

INDIAN DIASPORA IN PORTUGAL UNVEILED: FROM HISTORICAL TIES TO FUTURE OPPORTUNITIES

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**INDIAN DIASPORA IN PORTUGAL UNVEILED: FROM HISTORICAL
TIES TO FUTURE OPPORTUNITIES**

THE INDIAN DIASPORA IN PORTUGAL: HISTORICAL CONNECTIONS, ECONOMIC
CONTRIBUTIONS, AND POLICY CHALLENGES

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OPPORTUNITIES AND POLICY SOLUTIONS FOR ENHANCED INDIA-PORTUGAL
TRADE AND INVESTMENT

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Abstract

This thesis analyses the impact of the Indian diaspora in Portugal, highlighting its importance in promoting economic and cultural ties between both countries. The study uses a mixed-methods approach combining bibliographic research and qualitative interviews to highlight contributions in key sectors like tourism, renewable energy, and technology. It seeks solutions to improve trade and investment while addressing issues like cultural integration and bureaucratic inefficiencies. The findings offer strategic policy recommendations in order to improve long term economic growth, cultural interaction, and collaboration between Portugal, India, and Lusophone countries.

Keywords: Economic Contributions, International Relations, Transnational Network, Entrepreneurship, Trade Partnerships, Policy Solutions, Sustainability, Emerging Sectors.

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The Indian Diaspora in Portugal: Historical Connections, Economic Contributions, and Policy Challenges.

Ludovica Villa

1. Introduction

1.1 Background and motivation

Diasporas are essential to the cultural and economic advancement of countries where they settle. Diasporas serve as channels for investment, trade, and cultural exchange, as stated by Cohen (Cohen, 2008). In particular, diasporas develop transnational networks based on trust that lower transaction costs in international trade and promote trades internationally. Organizations such as PIBhub - Portugal India Business Hub contribute to this process by fostering business collaborations and supporting diaspora-led trade initiatives, further strengthening the economic bridge between Portugal and India.

Indeed, according to research on migration and diaspora economics, diasporas can boost host countries' economic potential by filling in knowledge gaps and enabling global value chains. Moreover, according to Dustmann and Görlach research in 2016 (Dustmann and Görlach, 2016), diasporas help host nations thrive economically by transferring knowledge and making industries more competitive by introducing local businesses to global markets. A similar result was also stated by Cohen (Cohen, 2008), who highlights that diasporas serve as essential intermediaries in trade networks, using their global ties to lower transaction costs and create networks built on trust. Additionally, research conducted by Chanda and Ghosh in 2012 (Chanda and Ghosh, 2012) on the economic integration of diasporas, revealed that the entrepreneurship and professional networks of diasporas generate synergies that benefit both the host and home nations by fostering investment and trade. From a policy perspective, diasporas are increasingly recognized as strategic partners in international relations, and understanding their contributions is critical for shaping bilateral agreements and promoting

economic diplomacy. Gamlen (Gamlen, 2008), for instance, talks about the growth of "diaspora engagement policies", in which nations actively include diaspora communities in trade negotiations, development programs, and economic diplomacy. In this context, the following specific study on the Indian diaspora in Portugal highlights its potential not only as a bridge connecting the two countries but also its role in a larger network connecting Europe, Asia, and Lusophone countries. This perfectly reflects the vision outlined by Xavier: "Despite their starkly different profiles and global trajectories, Portugal and India can develop a strong partnership by focusing on cooperation in the Portuguese-speaking countries, where Lisbon continues to enjoy disproportionately high influence and where India seeks to pursue its new external interests" (Xavier, 2016).

India and Portugal have a historically strong connection that can be leveraged nowadays to promote further development for both countries. The relations between these two countries began in the early 1500s, when, after Vasco da Gama's arrival in India in the late 1400s, a colonialist Portugal secured a monopoly over certain areas of India, founding the "Estado da Índia". These territories in particular included Goa, a substantial area on the central west coast with its capital; Damão, together with the separated territories of Dadrá and Nagar Haveli, located in the north of Mumbai between Maharashtra and Gujarat; and Diu, as well as Pani Kota Island on the southern coast of Gujarat's Kathiawar Peninsula (Britannica, 2024).

The Portuguese monopoly over these regions of India lasted for about a century, until the early 1600s. Both countries experienced economic growth during this time, as Portugal benefited from the strategic position of territories like Goa and Diu for controlling commerce and naval routes in the Indian Ocean. On the other hand, the influence of a developed country also brought significant advancements in the territories under Portuguese control, especially in Goa, particularly in the areas of infrastructure (building ports), economy (increasing trade in

textiles and spices), and society. Goa soon became known as 'Golden Goa' due to its wealth and central role in Portuguese trade in Asia (Britannica, 2024).

Even after the end of the “Estado da Índia”, the relationship between these two countries continued, evolving over time, up to the present day. Evidence of this can be found for example in the increasing number of Indians that settle every year in Portugal. According to the 2022 RIFA Report, 35.416 Indian nationals held residency in Portugal, showing a significant and continuously growing population. Also, not only the number of Indian population in Portugal increased by 17.1% compared to the previous year, but also Indian nationals received 7.414 new residence permits, counting for 5.2% of all new permits issued in 2022, emphasizing their increasing settlement in Portugal (RIFA, 2022).

Obviously, the importance of the relationship and collaboration between Portugal and India extends beyond the growing number of Indians who settle in Portugal each year. It is also important to recognize that, thanks to the shared history that has connected these two countries, the Indian community in Portugal is highly present and active, offering a range of benefits in terms of potential growth not only for the two countries. This topic will be explored further in the following chapters. These historical connections can translate into a current strategic opportunity, as Portugal can offer a link not only to the Lusophone countries, with which it still maintains strong ties, but also to the European Union. India, on the other hand, with its economic growth, can be a powerful strategic ally for Portugal and the EU in Asia. India is one of the countries with a high annual GDP growth rate, which in 2023 (the latest available data) was 7.6% (World bank, 2023). This rapid and consistent economic growth has not gone unnoticed internationally, as India's influence continues to rise. In 2021, the EU sought to strengthen its partnership with India, based not only on "India's growing geopolitical power" but also on the "shared democratic values" between the EU and India. The partnership primarily focuses on sectors such as "international security, response to global health emergencies,

climate change, and inclusive economic growth," all areas where collaboration is essential (European Parliament, 2021). The following chapters will analyze in detail how the Indian diaspora in Portugal has contributed and can continue to contribute to the development of these two nations from an economic, commercial, and socio-cultural perspective.

1.2 Research objectives

The objective of this thesis project is to analyse how the Indian diaspora in Portugal plays a crucial role in fostering development for both countries.

To achieve this, the study will focus on providing a detailed historical context up to the present day, illustrating how the relationship between India and Portugal has evolved over the centuries.

In particular, it will examine the contributions and impact of the Indian diaspora in Portugal during its main historical phases, enabling a proper understanding of its current influence across multiple sectors and a thorough exploration of the diaspora's potential role in future economic and cultural collaborations. Historically, diasporas have played a fundamental role in host countries, contributing to economic growth and cultural exchange by bringing knowledge and valuable resources for trade and investment. Moreover, through common interests, business networks, and cultural familiarity, the Indian diaspora plays a crucial role in economic diplomacy by fostering trade relations between Portugal, India, and other countries. By studying the contributions and significance of the Indian diaspora in Portugal, we can also identify the sectors and areas of greatest influence, both historically and currently (identifying areas where the diaspora is emerging, such as technology), through a combined analysis of bibliographic research and qualitative interviews. This approach will be essential to achieving the objective of fully understanding the sectors where collaboration can be enhanced to support the economies of both countries. Since this project aims to assist policymakers in economic policy decisions, it is important to provide a broader context. The analysis will be extended to Lusophone countries, showing how they can serve as a bridge between the two economies and

benefit from the synergies created. Additionally, the study will examine how Portugal can act as a gateway for India to economically expand to other countries, such as Lusophone countries or Europe, and how India can serve as a valuable strategic ally for Portugal.

1.3 Structure of the Thesis

This thesis is structured into eight main chapters, each addressing different aspects of the Indian diaspora in Portugal and the relationships between the two countries and Lusophone nations, from historical to contemporary perspectives. The first chapter is introductory, aiming to provide an overview of the topics covered in the thesis and the relevance of the study.

The second chapter gives a historical overview of each phase of migration and examines at the Indian diaspora's economic contributions over time, emphasizing important industries in which they have had a significant impact. The third chapter will focus on the methods of data collection and analysis, including bibliographic research, quantitative data, and interviews. Some limitations of the study will also be briefly discussed, including the availability of data and possible biases in interview answers. The fourth chapter examines how the Indian diaspora currently contributes to Portugal's economy, as well as the role of Lusophone countries in economic collaboration. The fifth chapter will focus on the barriers and challenges that Indians face in Portugal, whether regulatory or socio-cultural. It highlights the main barriers faced by Indian nationals, such as cultural and legal issues, based also on interview data.

The sixth chapter will focus on exploring areas of potential economic growth and development for the two countries, considering the analysis conducted so far. The chapter will have a particular focus on international relations between India, Portugal, and Lusophone countries, highlighting the directions that economic policy choices should take to ensure international development. The seventh chapter focuses on public policy solutions to the sociocultural and regulatory issues that Indians in Portugal face. Based on information gathered from interviews, it offers specific recommendations that improve legal frameworks and promote cultural

integration. The eighth chapter is a concluding chapter and will contain a summary and interpretation of key findings and, above all, practical suggestions based on the findings of the entire analysis. It will contribute to developing policies and future potential for cooperation by providing useful suggestions to strengthen economic integration between Portugal, India, and Lusophone countries. Finally, the appendices will include additional materials, such as the interview questions, summaries of responses, and supplementary data used in the analysis.

2 Tracing the Evolution and Economic Contributions of the Indian Diaspora

2.1 Historical context of the Indian diaspora in Portugal

Vasco da Gama was given the task by King Manuel I of Portugal to discover a commercial route to Asia in the late 15th century. After hostile stops in Mombasa and Mozambique, da Gama arrived in Calicut, India. The Zamorin authorized trade there as long as customs taxes were paid. At that point, da Gama decided to return to his homeland to confer with the king regarding the situation (Hancock 2022). Portugal and India had an established connection that would develop over centuries through trade and cultural exchange, beginning with this initial encounter. Vasco da Gama's mission initially aimed to establish a direct spice trade with India, bypassing Venetian intermediaries. Later, Portugal pursued an aggressive strategy to seize control of important Indian ports and commercial routes in the Indian Ocean. After Portugal succeeded in conquering strategic areas of India, it founded the Estado da Índia to maintain its dominance, which served as a centralized administrative institution to manage the commercial and military interactions between Portugal and India. As the capital, Goa became a commercial and administrative center where the Portuguese could manage the most important ports and control maritime trade routes across the Indian Ocean (Hancock 2022). The Portuguese colonial era began, which “led to a deep-rooted historical, cultural, and social relationship between Goa

and Portugal” (Chanda and Ghosh, 2012). In fact, the Portuguese settlers also had the mission of spreading Christianity, as they understood that religious conversion and the adoption of the Portuguese language were tools to consolidate socio-cultural control over the territory. Initially, it was mainly members of the elite social classes who learned the Portuguese language and converted to Christianity, and they were also the first to migrate to Portugal during this period for “education and professional opportunities”. Belonging to the higher social classes, these first migrants integrated very quickly in Portugal, sharing language and religion, and “occupied positions in government, law, and medicine” (Chanda and Ghosh, 2012).

A turning point occurred in 1961 when about 30,000 Indian soldiers invaded Goa, and the Portuguese had to surrender. India justified the action by asserting that Goa was “an inseparable part of India and it must come back to India” (Ruys, 2018). On the other hand, Portugal argued that Goa had lived in peace under its control for more than 450 years, considering it an essential part of its territory rather than a colony. Portugal went to the UN Security Council and accused India of an “unprovoked act of aggression”. Eventually, the Security Council condemned Portugal for not adhering to the modern principles of self-determination established by the United Nations, thereby effectively endorsing India’s action (Ruys, 2018).

After the annexation of Goa by India and the end of the Portuguese colonial period, many Indian citizens who lived in formerly Portuguese controlled areas faced a situation of cultural disorientation, officially Indian citizens but deeply tied to Portuguese culture, language, and religion. The territory most affected by this phenomenon was obviously Goa, the capital, to the extent that Goans considered Portugal “a land of opportunity and familiarity due to the long-standing Portuguese influence”, and “felt a sense of belonging and affinity towards Portuguese society, which had shaped their education, religion, and language during the colonial period”. This connection extended beyond colonial ties, positioning Portugal as a cultural centre where language and traditions preserved a shared identity that distinguished it from other Indian

diasporas. Thus, “the annexation of Goa by India in 1961 marked a significant phase of migration from Goa to Portugal” (Chanda and Ghosh, 2012).

Another notable migration phase occurred in the 1970s, when Portugal withdrew from the African countries it controlled, particularly Mozambique and Angola. Many Indian citizens, particularly Goans, had moved to those African colonies as officials, and after decolonization faced a similar situation of disorientation, which pushed many of them to move to Portugal (Chanda and Ghosh, 2012). There, they could maintain cultural and linguistic continuity, further strengthening the basis for continuity between India and Portugal, which later resulted in a consolidated diaspora, so much so that most of the permanent citizens of Indian-origin living in Portugal now are descendants of those in the former Portuguese colonies of Goa, Damão, and Diu” (Lergier, 2022). This demonstrates how Goan cultural heritage has remained alive and represents an important aspect of the identity of the Indian community in Portugal. This cultural and, above all, linguistic familiarity provides a significant advantage for economic and social integration. Deeply rooted in a common past, this legacy has allowed the Indian diaspora to integrate into Portuguese society and use these relationships to promote cultural and economic cooperation. The diaspora is in a unique position to connect historical ties with modern opportunities thanks to their familiarity with Portuguese culture and language.

In addition to facilitating integration, this familiarity gives the diaspora the chance to actively participate in Portugal's modern economic environment. For instance, Lisbon's rise to prominence as a technical centre has drawn talent from throughout the world, including Indian diaspora individuals, who could promote innovation and IT partnerships. Similar to this, Portugal's ambitious goals for renewable energy create opportunities for future collaborations with Indian businesses that focus on this area. Businesses that support Indian culture, such as restaurants and stores bringing in handcrafted items like scarves made in India, also help the diaspora strengthen economic ties while promoting both cultural enrichment and commercial

exchange. Contemporary economic and cultural relations remain fruitful thanks to this linguistic and cultural heritage. In particular, members of the Indian diaspora are playing an active role in promoting collaborations in strategic sectors such as trade, renewable energy, and digital technology. The following chapters will analyse the modern economic initiatives of the Indian diaspora, such as investments in technology companies, collaborations in sustainable energy, and the role of transnational networks in promoting international trade, demonstrating how the diaspora continues to serve as a strategic bridge between India and Portugal.

2.2 Economic contributions of Diasporas in host Countries

In his book *Global Diasporas: An Introduction*, the author Cohen states that all diasporas retain a sense of belonging to their homeland despite what is described as the "deterritorialization of identities." The Indian diaspora in Portugal is an important example of how communities can maintain and consolidate their identity over time while adapting to new cultures and host countries. A strong identity that distinguishes the Indian diaspora in Portugal from other Indian communities worldwide has been built through the Portuguese language and Goan traditions. Additionally, the bond with the homeland manifests through significant economic contributions, not just cultural ones, which strengthen Portugal and the commercial and cultural ties with India. This characteristic of the Indian diaspora in Portugal is a reflection of what the text calls a "consolidated identity", a combination of economic contributions and cultural values that define an "identity continuity" based on the shared history between India and Portugal (Cohen, 2008). By 2020, the Indian diaspora was the largest diaspora in the world, having increased its global migrant stock by 127% between 1990 and 2020 (Morgan, 2024). In today's world, particularly since the beginning of globalization, the role of diasporas has steadily grown. Cohen specifically states that "a globalized economy has mobilized and expanded the functions of the oldest commercial and entrepreneurial diasporas", making it possible for

diaspora members to enhance networks of exchange and collaboration between the motherland and the host country. When examining the Indian diaspora in Portugal, this point of view is very pertinent. While rooted in historical ties and cultural continuity, the community has evolved to leverage global opportunities, actively participating in sectors such as IT, renewable energy, and trade. This adaptation illustrates how conventional strategies, such as social networks and collective trust, have evolved into tools for navigating contemporary international markets. In this era of globalization, diasporas have been able to act even more as commercial intermediaries, having easy access to "flows of technology, information, capital, trade, and migration" that shape their economic role. Members of diasporas maintain a connection with the homeland, many interviewees for example stated that they travel to India often, and one of them said he participates to Pravasi Bharatiya Divas, which is a diaspora event that the Indian government organizes. These global flows facilitate operations on an international scale, creating "a network of mutual trust on a global scale", which consolidates the cohesion and, therefore, the economic success of diasporas. (Cohen, 2008).

In the specific case of the Indian diaspora in Portugal, this aspect is particularly significant, as they have created multinational connections not only with India but also with other Indian communities around the world. Diaspora members can establish "loans and extend credit to trusted intimates" or find "economically advantageous marriage and employment opportunities", creating a self-sustaining ecosystem. Family networks and bonds of trust make it possible to reduce the risks of economic and commercial transactions and avoid costly legal disputes, making diasporas an ideal model for family run businesses on a global scale. Diasporas also "allow small and family businesses to adapt to a global scale and assume a more rational, functional, productive, and progressive character". The Indian diaspora supports the Portuguese economy with new investments, ideas, and business practices that would otherwise be difficult to attract, thanks to this adaptability and interaction. Such a role is demonstrated by

the commercial flows between Portugal and India, where the networks of the diaspora contribute to facilitate interactions (OEC, 2022).

Trade Flows Between India and Portugal in 2022



Source: Observatory of Economic Complexity (OEC), 2022.

Diasporas, particularly the Indian one, as mentioned earlier, also have connections with other countries, and can "reactivate ties with countries that, due to wars or political ideologies, had not been fully attracted to international markets" (Cohen, 2008). The phrase “being part of a strong and closely integrated diaspora makes economic transactions based on family and kinship ties easier and safer” perfectly captures the essence of a self-sufficient economic system where loans, credit, and other forms of economic support are exchanged internally. Families and companies share resources, invest in projects of relatives and friends in different countries, thereby ensuring a constant flow of money internationally and opportunities for growth without necessarily relying on financial intermediaries. This mechanism is, of course, also exploited by the Indian diaspora in Portugal, which can thus start and sustain small businesses, send remittances, and promote bilateral trade initiatives. Building on this solid base of family ties and trust, the Indian diaspora has used Portugal's beneficial position as an innovation hub to extend its influence into innovative sectors like technology and renewable energy. The contribution of global communities to Portugal's digital transformation is highlighted in reports

from the startup ecosystem in Lisbon (Dealroom.co 2022). For example, diaspora members have contributed to the expansion of IT services in the technology industry by using their knowledge to encourage innovation and cooperation between Portuguese and Indian businesses. Furthermore, the diaspora's participation in renewable energy initiatives supports Portugal's aspirational environmental objectives and offers chances for collaboration and knowledge exchange. Although formal alliances between Portuguese and Indian companies in the renewable energy sector are only developing, there is a lot of room for future cooperation given both countries' shared dedication to sustainability. These partnerships align with India's National Solar Mission, which aims to position the nation as a global leader in solar energy, and Portugal's efforts within the European Green Deal framework, which seeks to achieve climate neutrality by 2050. Such initiatives demonstrate how the contributions of the diaspora resonate with broader policy objectives (Government of India, 2008) (European Commission, 2019). With 75% of its electricity coming from renewable sources in the first half of 2023, Portugal, for example, has set impressive records in the field of renewable energy and is now a leader in Europe (Le Grand Continent, 2023). Similarly, India has started significant solar energy projects to increase the use of renewable energy, supported by foreign funding (Swain and Trivedi, 2023). These complementing qualities demonstrate how the diaspora may support bilateral energy initiatives that support the environmental objectives of both nations. These contributions demonstrate the diaspora's capacity to integrate into contemporary economic systems while preserving close transnational connections, extending beyond cultural preservation. Furthermore, family networks facilitate mobility and the acquisition of professional skills, enabling young members to “stay with uncles and aunts to obtain education or professional training”. This aspect is significant as it highlights how a flow of people, experiences, and skills is guaranteed, creating a cycle of growth that benefits the Portuguese economy (Cohen, 2008). Indian Prime Minister Narendra Modi highlighted the diaspora's

importance as a source of soft power and worldwide influence by describing them as an example of "brain drain turned into brain gain" (Morgan, 2024). Indeed, nowadays, trade and relations between countries require a deep understanding of the market and cultural dynamics of both nations. Thanks to their familiarity with both Indian and Portuguese cultures, members of the diaspora can act as commercial and cultural intermediaries, facilitating exchanges and collaborations between Portuguese and Indian companies. The "ability to communicate with others and understand their cultures" is a highly competitive advantage in global cities like Lisbon, allowing the Indian diaspora to stand out both in the skilled and less specialized labour markets (Cohen, 2008). "Cosmopolitanism and ethnic collectivism" are key components for success in entrepreneurial initiatives. The Indian diaspora, in fact, combines a strong sense of collective belonging, based on shared cultural and linguistic values, with a global openness that enables them to maintain strong ties with India while integrating into Portugal. Stronger bilateral cooperation and mutual development between the two countries are made possible by their dual identity and transnational ties, which make them uniquely suited to serve as cultural and economic mediators. Due to their familiarity with both cultures, the Indian diaspora makes it easier for Portuguese and Indian companies to collaborate. This understanding of the market and culture encourages creativity and fortifies relationships, which boosts Portugal's economy.

3. Research Methodology

3.1 Data collection method

The following study utilizes a mixed methods approach, with a primary focus on qualitative research through interviews and a secondary data collection from bibliographic sources as a support. This methodology was selected in order to provide a comprehensive understanding of the economic contributions and difficulties encountered by the Indian diaspora in Portugal.

Qualitative interviews offer critical viewpoints on the Indian diaspora's role in Portugal's economic and cultural dynamics by delivering first-hand insights into their experiences, challenges, and contributions. Requirements for inclusion of interviewees included their active participation in fields such as business, academia, entrepreneurship, finance or policymaking, as well as their connection to diaspora-related economic activities. Moreover, the participants were selected with diverse backgrounds; interviewees came from different regions, including Portugal, India, Pakistan, and Lusophone African countries, to ensure a comprehensive perspective on the differing roles these countries play in the international economy. This wide representation lowers the possibility of missing important sectoral or regional dynamics and guarantees that the study includes a variety of viewpoints. A total number of 22 interviews were conducted, and all of them were conducted online and lasted between 20 and 30 minutes. They were all recorded, with the participant's prior consent, and successively transcribed to allow for careful analysis like code recurring patterns, without losing any important insights. The interview process included open ended questions to encourage detailed responses while maintaining consistency across sessions. The interviews were semi-structured, with a predetermined set of questions to guarantee uniformity but also room for customization based on the interviewee's experience, occupation, or area of expertise. This method ensured consistency while adapting to participant's unique experience.

Secondary data was utilized in order to validate the claims and supplement the findings from the interviews. The sources used include academic journals, reports, and bibliographic studies on migration, diasporas, and economic contributions as well as Statistical reports from credible organizations such as the World Bank, International Labour Organization (ILO), and UNESCO. This combination of methods approach ensures an objective and thorough perspective of the challenges and contributions of the Indian diaspora in Portugal. The research reflects the depth and complexity of individual experiences as well as the larger contextual

framework of economic and social dynamics by combining qualitative interviews with secondary data. While secondary data offers quantitative support and a wider perspective to evaluate and contextualize the findings, the interviews offer rich qualitative information and personal and contextual insights. This integration offers a comprehensive overview of the Indian diaspora's multifaceted role in Portugal by bridging the gap between personal stories and broader economic trends.

3.2 Limitation of the study

As mentioned in the previous subchapter, the research will primarily rely on bibliographic and qualitative research through interviews. The latter may present several limitations, as discussed by Daly and Lumley in their article published in the *Australian and New Zealand Journal of Public Health*. Indeed, some of the limitations of qualitative research are applicable to this study. Firstly, the sample of interviewees may not be fully representative or sufficient to encompass all the dynamics at play. Furthermore, possible biases from both the researcher and the interviewee must be considered. Both may, in fact, alter the results: on one hand, the researcher's personality and expectations, as well as their ability to interpret the data collected, could introduce bias. On the other hand, the interviewees might have limited or no knowledge of certain topics, lack direct experience, or face difficulties in recalling relevant facts during the interview. They may also be influenced by cultural or social biases (Daly and Lumley, 2002). To address these possible biases, or at least reduce their impact, several strategies have been introduced for this study. Firstly, to reduce researcher bias, training sessions were conducted before starting the interviews, and these were also carried out by both researchers involved in this study. In order to standardize question delivery and guarantee uniformity among interviewers, the training sessions included calibration exercises and mock interviews. Participants were encouraged to provide honest answers without worrying about being judged,

and questions were carefully worded to be neutral and non-leading thus reducing interviewee biases. Furthermore, all participants received a brief overview of the research's objectives beforehand to guarantee clarity and transparency and help reduce biases during the interviews. Additionally, this allowed them to think and prepare generally their answers, which lessened the possibility of tension or misunderstanding during the session.

Secondly, the sample of interviewees selected belonged to diversified socio-professional groups, for example, coming from academia, finance, and entrepreneurship, and represented different geographical areas. Interviewees were indeed selected in such a way as to keep a focus on key sectors relevant to this study while ensuring a comprehensive variety of points of view. Finally, triangulation was conducted by comparing the information collected during the interviews with official statistical data, economic reports, and academic articles to verify the consistency and accuracy of the claims. Collectively, these measures strengthen the study's credibility and guarantee that the results will offer an exhaustive understanding of the diaspora's contribution to global economic dynamics.

4. Contemporary Contributions and Strategic Opportunities

4.1 Today's contributions of the Indian Diaspora in Portugal

As previously mentioned, the Indian diaspora in Portugal has played a significant role in promoting culture and trade in the past. Today, these historical foundations have evolved into modern economic initiatives encompassing key sectors such as IT, sustainable energy, and international trade, demonstrating how the diaspora continues to play an important economic and social role in the bilateral development between India and Portugal.

Family networks, which are essential to Indian culture, have a big impact on the diaspora's entrepreneurial activities, as reported in interviews. One of the interviewees stated that without

the support of his family, he would never have been able to open his first store, and that they helped him not only by providing initial capital but also with day to day management. Similarly, another interviewee said: "We have always used the family network to find new suppliers or to manage economic risks. This allows us to work more calmly". This experience is perfectly in line with what was reported in the previous chapter regarding the role of diasporas in ensuring access to credit and capital more efficiently and with reduced risk, which, in practice, is indeed a great help to entrepreneurs and encourages the establishment of new businesses in the host country, whose economy naturally benefits from it. The diaspora's connections with India benefit both Portugal and India, fostering entrepreneurial growth in Portugal while supporting India's economy through remittances. For instance, one of the interviewees stated: "The money I send home is for my sister's education. We want her to have a better future and perhaps join our business". Remittances support the economy by strengthening consumption, investing in human capital, and creating opportunities for new businesses, thereby establishing a virtuous cycle. In this regard, one interviewee explained: "When my mother received the remittances, she started a small tailoring business in India. This changed our lives". Global remittances were \$630 billion in 2022, according to the World Bank (World Bank, 2022). Remittances from the Indian diaspora, estimated at \$120 billion in 2023, represent more than 3% of India's GDP, indicating their vital significance in the country's economic growth. In contrast, the \$38 billion in remittances from the Chinese diaspora have little effect on China's GDP, highlighting the Indian diaspora's more active global economic contribution (Morgan, 2024). The UN Secretary General reported that remittances to developing countries remained relatively stable even during the COVID-19 pandemic, with only a slight decline of 1.6% compared to 2019. This highlights the importance of these financial flows for families. The Secretary General highlighted the need to reduce or eliminate remittance transaction costs to enhance their positive impact on both host and home country economies (United Nations, 2021). Not only do

remittances play an important role in supporting consumption and education, but the Indian diaspora is also becoming an entrepreneurial driver contributing to Portugal's economic growth. A clear example of an Indian-led business established in Portugal is CareTechR. It is a company founded in Portugal by a member of the Indian diaspora, offering innovative technological solutions for patient care directly at home. Given the aging population in Portugal and the lack of resources in healthcare, such as hospital beds and doctors, the company provides solutions leveraging innovative technologies so that patients can remain at home while being constantly taken care of and monitored. This solution allows elderly people to maintain comfort, independence, and dignity.

In addition to their entrepreneurial spirit, Indian workers make a significant difference in the Portuguese labor market. The report by the European Labour Authority (ELA, 2023) highlights that Indian workers in Portugal fill important labor gaps in various sectors, particularly in construction, hospitality, and tourism. In fact, the diaspora is very active in these sectors, although there is significant growth potential, and Portugal heavily relies on these workers for these industries. This aspect also emerged from the interviews; one member of the diaspora stated: "There are several sectors that would collapse if we didn't have these immigrants from these other countries. And I think this has to be highlighted when it comes to policy. We need to be better in the immigration policy because many of these industries would suffer immensely if we don't have good policies for immigration". The lack of an adequate immigration policy could have detrimental effects on Portugal's economy given the crucial role of the diaspora in this field, but this aspect will be explored further later.

Bridges and renewable energy are some of the infrastructure projects that the Indian diaspora in Portugal contributes to finance, demonstrating its crucial role to Portugal's economy also in this aspect. Collaboration between Portugal and India in this sector has strengthened, as highlighted in the *India-Portugal: Bilateral Trade and Investment Profile* report: "India and

Portugal's bilateral cooperation reflects a shared interest in advancing infrastructure projects that contribute to sustainable development goals". The same report also notes: "Investment from Indian firms in Portugal's infrastructure not only facilitates bilateral trade but also enhances Portugal's capacity to modernize its transportation and energy sectors" (AICEP, 2024). The Indian Embassy emphasized that building and infrastructure, as well as the renewable energy industries like wind and solar, are important areas for enhancing bilateral economic relations and offer a lot of chances for cooperation and expansion (Embassy of India, 2024). By leveraging their networks to support projects and investments, the Indian diaspora in Portugal actively promotes cooperation also in the field of renewable energy. As noted in the *India-Portugal: Bilateral Trade and Investment Profile* report, "India's advancements in solar and wind energy technology align perfectly with Portugal's goals of achieving carbon neutrality" (AICEP, 2024). The Embassy of India further emphasized that this synergy supports ongoing collaborations in solar and wind power, aligning with Portugal's sustainability objectives (Embassy of India, 2024). India's expertise in IT and digital solutions complements Portugal's demand for modernization, creating opportunities for cooperation and innovation. The DST-CII Tech Summit has brought attention the contribution of the Indian diaspora to Portugal's technical advancement through promoting cooperation and utilizing India's IT service capabilities. Since, as noted by interviewees, Portugal still lags behind other nations in the digital sphere, while india is growing fast, partnerships in digital marketing and IT are important sectors where the diaspora promotes knowledge transfer and fortifies bilateral ties. According to Embassy of India in Lisbon, "Indian investments in Portugal amount to nearly USD 450 million, covering sectors such as IT, renewable energy, infrastructure, and real estate", demonstrating the importance of these sectors (Embassy of India, 2024). By bringing Indian food to Portugal through restaurants, the Indian diaspora improves the country's culinary scene and draws tourists, which helps the country's economy. This culinary

and tourist synergy emphasizes how both industries support Indian culture and build economic relationships.

4.2 Role of Lusophone Countries

The Lusophone countries share strong ties with Portugal and host a well-established Indian diaspora, offering opportunities for multilateral collaborations, though opinions on their role differ. According to some interviewees, Lusophone countries such as Mozambique and Angola have a lot of natural resources and are growing quickly, which has led to a demand for more infrastructure and development. According to one interviewee, "Mozambique and Angola offer emerging markets where Indian companies can collaborate with local partners to develop infrastructure and sustainable agricultural projects". Agriculture, natural resources, and renewable energy are key areas for cooperation with Lusophone countries. Indian businesses, such as Husk Power System (Husk Power Systems, 2024), have started operations in Africa, showing solutions that potentially improve rural energy access in Mozambique and Angola. Agrawal, consistent with what was mentioned, states that diasporic communities facilitate the transfer of sustainable technologies, contributing to the adoption of green practices and the reduction of carbon emissions in emerging countries (Agrawal et al., 2008). Additionally, it was stated: "Mozambique and Angola have great potential for collaboration with Indian companies. The trade balance between Angola and India, as well as between Mozambique and India, is growing. I believe there is a solid foundation to develop beneficial synergies". In fact, India already collaborates with Africa through the AfDB, particularly in sectors such as pharmaceuticals, agriculture, infrastructure, and, naturally, technology (African Development Bank, 2024). The interviewees showed awareness of this, highlighting future opportunities; one of them stated that "In Mozambique, Indians hold the main economic power. There is enormous potential for collaborations in the fields of technology, medicine, and education". Some Indian companies, such as Sterling & Wilson and Shapoorji Pallonji, are participating in infrastructure

projects in collaboration with the African Development Bank, such as the Noor Ouarzazate solar power plant in Morocco. Additionally, the India Exim Bank provides credit to help Indian companies compete for such projects (Exim Bank of India, 2024). India considers Africa an interesting market, as it involves 1.3 billion people with a combined GDP reaching \$3.4 trillion (Munyati, Chido, 2022). Other interviewees acknowledge the bridging role that Portugal can exploit to expand into Lusophone countries. For example, one interviewee stated, "Portugal's access to markets like Brazil and Lusophone Africa is a great advantage for Indian companies interested in expanding". Indeed, the World Bank has stated that "Regional integration efforts enable countries with strong historical and economic ties to serve as conduits for trade and investment flows, leveraging their strategic position and established relationships," and also that "Countries with established networks and favorable geographic positions are well placed to act as gateways for global market integration, particularly when supported by policy alignment and robust infrastructure. [...] Leveraging historical, cultural, and linguistic connections can significantly enhance trade partnerships and foster regional cooperation" (World Bank, 2024). This shows how institutions see some countries as key entry points to global markets due to historical ties. On the other hand, the interviews revealed that some members of the diaspora consider the role of Lusophone countries to be less significant. One interviewee stated, "Mozambique has many shortcomings, and in some sectors, infrastructure or capacity is completely lacking. Security is also an issue", while another remarked, "I don't think a bridge to Brazil or other countries is necessary. India and Portugal already have a very strong historical connection. It's better to focus on direct links to make the most of existing opportunities". It is undeniable that Mozambique, like other underdeveloped African countries, still faces numerous challenges, as described in the Africa Sustainable Development Report: "Several countries face compounded challenges of conflict, governance issues, and natural

disasters, which impede progress in sustainable development" (AU, UNECA, AfDB, and UNDP 2023).

5 Challenges and Barriers

5.1 Main challenges

The interviews revealed that members of the Indian diaspora in Portugal face several challenges from different perspectives. One of the biggest problems that emerged is bureaucracy. Many interviewees reported difficulties in obtaining visas. To obtain a visa in Portugal, especially a work visa, several documents are required, such as a criminal record certificate, proof of accommodation, and many more. Moreover, interviewees have highlighted inefficiencies and obstacles in obtaining visas in Portugal, as in recent years the process has become increasingly complex, and this can have detrimental effects on individuals and companies. One interviewee reported that one entrepreneur were not able to obtain the visas for his 500 employees. The timely onboarding of qualified workers in key sectors like technology and renewable energy is complicated by these delays. Additionally, they interfere with the ability of companies that depend on foreign workers to effectively compete by creating new operational difficulties. Adopting digital tools and streamlining immigration processes would be necessary measures to reduce these obstacles and facilitate better economic participation. Henriques, CEO of Bridge In, pointed out in Forbes Portugal that when required documents are not issued on time harm expatriates' access to essential services like healthcare and companies that depend on foreign talents suffer from operational disruptions and missed market opportunities. This also harms the Portuguese economy itself, as it discourages foreign investors who might redirect their investments to countries with more efficient administrative systems. Business expansions can be delayed by the difficulty of quickly processing necessary documentation, particularly for startups or companies that depend on foreign talent, ultimately damaging Portugal's reputation

as an investment destination (Henriques, 2023). Due to its reliance on manual, in-person procedures and lack of digital technologies, the public administration system is outdated and has excessive processing times. Even though the Portuguese market is attractive in industries such as real estate, energy, and tourism, the gap between potential investment and actual barriers acts as a deterrent for new innovative businesses and investments (Macedo Vitorino, 2022). A variation of this aspect also emerges in trading with foreign countries. Indeed, many documents are required to export a product to Portugal, such as a commercial invoice, transport documents, certificates of origin and various other certifications (International trade administration, 2024). A diaspora member faced import issues, with most spices for her restaurant returned due to certification challenges. Small Indian companies are deterred from joining the Portuguese market by complicated import-export regulations, which restricts trade possibilities and limits economic diversification, and it can reduce Portugal's attractiveness and competitiveness. Additionally, there is another problem related to trade: official documents are currently issued in Portuguese, which represents a major limitation in international markets. "Language is one of the main problems. Those who cannot afford lawyers or accountants find it very difficult to manage bureaucratic procedures", reported a member of the diaspora. The language issue also affects immigrant employees at the microeconomic level. Many employers, even for manual jobs, reject foreign workers if they do not speak at least a basic level of Portuguese. The resources provided by public administration are insufficient and often not fully inclusive, as they too require various documents (Observador, 2022). The language problem also affects children. One of the interviewees stated: "Finding a good school for my children was difficult. They didn't speak Portuguese initially, and there were no resources to help them integrate. Many schools don't have specialized programs for foreign students, making it hard for Indian families to settle comfortably". In fact, The UNESCO Global Education Monitoring Report 2023 argues that inadequate regulations may hinder inclusion and result in future

marginalization, emphasizing the importance of language programs and access to educational technologies for assisting migrant students (UNESCO, 2023). A significant social issue affecting the Indian diaspora in Portugal is the misconception that they only work in low-paying jobs, which minimizes their ability for entrepreneurship and technical advancement. One participant claimed that, despite of its many qualifications, he was only considered for low-level positions, and added: "There is a clear gap between recognition of foreign qualifications and actual opportunities in the job market". This is a real issue that economic policy must address. The International Labour Organization (ILO) has also reported that "migrant workers are more likely to experience employment discrimination, facing barriers such as non-recognition of foreign qualifications and limited inclusion in formal employment schemes". Furthermore, the ILO states that "globally, the share of overqualified workers in lower-skilled jobs continues to increase, highlighting structural barriers in skill recognition and utilization", further emphasizing the problem and the need to address this through adequate policies (ILO, 2023). Portugal's global competitiveness suffers and underutilized potential is caused by the lack of recognition for foreign qualifications. Despite Portugal's typically welcoming approach, cultural barriers prevent the diaspora from truly integrating. As interviewees said, it frequently takes a lot of work to celebrate Indian festivals or preserve traditional customs because local communities don't always acknowledge or support them. Migrants in a new country are not always in an easy position as they must balance maintaining their cultural heritage with adapting to new societal norms, and migrant groups may become alienated from their host countries due to a lack of cultural awareness. Since multiculturalism improves social cohesion, as studies show, host countries should embrace the customs and beliefs of minorities to prevent alienation (Leman et al., 2022) (Bogado, Bytzek, and Steffens, 2023).

Opportunities and Policy Solutions for Enhanced India-Portugal Trade and Investment. *Nirman Rathee*

6. Opportunities for (future) enhanced trade and investment between India and Portugal

6.1 Key Sectors

Digital Economy

The digital economy plays a pivotal role in modern global trade. With the emergence of trends like artificial intelligence, big data, and machine learning, many nations are experiencing rapid transformations. In India, there has been significant growth in technological expertise, particularly in the IT sector. This expertise holds the potential to drive substantial advancements in Portugal's technology landscape, fostering collaboration and innovation. Companies from India can set up delivery centers close to shores in Lisbon to serve clients in Europe by using their knowledge of AI, blockchain, and safety. Indian companies can provide real-time answers because they are close to their customers, which increases efficiency and builds long-term relationships with them. Diasporas are very important to the digital economy because they share information and technical skills across borders (Saxenian 2002). Working together on smart city solutions is another way to develop new ideas. India and Portugal can work together to make technologies to make big impact on public services, transportation systems, and energy management. It is possible by combining India's experience in IT infrastructure with Portugal's urban sustainability initiatives. The migration is very important for sharing information and skills and building a connection between these countries. The diaspora can lead projects that create innovation hubs and keep exchanging the knowledge across countries. Since both countries are putting a lot of emphasis on going digital, e-commerce companies can investigate working together to grow internationally (E.Y., 2024). For example, one of the interviewee said “AI-driven solutions tailored to retail and healthcare can boost efficiency and accessibility”.

We can take another example from interview putting the emphasizes on E-Commerce , “E-commerce can bridge cultural preferences, like introducing India’s pistachio-flavored snacks to Portugal.” The Web Summit in Lisbon shows how committed Portugal is to digital innovation(WebSummit,2024). It also gives Indian entrepreneurs a chance to show off their skills and make partnerships. By encouraging each other to attend global tech conferences, both countries can start talks about data governance, AI ethics, and cross-border e-commerce laws, which can set standards for the world's digital economy. With almost 600,000 laptops given to teachers and students, digital public services and education have made major progress(Country Report,2024).

Healthcare

India has been gaining strong recognition for its innovation in low-cost -effective biotechnological and pharmaceutical products. And with this innovation comes a wider range for collaboration and partnership. Portugal is a great place for Indian companies that want to grow into European markets because it has a strong healthcare system and follows EU rules (E.Y.,2024). India and Portugal can work together easily because they both have strong industrial and technological skills and know how to deal with international rules. Healthcare and long-term care are under a lot of pressure because of increasing ageing population (Country Report,2024). One interviewee said, “Indian medical tourism success highlights the potential for Portuguese collaboration in healthcare.” which indicates another area where people could work together. Portuguese health care workers can use Indian technologies to improve patient results focusing on making care more affordable and quick. We can take another example of insight from interviews, “Biotech and healthcare are promising areas for bilateral innovation” which indicates that biotechnology joint companies can also help solve important global health problems like making vaccines and managing chronic diseases. By combining their money,

both countries can build modern study centers, which will operate as a center for healthcare innovation in Europe.”

Automotive

Two interviewees indicating the automotive sector as a potential sector one saying this, “Portugal’s small but strategic market can serve as a testing ground for Indian automotive innovation” Portugal is in a controlled environment where products and strategies can be improved. It is a good example of the European market because it has advanced infrastructure, consumers who are open to new ideas, and norms that are in line with Europe. Portugal is also a good place for Indian auto giants to start expanding their business in Europe because it has established trade networks, a good business environment, and easy access to key European Union markets. Indian businesses can build their reputation and make changes to their products to meet the needs of European customers if they do well in Portugal and another one saying this “Portugal’s location provides a strategic entry point for Indian automotive giants to expand their footprint in Europe.” Portugal has established trade networks, a good business environment, and easy access to key European Union markets. Indian businesses can build their reputation and make changes to their products to meet the needs of European customers if they do well in Portugal. Working together on self-driving cars and shared mobility systems can also make both countries leaders in the transportation of the future. The partnership can include skill-building programs where Indian and Portuguese engineers work together to come up with new ways to create and make things. Possibility of putting green energy technologies into car systems makes this partnership even stronger.

Labor

One interviewee stated, “Seasonal permits for Indian labor can address Portugal’s fruit-picking workforce shortages” and this gives Indian workers important international exposure and work experience in different conditions. Such projects are more effective when the workers are treated fairly and when labor rules are followed, which is good for both economies. Indian workers can learn advanced farming techniques used in Portugal as part of their job, which can also grow to include skill-building programs. On the other hand, India can help Portugal by sharing its knowledge of how to handle workers, which would make farming more productive and long-lasting. . There are serious shortages of workers in agriculture, construction, and retail, especially in rural places where people are leaving because they don't want to live there anymore. One of Portugal's most important products, olives, are picked with seasonal workers who make sure that the crop stays full. In regions like Trás-os-Montes, the olive harvest is expected to grow by 10% to 15%, with good fruit yields and more olive oil production anticipated (Portugal Resident).

Renewable Energy

Portugal is gaining recognition for its strong commitment to sustainability and renewable energy. Given the shared importance of sustainability to both India and Portugal, collaboration in green energy is a natural fit. On November 23, 2024, India and the EU solidified their partnership with a long-term plan to advance the green hydrogen industry. To help green hydrogen grow, this plan includes looking into the viability of building new infrastructure, working together on rules and technology, and making supply lines stronger. The deal was made at the 10th meeting of the India-EU Energy Panel, which took place in Brussels (Economic Times, 2024). It is very important to make progress on using renewable energy, such as national hydrogen strategies and investments in energy efficiency and climate change effects like droughts and wildfires risk biodiversity and water availability (Country Report, 2024). Indian

companies are entering the renewable energy, pharmaceuticals, and technology industries. This is in line with Portugal's long-term goals for growth and sustainability (Portugal Country Report). The renewable energy sector is identified in diaspora studies as an ideal field for collaboration, particularly in countries with strong environmental aims (Agrawal et al., 2011). Transnational networks can help clean technologies and methods spread, which is good for the environment in both the home country and the host country (Clemens and Ogden, 2014). Indian companies seeking renewable energy projects can find investment opportunities in Portugal, aligning with global sustainability goals (E.Y.,2024). India and Portugal can trade more green technologies and things that are good for the environment, which will help their economies grow in the long term (MDPI,2022)). Many interviewees supported the renewable energy as a future promising sector. For example, one of the interviewee said, "Renewable energy and sustainable practices are the future, and collaborations in these areas are essential" and here is another example from the interviews "Collaborative research in renewable energy and biotech can benefit both countries." Diaspora networks can help clean technologies and ways of doing things grow, which is good for the environment and the economy. Indian companies that invest in Portugal's renewable energy projects can get tax relief and other benefits that will help them grow in the long run. Working together on research in solar and wind energy can also lead to taking big steps forward which is good for both countries. Many interviewees stated that renewable energy is a growing sector where Portuguese companies like EDP can collaborate with Indian expertise in sustainable technologies. Additionally, Indian startups focused on sustainability offer opportunities for innovation and scaling in Europe, including Portugal.

Agriculture and Agri-Tech

The need to boost agricultural production in Portugal drives interest in agri-tech innovation. Crops like olives and grapes can achieve higher yields when cultivated using precise gardening

tools and organic practices. Meanwhile, India has made significant progress in developing eco-friendly agricultural methods. A partnership between India and Portugal could enhance agricultural exports by integrating sustainable practices into the supply chains of these products, benefiting both nations. Cohen and Levinthal (1990) say that sharing technology is a major way to make farming more productive. By bringing new tools and methods to farming, diasporas have been shown to help it grow (Mercer et al. 2009). Such agreements are mutually beneficial because they combine one country's technological skills with another's agricultural resources (Aykut and Goldstein, 2007). By using AI and IoT-based solutions, Indian businesses can help Portugal improve crop yields by using data-driven insights. We can take the good example of Deep Planet's whose goal is to harness the power of AI to help improve vineyard management efficiency and sustainability while improving productivity (Porto Protocol). These technologies can predict weather trends, monitor the quality of the soil, and suggest specific actions that will make farming more profitable and long-lasting.

Tourism and Hospitality

Diaspora individuals can play an important role in promoting their host country as a tourist destination (Gössling & Peeters, 2007). Coles and Timothy (2004) found that projects run by diaspora can bring in more tourists from home countries, which is good for local economies and encourages cultural exchange. According to Gillespie et al. (1999), diasporas often act as unofficial ambassadors for their host countries, which helps trade and tourists. Many interviewees emphasized the tourism as a future promising sector. For example, one of the interviewee said, "Indian expertise in hospitality can help Portugal cater to a diverse, international tourist demographic." and here is another example from the interviews "Tourism has grown significantly in Portugal, offering opportunities for Indian investors." Collaborating on ecotourism can help protect the environment and bring money to rural places

(Santos R.,2021). Companies can make a lot of money by giving services to Indian tourists with different kinds of interest, like wedding destinations, cultural and food tours. People from the diaspora can promote Portugal as a great place for Indian travelers to visit because they often act as cultural ambassadors.

Logistics

Because of its location, Portugal is a great place for Indian companies to make things and send them all over Europe. Indian companies that can sell textiles set up warehouses in Portugal and Pharmaceutical companies can use Portuguese ports to save money on shipping costs.

Education

The large number of tech worker in India and Portugal's focus on innovation can lead to joint projects in research and development, education, and training. Low productivity and lack of investments on R&D keep affecting competitiveness. In 2022, R&D spending hit 1.7% of GDP, which was still less than the EU average(Country Report,2024). Many interviewees emphasized education as a future promising sector. For example, one of the interviewees said, “More student and researcher exchanges between India and Portugal are needed”. Here is another example from the interviews “Educational collaborations between Indian and Portuguese institutions can prepare a workforce for emerging industries.” The Erasmus+ program helps universities in Europe exchange students, and it can be applied to universities in India. In the same way, India's Study in India program can encourage Portuguese students to check out India's many academic options. These programs can help students from both countries learn about each other's cultures, respect each other, and build long-lasting professional connections. Creating joint degree programs between colleges in India and Portugal can help fill skill gaps in important fields. For instance, schools that give students two degrees in artificial intelligence,

data science, and entrepreneurship can give them a wide range of ideas and the skills they need to perform better in a competitive job market. In new fields like climate change and sustainable agriculture, working together on these projects can also lead to innovative research and new ways to solve problems that affect many people's lives. It would be great for well-recognized Indian universities like the Indian Institutes of Technology (IITs) or the Indian Institutes of Management (IIMs) to work together with well-recognized Portuguese universities like the University of Lisbon or Nova School of Business and Economics. Large and growing young workforce gives India a big advantage. Portugal, on the other hand, is an expert in providing specialized training. Together, these two countries have a unique chance to work together. Vocational schools in Portugal, for example, can train Indian workers in areas like installing renewable energy, marine engineering, and digital marketing. On the other hand, Indian institutions can help Portugal set up training programs for workers in IT services, agritech solutions, and low-cost healthcare innovations.

Defense and Infrastructure

India can make money by investing in buildings, smart cities, and urban development in Portugal, as Portugal focusing on updating its infrastructure. It can be good for everyone to work together on maritime problems like fishing, shipping, and keeping the ocean safe(ISCSP,2021). Indian IT professionals have helped with this growth by bringing specialized knowledge in safety, which has made Portuguese companies' digital infrastructure stronger(JobsinPortugal). India and Portugal can improve current infrastructure projects by sharing past information and up-to-date knowledge about building and running railways(SciELO). Two interviews addressed the opportunity saying “ Potential for joint ventures in the defense sector and infrastructure projects such as renewable energy installations and transportation systems” and “Enhanced infrastructure can position Portugal as a more attractive investment destination.”

Entrepreneurship

Berry (1997) talks about how skilled immigrants help the economies of the countries they move to by filling talent gaps and encouraging new ideas. Saxenian's (2006) study on the "New Argonauts" demonstrates how diasporas promote high-tech entrepreneurship in host countries. Brinkerhoff (2009) emphasizes that diasporas function as transnational networks, encouraging knowledge transmission and innovation. The government of Portugal encourages new ideas and business, which makes it easy for Indian companies to expand their business and set up shop and startups. The focus on technology has brought in a lot of talented people and money, creating a thriving ecosystem that pushes people to work together and start new businesses (Generis Online). The tech ecosystem in Portugal is thriving, with events like the Web Summit in Lisbon and a strong start-up culture. This helps India's tech and IT industries. Artificial intelligence, biotechnology, and digital services are all areas that could grow through joint partnerships (E.Y.,2024). Two interviewees stated the opportunity for entrepreneurs saying "Indian startups can use Portugal as a base to test and refine products for the European market" and "Venture capital from India can unlock the growth potential of Portugal's early-stage startups." They fill in skill gaps and encourage new ideas. The tech business in Portugal has grown a lot, bringing in people from all over the world to meet the growing need for skilled workers.

Bollywood

One interviewee mentioned "India's Bollywood expertise and Portugal's scenic landscapes can create globally appealing films.". When Bollywood movies like Balupu are filmed in Portugal, the country's economy benefits directly, and Indian tourists are more likely to visit (Portugal Country Report). Such partnerships are a great way to get people to visit your area. Bollywood fans are often interested in films that were filmed in Portugal, which makes them want to visit

the places that were used in the movies. This has a positive effect on the tourism and hospitality businesses, which includes hotels, restaurants, and tourist spots. Also, Portugal's varied landscapes, from historic towns to peaceful coastal areas, make great settings for stories. This makes Bollywood movies more popular in the movie theatre and makes Portugal a top choice for filmmakers around the world. Bollywood and Portugal working together is a great chance for everyone, as it promotes cultural exchange, strengthens business ties, and raises Portugal's profile on the world stage.

Real Estate

Non-EU citizens can live in Portugal through the Golden Visa Program if they make certain investments, like buying property, creating jobs, or giving money to local businesses. It lets you move within the Schengen Area, and after five years, you can apply for permanent residency or citizenship. The Golden Visa program has been very helpful in attracting Indian businesses to apply for it, and more and more businesses are taking this opportunity. Apart from the real estate investments that have helped the economy, the program has also encouraged a lot of Indians to start their own businesses, which also helps the local economies. Investments increase the need for luxury apartments, small hotels, and renovated places, which gives new life to old and unrenovated neighborhoods and raises property values. Indian investors have shown a growing interest in Portugal's Golden Visa program, particularly in urban development projects across Lisbon, Porto, and the Algarve region. Recent statistics shows that India ranks among the top nationalities applying for the Golden Visa. For instance, in September 2023, Indian nationals accounted for 199 applications, placing them among the leading applicants that month (GetGoldenVisa). Legal services, real estate agencies, and property management are examples of the other businesses that have grown because of Indian participation. Gillespie et al. (1999) discuss how diasporas leverage host-country opportunities to create dual economic

and social value and argues that the real estate is a popular asset class due to its tangible aspect and potential for appreciation. According to Newland and Plaza (2013), diaspora real estate investments are frequently motivated by a desire to remain linked to the host country as well as a financial return. Many interviewees emphasized the education as a future promising sector. For example, one of the interviewee said, “Indian investors are making Portugal a destination for international collaboration”. Here is another example from the interviews “The Golden Visa program has unlocked new avenues for bilateral cooperation, beyond mere financial transactions.”

6.2 Bilateral and Multilateral Agreements

Bilateral trade agreements promote market access, attract foreign direct investment (FDI), and improve business environment and such agreements promote economic interactions (Baldwin, 2011). Diaspora networks make cross-border trading easier by crossing cultural and business barriers (Brinkerhoff, 2009). Several policies and programs in Portugal have made it easier for foreign companies to invest by making the country more business friendly. Tax benefits, quick regulatory decisions, and helping new businesses are some of the benefits. India's Overseas Direct Investment policy has been updated recently, and financial hubs like GIFT City have been built to make it easier for Indian companies and family offices to grow abroad (E. Y.,2024). There are several MoU's and agreements that are signed between India and Portugal. Double Taxation Avoidance Agreement (DTAA), Memorandum of Understanding (MoU) on Renewable Energy, Agreement on Science and Technology Cooperation and Tourism Cooperation Agreement are some of the examples (Embassy India). By negotiating bilateral investment treaties, two countries can protect their interests and increase the flow of foreign direct investment (FDI). Another key facilitator of bilateral agreements and trade partnerships is PIB hub Portugal India Business Hub, which acts as a bridge between the two nations by

promoting commercial, cultural, and economic cooperation. As a chamber of commerce and industry, PIB hub helps businesses navigate regulatory frameworks, connect with government agencies, and expand their operations across borders. Through trade missions, networking events, and business advisory services, PIB hub enhances cross-border investments, positioning Portugal as a strategic gateway for Indian enterprises expanding into Europe. Aligning investment policies can make it easier for investors to do business, which can lead to more economic cooperation (Colimão, C.). Many Small and Medium Enterprises (SMEs) lack awareness of how to leverage these agreements which limits their participation in international trade. Governments on both sides can use technology and diaspora networks to conduct targeted workshops or seminars to teach companies about the benefits of these agreements. Indian and Portuguese governments can also gain from making deals in new areas like data protection, intellectual property rights, and digital governance. Setting up joint frameworks for data privacy and cybersecurity can encourage tech partnerships while protecting customer interests as international transfers of data become more important to trade. Also, deals between two countries that focus on green energy standards and sharing technology can speed up the process of adopting sustainable practices in both countries. Tax agreements can be also hopeful. These can stop businesses from being taxed twice, so they can invest in either country without worrying about their financial situation. By simplifying compliance requirements, such agreements can attract more Indian and Portuguese investors, making the way for increased bilateral trade and innovation. To support this, two quotes from interviews, "Better dissemination of these agreements can unlock immense trade potential" and "Bilateral trade agreements are essential to facilitate smoother goods exchange between India and Portugal."

6.3 EU-India Free Trade

As a key entrance to the European market, Portugal is a key part of the EU-India Free Trade Agreement (FTA), which is a huge step toward improving trade between India and the EU. Cutting tariffs and encouraging the sharing of technology are two ways that FTAs can help emerging countries grow (Krugman, 1991). The EU-India Free Trade Agreement, if put into action, will give Indian and Portuguese businesses priority access to EU markets. This will help expatriate members join high-potential industries (Krishna, 2011). Transnational business networks improve trade patterns and give businesses new ways to get into markets, especially in areas with similar cultures (Meyer, 2001). People who don't know much about trade deals make them less useful. (Plaza & Ratha, 2011) says that more aggressive marketing can get more people to join trade deals, especially small and medium-sized businesses. A second important point is that the agreement puts a lot of weight on regulatory cooperation. Standardizing things across different fields, like cars, tech, and health care, can help trade go more smoothly. For example, it is easier for Indian drug makers to get permission to send medicines to Portugal and other EU countries. Similarly, Portuguese companies that make high-quality olive oil and wine can get into India's premium food market by lowering prices and making sure that quality standards are the same. Also, the FTA could help the two areas share technologies with each other. The deal can lead to new ideas in important areas like biotechnology, renewable energy, and artificial intelligence by making it easier for people to work together on research and development. Setting up shared innovation hubs can make this relationship even stronger, putting India and Portugal at the better position in the knowledge globally. The agreement stresses how important it is to have sustainable growth. The FTA supports India and the EU's joint goal to fight climate change by including rules that encourage eco-friendly actions and green technologies (EuropeanCommission). Focusing on sustainability can create new ways to invest in projects that use green energy, build infrastructure that uses less energy, and make products that are better for the environment. To

get the most out of the FTA, though, both countries need to work on making people aware of it and putting it into action. Businesses can be sure that they are aware of the agreement's benefits by working together with government agencies, trade groups, and migrant networks. Digital platforms can also make it easier to trade across borders by giving real-time updates on rules, taxes, and market trends.

6.4 Multilateral Opportunities in Lusophone Countries

Baldwin (2011) talks about how trade freedom can help both countries grow economically. By expanding their businesses into Portugal, Indian companies can become less dependent on their domestic markets, which lowers geopolitical risks (E.Y.,2024). Many interviewees mentioned Portugal as a great opportunity for collaboration between India and Lusophone countries. Here are some of the interview responses for example, “Mozambique’s reliance on Indian expertise in medical, education, and energy sectors showcases potential for growth.”, “Joint ventures in energy can capitalize on Angola’s rich resources and India’s advanced tech.” and “Portugal’s cultural connection to Brazil is a gateway for Indian businesses to enter the South American market.” Portugal has a lot of historical and cultural ties with Lusophone countries like Brazil, Angola, and Mozambique. These ties make Portugal a great place for bilateral and multilateral agreements. Indian companies can use these links to reach a wide range of markets in Africa and Latin America, where the need for infrastructure, technology, and talent is growing quickly. Brazil is focusing on renewable energy and building up its middle class. These two things go well together with India's skills in solar power, green hydrogen, and electric transport. Indian businesses can use the fact that Portugal and Brazil share a culture and language to form relationships in these areas. Brazil is the second-largest producer of ethanol fuel in the world. Most of its ethanol fuel comes from sugarcane, and the country has built up a strong biofuel business over the last few years(Wikipedia). So for instance, India's goals for green energy can

be helped by joint ventures in ethanol-based biofuels with Brazil's expertise. India and Brazil made a joint statement in September 2023 that showed their support for biofuels and sustainable aviation fuels. They wanted to use their current infrastructures for making ethanol and biodiesel to their advantage(OnlineBureau). Angola and Mozambique have a lot of natural resources, like oil and gas, which means that India can take the big step forward in infrastructure and energy. Portugal has a lot of networks and knowledge in Lusophone markets that can help partnerships in these areas. Indian and Portuguese companies can work together, for example, to build long-lasting energy infrastructure in Angola or boost crop yields in Mozambique. Lusophone countries have a lot of untapped promise in areas like education, healthcare, and digital technology, in addition to energy and infrastructure. Indian companies that offer low-cost health care can work with Portuguese and local companies to make it easier for people in rural areas in Mozambique and Angola to get access to better medical care. The need for digital connectivity is rising in these areas, which means that Indian IT companies can offer low-cost solutions like e-governance platforms and fintech services. These chances can be made even better by trade agreements within the Lusophone countries. Portugal and India can make it easier for businesses to do business with Brazil, Angola, and Mozambique by aligning their policies and lowering trade difficulties. In this case, diaspora networks can be very important because they can act as cultural and professional bridges to help people trust each other and work together. Tourism and cultural exchanges can also make connections between countries stronger. Getting Indian tourists to visit Lusophone countries can help the tourism industries in both Brazil and Portugal and also promote cultural exchange. Food festivals, film collaborations, and academic partnerships are all examples of ways to bring people together and strengthen business connections at the same time. India has a lot of experience with climate-resilient agriculture and renewable energy that can help Lusophone countries, especially those

that are vulnerable to climate change. India and Portugal can help the Lusophone countries to reach its bigger development goals by working together on long-term projects.

7. Policy Recommendations

Enhance Administrative Efficiency and Digitalize Process

There are few major problems the Indian diaspora faces in Portugal, but the biggest problem emerged as the inefficient and slow government and administrative work, which calls the need for policy changes to make government and administrative work more efficient and faster make the country more attractive for investors. Visa processes need to be quicker from the starting by making the application process easier and digital and makes it easy to track visa applications. Making one single digital platform with features like automatic document verification and tracking can cut down on long waiting lines and a large amount of burden of administrative work. Portugal is also focusing on increasing competitiveness by encouraging private investment, lowering the burden of rules and paperwork, improving regulatory effect assessments even more, putting more money into research and development, and pushing for digitalization (CountryReport,2024). Investing in digital infrastructure to keep public infrastructure up to date is also very important. E-governance or online tools could be more beneficial instead of using manual processes, it would be even more effective for public leaders and employees to learn how to use the digital tools which can also be done through training and workshop programs. We can take the global and successful example of Estonia in digital government, and its fully digitalized processes, such as applying for e-Residency and a visa (e-Residency Estonia). Setting up fast-track visa programs for entrepreneurs, new startups, and skilled workers in most emerging sectors like technology, green energy, and tourism is another important suggestion. This can reduce paperwork which was reported as a sense of

dissatisfaction by few interviewees and other regulatory challenges, which would encourage innovation.

Promoting Targeted Investments in Key Sectors & Creation of Advisory Board

Portugal is taking a number of targeted steps to improve the business situation in the country. According to the Country Report (2024), some of these are easing restrictions on jobs with a lot of rules, making it easier for businesses to get loans, encouraging study and new ideas, and making the justice system work better. To build on these efforts, one important thing that can be done is to give specific funding to important areas like technology and renewable energy. Such subsidies would bring in Indian companies, which would help them do well and lead to more investment in these high-potential areas. Additionally, Portugal could also create an active Advisory Board with leaders from the diaspora, government officials, and people from the business sector. This board would aggressively find systemic barriers, make suggestions that can be put into action, and make sure that policies stay useful and effective over time. To make things clear, the board could also talk to business owners personally and explain how policies are made and how companies can affect them. Portugal can fix the problems with its government that are holding back economic growth by putting in place focused subsidies and using the knowledge of a diverse advisory board. With these changes, Portugal would become a more appealing and competitive place for foreign investors to put their money. They would also encourage new ideas and long-term growth in important businesses.

Public-Private Partnerships (PPP's)

Public-Private Partnerships (PPPs) can be a great way to fill the necessary skill gaps in various sectors like infrastructure of building, technology and renewable energy projects. In healthcare, PPPs can help with the shortage of skilled workers like doctors, researchers and teachers which

could improve different sectors like medical and education sector. PPP's also helps government financially and brings innovation. PPPs that help start-ups, innovation hubs, and cross-border trade networks can make business growth possible. PPP's can also improve the efficiency of public services by digitizing administrative tasks.

Enhancing Bilateral Trade Agreements

Improving trade agreements between Portugal and India can improve their economies by making trade easier, bringing in more foreign direct investment (FDI), and encouraging joint ventures in important areas like biotech, digital solutions, green energy, and information technology (IT). Imports of wine are taxed 150%, which makes Portuguese wines more expensive and less competitive with wines from other countries or from within Portugal (Robinson, J.2024). There are ways to make Portuguese goods like olive oil and wine more competitive. Portugal can improve trade with India by getting rid of major problems like high import taxes (150% on wine, for example), complicated customs processes, and the need for two sets of certificates. Making it easier for businesses to use the Double Taxation Avoidance Agreement (DTAA) would make them even more likely to trade. India's growing market for high-end goods can also learn more about Portuguese goods through joint marketing efforts. These steps would increase improve collaborations and can make an easier way for Portuguese goods like olive oil and wine to enter the Indian market. On the other hand, it would be easy for Indian goods like medicines and food products to enter Portugal and the EU markets. A strong trade deal agreements like in terms of regulatory standards, and way of resolving disputes would encourage new ideas and research, especially in fields like technology, biotech, drugs, energy and food safety. Trade agreements could also help small and medium-sized businesses (SMEs) by giving them financial tools like grants and subsidies to expand their business in foreign markets.

Strengthening Migration and Immigration Policies

Migration and immigration policies can play an important role in strengthening the relationship between Portugal and India, fostering economic growth, and promoting cultural exchange. Portugal should streamline immigration and migration policies to attract skilled workers from India in most promising potential sectors like IT, healthcare and renewable energy, tackling labor shortages in areas like agriculture, construction and education benefiting from India's young talent. Encouraging Indian entrepreneurs to migrate and establish businesses through incentives, tax benefits, and access to funding would boost innovation and employment opportunities. Simplifying student visa processes and promoting academic collaborations would deepen educational exchanges and skill development. As one interviewee noted, "we have to make Portugal attractive but at the same time there is the need to make possible and easy for people to settle in Portugal". Reducing bureaucratic hurdles, digitalized application platforms, and providing ways to become a permanent resident which means not only drawing talented people, but also making the country a good place to live and work for a long time. These policies would promote long-term bilateral collaboration and boost Portugal's global competitiveness.

8. Conclusion

This thesis has explored the Indian diaspora's diverse role in Portugal, emphasizing its important contributions to the social, cultural, and economic advancement of both countries. The study has examined the diaspora's historical development, present position in important industries, and difficulties through a mixed-methods methodology that combines qualitative interviews and in-depth bibliographic research. The results show that although the Indian diaspora is vital for developing bilateral relations, structural obstacles still prevent it from

reaching its full potential, which calls for focused public policy initiatives. In industries including technology, renewable energy, education, and tourism, the diaspora has made significant economic contributions by serving as a conduit for investment, innovation, and knowledge sharing. Portugal's attempts to modernize its economy and incorporate into global value chains have received backing from Indian professionals and businesspeople. However, there are major barriers to effectively utilizing these donations due to bureaucratic inefficiencies, such as antiquated administrative procedures and lengthy wait times. Cultural obstacles and a lack of knowledge about the diaspora's abilities and economic potential further compound these problems by impeding a deeper integration into Portuguese culture. A comprehensive and prospective approach to public policy is needed to address these issues. Simplifying Portugal's administrative procedures by implementing effective systems and digital solutions will eliminate needless red tape and promote increased economic involvement from the diaspora. Social cohesiveness would be strengthened and integration would be made easier with policies that promote cultural interaction, improve mutual understanding, and acknowledge the cultural diversity of the Indian diaspora. Additionally, giving priority to industries where the diaspora's talents and knowledge are most noticeable, such as digital technology, renewable energy, and education, may open up new opportunities for economic cooperation. Portugal can optimize the contributions of skilled diaspora members to the labor market by eliminating obstacles to the recognition of foreign qualifications. The strategic significance of enhancing cooperation among Portugal, India, and Lusophone nations is also emphasized in the thesis. With its cross-border networks and cultural ties, the Indian diaspora is in a unique position to promote investment, trade, and information exchange. Through the development of bilateral and multilateral relationships, policymakers may take advantage of the diaspora's capacity to promote economic exchange and innovation. In addition to amplifying the diaspora's contributions, public policy that is in line with these prospects will produce long-

term, sustainable advantages for all stakeholders. In summary, the Portuguese Indian diaspora is a significant resource for promoting global collaboration, cultural interchange, and economic growth. Public policies must prioritize cooperation in important growth sectors, eliminate current inefficiencies, and encourage cultural inclusivity if they are to realize its full potential. Portugal and India can strengthen their historic alliance and ensure mutual prosperity while laying the groundwork for a more dynamic and integrated future by enacting inclusive and strategic policy measures.

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Appendix

Appendix A: Interviews data

Interviewees	Main sector	Main characteristics
1	Investment Banking, Infrastructure, IT	Provides funding for major infrastructure projects, such as ports, bridges, and renewable energy. Examines investments from the diaspora and partnerships in the IT sector. Emphasizes the utilization of EU funding and collaborative ventures with Indian businesses.
2	AI, Cybersecurity, NFTs, Software Development	Offers software development, smart contract assistance for NFTs, cybersecurity audits, and AI solutions. Operates in the banking, retail, government, and pharmaceutical industries. Brings attention to its worldwide presence and proficiency in deploying technology resources.
3	Real Estate, Tourism, Retail	Facilitates real estate investments with an emphasis on foreign clientele and Golden Visas. Highlights Portugal as an accessible and reliable entry

		point to Europe. Underlines the expanding opportunities for cooperation with Indian companies in the food and tourist industry.
4	Import-Export, Food, Retail	Specializes in the importation and distribution of food items, including chocolates. Demonstrates how Indian cuisines could be introduced to European markets. Discussions regarding rivalry from established businesses and difficulties with Indian trade documentation.
5	Venture Capital, Startups, Joint Ventures	Invests in new businesses and encourages international cooperation. Brings attention to demographic differences as potential avenues for innovation and trade. Highlights cooperative initiatives with Indian family-owned businesses and Portugal as a gateway to Europe.
6	Energy (Renewables), Real Estate, Food	Works for EDP with an emphasis on Iberian markets and energy. Selects food and renewable energy as two important areas for cooperation. Supports collaborations between India and Portugal in the fields of sustainable energy, real estate, and culinary innovations.
7	IT, Renewable Energy, Defense, Trade	Focuses on three areas that show promise for India-Portugal cooperation: IT, defense, and renewable energy. Draws attention to how crucial EU funds is for African joint ventures. Discussions concerning commercial prospects that take use of Portugal's position in Europe and the Lusophone countries.

8	Trade facilitation, partnership	Aims to lower administrative barriers and improve trade partnerships. Advocates for better communication between Portuguese and Indian stakeholders as well as bilateral trade agreements. Facilitates business to business connections and trade process optimization.
9	Real Estate, Golden Visa, Tourism	Focuses on foreign client's real estate needs. Explains chances to invest in real estate and Golden Visa schemes. Discusses how Portugal's stability and standard of living draw high net worth individuals and retirees from India and other countries.
10	Venture Capital, Startups, Food Tech	Supports new businesses in digital innovation and culinary technology. Illustrates how Indian startups have the ability to introduce innovations to Portugal and vice versa. Advocates to utilize Portugal as an entry point for entering larger European markets.
11	Energy, Technology, Automotive	Identifies a large opportunity in the energy sector, especially in the area of renewable energy. Highlights Portugal's lack of automotive industries and recommends using Indian knowledge. Explains how Portugal's industrial foundation is being boosted by Indian IT enterprises.
12	Medical Tourism, Healthcare	Discusses the potential for cooperation in Mozambique and Angola as well as the healthcare knowledge of India. Observes that Indian hospitals attract medical tourists from Lusophone countries, opening doors for regional collaborations.

13	Trade Facilitation, Strategic Alliances	Emphasizes the value of strategic partnerships and personal networks in boosting trade between Portugal and India. Supports the creation of cooperative platforms for corporate connections and bilateral agreements that will simplify trade processes.
14	Retail, Food, Tourism	Focuses on enhancing the presence of Indian retail brands and food products in Portugal. Highlights the growing interest in Indian cuisine and the potential for higher-tier restaurant chains to establish themselves in Europe.
15	Education, Technology	Illustrates the possibility of collaborations between Portuguese and Indian universities. Emphasizes the value of technological innovation in teaching resources and cooperative research between the two countries.
16	E-Commerce, IT, Logistics	Examines how e-commerce platforms are expanding and how dependent they are on Indian IT services. Identifies potential for cross-border commerce logistics optimization. Draws attention to the necessity of improved infrastructure to facilitate the growth of trade between Portugal and India.
17	Agriculture, Food Processing	Emphasizes the potential for Indian expertise in agriculture and food processing to enhance Portugal's agricultural output. Highlights opportunities for exporting processed food products from Portugal to India.
18	Hospitality, Catering, IT	Events, Specializes in Indian food and runs a facility for parties,

		vacation rentals, and catering. Brings attention to prospects in fields including renewable energy, IT, and agriculture. Identifies difficulties with language and cultural integration early on. Encourages cooperation in health and sports technology.
19	Import-Export, Textiles, Technology	Exports Portuguese goods and imports merchandise. Draws attention to prospects in the fields of technology, fisheries, textiles, and pharmaceuticals. supports lowering taxes for bilateral trade and e-commerce. Proposes cooperation in the fields of digital transformation and the military.
20	FMCG, Hospitality, Energy	Specializes in FMCG products, such as ready-to-eat foods and rice. makes real estate and hotel investments. highlights Portugal as a center for renewable energy, tourism, and startups. Supports bilateral agreements to increase energy tourist investment and trade.
21	Pharmaceuticals, Hospitality, IT	Runs hotels and pharmaceutical businesses. Identifies India as a major source for affordable medical supplies. Demonstrates the potential for medical tourism in India's traditional treatments. Recommends enhancing digital platforms to improve connectivity between buyers and suppliers.
22	Engineering, Renewable Energy, Tourism	Focuses on solar equipment, EV chargers, and energy efficiency initiatives. Draws attention to joint venture prospects in engineering,

		hospitality, and medical. Highlights India's prowess in software development and coding. Advocates for progressively developing bilateral ties.
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Appendix B: Interview questions

1. What type of business do you run, and what are the main services you offer?
2. What is the most important factor that motivated you to establish your business in Portugal?
3. Does any aspect of sub-Indian culture and traditions influenced of running your business in Portugal?
(If yes, which ones)?
4. Which sectors have shown the most promise for collaboration between India and Portugal?
5. Do you think what you said could be still applied on some of other lusophone countries?
6. Which kind of challenges did you have to face when you first came to Portugal? And in establishing your business in Portugal?
7. What are the key areas of potential collaboration between Indian businesses in Portugal in terms of investments?
8. How has your experience and expertise helped you to address specific challenges or gaps in the Portuguese markets ?
And in all lusophone markets?
9. Can you share any specific example where Indian-led businesses have introduced new technologies or innovation practices?

10. How can the digital economy and e-commerce platforms be utilized to enhance trade and investment between India and Portugal?
11. Do you think Portugal can be an entry point for Indian Business to EU markets?
How?
12. How can bilateral or multilateral trade agreements be leveraged to enhance trade relations between India and Lusophone countries?