

INDIA ↔ RUSSIA



EDELFO

www.edelflo.com

TRADE & INVESTMENT BRIDGE

Connecting buyers with suppliers, and helping partners launch manufacturing and investment in India.

STRATEGIC
ADVISORY

PARTNER
SOURCING

MAKE IN
INDIA

M & A

MARKET
ENTRY

LIAISING

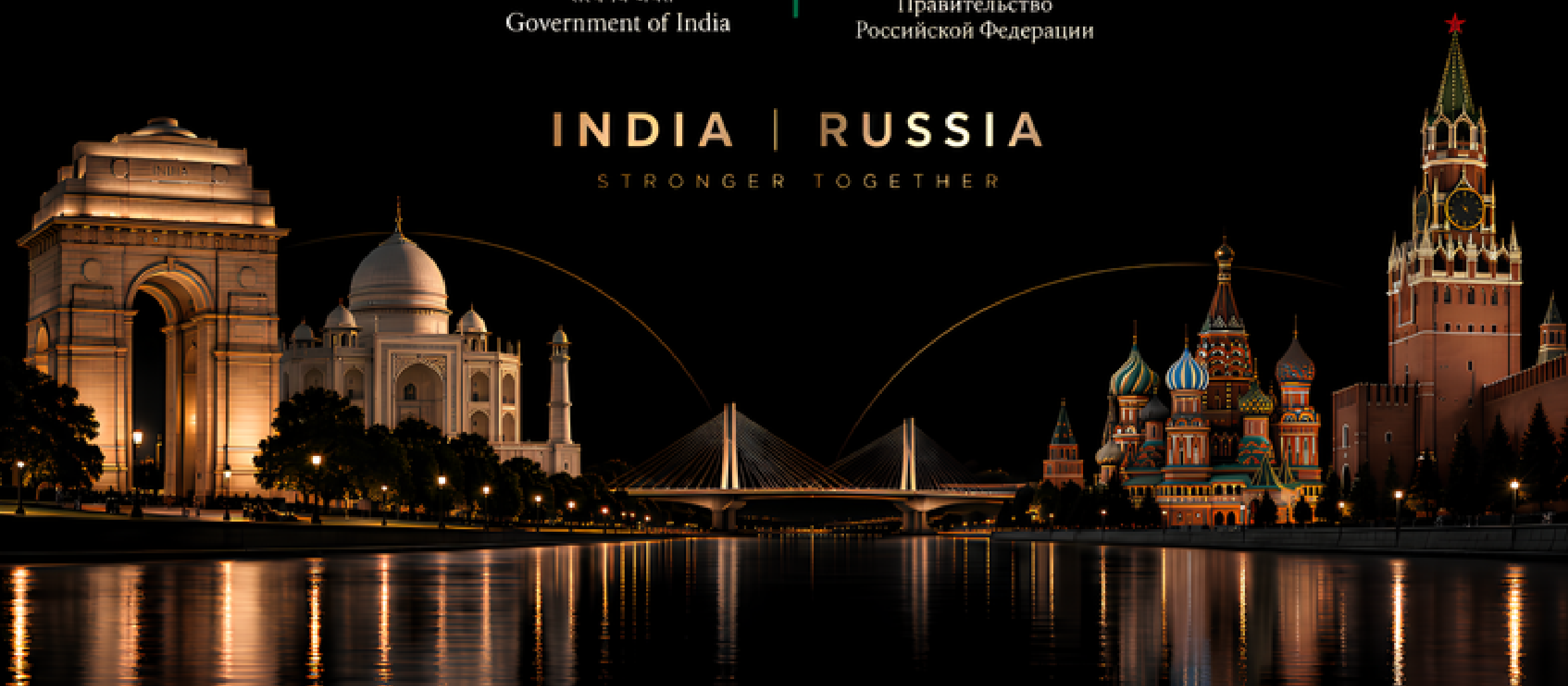


सत्यमेव जयते
Government of India



Правительство
Российской Федерации

INDIA | RUSSIA
STRONGER TOGETHER



Who we are



Edelflo is a subsidiary of Vernalis Consulting, a niche consulting company with 30 years of experience working in India. We put that experience to a single purpose: building a trade and investment bridge between India and Russia, connecting buyers with suppliers and helping partners launch manufacturing and investment in India.

Our Mission

To act as a catalyst by removing the significant barriers that currently hinder the growth of non-commodity trade between our countries.

Our Vision

We share and support Prime Minister Modi's vision of reaching \$100 billion in bilateral trade, and our activities are focused on turning this target into tangible deals.

30

Years of India experience

2

Home markets, one team

3

Languages: EN · HI · RU

TRUSTED BY



HOW WE CAN HELP

An extended commercial team on the ground, moving opportunities from intent to signed, working business.

01

STRATEGIC ADVISORY

Market Intelligence & Opportunity
Assessment

02

PARTNER SOURCING

Connecting the Right Buyers & Suppliers

03

MAKE IN INDIA

Manufacturing, Tech Transfer, Local
Assembly & Global Exports

04

M&A

Joint Ventures, Partnerships & Investments

05

MARKET ENTRY

Business Establishment, Local Support &
Market Access

06

LIAISING

Government, Institutional & Stakeholder
Relations

HOW WE WORK | IDENTIFY TO SCALE

01

Identify

02

Qualify

03

Connect

04

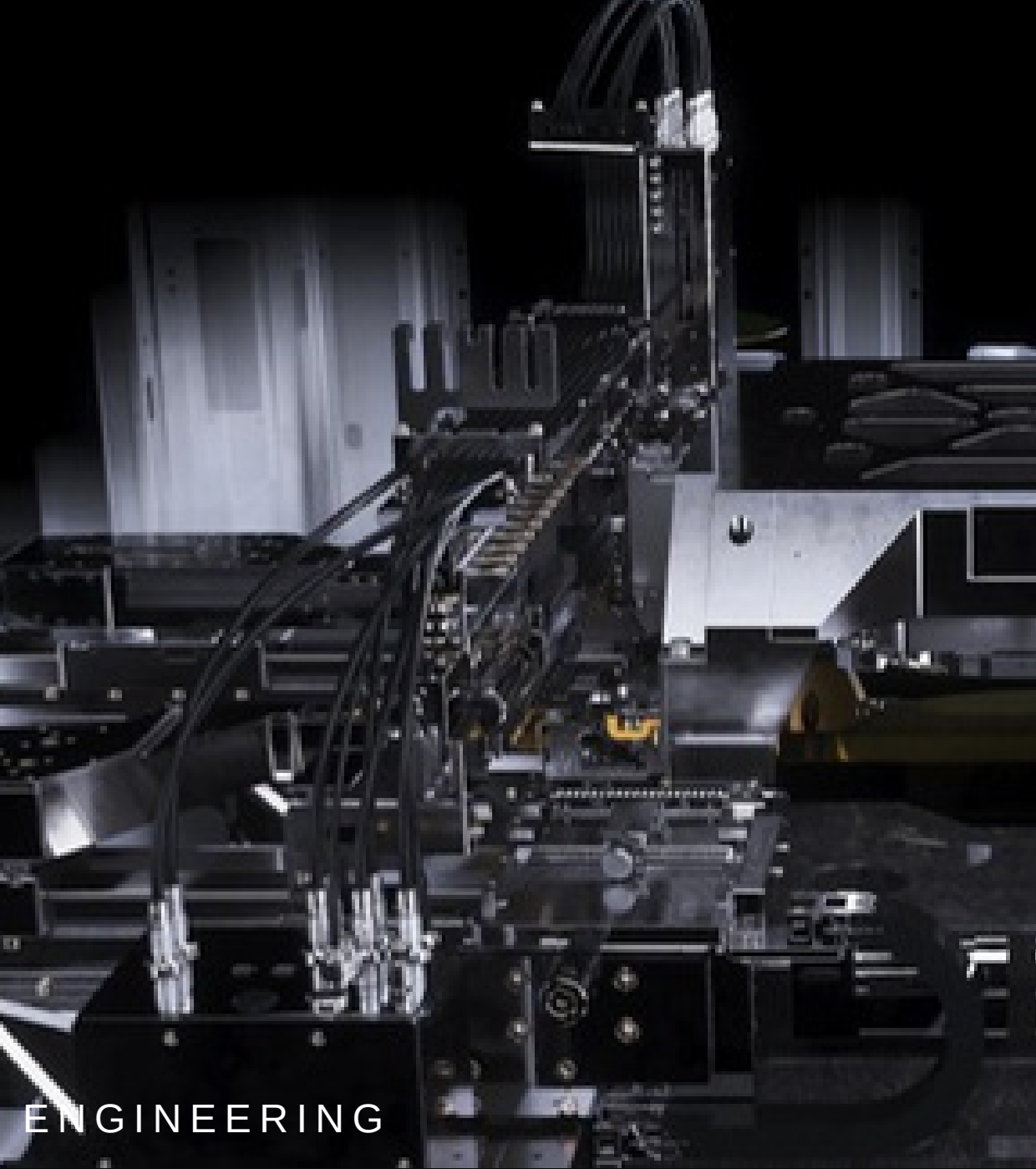
Structure

05

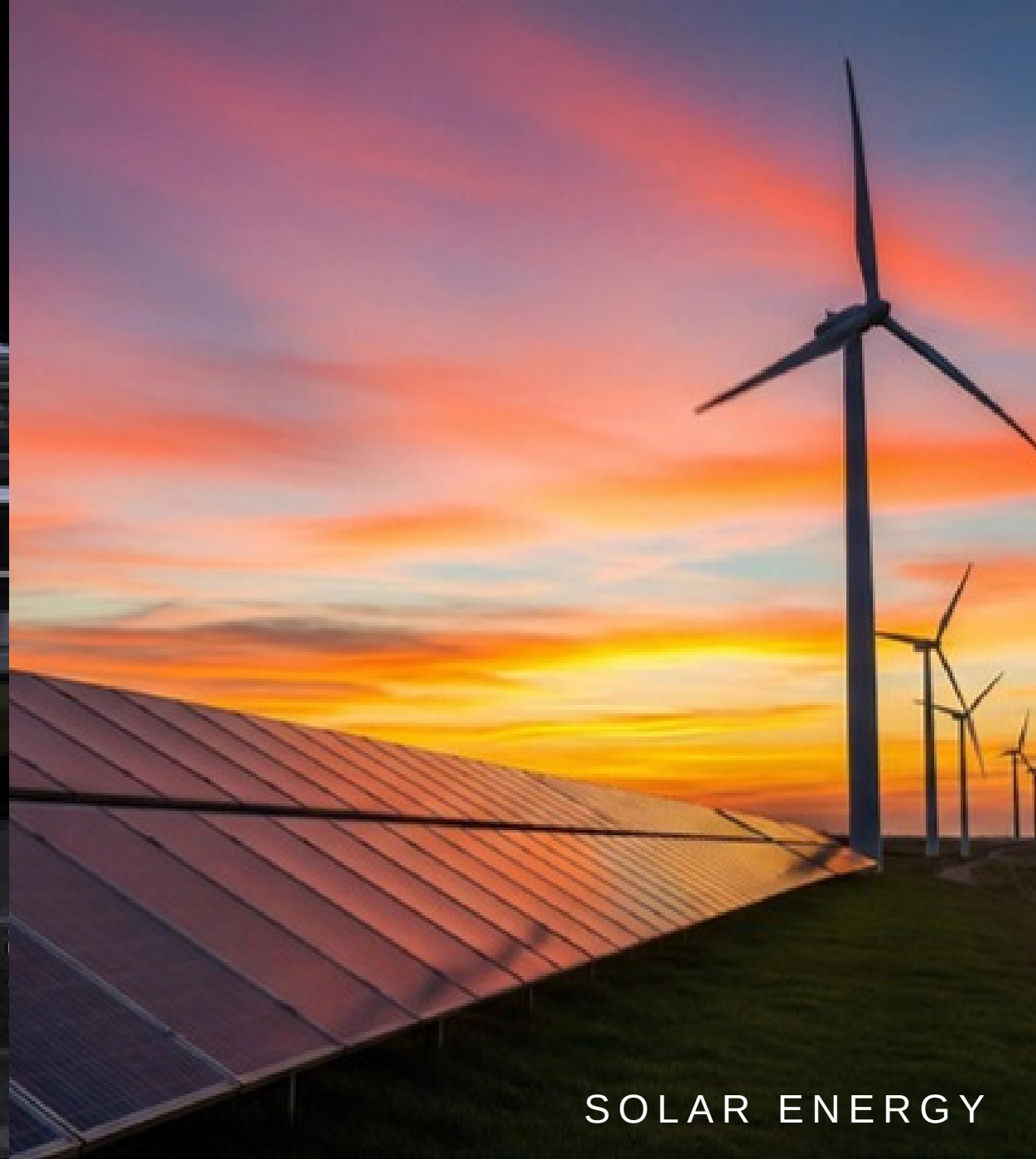
Execute

06

Scale



ENGINEERING



SOLAR ENERGY

  **INDIA** → **RUSSIA**

Focus Areas

Indian capability we are actively placing with Russian buyers.

- 01** Solar Energy Solutions
- 02** Specialty Chemicals & Polymers
- 03** In-Vitro Diagnostics & Healthcare
- 04** Engineering & Industrial Products
- 05** Textiles & Consumer Goods
- 06** Agribusiness and Fertilizer



  RUSSIA → INDIA

Focus Areas

Russian capability we place with Indian industry and government buyers.

- 01 Aerospace
- 02 Metals, Alloys, Minerals
- 03 Industrial Machinery
- 04 Timber & Pulp/Paper
- 05 Nuclear Technology
- 06 Defence Equipment & Spares

Core Team

Senior professionals with long operating careers across Indian and Russian industry — working in both markets and both languages, with a permanent on-ground team focused on execution rather than referral.



Bharat Grover
Chairman



Abhijit Bhabhe
Managing Director



Keshav Anand
President & COO



Vladislav Bondarenko
Vice President



Rakesh Mehta
Director, Food & Textiles



Dimitri Petrov
Business Analyst



Shravan Palsokar
Business Analyst



Waqar Niyazi
Head of IT & Ops



Government Momentum

\$100B

Bilateral trade target for 2030, set by Prime Minister Modi and President Putin.

\$66B

Trade today: with Indian exports at just \$4.8B of it. That gap is our mandate.

India–EAEU FTA

Terms of Reference signed to launch free trade negotiations across Russia, Belarus, Kazakhstan, Armenia and Kyrgyzstan.

Rupee Vostro Accounts

Special Rupee Vostro Accounts allow settlement in national currencies, easing payment friction on both sides.

INSTC Corridor

The International North–South Transport Corridor links India to Russia via Iran and the Caspian, cutting transit time and freight cost.

Chennai–Vladivostok

The Eastern Maritime Corridor gives a direct sea route between the Indian Ocean and the Russian Far East.



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Let's Build the Bridge

