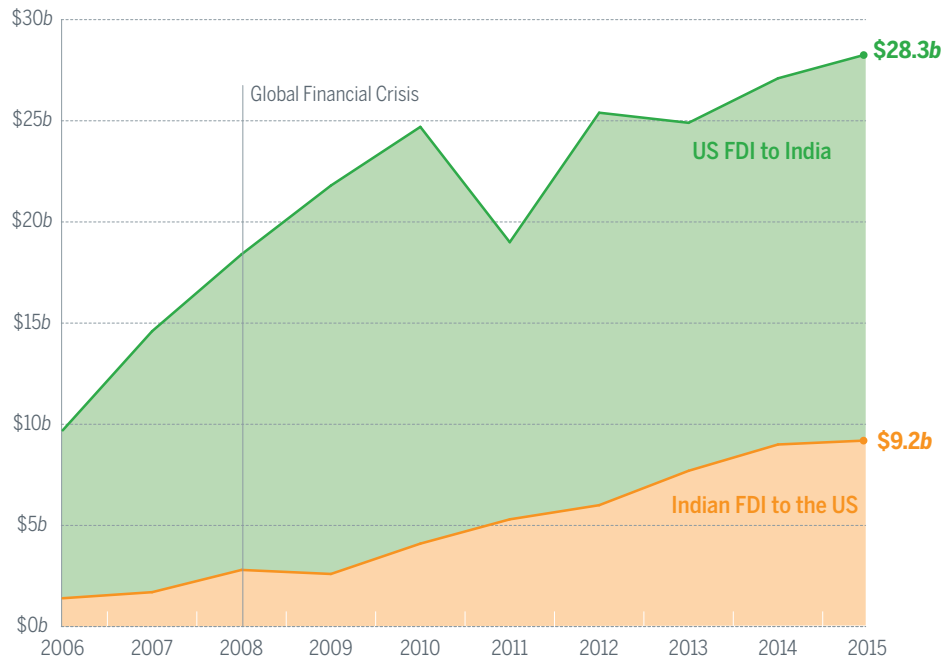
Source: Estimated by the Trade Partnership (Washington, DC), 2015 data

US Investment in India Increased Almost 200% Over a Decade

Cumulative investment from the United States into India reached \$28.3 billion in 2015. The United States is one of the largest sources of investment into India, ranking in the top five for investment flow in 2015. Since 2000, the United States has invested over \$20 billion in India, accounting for more than 6% of India's total inflow of investment.

India's foreign direct investment (FDI) in the United States totalled \$9.2 billion as of 2015, up more than 500% since 2006. According to the US Trade Representative, India's direct investment in the United States is led by professional, scientific, and technical services; depository institutions; and manufacturing. Among Asia Pacific countries, India is the 7th largest investor in the United States.

US-INDIA DIRECT INVESTMENT (STOCK)



Sources: Government of India, US Bureau of Economic Analysis, individual companies

INDIA INVESTMENT INITIATIVES AND US INVOLVEMENT

The Government of India has launched several initiatives to promote investment, many of which have received support from US companies.

#startupindia **Startup India** is aimed at providing financing for startup ventures to boost entrepreneurship and job creation. This initiative helps reduce business startup fees, source funding, and eliminate red tape. As part of this initiative, Google has included six Indian startups in its Launchpad Accelerator, which works closely with startups. Oracle has also planned to create nine incubators in India to support startups.



The **Skill India** campaign aims to train over 400,000 Indians in various skills by 2022 under a number of different programs. As part of this initiative, Oracle is building a campus for its Oracle Academy in Bengaluru to train more than half a million students each year to develop computer science skills.



Digital India is a campaign that ensures the availability of government services online. The initiative focuses not only on updating government websites, but also on expanding internet access to more of the Indian population. Both Google and Microsoft have supported this effort by assisting in creating Wi-Fi and broadband capabilities in rural India.



The **Smart Cities Mission** is an urban renewal and retrofitting program with a focus on citizen-friendly and sustainable development. Bloomberg Philanthropies supported the competitive "Smart Cities Challenge", which selected cities to support by providing assistance to cities developing proposals, and hosted an Ideas Camp that brought together leaders from across India and global experts in urban innovation. Other US companies involved in the initiative include AECOM, IBM, and KPMG.



Make in India is aimed at transforming India into a global design and manufacturing hub by encouraging multinational and national enterprises to manufacture their products in India. Many US companies have, or are planning, manufacturing plants in India including Apple, GE Energy, GM, HP, and Lockheed Martin.



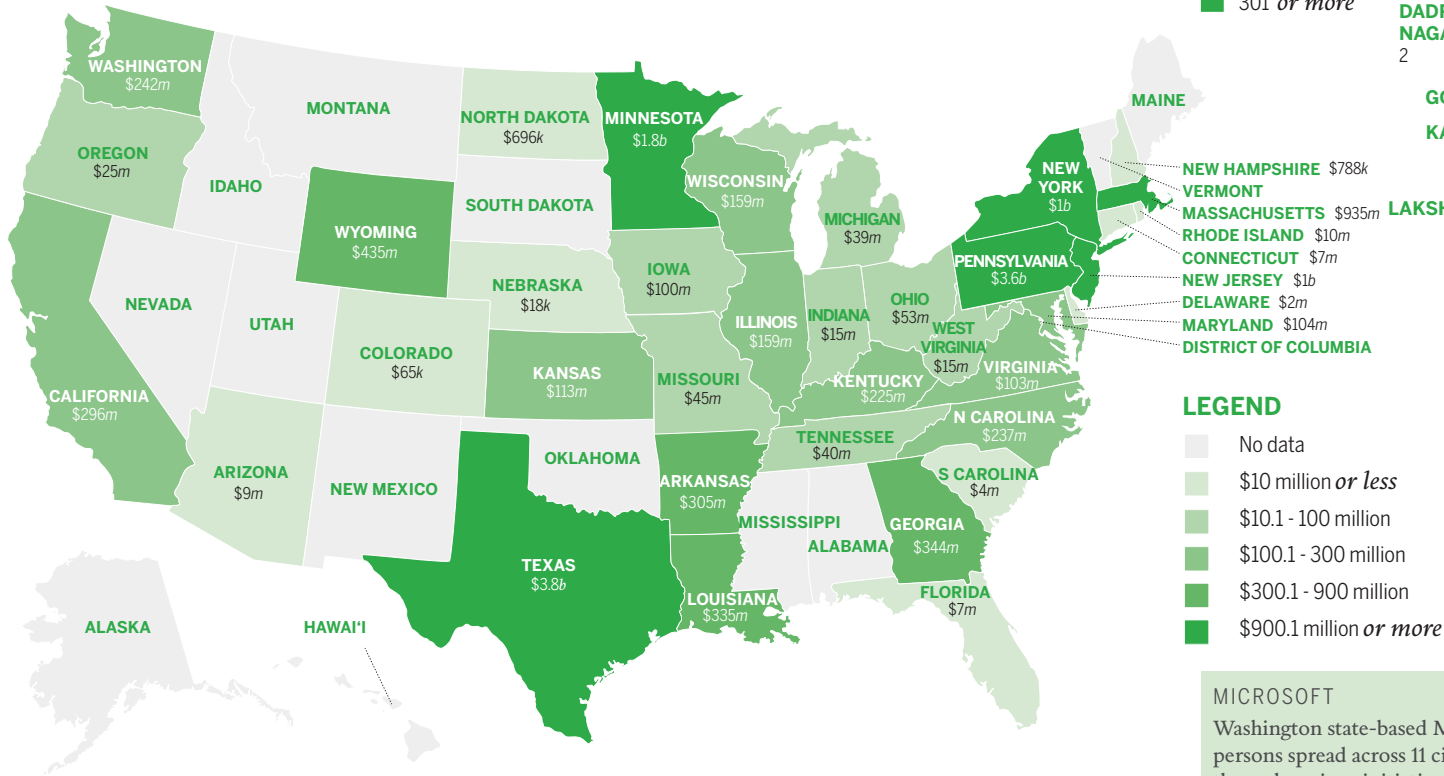
The **Clean India** movement is a campaign to clean up over 4,000 cities and towns in India with a focus on constructing 12 million toilets in rural areas. The Bill and Melinda Gates Foundation donated millions to this cause and sponsored an annual challenge to reinvent the toilet – one winning design, proposed by Caltech students, is now being developed by Kohler for distribution.

CORPORATE INVESTMENT

Nearly 2,000 American multinational enterprises (MNEs) operate in India, more than from any other foreign country, and employ over a million people, according to US Bureau of Economic Analysis (BEA) estimates. Sales by these companies amounted to \$76.7 billion in 2014.

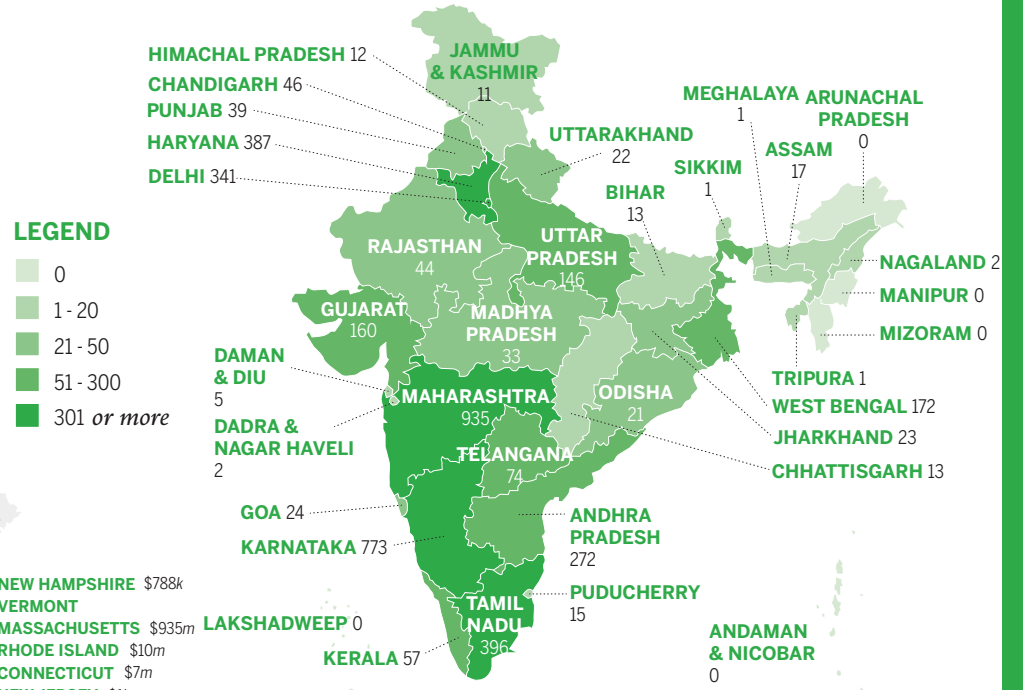
There are also over 200 Indian companies in the United States. Surveys of some leading companies indicate Indian MNEs have invested more than \$15 billion and employ over 100,000 people across the United States.

INDIAN MULTINATIONAL ENTERPRISE INVESTMENT IN THE US



Sources: Grant Thornton-CII survey, Uniworld Business Publications (accessed May 2017), US Bureau of Economic Analysis, individual companies

US MULTINATIONAL ENTERPRISES IN INDIA



LEGEND

- 0
- 1 - 20
- 21 - 50
- 51 - 300
- 301 or more

LEGEND

- No data
- \$10 million or less
- \$10.1 - 100 million
- \$100.1 - 300 million
- \$300.1 - 900 million
- \$900.1 million or more

SELECTED STORIES

WIPRO
 Indian technology company Wipro operates chapters of its not-for-profit Wipro Cares foundation across the US. With chapters in New Jersey, Georgia, Texas, Florida, and Missouri, Wipro Cares developed initiatives to foster excellence in science education among students living in disadvantaged areas of the US, teamed up with First Book to donate over 145,000 books to children, and signed on to the Million Women Mentors (MWM) initiative to address gender diversity in the tech workforce. Wipro has also invested in teacher training through its STEM Fellowship Program at universities across the US to improve science and math education.

MICROSOFT
 Washington state-based Microsoft set up operations in India in 1990 and now employs 8,000 persons spread across 11 cities. Microsoft is dedicated to helping drive India's digital transformation through various initiatives. "Project Sangam", a life-long skill development and jobs platform, and "Massively Empowered Classroom (MEC)", a research project that gives Indian engineering students the highest quality classroom material. Microsoft Philanthropies and associated programs contributed over \$10 million towards community, teacher and student development over the past 26 years. Combined they have trained over 800,000 teachers, supported over 1,400 technology learning centres as well as provided skills and digital literacy training to over 500,000 youths in India.

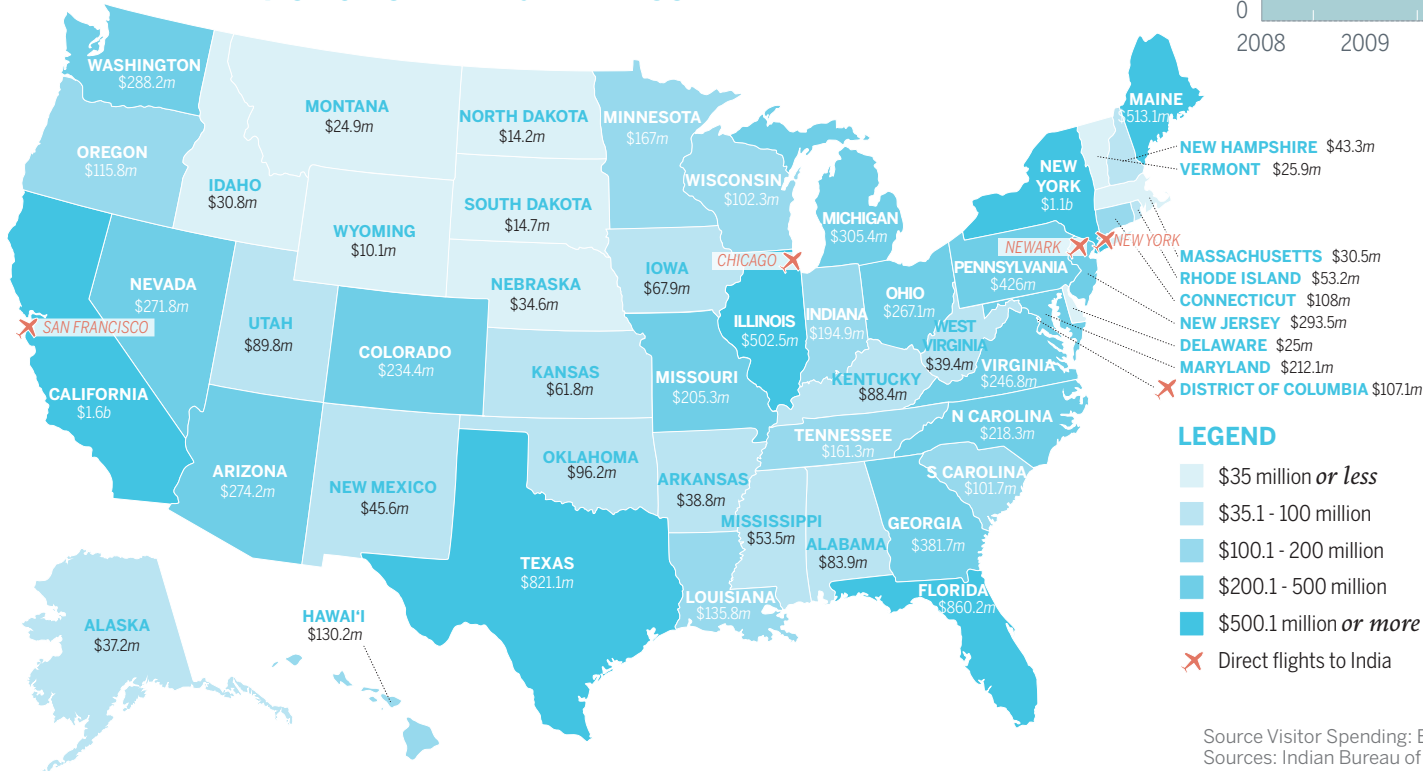
The US Is the Number One Source of Tourists to India

More than 1.2 million US tourists visited India in 2015, accounting for over 15% of all international visitors, and contributing over \$3 billion to the Indian economy.

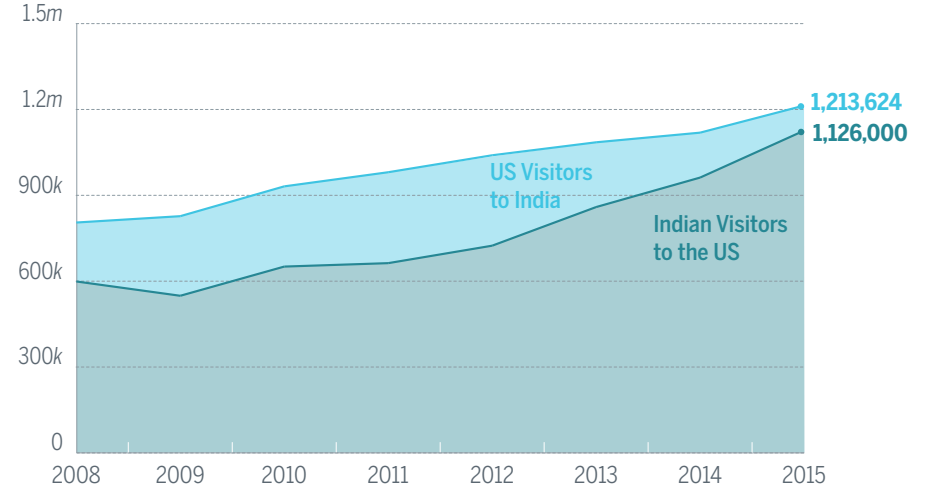
In the same year, over 1 million Indians traveled to the United States. As the 7th largest source of visitor spending in the United States, Indian tourists contributed \$11.4 billion to the US economy. Thirty-one US states saw an economic impact of \$100 million or greater from spending by Indian visitors.

Non-stop flights connect five American cities to the Indian cities of Delhi and Mumbai. More than half of the passengers traveling on direct flights to India departed from Newark, New Jersey. The first flights connecting Washington, DC and Delhi began in 2017.

INDIAN VISITOR SPENDING IN THE US



GROWTH OF BILATERAL TOURISM



TOP 10 COUNTRIES

TOURISTS TO INDIA BY SOURCE

United States	1.2m
Bangladesh	1.1m
United Kingdom	867k
Sri Lanka	300k
Canada	281k
Malaysia	273k
Australia	263k
Germany	248k
France	231k
Japan	207k

LEGEND

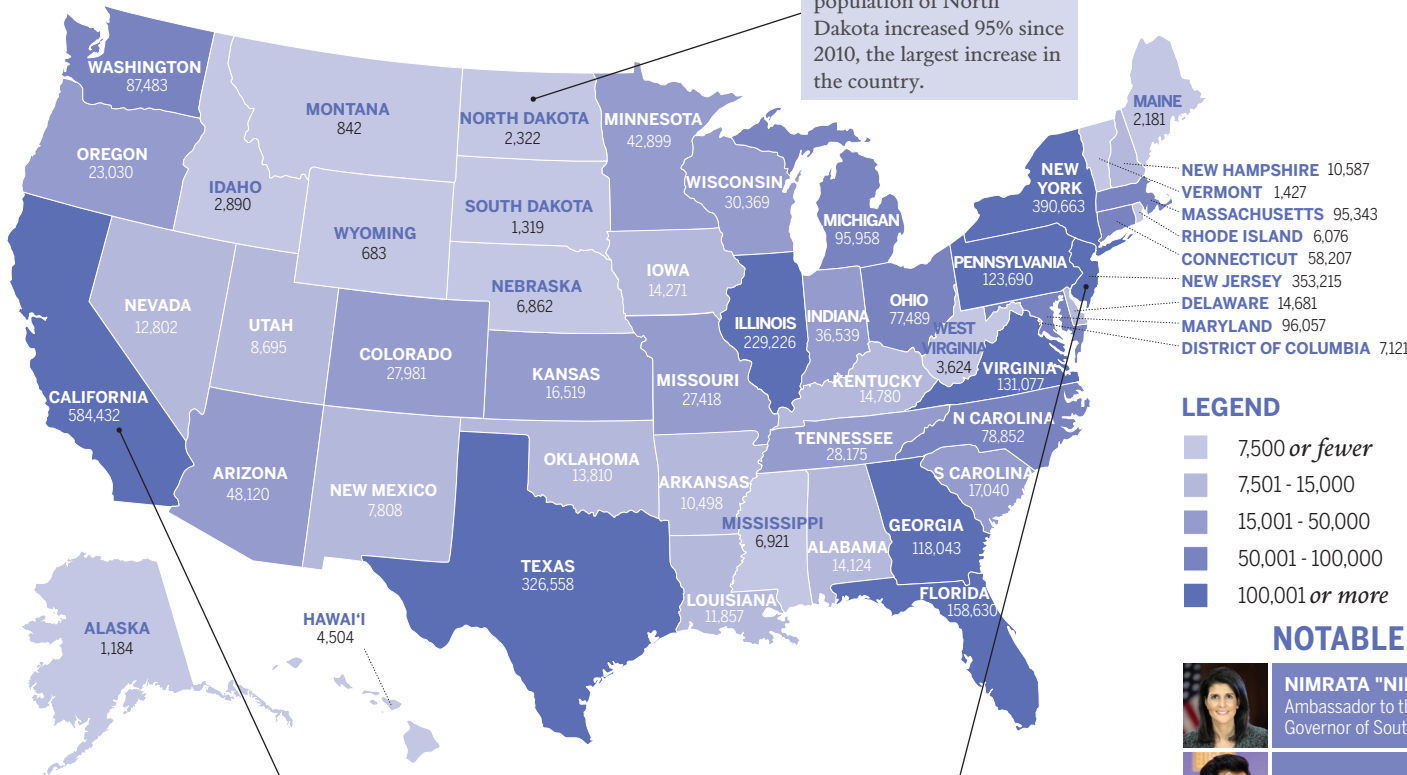
- \$35 million or less
- \$35.1 - 100 million
- \$100.1 - 200 million
- \$200.1 - 500 million
- \$500.1 million or more
- ✗ Direct flights to India

Source Visitor Spending: Estimated by the Trade Partnership (Washington, DC), 2015 data
Sources: Indian Bureau of Immigration, US National Travel and Tourism Office

Nearly 3.5 Million Indian Americans Live in the United States

Indian Americans are the 3rd largest Asian ethnic group in the United States following Chinese and Filipinos. With a population of almost 3.5 million, Indian Americans make up approximately 18% of the Asian American population in the United States. Over half of the Indian American population, 2.4 million people, speak an Indic language at home.

INDIAN AMERICAN POPULATION BY STATE



The Indian American population of North Dakota increased 95% since 2010, the largest increase in the country.

California is home to the largest Indian American population in the United States.

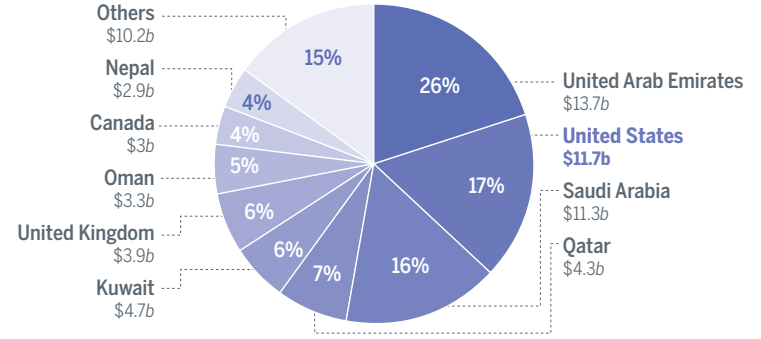
Indian Americans account for 40% of New Jersey's Asian American population and 4% of the state's overall population, the largest share in the United States.

Sources: US Census Bureau, American Community Survey; US Department of Homeland Security; World Bank; Pew Research Center

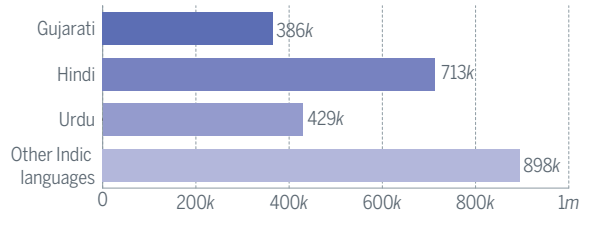
Indian Americans, over half of whom are immigrants, are among the wealthiest ethnic groups in the US with a median household income of over \$100,000 in 2015. India is the 3rd largest recipient of remittances from the United States with an estimated \$12 billion sent in 2015. Indian immigrants are among the largest foreign populations becoming American citizens, ranking 2nd in US naturalizations in 2015.

SOURCES OF REMITTANCES TO INDIA BY COUNTRY

Funds sent by Indian immigrants in each country to individuals in India



US POPULATION THAT SPEAKS AN INDIC LANGUAGE AT HOME



LEGEND

- 7,500 or fewer
- 7,501 - 15,000
- 15,001 - 50,000
- 50,001 - 100,000
- 100,001 or more

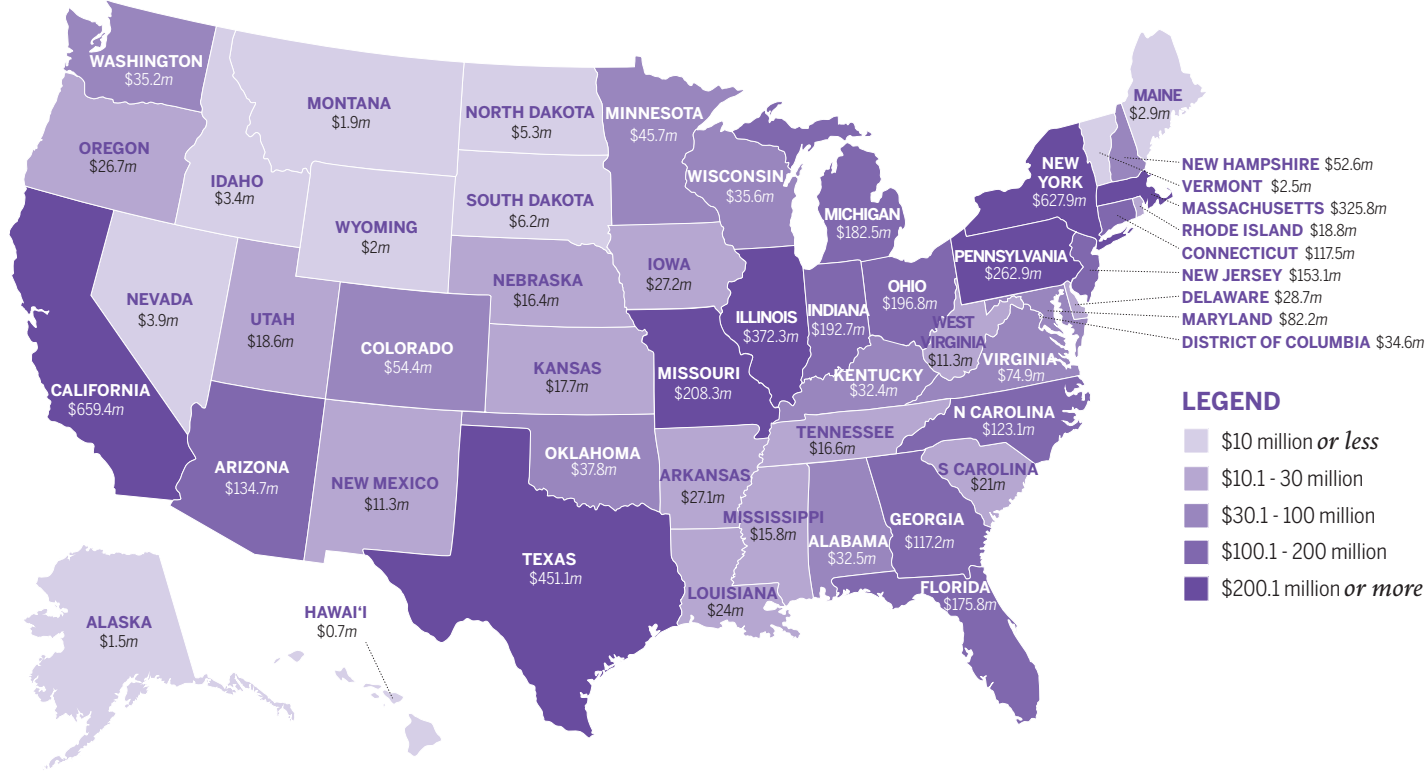
NOTABLE INDIAN AMERICANS

	NIMRATA "NIKKI" HALEY , United States Ambassador to the United Nations, former Governor of South Carolina		INDRA NOOYI , Chairman and Chief Executive Officer of PepsiCo
	HASAN MINHAJ , Comedian, actor, and writer		KAL PENN , Actor, and former White House official
	NORAH JONES , Grammy Award-winning singer and songwriter		SATYA NADELLA , Chief Executive Officer of Microsoft Corporation
	AJIT PAI , Chairman of the Federal Communications Commission (FCC)		KAMALA HARRIS , US Senator from California

India Is the 2nd Largest Source of International Students in the US and Over 4,000 US Students Study in India Annually

The United States is the top destination for Indian students studying abroad, with US schools hosting half of all Indian international students. Almost 166,000 Indian students studied in the United States during the 2015/16 academic year, a 25% increase over the previous year, and contributed over \$5 billion to the economy. Indian students make up 16% of all international students in the United States. A majority of Indian students study at the graduate level, and 35% study in a math or computer science field.

ECONOMIC IMPACT OF INDIAN INTERNATIONAL STUDENTS



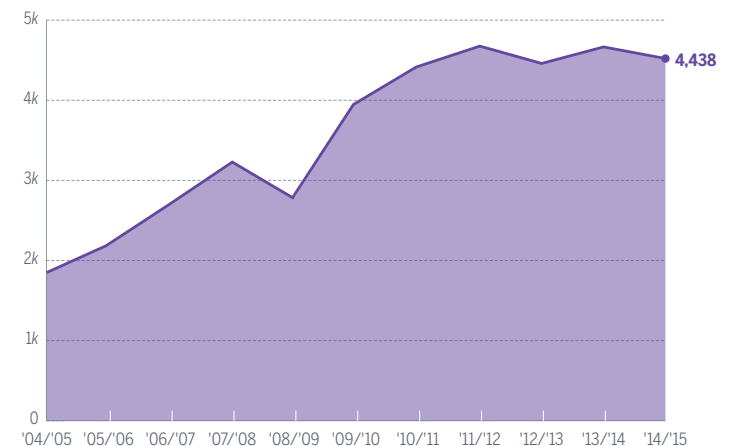
Sources: Institute of International Education (IIE), NAFSA: Association of International Educators

American students in India numbered over 4,000 during the 2014/15 academic year. India is the 4th most popular destination for US students studying abroad in the Asia Pacific. According to a survey conducted by the Government of India, 87% of American students studying in India are undergraduates.

TOP 10 STATES

INDIAN SHARE OF ALL INTERNATIONAL STUDENTS	
New Hampshire	32.4%
Missouri	29.9%
North Carolina	24.2%
Texas	23.7%
New Jersey	23.6%
Illinois	23.3%
Connecticut	22.7%
Arizona	21.7%
Delaware	21.5%
Mississippi	20.3%

US STUDY ABROAD STUDENTS IN INDIA

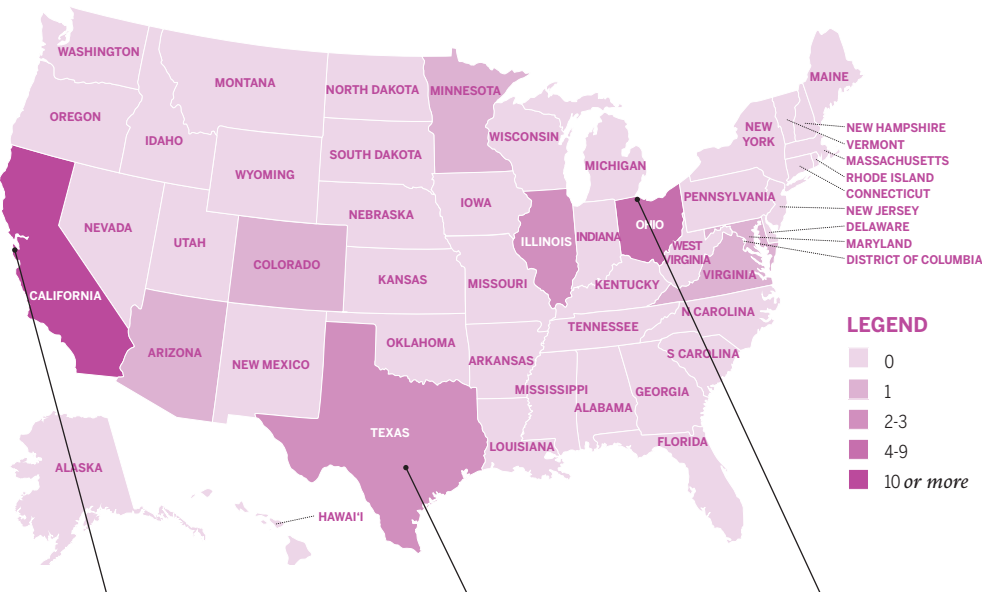


The United States and India Share 25 Sister Relationships

The United States and India share 23 sister city and county relationships and two sister state relationships. Sister relationships are partnerships between cities, counties, and states with similar jurisdictions that work to build civic and people-to-people relationships, and support commercial ties. These relationships connect nine US states to 13 states and territories in India.

California has the most sister relationships with 11, followed by Ohio with four. Minnesota and California share sister state relationships with the Indian states of Haryana and Gujarat respectively.

US SISTER RELATIONSHIPS WITH INDIA



The sister city relationship between San Francisco and Bengaluru connects Silicon Valley to its counterpart Silicon Valley of India.

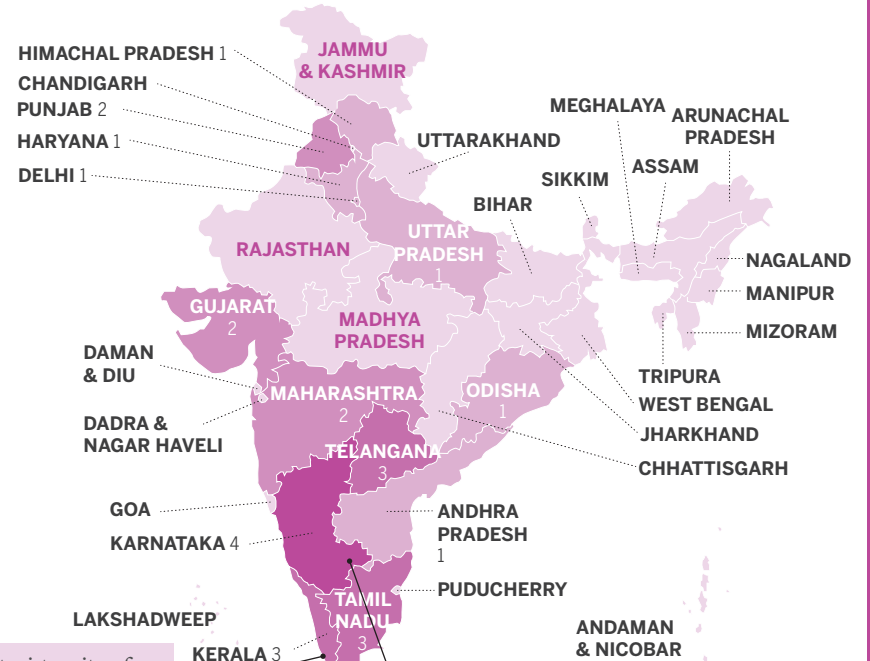
San Antonio hosts one of the largest Diwali celebrations in the US, an event organized by *Anuja San Antonio* that was set up in 2011 to promote the city's sister relationship with Chennai.

The University of Toledo in Ohio provides a "Sister Cities Award" scholarship for students from Toledo's sister city of Coimbatore.

INDIAN SISTER RELATIONSHIPS WITH THE US

LEGEND

- 0
- 1
- 2
- 3
- 4 or more



Kochi and its sister city of Norfolk, VA share histories as major seaports and naval centers in their respective countries.

One of Bengaluru's most upscale neighborhoods is named "Cleveland Town" in honor of its sister city in Ohio.

US	INDIA
Tempe, AZ	Agra, UP
State of California	Gujarat State
Bakersfield, CA	Amritsar, PB
Cupertino, CA	Bhubaneswar, OR
Loma Linda, CA	Manipal, KA
Los Angeles, CA	Mumbai, MH
Menlo Park, CA	Kochi, KL
Modesto, CA	Vijayawada, AP
Riverside, CA	Hyderabad, TG
San Francisco, CA	Bengaluru, KA
San Jose, CA	Pune, MH
Union City, CA	Jalandhar, PB
Denver, CO	Chennai, TN

US	INDIA
Carbondale, IL	Shimla, HP
Chicago, IL	Delhi, DL
Schaumburg, IL	Hyderabad, TG
Montgomery County, MD	Hyderabad, TG
State of Minnesota	Haryana State
Cleveland, OH	Bengaluru, KA
Cincinnati, OH	Mysore, KA
Columbus, OH	Ahmedabad, GJ
Toledo, OH	Coimbatore, TN
Galveston, TX	Trivandrum, KL
San Antonio, TX	Chennai, TN
Norfolk, VA	Kochi, KL

LEGEND

- Andhra Pradesh - AP
- Delhi - DL
- Gujarat - GJ
- Haryana - HA
- Himachal Pradesh - HP
- Karnataka - KA
- Kerala - KL
- Maharashtra - MH
- Odisha - OR
- Punjab - PB
- Telangana - TG
- Tamil Nadu - TN
- Uttar Pradesh - UP

Sources: Sister Cities International, individual sister city organizations



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THE ASIA MATTERS FOR AMERICA INITIATIVE

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This project explores the important and multi-faceted relationship between the United States and India. Part of the *Asia Matters for America* initiative, this publication and its corresponding website AsiaMattersforAmerica.org/India provide tools for a global audience to explore the increasing significance of the US-India relationship in the 21st century.

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