



INDIA  
MEETS  
EUROPE

HANNOVER  
SUMMIT 11th April  
2014

Connect People! Minds! Business!



“A comprehensive agreement on free trade and investment would be a great opportunity for India, as well as Europeans”  
— Joachim Gauck,  
President of Germany

THE GERMAN PRESIDENT during his visit this February has once again elaborated Germany's commitment to develop and strengthen the strategic partnership with India. The President emphasised the need to cooperate on important international issues such as security, global trade and climate protection. He also expressed German interest to strengthen economic and commercial ties and expand cooperation in the field of education, science & technology and skill development. German companies see immense opportunities to investment in infrastructure development, Retail, Manufacturing, Energy and the growing consumer market etc.

As part of the Global Business & Markets – International trade platform of Hannover messe the India meets Europe summit will take place on the 11<sup>th</sup> April 2014 at the Messegelände Hall 13 Business Forum 2 in Hannover. The summit is organised with the support of partners like State of Lower Saxony, Indian Embassy, FICCI, OAV, EEPC India, Germany Trade & Invest and others partners from Industry. We aim to bring together high ranking decision makers from German and Indian industry, administrations, institutions, think-tanks, academia and associations together to focus on evaluating the economic development and engage all stakeholders to strengthen and explore new initiatives in the area of bilateral trade and investments, infrastructure and energy, research and development, skill development and vocational training, and economic cooperation between the two partners.

The Summit will provide an interactive, and thought-provoking platform that will benefit participants in making key decisions with respect to doing business in Germany and India. The summit aims at:

- Evaluating and debating the existing challenges and enhance the profile of Indo German relations.
- Strengthening dialogue and interaction
- Creating and enhancing economic policy and cooperation
- Developing trade and investment relationships.



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## Cooperation Partners



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## Supporting Partners



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## Media Partners



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## Program Overview

9.00 - 9.30	Registration of Delegates
09.30 - 10.15	Keynote Speech : Indo-German Cooperation and Integration in a Changing World
10.30 - 11.15	Panel I : India Inc. Investment in Europe
11.30 - 12.15	Workshop I : Incentives, subsidies and Tax benefits for the manufacturing sector in India
12.30 - 13.15	Panel II : Conquering the Chaos: Win in India, Win Everywhere
13.15 - 14.15	Lunch
14.15 - 15.00	Panel III : Skill development and Vocational training
15.15 - 16.00	Workshop II : Future Trends in Mergers and Acquisitions
16.15 - 17.00	Workshop III : Destination India: Securing opportunities and avoiding pitfalls
17.00	Vote of Thanks & Networking



Keynote Speech  
9.30 – 10.15

## INDO-GERMAN COOPERATION AND INTEGRATION IN A CHANGING WORLD

During the last Indo-German intergovernmental consultations meeting in Berlin the two governments have signed new initiatives in the field of green energy, education & skill development, science and technology cooperation to strengthen trade relations.

- 1.Can India and Germany provide the needed stimulus to the global economy?
- 2.Global Governance and India's role in International affairs?
- 3.How will the two nations reach the promised goals?

### Keynote Speakers

#### WELCOME NOTE

**Dr. Andreas Gruchow**  
Member of the Board,  
Deutsche Messe AG

**Mrs. Daniela Behrens**  
Secretary of State,  
Ministry of Economics,  
Labour and Transport  
for the State of Lower  
Saxony

**Dr. Vidhu P. Nair**  
Acting Consul General  
of India, Hamburg

#### Mr. Timo Prekop

Exec. member of the  
Board OAV-German  
Asia- Pacific Business  
Association

#### Mr. Rakesh Suraj

Regional Director,  
EEPC India

#### Mrs. Kamini Issar Ernst

Sr. Director Germany,  
Federation of  
Indian Chambers of  
Commerce & Industry

Workshop I  
11.30 – 12.15

## INCENTIVES, SUBSIDIES AND TAX BENEFITS FOR THE MANUFACTURING SECTOR IN INDIA

A brief overview of the manufacturing sector in India

- 1)Concept of Special Economic Zones and their success in terms of tax benefits.
- 2)National Manufacturing Policy being declared with brief highlights of the policy.
- 3)Statewise Industrial Policies and subsidies available with emphasis on few key states like Maharashtra, Gujarat, Orissa and Haryana, Tamil Nadu.
- 4)Central Subsidies and benefits available under Foreign Trade Practices for exports of key products or to key markets.
- 5)Use of these export benefits scrips for payment of duties under Customs and Central Excise.
- 6)Concluding remarks with the New Industrial corridors coming up in the country.

### Presenters

**Mr. Bhavesh Thakkar,**  
Partner Advisory Team,  
BDO India

**Mr. Sagar Shah,**  
National Head, Indirect  
Tax & Regulatory,  
BDO India



Panel I  
10.30 - 11.15

## INDIA INC. INVESTMENT IN EUROPE

India Inc. with global aspirations are looking beyond their country borders for investment opportunities to expand and ensure constant and safe supply chain of their key resources and technology.

Many well known companies with global ambitions have already established their footprints in Germany and Europe. Technological superiority and attractive support from German Governments for investment are some key factors attracting "India Inc." to Germany.

- 1.Can Germany provide the launching pad for India Inc. in Europe?
- 2.Is acquiring state of the art technology the key to success?

### Panel Members

**Mr. Manoj Garg**  
Chairman & MD,  
Himenviro Environmental  
Technologies Pvt. Ltd

**Mr. Nimish Shah,**  
General Manager & Head of  
Program Management,  
Suzlon Energy GmbH

**Mr. Mohan Murti**  
Managing Director Europe,  
Reliance Industries Ltd

**Dr. Robert Hermann**  
Managing Director Investor  
Consulting Germany Trade & Invest

**Moderator**  
**Mr. Ulrich Bäumer**  
LL.M.Partner, Osborne Clarke

Panel II  
12.30 – 13.15

## CONQUERING THE CHAOS: WIN IN INDIA, WIN EVERYWHERE

India is on the minds of business leaders everywhere. Within a few decades, India will be the world's most populous nation and one of its largest economies. But it is also a complex market, with a reputation for corruption, uncertainty, and bureaucracy. So why take a chance in this extraordinary and complex region?

### Panel Members

**Mr. Ravi Venkatesan,**  
Author - Former  
Chairman Microsoft India

**Dr. Amal Mukhopadhyay,**  
Founder & Director,  
ELGA Biotech &  
Convener, Hanseatic  
India Colloquium Life  
Sciences, Hamburg

**Mr. Bernd Henrich,**  
Sales Director Asia,  
Gebr. Pfeiffer SE

**Dr. Bernhard Grimmig,**  
Head of Global Formulation  
Technology, Bayer CropScience

**Dr. Doris Hillger**  
Regional Manager  
India/ South Asia,  
OAV - German Asia-Pacific  
Business Association

**Moderator**  
**Mrs. Ruchi Biyani,**  
Head European Operations,  
Nishith Desai Associates

Panel III  
14.15 – 15.00

## SKILL DEVELOPMENT AND VOCATIONAL TRAINING

Skills and knowledge are the driving forces of economic growth and social development for India. As India moves rapidly towards achieving its ambitious economic and social targets, training its human resources will be critical for success, both as a knowledge and manufacturing economy. Germany and India have agreed to promote and transfer the German expertise and know how in Skill development and Vocational Training by signing various MOUs and exchange program's to support and help India achieve its goals and requirement of 500 million skilled work force until 2022.

- 1.Update on the developments of various initiative.
- 2.Advantage for German companies looking for trained and skilled employees in India.
- 3.Industry cooperation's and financing of the training program's.

### Panel Members

**Mrs. Kamini Issar**  
Ernst, Sr. Director  
Germany - Federation  
of Indian Chambers of  
Commerce & Industry

**Mr. Lars Thies**  
Project Manager,  
Programm Lernen fürs Leben  
Bertelsmann Stiftung

**Mr. Carlo Humberg**  
Business Development  
International, TÜV  
Rheinland Akademie GmbH

Workshop II  
15.15 – 16.00

## FUTURE DEVELOPMENT IN MERGERS AND ACQUISITIONS IN INDIA

The merger and acquisition has become common and frequent with every passing moment all over the world. In today's global economy, Mergers and Acquisition are being increasingly used world over as a strategy for achieving larger size and faster growth in market share and reach, and to become more competitive through economies of scale. Among the different Indian sectors that have resorted to mergers and acquisitions in recent years there has been a lot of M&A activities specifically in telecom, finance, FMCG, construction materials, automobile industry. What steps should a buyer take to minimise transactional risk in a deal?

Is thorough due diligence an indispensable part of the process?  
How important is local market knowledge when it comes to closing deals in a tough economic environment?

Important points to be discussed:

Mergers & Acquisition, financial ratios, operating perform

### Presenter

**Ms. Ranjini Ghose,**  
Lawyer (India Qualified)  
Osborne Clarke



Workshop III  
16.15 – 17.00

## DESTINATION INDIA: SECURING OPPORTUNITIES AND AVOIDING PITFALLS

As the so called 'Fragile Five' - India, Indonesia, Brazil, South Africa and Turkey gear for general election in 2014, there is much to look out for. The outcome of the 2014 elections in each of these emerging economies will have a big impact on growth prospects and investor perceptions. Particularly with respect to India, aggressive regulatory inquiries and tax incidence along with slow decision making process of regulatory authorities coupled with bureaucracy has led to serious uncertainty, risk and disputes while doing business in India

Accordingly, the Indian general elections this year has been so vibrant and look forward to. Further, with macro-economic conditions favoring India, India holds a strong position as one of the promising destination for business and investment. But, there are many questions regarding evolving legal and regulatory environment in India which are unanswered.

### FOCUS AREA

Destination India: Snapshot about Indian political scenario and its interplay with legal, regulatory and tax environment.

Securing opportunity: Participating in India growth story and planning for the future.

Understanding key Indian legal, regulatory and tax trends in 2014.

Avoiding pitfalls: Managing risks and disputes

Dealing with Siphoning of Assets or oppression and mismanagement cases.

Reacting to corruption by Indian Company.

Duties and liabilities of directors of Indian company.

Managing reputation risk.

Road ahead: Careful and strategic planning and Risk mitigation measures to minimize risks.

### Presenters

**Mr. Vyapak Desai**  
Partner

**Nishith Desai** Associates  
LEGAL AND TAX COUNSELING WORLDWIDE

**Mrs. Ruchi Biyani**  
Head of European  
Operations

**Ms. Payel Chatterjee**  
Senior Member  
Nishith Desai Associates

## The Speakers



**Mrs. Daniela Behrens**  
Secretary of State,  
Ministry of Economics Affairs,  
Labour and Transport for  
the State of Lower Saxony



**Dr. Andreas Gruchow**  
Member of Board, Deutsche  
Messe AG



**Dr. Vidhu P. Nair**  
Acting Consul General,  
Consulate General of India,  
Hamburg



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Regional Director, EEPC India



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Author - Former Chairman  
Microsoft India



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Regional Manager India / South  
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Business Association



**Mr. Sagar Shah**  
National Head Indirect Tax  
& Regulatory BDO Advisory  
Services Private limited



**Mr. Bhavesh Thakkar**  
Partner, Advisory Team BDO  
Advisory Services Private  
limited



**Dr. Amal Mukhopadhyay**  
Founder & Director, ELGA  
Biotech & Convener, Hanseatic  
India Colloquium Life Sciences,  
Hamburg



**Mr. Bernd Henrich**  
Sales Director Asia,  
Gebr. Pfeiffer SE



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Technology, Bayer CropScience



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