

Global India Business Meeting

June 28-30, 2009, Munich, Germany

Haus der Bayerischen Wirtschaft, Max-Joseph-Str. 5, Munich, Germany

a Horasis leadership event

Co-hosts:

- State of Bavaria, with Messe München International and vbw (Bavarian Business Association)
- Federation of Indian Chambers of Commerce and Industry (FICCI)

Co-Chairs:

- **Prince Abdullah bin Mosa'ad**, Chairman, Saudi Paper Manufacturing Co, Saudi Arabia
- **Rahul Bajaj**, Member of Parliament and Chairman, Bajaj Auto, India
- **Peter Bauer**, Chief Executive Officer, Infineon, Germany
- **Pramod Bhasin**, Chief Executive Officer, Genpact, India
- **Gerhard Cromme**, Chairman, Siemens and ThyssenKrupp, Germany
- **Tony Fernandes**, Chairman, AirAsia, Malaysia
- **Jim Goodnight**, Chief Executive Officer, SAS, USA
- **Kris Gopalakrishnan**, Chief Executive Officer, Infosys, India
- **Alan Hassenfeld**, Chairman of the Executive Committee, Hasbro, USA
- **Prakash Hinduja**, Chairman, Hinduja Group, Switzerland
- **Baba Kalyani**, Chairman, Bharat Forge, India
- **Liu Jiren**, Chairman, Neusoft, China
- **Khater Massaad**, Chief Executive Officer, RAK Investment Authority, UAE
- **Nasser Munjee**, Chairman, Development Credit Bank, India
- **G V Krishna Reddy**, Chairman, GVK Power & Infrastructure, India
- **Dhruv M. Sawhney**, Chairman, Triveni Engineering & Industries, India
- **Harshpati Singhania**, Managing Director, JK Paper; President, FICCI, India

Strategic Partners:

- Baker & McKenzie
- RAK Investment Authority

Knowledge Partners:

- Arshiya International
- CLSA
- Genpact
- Havas Media

Special Partner:

- Strategic Foresight Group

June 28, 2009

**until 17.00 Arrival and check-in, Hotel Vier Jahreszeiten Kempinski,
Maximilianstrasse 17**

from 12.00 Registration (Hotel Vier Jahreszeiten Kempinski)

**from 17.00 Transport from the Hotel Vier Jahreszeiten Kempinski to the
Bavarian Royal Residence, Entrance Residenzstrasse 1/Hofgarten**

from 17.00 Registration (Bavarian Royal Residence)

17.30-19.00 Welcome Reception (Residence - Vierschimmelsaal)

- **Amit Mitra**, Secretary General, FICCI, India
 - **Randolf Rodenstock**, Chairman of the Supervisory Board, Rodenstock; President, vbw, Germany
 - **Christian Ude**, Lord Mayor, City of Munich, Germany
 - **Sudhir Vyas**, Ambassador of India to Germany, India
- Chaired by*
- **Frank-Jürgen Richter**, President, Horasis, Switzerland

19.00-21.00 Welcome Dinner: Connecting India with the World (Residence - Kaisersaal)

The economic and political relationship between India and the world has extensive synergies and large potential. How are political leaders connecting India with the world? What are their visions of a burgeoning global Indian future?

- **Anand Sharma**, Union Minister of Commerce and Industry, Government of India, India
- **Martin Zeil**, Deputy Minister President, State of Bavaria, Germany
- **Supachai Panitchpakdi**, Secretary-General, UNCTAD, Switzerland

Chaired by

- **Frank-Jürgen Richter**, President, Horasis, Switzerland

21.00-22.00 Evening Reception: Spotlight on Karnataka (Residence - Vierschimmelsaal)

Karnataka invites participants to enjoy an unforgettable encounter with its rich cultural heritage and economic dynamism.

- **B. S. Yeddyurappa**, Chief Minister, State of Karnataka, India

from 22.00 Transport back to the Hotel Vier Jahreszeiten Kempinski

June 29, 2009

from 08.00 Transport from the Hotel Vier Jahreszeiten Kempinski to the Haus der Bayerischen Wirtschaft (House of the Bavarian Industry), Max-Joseph-Straße 5

from 08.00 Registration (Haus der Bayerischen Wirtschaft)

09.00-10.00 Opening Plenary: Economic Outlook (Room Europa)

The global economic outlook for 2009 remains uncertain despite India's continued economic success. How might the world economy evolve in the next 6 to 12 months? What is India's impact on global growth?

- **Prince Abdullah bin Mosa'ad**, Chairman, Saudi Paper Manufacturing Co, Saudi Arabia
- **Rahul Bajaj**, Member of Parliament and Chairman, Bajaj Auto, India
- **Alan Hassenfeld**, Chairman of the Executive Committee, Hasbro, USA
- **G V Krishna Reddy**, Chairman, GVK Power & Infrastructure, India
- **Harshpati Singhania**, Managing Director, JK Paper; President, FICCI, India

Comment by

- **Anand Sharma**, Union Minister of Commerce and Industry, Government of India, India

Chaired by

- **Frank-Jürgen Richter**, President, Horasis, Switzerland

10.00-10.30 Contact Break

10.30-12.00 Boardroom Dialogue Sessions

India's Entrepreneurs: Spearheading Globalization (Room Europa)

India's entrepreneurs created a range of new businesses in recent years. What are the risks when advancing from a start-up to a global business? What can Indian entrepreneurs learn from their global counterparts and vice versa?

- **Jim Bernstein**, Chief Executive Officer, Noxilizer, USA
- **Sean Blagsvedt**, Chief Executive Officer and Founder, Babajob.com, India
- **Jay Desai**, Founder & Chief Executive Officer, Universal Consulting, India
- **Tony Fernandes**, Chairman, AirAsia, Malaysia
- **Suhas Gopinath**, Chief Executive Officer & President, Globals Inc., India
- **Madhu Koneru**, Executive Director, Trimex, UAE
- **Paolo Martelli**, Director South Asia, IFC - World Bank Group, India
- **Niraj Sharan**, Chairman, Aura, India

Chaired by

- **Paul Bradley**, Member of the Global Advisory Board, Arshiya International, Singapore

Investing Overseas (Room München)

Indian firms increasingly invest overseas, by means of regional headquarters, R&D facilities and acquisitions. Which strategies work best when trying to break into foreign markets? What competitive advantages can host countries offer potential investors from India?

- **Anu Acharya**, Founder & CEO, Ocimum Biosolution, India
- **Satish Batra**, Chairman, Horizon Group, India
- **Ravi Chaudhry**, Chairman, Cemex Group, India

Horasis

The Global Visions Community

- **Manish Kerjwal**, Senior Managing Director, Temasek Holdings, India
- **Khater Massaad**, Chief Executive Officer, RAK Investment Authority, UAE
- **Prince Abdullah bin Mosa'ad**, Chairman, Saudi Paper Manufacturing Co, Saudi Arabia
- **Dhruv M Sawhney**, Chairman, Triveni Engineering & Industries Ltd., India
- **Utpal Sheth**, Chief Executive Officer, Rare Enterprises, India

Chaired by

- **Sharon Bamford**, Chief Executive Officer, UK India Business Council, United Kingdom

Strategies for Success in India (Room Bayern)

Given the mixed success of Western firms' operations in India, the question arises as to what challenges are facing global investors and what strategies will boost success in India.

- **Rashmi H. Barbhaiya**, Chief Executive Officer, Advinus Therapeutics, India
- **Gerhard Cromme**, Chairman, Siemens and ThyssenKrupp, Germany
- **Michael L. Ducker**, President, International, FedEx Express, USA
- **Thomas Homberg**, Corporate Vice President, EADS, France
- **Christophe Laudamiel**, Co-Chief Executive, Aeosphere, USA
- **G V Krishna Reddy**, Chairman, GVK Power & Infrastructure, India
- **Tom Schick**, Executive Vice President, American Express, USA
- **Ivan Tselichtchev**, Professor, Niigata University of Management, Japan
- **Rudolf Weiler**, Managing Director, Digisound Electronic, Germany

Chaired by

- **Tom Redburn**, Assistant Managing Editor, International Herald Tribune, France

12.00-12.30 Plenary: Indian Business Leaders of the Year (Room Europa)

Announcing the 2009 Indian Business Leaders of the Year, we will celebrate outstanding entrepreneurs who have been building and leading successful global Indian firms.

Chaired by

- **Thomas Gilles**, Partner, Baker & McKenzie, Germany

12.30-13.30 Networking Lunch (Foyer)

13.30-14.30 Plenary: India's Global Trade and Investments (Room Europa)

As the global importance of the Indian economy increases, new economic alliances between India and other nations will evolve. What are the prospects for India's global trade and investments in such areas as technology, agriculture and natural resources and what is the impact on business?

- **Peter Bauer**, Chief Executive Officer, Infineon, Germany
- **Pramod Bhasin**, Chief Executive Officer, Genpact, India
- **Tony Fernandes**, Chairman, AirAsia, Malaysia
- **Nasser Munjee**, Chairman, Development Credit Bank, India
- **Dhruv M. Sawhney**, Chairman, Triveni Engineering & Industries, India

Chaired by

- **Amit Mitra**, Secretary General, FICCI, India
- **Frank-Jürgen Richter**, President, Horasis, Switzerland

14.30-16.00 Boardroom Dialogue Sessions

A Roadmap for the Acquisition of Foreign Firms (Room Europa)

Indian Multinationals are bound to adapt to an unfamiliar operating

environment when targeting acquisitions overseas. What are the right strategies and processes to address the M&A-challenge?

- **Rahul Bajaj**, Member of Parliament and Chairman, Bajaj Auto, India
- **Richard Heald**, Managing Director, Rothschild, United Kingdom
- **Anil Kumar**, Chief Executive Officer, Ransat Group, UK
- **Gulu Lalvani**, Chairman, Royal Phuket Marina, Thailand
- **Wolfgang Lehmacher**, Chief Executive Officer, Geopost, France
- **John Studzinski**, Managing Partner, Blackstone, United Kingdom
- **Lilia Yanark**, President and Chief Executive Officer, Orbit Invest, Russia

Chaired by

- **Ashok Lalwani**, Partner, Baker & McKenzie, Singapore

Human Resources: Moving up the Global Level Playing Field (Room München)

Indian firms entering global markets need to internationalize their human resources. What are the key stumbling blocks that must be overcome to succeed globally and what are the practices that make a difference?

- **Parag Amin**, Partner, Radiall, USA
- **David Arkless**, President of Global Corporate Affairs, Manpower, United Kingdom
- **Claude Beglé**, Chairman, Swiss Post, Switzerland
- **Tayeb A. Kamali**, Vice Chancellor, Higher Colleges of Technology, UAE
- **Liu Jiren**, Chairman, Neusoft, China
- **Lou Marinoff**, Professor of Philosophy, The City College of New York, USA
- **Colette Mathur**, President, Euro-India Center, France
- **Shantanu Prakash**, Managing Director, Educomp Solutions, India

Chaired by

- **Pramod Bhasin**, Chief Executive Officer, Genpact, India

Creating Indian Brands (Room Bayern)

Ambitious Indian firms want to become branded players in developed markets. What will it take to establish brand awareness overseas? How to build sustainable brands?

- **Karan A Chanana**, Managing Director, Amira Foods, India
- **Heinz Dollberg**, Executive Vice President, Allianz, Germany
- **Prakash Hinduja**, Chairman, Hinduja Group, Switzerland
- **Surinder Kapur**, Chairman, Sona Group, India
- **Mohan Murti**, Managing Director, Europe, Reliance Industries, Germany
- **Suvek Nambiar**, Chief Executive Officer Europe, ICICI, United Kingdom
- **Joachim Reidiess**, President, Dr. Wirth Group, Germany

Chaired by

- **Vishnu Mohan**, Chief Executive Officer, Havas Media Asia Pacific, Singapore

16.00-16.30 Contact Break

16.30-18.00 Boardroom Dialogue Sessions

Riding the Next Wave of Financial Services in India (Room Europa)

India's financial sector grows rapidly in the expectation of the country's WTO-membership. What should domestic and foreign firms do to thrive in this strategic environment?

- **Sanjiv Bajaj**, Managing Director, Bajaj FinServ, India
- **Timothy Beardson**, Chairman, Albert Place Holdings, Hong Kong SAR
- **Gaurav Dalmia**, Chairman, Landmark Holdings, India

- **Rajiv Maliwal**, Co-Founder and Managing Director, Sabre Capital Worldwide, India
- **Nasser Munjee**, Chairman, Development Credit Bank, India
- **Arvind Mathur**, Chairman, Private Equity Pro Partners, India
- **Atul Kumar Rai**, Chief Executive Officer, IFCI, India
- **Nipa Sheth**, Chief Executive, Trust Group, India
- **Gunjan Sinha**, Chairman, MetricStream, USA

Chaired by

- **Rob Morrison**, Chairman, CLSA, Hong Kong SAR

Innovating for Sustainability (Room München)

Indian firms are increasingly pursuing innovation-centered strategies. How can they leverage major shifts in the global economy to enhance sustainable growth through innovation? What is necessary to ensure that innovation related investments increase corporate performance?

- **Maria Livanos Cattai**, Member of the Board of Directors, Petroplus Holding, Switzerland
- **Neena Gill**, President, European Parliament Delegation for Relations with India, Belgium
- **Jim Goodnight**, Chief Executive Officer, SAS, USA
- **Alan Hassenfeld**, Chairman of the Executive Committee, Hasbro, USA
- **Vinod Mittal**, Vice Chairman & Managing Director, Ispat Industries, India
- **Devin Narang**, Chairman, Freeplay Energy, India
- **Harsh Purohit**, Executive Director, Cognito, India
- **Florian Täube**, Professor, ebs, Germany
- **Rajeev Sawhney**, President Europe, HCL, India

Chaired by

- **Simon Zadek**, Managing Partner, AccountAbility, United Kingdom

Indian Technology Pioneers' Global Awakening (Room Bayern)

India's IT and other technology firms are emerging as global players in their own right. What areas are they pioneering in and how do they compete in world markets?

- **Abhi Shah**, Chief Executive Officer, ClutchGroup, USA
- **Kris Gopalakrishnan**, Chief Executive Officer, Infosys, India
- **Jayant Joshi**, President, Respa, USA
- **Kenneth Juster**, Executive Vice President, Salesforce, USA
- **Arjun Kalyanpur**, Chief Executive Officer, Teleradiology Solutions, India
- **Girish Paranjpe**, Co-Chief Executive Officer, Wipro, India
- **Dirk-Meints Polter**, Senior Vice President, Fraunhofer-Gesellschaft, Germany
- **Rizwan Thakur**, Chief Executive Officer, IT Nation, India

Chaired by

- **Jürgen Weigand**, Professor, WHU, Germany

18.00-19.00 Closing Plenary: Building Global Firms of Indian Origin (Room Europa)

Based on the conclusions from the boardroom dialogue sessions, a conversation on what is needed to build global firms of Indian origin.

- **Gerhard Cromme**, Chairman, Siemens and ThyssenKrupp, Germany
- **Jim Goodnight**, Chief Executive Officer, SAS, USA
- **Kris Gopalakrishnan**, Chief Executive Officer, Infosys, India
- **Prakash Hinduja**, Chairman, Hinduja Group, Switzerland
- **Baba Kalyani**, Chairman, Bharat Forge, India
- **Liu Jiren**, Chairman, Neusoft, China

Chaired by

- **Frank-Jürgen Richter**, President, Horasis, Switzerland

19.00-19.30 Transport to the Hotel Vier Jahreszeiten Kempinski

19.30-21.00 Gala Dinner (Hotel Vier Jahreszeiten Kempinski),

A formal social evening to harness India's past, present and future.

- **Khater Massaad**, Chief Executive Officer, RAK Investment Authority, UAE
- **Arun Shourie**, Former Minister of Disinvestment, Communication and Information Technology, India

Chaired by

- **Manfred Wutzlhofer**, Chairman, Messe München International, Germany

June 30, 2009

09.00-12.00 Discover Munich

After intensive meetings and sessions it's now time to explore the unique atmosphere and liveliness of Bavaria's capital. „Invest in Bavaria“ and the City of Munich invite you to start the day with a networking breakfast (at the Hotel Vier Jahreszeiten Kempinski) with senior personalities of Munich's business and research community followed by a short sightseeing tour through the Old Town. Take a memory shot of your stay from the balcony of the historic Munich town hall and enjoy the city and its shopping facilities afterwards with your personal shopping guide (if requested).