

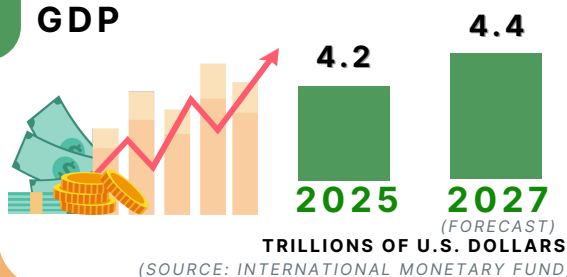
INDIA

The Republic of India is the world's most populous country with approximately 1.46 billion people. It is the seventh-largest country by area, and ranks fourth globally by nominal GDP.

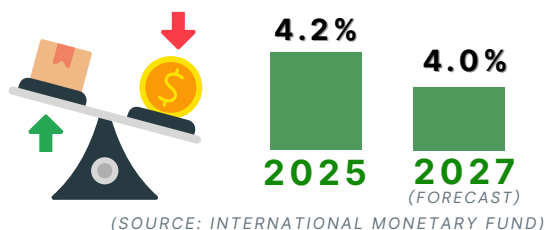
The three broad sectors in India's workforce are: the agriculture and allied sector, industry, and the services sector.

(SOURCE: PRESS INFORMATION BUREAU, MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATION)

1 GDP

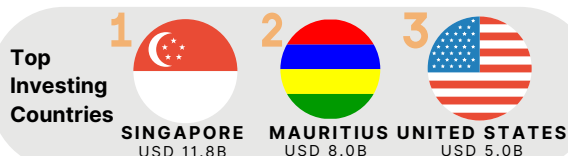


2 INFLATION RATE



3 INWARD DIRECT INVESTMENT

US\$71.0 (FORECAST)
BILLIONS, FY2023-24



(SOURCE: PRESS INFORMATION BUREAU, DEPARTMENT FOR PROMOTION OF INDUSTRY, RESERVE BANK OF INDIA)

GLOBAL INNOVATION INDEX (GII) RANKING 2024

(SOURCE: WIPO)

- 39th among the 133 economies featured.
- 1st among the lower-middle income group economies and among the 10 economies in Central and Southern Asia.

A MEMBER OF
WORLD TRADE ORGANISATION (WTO)
GROUP OF 20 (G20)
SOUTH ASIAN ASSOCIATION FOR REGIONAL COOPERATION (SAARC)

ASEAN - India Free Trade Area (AIFTA)

The agreement eliminates tariffs for 75% of goods traded between ASEAN and India. Key benefits include back-to-back shipment of goods within member countries, third-party invoicing, and regional cumulation. Click [here](#) to find out more.

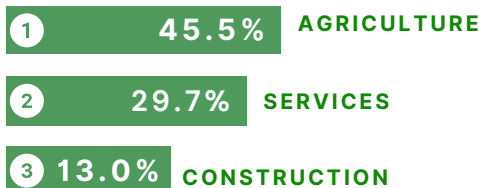
India - Singapore Comprehensive Economic Cooperation Agreement (CECA)

In force on 1 August 2005, the agreement eliminates tariffs for 81% of Singapore's exports to India. Click [here](#) to find out more.

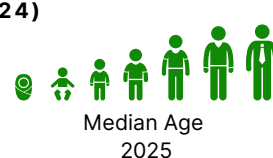
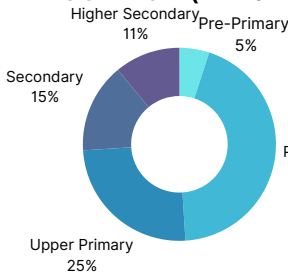
LABOURFORCE

(SOURCE: MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATION)

TOP SECTORS BY EMPLOYMENT DISTRIBUTION (FY2023-24)



EDUCATION (FY2023-24)



28.8
YEARS OLD



178
INDIAN RUPEES
(APPROX. SGD\$2.68)

(SOURCE: MINISTRY OF EDUCATION INDIA, EDUCATIONUWORLDOMETER, TRADING ECONOMICS)

RESEARCH & DEVELOPMENT

(SOURCE: STATISTA)

EXPENDITURE ON R&D

US\$65.2 (ESTIMATE)
BILLIONS, 2022

0.65% (ESTIMATE)
OF GDP, 2022



7TH

Leading Country by Gross R&D Expenditure Worldwide 2022

Year	GII	Innovation Input	Innovation Output
2024	39th	44th	33rd
2023	40th	46th	35th
2022	40th	42nd	39th

GUJARAT AND TAMIL NADU IN FOCUS

(SOURCE: NITI.GOV, SEZINDIA.GOV, PRSINDIA.ORG, ECONOMIC TIMES, INDIA TIMES.COM, EYEONASIA.SG, INVESTINGTAMILNADU.COM, IBEF.ORG, MINISTRY OF NEW AND RENEWABLE ENERGY)



FIND OUT MORE ABOUT THE CULTURAL VARIATIONS ACROSS REGIONS BELOW!

Gujarat

- The capital city is Gandhinagar.
- Fourth largest economy in India.
- Contributes 8.3% to India's GDP.
- One of the most industrialised states (18% of India's industrial output)
- Fifth largest state by area.
- Industry (49.3%) and the service sectors (34.7%) are the top sectors for the state's Gross State Value Added (GSVA), followed by agricultural (15.9%) in 2021-22.
- Has 21 operational Special Economic Zones (SEZs).
- Known as a leader in chemicals, petrochemicals, dairy, drugs and pharmaceuticals, cement and ceramics, gems and jewellery, and textiles and engineering.

Southern Area:

- People tend to be modest and underplay wealth.



Northern Area:

- Strong on business acumen and relationship management.
- Status is of great importance and outward display of wealth is not uncommon.

Western and Eastern Area:

- Strong merchant community in the West.
- West Bengal is the hub of industry and economic activities in the East.

Tamil Nadu

- India's second largest state economy.
- A global hub for agri-commodities, metals and minerals.
- All districts are covered under industrial corridor projects.
- Increased priority towards renewables with 33 GW of electricity generation capacity to be added by 2030.
- Installed renewable energy capacity of 22.16 GW in 2024.
- Most number of factories and industrial workers in India.

KEY SECTORS IN INDIA

(SOURCE: IBEF, INDIA BUDGET.GOV, INDIA INVESTMENT GRID.GOV, MINISTRY OF ELECTRONICS AND INFORMATION TECHNOLOGY (MEITY), MINISTRY OF NEW AND RENEWABLE ENERGY INDIA, MINISTRY OF POWER, TECHSCIRESEARCH, PRESS INFORMATION BUREAU, MINISTRY OF HEAVY INDUSTRIES, MORDOR INTELLIGENCE, GIFT CITY WHITE PAPER, STARTUP INDIA, INVESTINDIA, DIGITAL INDIA)

RENEWABLE ENERGY & GREEN TECH

- India aims to achieve 500 GW of non-fossil fuel capacity by 2030, focusing on solar, wind, and hydropower.
- Government initiatives like the National Green Hydrogen Mission and Production Linked Incentives (PLI) schemes for solar PV modules are attracting international investment.
- Key government initiatives include National Solar Mission, Green Hydrogen Mission, and 100% FDI allowance in renewable energy.

AUTOMOTIVE & ELECTRIC VEHICLES

- India is rapidly adopting electric vehicles (EVs), especially in two- and three-wheeler segments, supported by government incentives.
- Government initiatives like the PLI scheme are targeting the automotive sector to boost production and sales.

ADVANCED MANUFACTURING

- Driven by initiatives like "Make in India" and PLI schemes, India is becoming a manufacturing hub.
- Manufacturing sector's Real GVA is estimated to grow by 5.3% in FY 2024-25.
- PLI schemes across sectors such as electronics, automotive, and semiconductors have significantly boosted advanced manufacturing in India.

E-COMMERCE & RETAIL

- India's e-retail market is valued at USD 57–60 billion in 2023, with projections to reach USD 160 billion by 2028.
- The Digital India programme promoting digital infrastructure and literacy has helped to support the growth of the e-commerce and retail sector.

INFORMATION TECHNOLOGY (IT) & DIGITAL SERVICES

- India's Information Technology (IT) and Business Process Management (BPM) sector contributed approximately 7.4% to India's GDP in FY 2022-23.
- India's digital economy also emerged as a significant contributor to its economic growth, accounting for 11.74% of the GDP in FY 2022-23.
- As of 2022, India hosted approximately 55% of the world's Global Capability Centres (GCCs), offering services in research and development (R&D), IT support, and business process management.

FINANCIAL SERVICES & FINTECH

- Market size is expected to reach USD 550 Billion by 2030.
- Prominent areas attracting investment include InsurTech, Neobanking, and Fintech SaaS solutions.
- Gujarat International Finance Tec-City (GIFT City) serves as India's first International Financial Services Centre (IFSC), fostering fintech innovation and international financial services.

PHARMACEUTICAL & HEALTHCARE

- India is known as the 'pharmacy of the world' for its high quality and affordable medicine.
- India supplies over 50% of global vaccine demand and 40% of generic drugs to the U.S. market.
- PLI schemes and investments in R&D foster innovation and growth.

SECTOR IN FOCUS: MANUFACTURING



Key Government Initiatives

1

NATIONAL MANUFACTURING MISSION (NMM)

Strengthen 'Make in India' and promote industrial clusters in clean tech, electronics, and high-value manufacturing.

- Provides policy support and regulatory reforms to simplify business operations.
- Encourages large-scale investment and job creation.
- Enhances skill development.

2

ELECTRONICS COMPONENTS MANUFACTURING SCHEME (ECMS)

Build a robust domestic electronics components ecosystem.

- Offers turnover and capital expenditure incentives to attract investment.
- Reduces import dependence by fostering local manufacturing.
- Integrates MSMEs into global supply chains.
- Creates direct employment (~91,600 jobs projected).



3

PRODUCTION LINKED INCENTIVE (PLI) SCHEMES

Boost manufacturing in strategic sectors like electronics, pharmaceuticals, automotive components.

- Provides performance-based financial incentives to domestic and foreign companies.
- Accelerates exports and technological capability.



REVISED MSME DEFINITION AND SUPPORT

4

Formalise and empower MSMEs with better access to credit and markets.

- Broadens eligibility for government schemes and incentives.
- Boosts credit availability and reduces compliance burdens through digital onboarding.
- Supports labour-intensive industries, enhancing export readiness.



5

EASE OF DOING BUSINESS REFORMS & TRADE FACILITATION

Improve India's business environment and global trade integration.

- Simplifies regulatory processes and customs procedures.
- Strengthens Free Trade Agreements (FTAs) and infrastructure for export competitiveness.
- Attracts Foreign Direct Investment (FDI) with liberalised policies.

(SOURCES: GOVERNMENT OF INDIA, PRESS INFORMATION BUREAU, MINISTRY OF MSME INDIA, MINISTRY OF COMMERCE & INDUSTRY INDIA, MINISTRY OF ELECTRONIC & IT INDIA, MINISTRY OF FINANCE INDIA)

SECTOR IN FOCUS: MANUFACTURING OUTSOURCING

India's manufacturing outsourcing sector is witnessing significant growth, propelled by strategic government initiatives aimed at enhancing industrial capabilities, fostering innovation, and integrating into global value chains.

Key Reasons



Supportive Government Initiatives

'Make in India,' National Manufacturing Mission, and PLI schemes boost domestic capacity and attract investments



Large Skilled & Cost-Competitive Workforce

~500 million skilled workers by 2025 and competitive wages compared to other manufacturing hubs



Robust MSME Ecosystem

MSMEs contribute over 30% of GDP and 45% of exports



Improved Ease of Doing Business

Streamlined regulations, faster clearances, and digital governance



Growing FDI

USD 55.6 billion FDI inflows (Apr–Nov 2024)

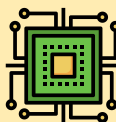


Integration into Global Value Chains

Increasing exports and participation in FTAs

Emerging Industries for India's Manufacturing Outsourcing Sector

Electronics



- Surging global demand for smartphones, consumer electronics, and components.
- Expansion of domestic electronics manufacturing capabilities.

Automotive



- Rising demand for EVs and related components.
- Focus on sustainable and clean mobility solutions.

Pharmaceuticals



- India's position as a leading producer of generic drugs and Active Pharmaceutical Ingredients (APIs).

Textile & Apparel



- Supported by schemes such as PM Mega Integrated Textile Region and Apparel (PM MITRA) Parks and Production Linked Incentive (PLI) Scheme for Textiles.

Renewable Energy



- Supported by government through the National Manufacturing Mission that promotes clean tech manufacturing and National Green Hydrogen Mission that seeks to position India as a global hub for green hydrogen production and export.

SECTOR IN FOCUS: ELECTRONIC MANUFACTURING

India's semiconductor and electronics manufacturing sector is experiencing rapid expansion, driven by strong government support, rising domestic demand, and increasing global supply chain diversification. India's semiconductor market was valued at USD38 billion in 2023 and is expected to grow to approximately USD109 billion by 2030, reflecting a compound annual growth rate (CAGR) of 15%. Meanwhile, the government is aiming to achieve USD500 billion in electronics production by 2030—representing a fourfold increase.

India-Singapore Memorandum of Understanding (MoU)



The recently signed India-Singapore Memorandum of Understanding (MoU) will help to ease the entry of Singaporean semiconductor companies into the Indian market and **streamline regulatory processes**, making it easier—especially for Singapore SMEs—to operate in India.

Benefits of MoU:



Simplify customs procedures and import/export regulations for semiconductor equipment, materials, and components, which are often subjected to complex controls and approvals.



Establish a Cooperation Forum led by EnterpriseSG and the India Semiconductor Mission (ISM) to **help companies navigate regulatory requirements, find local partners, and resolve operational challenges** more efficiently.



Expedite investment approvals and reduce bureaucratic delays for Singapore firms seeking to set up operations or joint ventures in India, including faster processing of applications and clearer guidelines for FDI in the semiconductor sector.

Opportunities for Singapore Businesses



Supplier of Semiconductor Tools

India approved its sixth semiconductor manufacturing facility in May 2025, with five more under construction.

This rapid expansion opens doors for Singapore firms to supply advanced manufacturing equipment, automation solutions, and process expertise. Singapore's strong position as a global supplier of semiconductor tools and mature-node chips aligns well with India's facility needs.

Supply Chain

As India works to build a robust local semiconductor ecosystem, there are opportunities for Singapore—one of the world's leading suppliers of semiconductor equipment and materials, responsible for around 20% of global semiconductor equipment output—to contribute to this growth.

For example, Singapore-based Cleantech Services is already supplying gas and chemical equipment to Indian chipmakers and is considering establishing local manufacturing operations in India.



Workforce Training & Skills Development

India's semiconductor workforce development programme aims to train more than 85,000 engineers in semiconductor design and manufacturing by 2030.

Singapore, with a semiconductor sector employing over 40,000 people and a strong reputation for advanced workforce training and technical education, is well positioned to support and collaborate in these talent development efforts.



MARKET ENTRY OPTIONS FOR FOREIGNERS

(SOURCE: STARTUPINDIA, CAGMC, LINKEDIN, INVESTINDIA, ENTRYINDIA, RESERVE BANK OF INDIA, MINISTRY OF CORPORATE AFFAIRS, INCOME TAX DEPARTMENT OF INDIA)

1

OPERATING AS A FOREIGN COMPANY

One can establish its presence in India as a foreign company (unincorporated entities) in these ways:

LIAISON OFFICE

- A Liaison Office (LO) acts as a place of business and a channel of communication between a company's head office, or principal place of business, and its entities in India.
- It can do marketing and branding activities and cannot undertake commercial, trading or industrial activities that generate revenue.
- India's government does not tax LOs as they are not meant to earn income.

BRANCH OFFICE

- A Branch Office (BO) can represent its foreign parent company to conduct specified business activities.
- It cannot engage in retail trading or manufacturing/processing unless operating within a Special Economic Zone (SEZ) with Reserve Bank of India (RBI) approval.
- Tax as Foreign Company at 40% plus surcharge.

PROJECT OFFICE

- A Project Office (PO) is established to execute awarded projects in India.
- It cannot engage in any activities apart from those related to the project.
- An Authorised Dealer Bank automatically approves the registration of a PO.
- Tax as Foreign Company at 40% plus surcharge.

2

REGISTRATION OF COMPANY

One can operate as a completely Indian (incorporated) entity by registering a company in these ways:

JOINT VENTURES

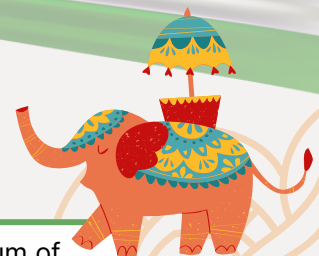
- A joint venture involves partnership between at least two companies or individuals (maximum of 100 partners) who agree to pool capital or goods into a project.
- This format is popular in sectors where 100% FDI is not permitted.
- Subject to corporate tax of 25% or 30% (depending on turnover) plus surcharge.

LIMITED LIABILITY COMPANIES (LLC)

- Foreign entities can hold up to 100% equity in sectors where allowed.
- An LLC is a separate legal entity, can own property, hire employees, borrow funds, and sue and be sued.
- For sectors under automatic route, foreign investment no longer require approval by the RBI.
- Subject to 25% corporate tax (for turnover up to Rs. 4 billion) and 30% (for turnover exceeding Rs. 4 billion).

LIMITED LIABILITY PARTNERSHIP (LLP)

- LLP provides the benefits of limited liability of a company while still enabling members to organise the internal management as in the case of a joint venture.
- Foreign companies can establish LLPs only in sectors where 100% FDI is allowed.
- Subject to a flat rate of 30% tax with surcharge.



BUSINESS REGISTRATION PROCESS

(SOURCE: INVESTINDIA.GOV.IN, MINISTRY OF CORPORATE AFFAIRS (MCA) GOVERNMENT OF INDIA)

DID YOU KNOW?

AS A COMPANY

Reserve Unique Entity Name (RUN)

- Check availability of your company name on the [MCA portal](#).
- Reserve company name through [RUN \(Reserve Unique Name\)](#) or Simplified Performa for Incorporating Companies Electronically Plus ([SPICE+](#)) webform on MCA portal.

Obtain Pre-Registration Documents

- Register [Digital Signature Certificate \(DSC\)](#) of the authorised representative of foreign company via MCA portal.
- Apply for [Director Identification Number \(DIN\)](#) for proposed Directors through [SPICE+](#).

File for Incorporation

- Submit completed [Form INC 32 \(SPICE+\)](#) with eMoA (INC-33) and eAOA (INC-34) via [SPICE+](#) to Registrar of Companies (RoC).
- Attach physical MOM and AoA for foreigner subscribers.

Receive Certification of Incorporation (Col)

- Col will be issued after verification of documents and forms Incorporation by Central Registration Centre (CRC)

Declaration of Commencement of Business

- Before commencing business, file a [declaration](#) of receipt of subscription amount and verification of registered office within 182 days of incorporation.

State Registration Process as applicable



The registration steps and services outlined below can be completed conveniently on India's [Ministry of Corporate Affairs \(MCA\) portal](#)!

AS A LLP

INCLUDES [LIMITED LIABILITY PARTNERSHIP \(LPP\)](#) & [FOREIGN LLP \(FLLP\)](#)

Obtain Digital Signature Certificate (DSC)

- Obtain [class 2 or class 3 DSC](#) for designated partners of LLP.

Availability check for Limited Liability Partnership (LLP) name

Reservation and Approval of name

- Complete via [RUN-LLP](#) (Reserve Unique Name LLP) or through [form FiLLiP](#) on MCA portal.

File for Incorporation and obtain Certificate of Incorporation (Col)

- For Limited Liability Partnership (LLP): [Submit FiLLiP form to RoC](#)
- For Foreign Limited Liability Partnership (FLLP): [Digitally signed Form 27](#) on MCA portal is to be filed in.

Limited Liability Partnership (LPP) Agreement

- Fill in [Form 3](#) on MCA portal within 30 days of incorporation of LLP.

State Registration Process as applicable

GOOD TO KNOW ABOUT INDIAN BUSINESS CULTURE

(SOURCE: INDIA-BRIEFING.COM, STATISTA, BUSINESSCULTURE.ORG, GLOBALBUSINESSCULTURE.COM, CULTURAL ATLAS, MINISTRY OF LABOUR & EMPLOYMENT, INDIANVISAONLINE)



Communication Norms

- When conducting business, Indians prefer to communicate in an indirect style, in person, and making small talk.
- Use non-verbal communication, such as using gestures.
- English is the preferred corporate language.
- Bargaining is sometimes seen as part of the Indian culture.
- Family-related topics can often arise during meetings as India is a relationship oriented society and such topics may help to build trust.



Business Meeting Procedures & Etiquettes

- Planning of meetings can be less structured.
- It may be common for meetings to start and end late.
- Avoid gifting leathers as cows are sacred for Hindus.
- A handshake or Namaste (palm to palm gesture) is commonly used for business greetings.
- Hierarchy is highly important, especially in the public sector.
- Greet Indians by their formal titles.



Importance of Business Network & Relationships

- Networking is of paramount importance, especially in the public sector.
- Success in business can be highly based on building trust and positive long-term relationships with counterparts.
- Personal relationships play a significant role in business.
- Third-party introductions can play an important role as Indians prefer to work with people whom they know and trust.
- Networks may often comprise of relatives and peers as it helps to increase trust.



Manpower

- With the introduction of the e-visa, which is open to 166 countries, it has become easier for applicants to apply for an Indian visa.
- Working hours should not exceed 48 hours a week.
- India's salary structure consists of basic salary, allowances, social security contributions, and reimbursements.
- India's minimum wage and salary structure can differ based on state, area within the state based on development level (zone), industry, occupation, and skill-level.

FREQUENTLY ASKED QUESTIONS

CLICK HERE

for more frequently asked questions!



What are the requirements to start a business?

- Choose a legally acceptable business name
- Choose a company/ business structure
- Legally register the business
- Apply for other relevant licenses and permits

General licences can include:

- GST Registration
- Permanent Account Number (PAN)
- Tax Account Number (TAN)
- Bank Account

Specialised Licenses and Registrations can include:

- GIEC Code (Import-Export License)
- FSSAI License (businesses dealing in food and food items)
- Halal Registration (To deal with Halal goods)
- Other licenses as per a business type

- Be familiar with the relevant tax regime and accounting norms
- Intellectual property registration
- Adhere to India's labour laws



To open a bank account for company

- Foreign investors can establish accounts in India through international banks with a local presence, or through a local Indian banking institution.
- Takes approximately 8 - 10 working days.

Click [here](#) to find out more

Click [here](#) to find out more.

(SOURCE: AHLAWATASSOCIATES.COM, BNBLEGAL.COM,, INDIA-BRIEFING.COM)



More about FDIs in India



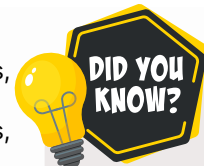
There are 3 broad principles of FDIs into India:

- **Sectors prohibited from receiving FDIs** - Include atomic energy, real estate business, lottery business, manufacturing tobacco products, gambling and betting;
- **Automatic route** - no prior approval required from the government. Includes airports, construction, industrial parks, mining, manufacturing and IT;
- **Government approval route** - prior approval required from the government for receiving FDI. Includes air transport services, satellites, print media and public sector banks.

Based on sensitivity of the sector, FDI thresholds may vary:

(Further imposition of sector-specific FDI thresholds based on the sensitivity of the sector, regardless of whether the sector falls under the automatic route or the government approval route)

- up to 100% FDI allowed (includes manufacturing, construction and IT);
- up to 74% FDI allowed (includes pharmaceuticals and defence);
- up to 49% FDI allowed (includes air transport services and private sector banking); and
- up to 26% FDI allowed (print media).



For unregulated financial service, the minimum FDI capital are:

- USD 20 million for 'fund-based' activities.
- USD 2 million for 'non-fund based' activities.

Click [here](#) to find out more.

(SOURCE: FORBESINDIA.COM, GLOBALTRADEALERT.ORG, PINSENT MASONS)



What are the various types of tax incentives available?



Some of the tax incentives include:

- **Production-linked incentives (PLI) to boost manufacturing**
- **Scheme for Promotion of Manufacturing of Electric Components and Semi-Conductors (SPECs) in India (2020)**
- **PLI for Large Scale Electronics Manufacturing in India (2020)**
- **Modified Electronics Manufacturing Clusters Scheme (EMC 2.0)**
- **Incentives for Startups**
- **Incentives for Special Economic Zones (SEZs)**
- **Tax incentives of capital expenditure on certain specified businesses**

(SOURCE: INDIA-BRIEFING.COM)

Click [here](#) to find out more about other incentives.



FOR MORE INFORMATION

SUPPORT SCHEMES & PROGRAMMES

- Singapore Global Enterprises initiative
- Market Readiness Assistance Grant
- Enterprise Development Grant
- Enterprise Financing Scheme

Initiatives such as **GlobalConnect@SBF**, **Scale-up SG** and **iTalent Solutions Map** enable companies in their journey towards internationalisation.

Visit [SBF Singapore Business Institute \(SBI\)](#) for the list of available training for your respective areas of interest.

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