



# DOING IP BUSINESS IN INDIA

Indian Demography  
Starting Business in India  
Indian IP Framework

IP Landscape  
Funding for Startups  
Key Players

Investment & Startups  
Foreign Investment  
Why Invest in India

सर्वस्य लोचनं शास्त्रं



Science is the Eye

# Preface

India has a rich and vibrant history that dates back over 5,000 years, making it one of the oldest civilizations in the world. Its diverse cultural heritage, languages, and traditions have shaped a society known for its resilience and innovation. Over the years, India has emerged as a significant player in the global economy, balancing its deep-rooted traditions with rapid modernization. Today, it is the fifth-largest economy in the world, presenting a unique mix of heritage and progress that makes it an attractive destination for businesses and investors.

With a population exceeding 1.4 billion, India is not only the second most populous country but also one of the fastest-growing consumer markets. The country has a large, young workforce that is increasingly skilled in science, technology, engineering, and mathematics (STEM). This talent pool has propelled India to the forefront of research and development across various fields, including information technology, biotechnology, pharmaceuticals, and renewable energy. Government initiatives like Make in India, Digital India, and Atmanirbhar Bharat have further enhanced infrastructure, boosted digital connectivity, and encouraged local manufacturing, creating a favorable environment for both domestic and international investments.

India's business-friendly policies, relaxed foreign direct investment (FDI) regulations, and global trade partnerships have made it a preferred destination for foreign investors. Special Economic Zones (SEZs), tax incentives, and continuous policy reforms have simplified the process of setting up operations in the country. In addition, India's advancements in technology and innovation, along with its strategic geographical location in South Asia, strengthen its role in global supply chains.

This report provides a detailed analysis of the various opportunities available in India for businesses, investors, and entrepreneurs. It covers key aspects such as the country's intellectual property (IP) laws and policies, the overall IP ecosystem, R&D funding support, and the broader economic landscape. As India continues to grow and evolve as a global innovation hub, it remains a promising destination for those looking to invest, establish, or expand their business ventures.



# INDIAN DEMOGRAPHY



# STARTING BUSINESS IN INDIA

A business can be established in India through various legal structures.

Type of Entity	Description	Foreign Ownership Allowed?	Best For
Wholly Owned Subsidiary (Private Limited Company)	A private company where foreign companies hold 100% equity.	Yes (subject to FDI policy)	Companies planning full-fledged operations
Joint Venture (JV)	Partnership with an Indian entity to share equity and control.	Yes	Companies seeking local expertise and market understanding
Liaison Office (LO)	Acts as a communication channel between the foreign company and India. Cannot undertake commercial activities.	No direct commercial operations	Market research and networking
Branch Office (BO)	Can conduct business activities but with restrictions (e.g., no manufacturing).	Yes, subject to RBI approval	Companies looking for a presence without full incorporation
Project Office (PO)	Temporary office set up for a specific project awarded in India.	Yes, if part of an Indian contract	Companies executing government or private projects
Limited Liability Partnership (LLP)	Requires at least one Indian partner; FDI allowed in certain sectors.	Yes (in certain sectors)	Service-based businesses and consultancy firms

## Reserve Bank of India (RBI)

Governs foreign exchange regulations.

## Foreign Direct Investment (FDI) Policy

Determines the percentage of foreign ownership permitted across different sectors.

## Ministry of Corporate Affairs (MCA)

Handles company registration and compliance.

## Goods and Services Tax (GST) & Income Tax

Mandatory for all business operations.

## Key Regulatory Bodies & Roles

### Ministry of Commerce and Industry

Responsible for shaping the country's trade, industrial policies, and overall economic growth. It consists of two key departments:

#### Department for Promotion of Industry and Internal Trade (DPIIT)

Works on industrial development, startups, and ease of doing business.

#### Department of Commerce

Focuses on trade, exports, and foreign trade policy.

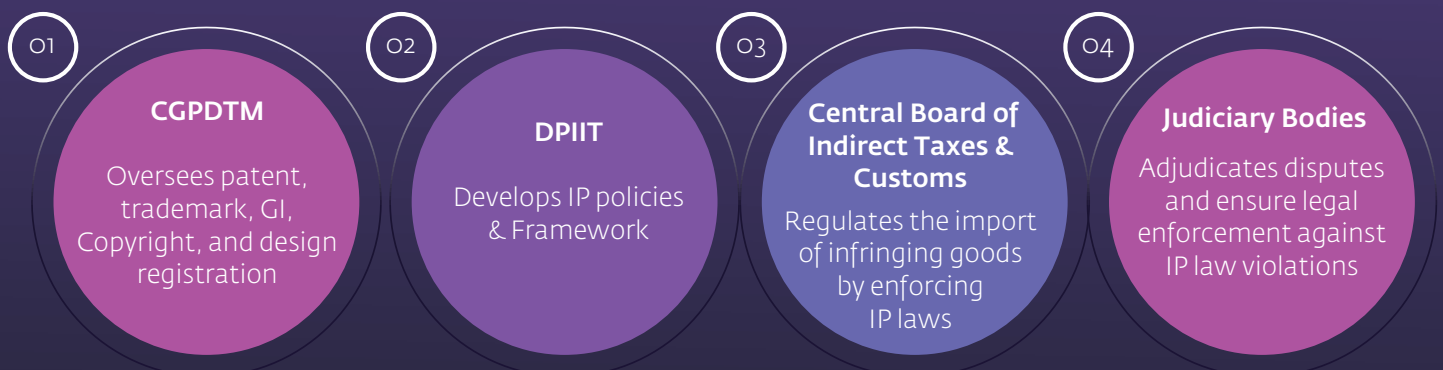
# INDIAN IP FRAMEWORK

IP Type	Governing Law	Regulatory Authority
Patents	Patents Act, 1970 (Amended 2005)	Controller General of Patents, Designs & Trade Marks (CGPDTM)
Trademarks	Trade Marks Act, 1999	CGPDTM
Copyrights	Copyright Act, 1957 (Amended 2012)	CGPDTM
Industrial Designs	Designs Act, 2000	CGPDTM
Geographical Indications (GI)	Geographical Indications of Goods (Registration and Protection) Act, 1999	GI Registry at CGPDTM
Plant Varieties & Farmers' Rights	Protection of Plant Varieties and Farmers' Rights Act, 2001	Protection of Plant Varieties and Farmers' Rights Authority
Semiconductor & Integrated Circuits Layout Design	Semiconductor Integrated Circuits Layout-Design Act, 2000	The Ministry of Electronics and Information Technology (MeitY)

## India - Conventions & Treaties



## Key Regulatory Bodies



# RECENT REFORMS

<p><b>Simplification of Patent Filing Process</b> with digital applications.</p>	<p><b>Strengthened IP Enforcement</b> with stricter penalties for infringement.</p>	<p><b>Fast Track Prosecution</b> for IP filings through expedited patent examination, trademark e-filing, and the SIPP scheme. The patent process is now 12-24 months, trademarks take 6-8 months, and AI-driven automation enhances efficiency. Abolishing IPAB and shifting appeals to High Courts has streamlined disputes, improving IP enforcement and ease of doing business.</p>
<p><b>Reduced Fees for Startups &amp; MSMEs</b> to encourage IP filings.</p>	<p><b>Integration with Global IP Systems</b> such as the Madrid Protocol (trademarks) and PCT (patents).</p>	

## Key IP Policies & Initiatives



**National IPR Policy (2016)**

A comprehensive policy that aims to strengthen India's IP ecosystem by fostering creativity, simplifying processes, promoting commercialization, and strengthening enforcement.



**Startup Intellectual Property Protection Scheme**

A government initiative to support startups by fast-tracking IP filings, reducing costs, and providing legal support.



**Make in India Initiative**

Encourages domestic and foreign companies to invest in manufacturing, fostering innovation and ensuring stronger IP protections.



**Atmanirbhar Bharat Abhiyan**

Focuses on self-reliance and innovation through IP protection, research incentives, and enhanced technology transfer.



**Patent Prosecution Highway with Japan**

Allows faster examination of patents through cooperation between patent offices, reducing processing times for applicants.



**IPR Awareness & Capacity Building Programs**

DPIIT & CGPDTM conduct workshops, training, and awareness campaigns to educate businesses and individuals about IP rights and processes.



**Simplification of IP Filing Process**

The government has digitized the filing process for patents, trademarks, and copyrights, making it more accessible and efficient.



**Foreign Direct Investment (FDI) in IP-intensive sectors**

Encourages global companies to set up research and development centers, manufacturing hubs, and innovation-driven businesses in India. The government offers incentives and relaxed regulations for FDI in sectors such as pharmaceuticals, IT, and biotechnology to strengthen India's IP landscape.



**Commercial Courts Act, 2015**

This act ensures swift adjudication of IP disputes in Delhi, Madras, and other jurisdictions through specialized commercial courts for cases above ₹3 lakh. High Courts with original jurisdiction (Delhi, Bombay, Madras, and Calcutta) function as Commercial Division Courts for IP matters. The Act mandates pre-institution mediation (except for urgent injunctions) and follows strict procedural timelines for faster resolution. Delhi High Court has a dedicated IP Division (IPD), while Madras High Court handles IP cases under a special bench. Appeals go to the Commercial Appellate Division for specialized review. This framework improves IP enforcement, efficiency, and legal predictability in India.

# FUNDING FOR STARTUPS

India offers a variety of Research and Development (R&D) funding schemes to support startups and companies across multiple sectors

<b>Technology Adoption Fund</b>	Support early-stage space technology commercialization and reduce import reliance.	Launched by IN-SPACE with a ₹ 5 billion fund; offers up to 60% project cost coverage for startups and MSMEs, and 40% for larger companies, capped at ₹ 250 million per project.
<b>Startup India Seed Fund Scheme</b>	Provide financial assistance for proof of concept, prototype development, product trials, market entry, and commercialization.	Offers grants up to ₹ 20 lakh for eligible startups; disbursed through selected incubators across India.
<b>Scheme for Funding Industry Relevant R&amp;D</b>	Promote collaborative research addressing industrial challenges.	Jointly designed projects by academia and industry; SERB funds up to ₹ 50 lakh, with industry matching at least 50% of the total budget.
<b>Biotechnology Ignition Grant</b>	Support innovative ideas in biotechnology with commercial potential.	Provides grants up to ₹ 50 lakh for startups and individual innovators to establish proof of concept.
<b>Atal Innovation Mission</b>	Foster innovation and entrepreneurship across India.	Establishes Atal Incubation Centers (AICs) and Atal Tinkering Labs (ATLs); offers funding and mentorship to startups and innovators.
<b>India-Israel Industrial R&amp;D and Technological Innovation Fund</b>	Promote joint industrial R&D projects between Indian and Israeli companies.	Provides funding up to \$5 million per project for collaborative R&D ventures aiming at commercialization.
<b>SAMRIDH Scheme</b>	Accelerate startups by providing funding, mentorship, and market access.	Offers funding up to ₹ 40 lakh per startup through selected accelerators; focuses on product development and growth.
<b>Biotechnology Industry Partnership Programme</b>	Facilitate advanced technology development in biotech industries.	Supports high-risk, transformational projects with industry participation; provides conditional grants up to 50% of the project cost.
<b>Credit Guarantee Fund Trust for Micro and Small Enterprises</b>	Provide collateral-free credit to micro and small enterprises.	Offers credit guarantee to financial institutions for loans up to ₹ 2 crore extended to eligible enterprises.
<b>National Innovation Foundation – Micro Venture Innovation Fund</b>	Support grassroots innovations and traditional knowledge.	Provides risk capital to early-stage ventures; focuses on commercializing indigenous technologies.



# MONETIZATION

# PROTECTION

# GENERATION

- IP Ecosystem Development
- IP Upliftment
- IP Policy and Advisory
- IP Training & Education
- GI Advocacy & Sustainability
- Economic Development through IP

- Technology Transfer
- IP Commercialization
- IP Valuation
- IP Portfolio Management
- Merger & Acquisition
- IP Investment
- IP Incubation
- Pitch Deal and Deal Making

- IP Analysis
- IP Filing & Prosecution
- IP Management
- IP Advisory and Training
- Agreement and Licensing



# RE-GENERATION

# ENFORCEMENT

- IP Litigation
- IP Mediation
- Cease & Desist Notices
- Due Diligence

- TRL Development
- Logo Designing
- Business Content Development
- Website Designing
- Patent Illustration
- 3D Modelling
- MRL Development
- Concept Validation
- R&D Integration

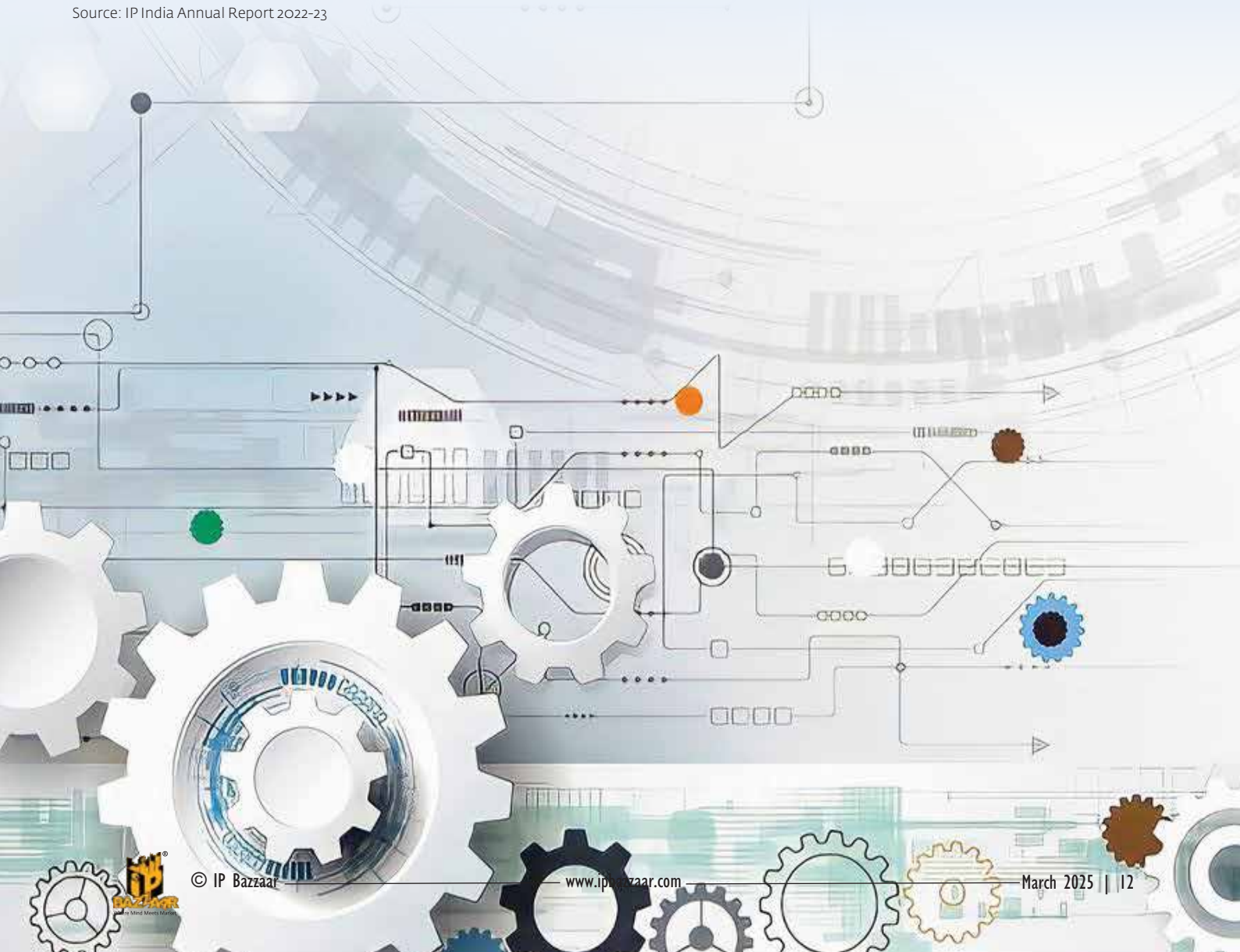


# IP LANDSCAPE

Trends in last five years with respect to filing of IP applications

	2018-19	2019-20	2020-21	2021-22	2022-23
Patent	50,659	56,267	58,503	66,440	82,811
Design	12,585	14,290	14,241	22,699	22,698
Trade mark	323,798	334,805	431,213	447,805	466,580
Geographical Indications	32	42	58	116	211
Copyrights	18,250	21,905	24,451	30,988	29,466
Semiconductor Integrated Layout Designs (SCILD)			5	1	23
Total	405,324	427,309	528,471	568,049	601,789

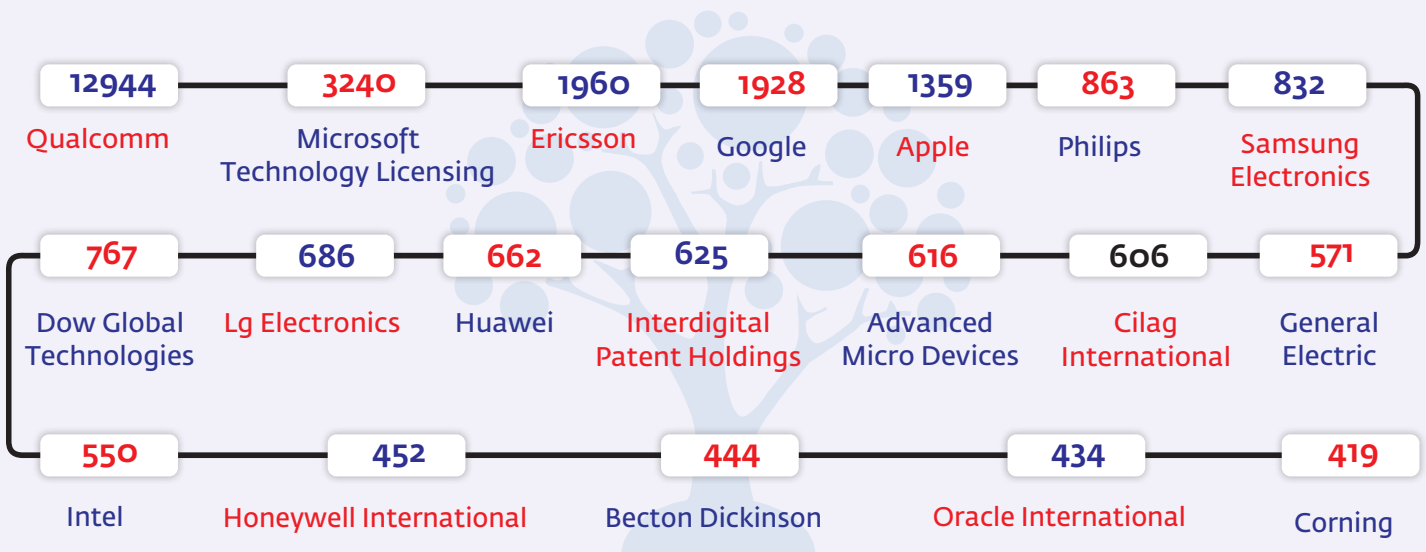
Source: IP India Annual Report 2022-23



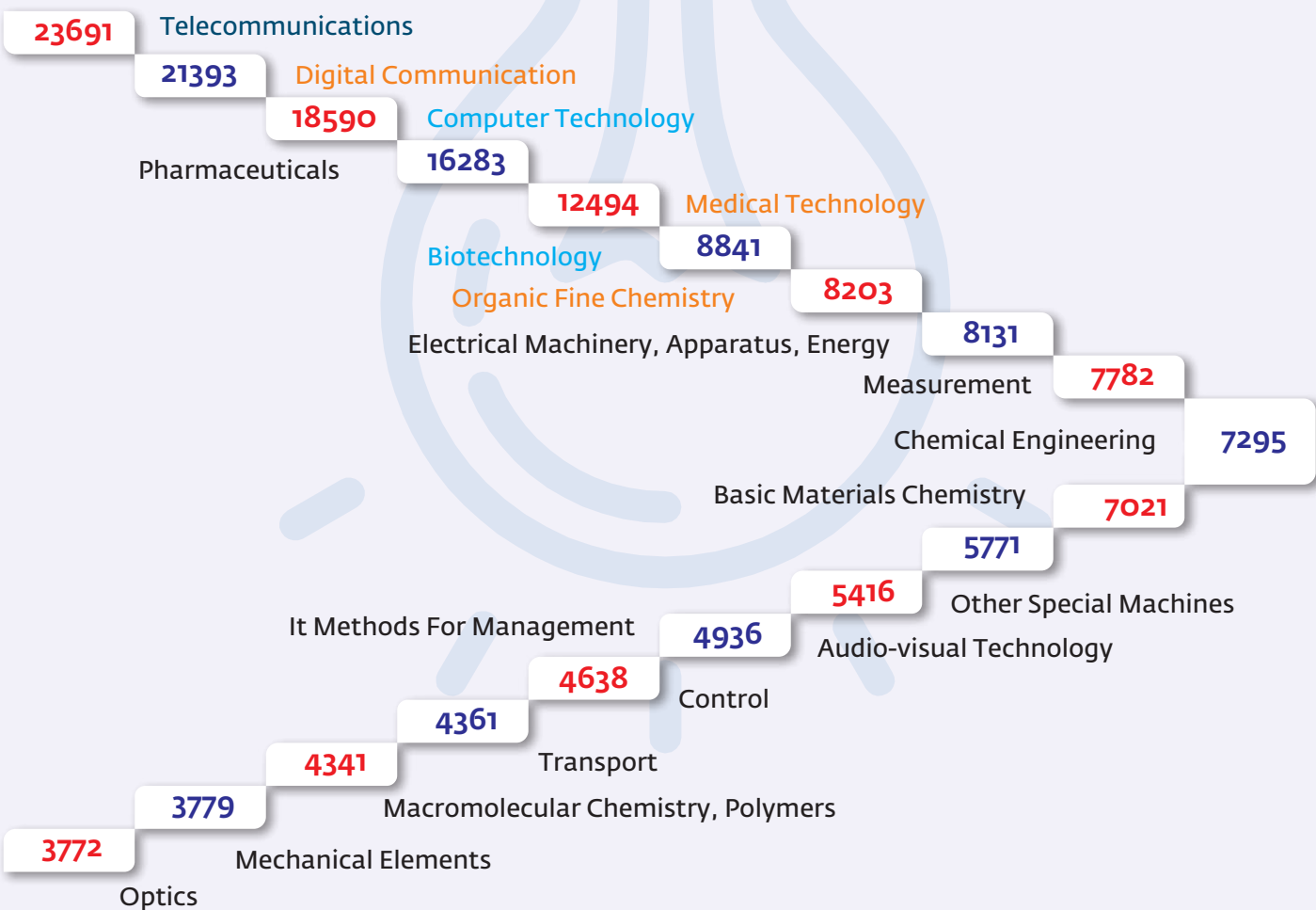
# PATENT FILINGS IN INDIA FROM US (LAST 10 YEARS)

**TOTAL PATENTS: 94218**

## Top Applicants



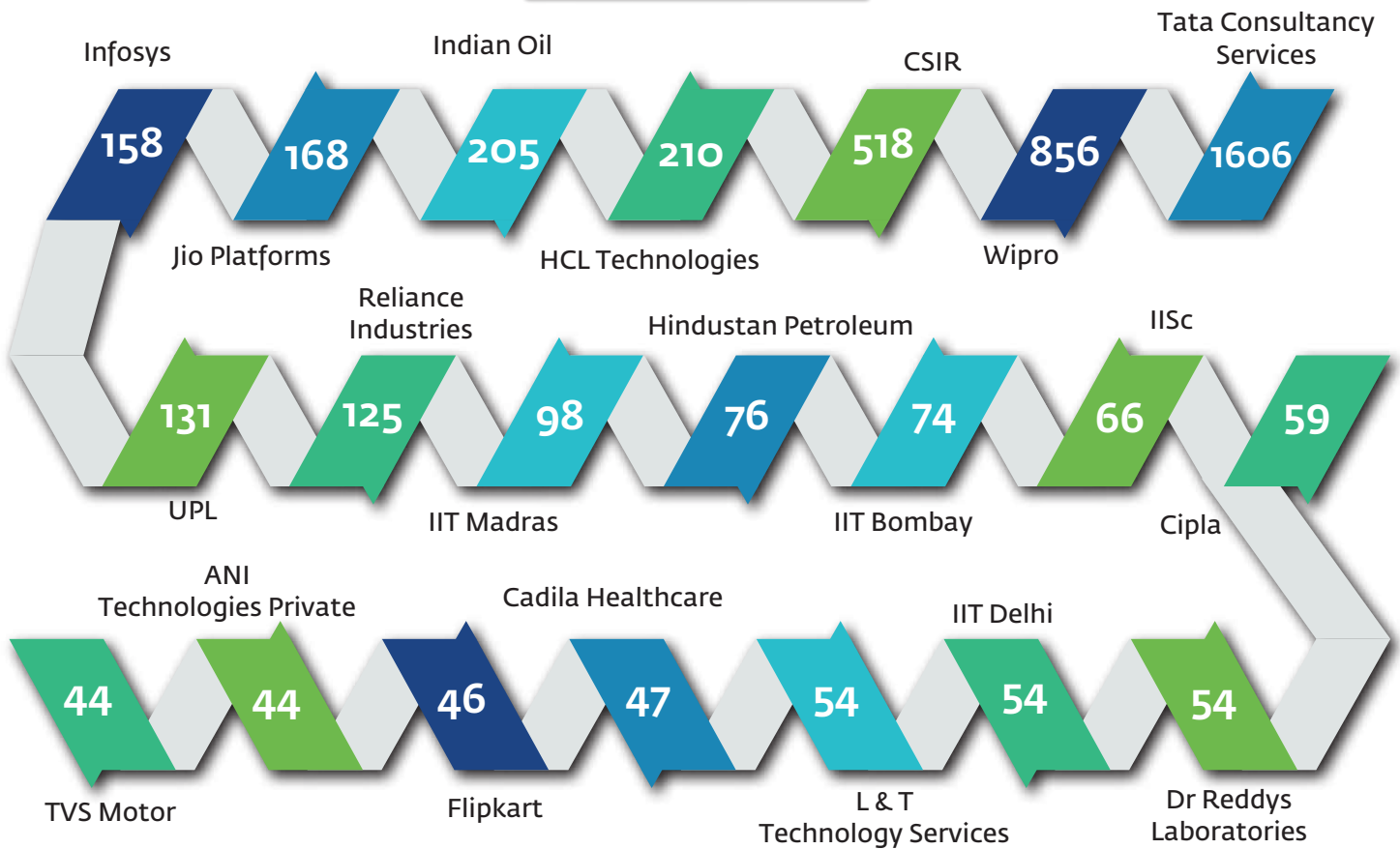
## Top Technical Domains



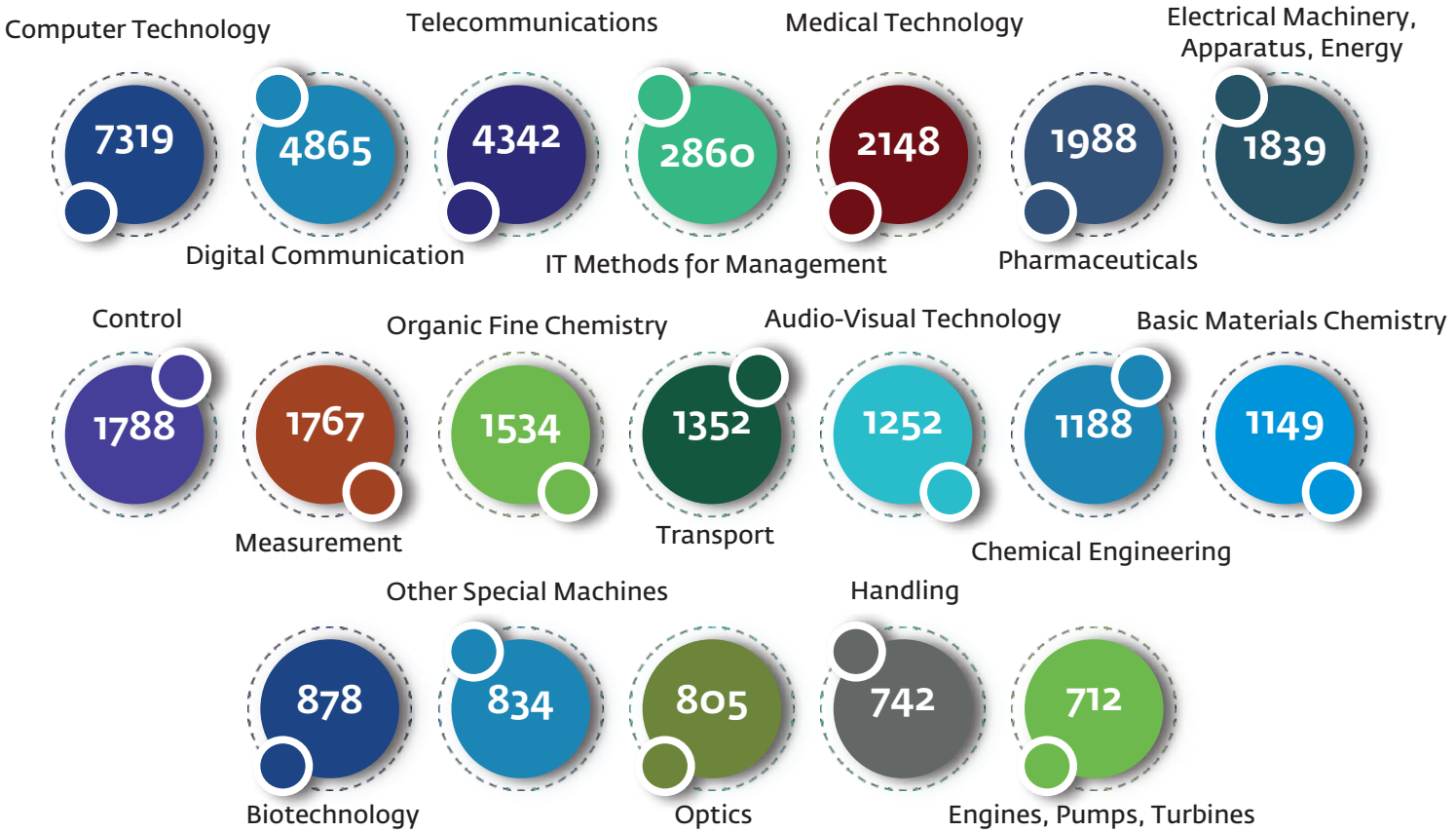
# PATENT FILINGS IN US FROM INDIA (LAST 10 YEARS)

**TOTAL PATENTS: 17885**

## Top Applicants



## Top Technical Domains



# KEY PLAYERS

## Telecommunications

Nokia  
Ericsson  
Huawei



Reliance Jio  
Bharti Airtel  
BSNL

Airtel X Labs  
Astrome  
Signalchip

## Pharmaceuticals

Pfizer  
Novartis  
Sanofi



Sun Pharma  
Dr. Reddy's  
Cipla  
Lupin  
Zydus Cadila

Medikabazaar  
PharmEasy  
Molbio Diagnostics  
HealthPlix

## Automotive

Toyota  
Hyundai  
Ford



Tata Motors  
Maruti Suzuki  
Ashok Leyland  
Bajaj Auto  
Hero MotoCorp  
TVS Motor Company  
Mahindra & Mahindra

Ola Electric  
Ather Energy  
Yulu  
Revolt Motors  
Euler Motors

## Information Technology & Electronics

Samsung  
Apple  
NXP



TCS  
Infosys  
Wipro  
HCL Technologies  
Tech Mahindra  
L&T Infotech

Zoho  
Freshworks  
Razorpay  
Postman  
Uniphore  
IdeaForge

## Retail & E-commerce

IKEA  
Amazon  
H&M



DMart  
Future Group  
Reliance Retail  
Flipkart  
Nykaa  
Aditya Birla Fashion

Udaan  
Zomato  
Meesho  
Licious  
BigBasket  
Dunzo

## Energy & Infrastructure

TE  
BP  
Siemens



NTPC  
Tata Power  
Adani Green Energy  
ONGC  
GAIL  
BHEL  
L&T  
Suzlon Energy

ReNew Power  
Avaada Energy  
Oorjan Solar  
BluSmart  
Amp Energy  
Logg Materials

## Consumer Goods

Unilever  
P&G  
Nestlé



ITC  
Godrej Consumer  
Dabur  
Patanjali, Marico  
Amul, Britannia  
Parle Agro

Mamaearth  
WOW Skin Science  
mCaffeine  
Minimalist  
Sugar Cosmetics  
Paper Boat

## Finance & Fintech

Visa  
Mastercard  
PayPal



SBI  
ICICI Bank  
Bajaj Finserv  
Muthoot Finance  
Edelweiss

Paytm  
PhonePe  
CRED  
Razorpay  
BharatPe  
MobiKwik

## Logistics & Supply Chain

FedEx  
DHL  
Maersk



Blue Dart  
DTDC  
Delhivery,  
SafeExpress  
VRL Logistics  
Adani Logistics  
CONCOR,

Shadowfax  
Ecom Express  
Xpressbees  
Porter  
BlackBuck  
Rivigo  
Freight Tiger

## Agriculture & Agri-Tech

Bayer  
Syngenta  
Cargill



ITC Agri  
uziveedu Seeds  
Rallis India,  
PI Industries  
Amul  
Mother Dairy  
Godrej Agrovet

DeHaat  
AgNext  
CropIn  
Bijak, Fasal  
Ninjacart  
BharatAgri  
WayCool

## Aerospace & Defence

Boeing  
Airbus



Lockheed  
Martin

HAL  
DRDO  
Bharat Electronics  
L&T Defence  
Bharat Dynamics  
Mahindra Aerospace

IdeaForge  
Tonbo Imaging  
Astrome

## Chemical & Petrochemicals

BASF  
Shell  
DC



Reliance Industries  
UPL  
Tata Chemicals  
SRF  
ONGC  
GAIL  
Indian Oil Corporation

Aether Industries  
Anupam Rasayan  
Navin Fluorine  
Rossari Biotech

## Food & Beverages

Nestlé  
PepsiCo  
Coca-Cola



Amul, Britannia  
Parle Agro  
Haldiram's  
ITC Foods  
Bikaji Foods  
Dabur  
Patanjali

Epigamia  
Yoga Bar  
Paper Boat  
The Whole Truth  
Snackible  
Slay Coffee  
BrewHouse Tea  
Blue Tokai Coffee

## Engineering & Construction

Siemens  
Bechtel  
ABB



L&T  
BHEL  
Shapoorji Pallonji  
Tata Projects  
GMR Group  
Thermax  
Voltas

Infra. Market  
Powerplay  
BuildNext  
Tracecost  
Qubik Group  
OnsiteGo  
Zetwerk  
Fedo  
RailYatri

## Metals & Mining

ArcelorMittal  
Rio Tinto  
BHP



JSW Steel  
Tata Steel  
Vedanta  
NMDC  
Hindustan Zinc  
SAIL  
Jindal Steel  
Essar Steel  
Adani Mining

Nifty Alloys  
Runaya  
Hindalco  
OMC

## Healthcare & Medical Devices

GE Healthcare  
PH  
SH



Trivitron Healthcare  
Meril Life Sciences  
BPL Medical  
Opto Circuits  
Poly Medicure  
Hindustan Syringes

Dozee  
HealthPlix  
MedTechX  
SigTuple  
Tricog Health

Foreign Top Players ■ Indian Top Players ■ Emerging Top Players ■

Foreign Top Players ■ Indian Top Players ■ Emerging Top Players ■

# INVESTMENT & STARTUPS

Over the past five years, India's startup ecosystem has witnessed significant growth in the number of unicorns—privately held companies valued at over \$1 billion. **As of February 2025, India boasts 117 unicorns, positioning it third globally, following the United States and China.**

# INDIA'S UNICORN CLUB

Ather is the latest to join India's unicorn club this year after raising INR 600 Cr funding at a post-money valuation of \$1.3 Bn!

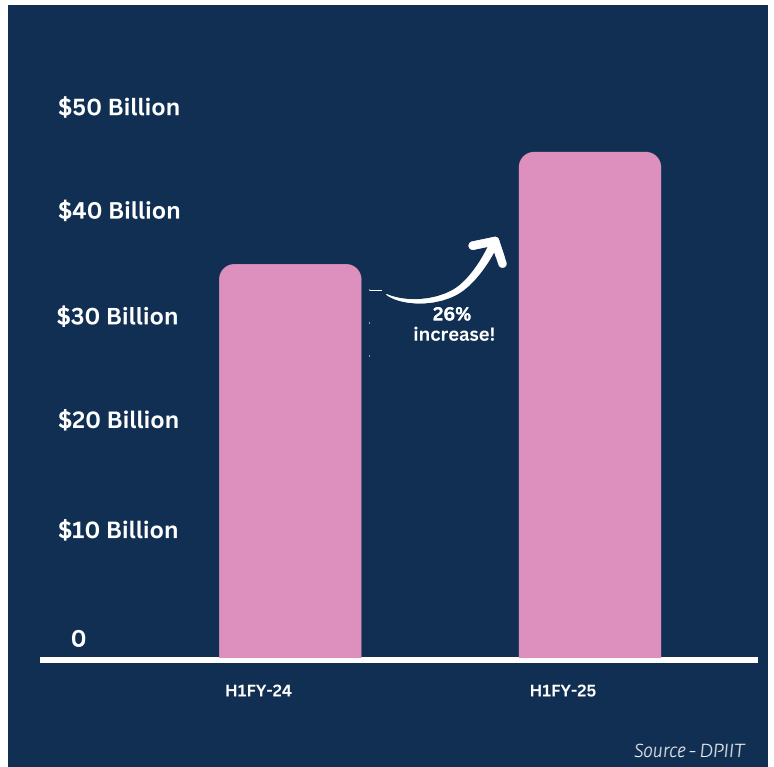


Source: Inc42 Unicorn Tracker

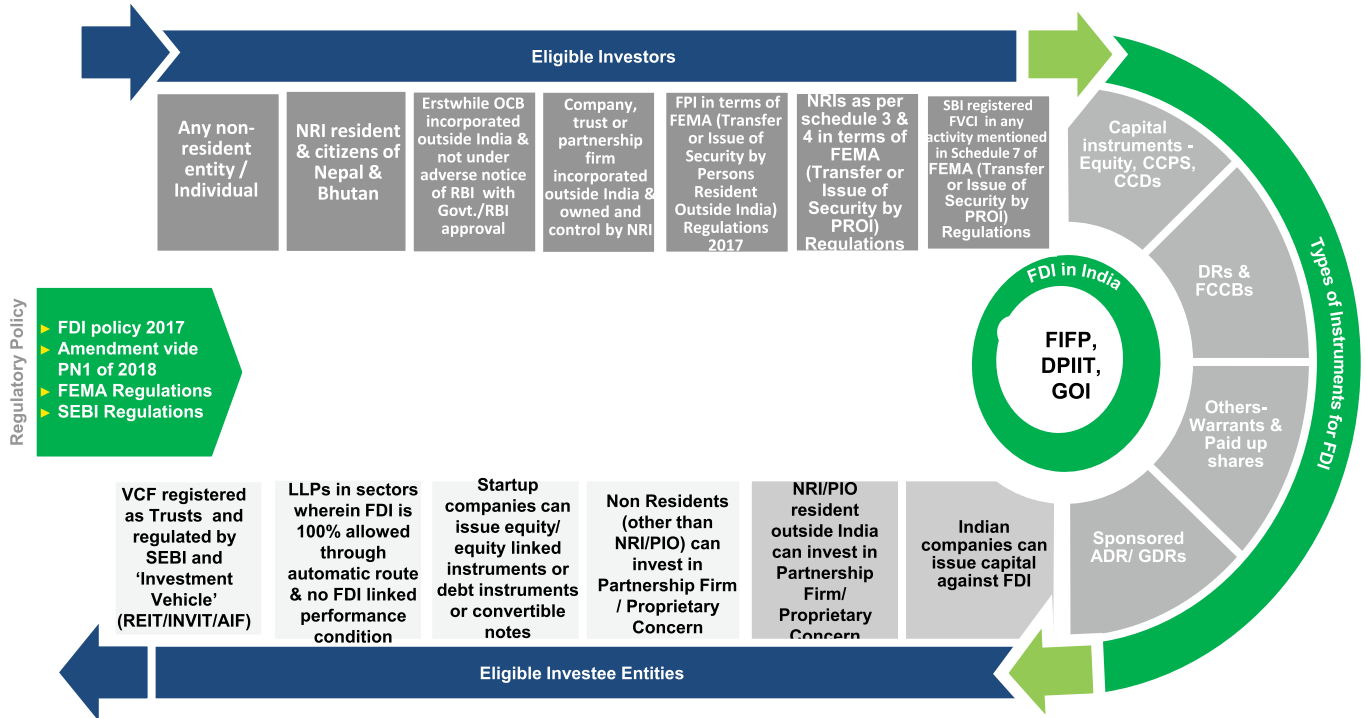


# FOREIGN INVESTMENT

In terms of Foreign Direct Investment (FDI), India has experienced fluctuating inflows. In the fiscal year 2020-2021, FDI reached \$64.36 billion, marking a 27.17% increase from the previous year. However, there was a decline in 2021-2022, with inflows at \$44.73 billion, a 30.51% decrease from 2020-2021. The trend continued with \$49.94 billion in 2022-2023 and \$28.07 billion in 2023-2024. Despite these fluctuations, over the last decade (April 2014 to September 2024), India attracted a total of \$709.84 billion in FDI, accounting for 68.69% of the overall FDI inflow in the past 24 years.



## Eligible Investors & Instruments



**Note:** Currently as per the extant FEMA regulations, a firm or a proprietorship concern is restricted from receiving any funds from a non-resident (other than NRI/PIO). However, RBI on making a specific application and post consideration of the facts may allow the same on case to case basis. Accordingly, a specific RBI application for approval would have to be made in case where a firm or proprietorship concern is willing to receive from a non-resident.

Source: Invest India



# WHY INVEST IN INDIA

1.

## Rapid Digital Transformation & Market Size

- 1.4+ billion people, with over 850 million internet users— one of the largest digital markets globally.
- Fast adoption of smartphones, AI, IoT, cloud computing, and 5G.

## Government Support & Pro-Tech Policies

- **Digital India** → Promotes e-governance, fintech, and digital payments.
- **Startup India** → Offers tax benefits and funding support to startups.
- **Make in India & Atmanirbhar Bharat** → Incentives for domestic manufacturing in electronics and semiconductors.

2.

## Booming Startup Ecosystem & Unicorn Growth

- India is the **3rd largest startup ecosystem** with over 117 unicorns (startups valued at over \$1 billion).
- **Focus areas:** AI, Fintech, SaaS, E-commerce, Deep Tech, Health Tech.

4.

## Highly Skilled & Cost-Effective Workforce

- India produces **1 million+ engineers annually**, making it a **global R&D hub**.
- **Low operational costs** compared to developed nations.

3.

## Expanding Semiconductor & Electronics Manufacturing

- The **PLI scheme for semiconductors** offers **\$10 billion in incentives** to attract chip manufacturing.

5.

## Thriving AI, Blockchain, & Web3 Ecosystem

- India is among the **top 3 AI talent markets globally**.
- Government is **supporting AI & blockchain adoption** in finance, healthcare, and governance.

8.

## AI & Green Tech Innovation for Sustainability

- India is emerging as a **leader in AI-driven green technology and renewable energy solutions**.

6.

## Strong Fintech & Digital Payments Growth

- India is the **world's largest digital payments market**, processing **\$3 trillion annually** via UPI.
- Global investors are **pouring billions into Indian fintech startups**.

7.



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- <https://www.ibef.org/economy/foreign-direct-investment>
- <https://www.india-briefing.com/doing-business-guide/india/sector-insights/top-sectors-policies-for-investment-in-india>
- <https://www.statista.com/statistics/1009234/india-share-of-registered-foreign-companies-by-economic-activity/>
- IP data source: Questel Orbit

### About IP Bazaar

IP Bazaar is an initiative towards successful commercialization of Intellectual Property Rights. IP Bazaar is a private limited company, acts for both innovators/creators and investors; and manages the commercialisation of Intellectual Property. It operates through a wide network of association with companies, industries, industry associations, entrepreneurs, government organization, NGOs, Universities, Venture Capitalists, overseas law firms, overseas technology transfer companies and through Patentwire.

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