

## Doing Business Globally India

February 7, 2017 | Mumbai

### Agenda

Date/Time	Item	Speaker
1400 - 1410	Welcome	<i>Radha Ahluwalia (IMA) and Ashok Lalvani (BM)</i>
1410 - 1530	<p><b>India's Growth Trajectory: Global Opportunities</b></p> <p>Insight into how both policy and industry capability will drive a rising India on the global plane.</p> <ul style="list-style-type: none"> <li>• What are Indian industries' opportunities for growth in the next decade?</li> <li>• How will the global regulatory environment shape and impact Indian investment?</li> <li>• Reflections on recent policy reforms and their implications for outbound investment.</li> <li>• Bring in the global perspective on outward investments, and interesting findings from Baker McKenzie's Cross-Border Index.</li> </ul>	<p><i>BM Partners: Gary Seib, Asia Pacific Chair, Sanjiv Malhotra, Director of Economics</i></p> <p><i>[Guest: Umang Vohra, COO, Cipla (Mumbai)]</i></p> <p><i>Moderator: IMA</i></p> <p><i>10-12 minute speeches; questions to panelists; open floor for Q&amp;A</i></p>
1530 - 1545	Transition	
1545 - 1645	<p><b>Breakout Session 1</b></p> <p><b>M&amp;A: Reassessing Opportunities</b></p> <p>Engage thought on the risk-opportunity paradigm of the most powerful avenue of global expansion for Indian industries thus far: M&amp;A.</p> <ul style="list-style-type: none"> <li>• Learn about key global trends in M&amp;A: sectors, volume, value.</li> <li>• Market access and brand acceptability: what will be the best routes to build scale and sustain growth?</li> <li>• Key regulatory trends: Discover the opportunities, pitfalls and best potential routes.</li> </ul>	<p><i>BM Partners: Jaysbree Gupta, Tim Sheddick,</i></p> <p><i>Guest: Homi Khusrookhan, Member of the Board, Tata Capital, former Managing Director, Tata Tea, Tata Chemicals, GlaxoSmithkline</i></p> <p><i>Moderator: Samantha Mobley</i></p>

1545 - 1645	<p><b>Breakout Session 2</b></p> <p><b>The Final Frontiers: Africa &amp; Latin America</b></p> <p>Africa and Latin America offer new frontiers of growth to Indian industries in manufacturing, trading and services. How will this be quantified and maximised as global competition in these complex environments accelerate?</p> <ul style="list-style-type: none"> <li>• Decoding the opportunities presented by Africa's diverse economies and trade blocs.</li> <li>• Identify routes to sustain competitive advantage in Latin America? After a tumultuous economic year, what is the outlook ahead?</li> <li>• What are the supply chain challenges and opportunities on these continents?</li> <li>• Where are the commodity, resource and other acquisition opportunities?</li> </ul>	<p><i>BM Partners: Wildu du Plessis and Carlos Delgado</i></p> <p><i>Guest: TBC (Airtel/Tech Mahindra industry leads)</i></p> <p><i>Moderator: Jo Daniels</i></p>
1545 - 1645	<p><b>Breakout Session 3</b></p> <p><b>The Global Movement of Talent: Industry's Competitive Advantage</b></p> <p>Indian industries' global competitive advantage of talent needs careful assessment of a changing paradigm of acceptance in the West, and a close review of talent strategies going into the future.</p> <ul style="list-style-type: none"> <li>• Moving Target: Define the new age of international assignments and relocation of workforces in response to both market dynamics and emergent regulations.</li> <li>• Sectoral competitiveness: How has the new value chain beyond cost been most successfully created?</li> <li>• Regulatory outlook: Will insular politics pose regulatory challenge to the free movement of talent globally? What are strategies to mitigate risk and create new opportunities?</li> <li>• Managing Risk: What are emergent trends in international labour and human rights?</li> <li>• People Matters: How does one successfully create a unified culture in increasingly diverse global teams?</li> </ul>	<p><i>BM Partners: Tony Haque, London</i></p> <p><i>Guest: Yashwant Mahadik, Executive Vice President &amp; Global CHRO, Sun Pharma</i></p> <p><i>Moderator: IMA</i></p>
1645 - 1715	<p><b>Networking break, coffee</b></p>	

1715 - 1815	<p><b>Breakout Session 4</b></p> <p><b>Asia: India's Ancient – and New - Frontier</b></p> <p>Asia will present the greatest market opportunities to the rest of the world in the coming decade. Indian industries' ability to expand both supply and customer networks will demand careful navigation of complex regulation, massive global competition and geo-political intricacies.</p> <ul style="list-style-type: none"> <li>• How will China's One Belt One Road policy and Southeast Asia's AEC create opportunities for Indian business?</li> <li>• What is India's deeper integration with Southeast Asian economies yielding in terms of both opportunity and challenge?</li> <li>• What must Indian industries bring to the table to win in these markets?</li> <li>• What is the likely way forward on bilateral and multilateral trade regulations that form the crucial context for operations?</li> </ul>	<p><i>BM partners: Cherrie Shi, Chung Yee Seck</i></p> <p><i>Guest: China expert/TVS/Nucleus/Mitsubishi industry lead</i></p> <p><i>Moderator: Ashok Lalvani</i></p>
1715 - 1815	<p><b>Breakout Session 5</b></p> <p><b>Digitalisation and the Global Environment: Challenges and Opportunities</b></p> <p>A digital, virtual world offers both risk and opportunity, on planes regulatory, financial and operational. How is digitalization transforming businesses in the current economy and how must your business prepare itself?</p> <ul style="list-style-type: none"> <li>• How must the digital face of your organisation be shaped to be compliant in new markets?</li> <li>• Are regulators becoming as borderless as eCommerce?</li> <li>• What implications should businesses factor in their global expansion plans in light of emerging trends in big data, internet of things and automation, among other digital disruption.</li> <li>• How does business mitigate the risk of cybercrime?</li> </ul>	<p><i>BM Partners – Sonia Baldia, Jaysree Gupta</i></p> <p><i>Guest: Dr Gopichand Katragadda, Group Chief Technology Officer, Tata Sons</i></p> <p><i>Moderator: Michael Mensik</i></p>
1715 - 1815	<p><b>Breakout Session 6</b></p> <p><b>Sanctions: The Risk-Opportunity Paradigm</b></p> <p>In the last five years, multiple countries have been shaped by changes in the sanctions landscape. Whilst some have emerged into a sanctions-free world, others have had new sanctions</p>	<p><i>BM Partners: Jo Daniels, Philippe Reich, Mini vandePol</i></p> <p><i>Guest: No external speakers</i></p>

	<p>imposed. Navigating this landscape successfully demands the most careful assessment of this constantly shifting arena.</p> <ul style="list-style-type: none"> <li>• What are broader trends in this area and what is the opportunity outlook by country and sector?</li> <li>• An in-depth view of Russia and Iran sanctions and their implications for global – and Indian – businesses, energy commodities and demand.</li> <li>• What are the post-sanction opportunities in countries like Myanmar?</li> <li>• Bribery, corruption and due diligence – How does one navigate this global challenge in a flat world?</li> </ul>	<p><i>in this session</i></p> <p><i>Moderator: Richard Dean</i></p>
1815-1830	<b>Transition</b>	
1830 - 1930	<p><b>Doing Business with the West: Transforming Paradigms</b></p> <p>America and the EU will not be the same again. Whilst the former will change course under a new President on multiple planes, the latter faces rising headwinds to its unified fiscal structure. What will this mean for India and its industries?</p> <ul style="list-style-type: none"> <li>• How does one define the domestic investment, global trade and related geo-political strategy under President Trump?</li> <li>• What does Brexit really mean for your business, and for your business with the EU at large? Will Britain's new bilateral negotiations offer new opportunity to Indian business, or greater risk?</li> <li>• Can the EU find stability or do emergent trends point to a transforming business operating landscape in Europe? How will a tighter integration post Brexit be balanced against rising nationalism?</li> <li>• What is the impact on freedom of movement following the trigger of Article 50?</li> <li>• What are resultant implications for Passporting?</li> </ul>	<p><i>BM Partners: Samantha Mobley, Richard Dean</i></p> <p><i>Pramit Pal Chaudhuri, Foreign Editor, HT</i></p> <p><i>Moderator: IMA</i></p>
1930 - 2300	<b>Cocktails &amp; Dinner</b>	