



Connect People! Minds! Business!

Welcome

“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 invest 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 11th April 2014 at the Messegelände Hall 13 Business Forum 2 in Hannover. The summit is organised with the support of partners

like Indian Embassy, FICCI, OAV, EEPC India, BIBB, Germany Trade & Invest and others partners from Industry. We aim to bring together 100-130 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.

Program Overview

11th April 2014

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: Conquering the Chaos: Win in India, Win Everywhere
11.45 - 12.30	Workshop I: Incentives, subsidies and Tax benefits for the manufacturing sector in India
12.45 - 13.30	Panel II: India Inc. Investment in Europe
13.30 - 14.30	Lunch
14.30 - 15.15	Panel III: Skill development and Vocational training
15.30 - 16.15	Workshop II: Recent Development in Mergers and Acquisitions
16.30 - 17.30	Panel IV: EU- India Free Trade Agreement
17.35	Vote of Thanks & Networking



C/M/S/ Hasche Sigle



11th April 2014 | 9.30 - 10.15

Keynote Speech: 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.

Can India and Germany provide the needed stimulus to the global economy?

Global Governance and India's role in international affairs?

How will the two nations reach the promised goals?



Stephan Weil
Ministerpräsident
Niedersachsen*



Shri. Vijay Gokhale
Indian Ambassador to
Germany*



Mr. Suranjan Gupta
Addl. Executive
Director, EEPC India*



Timo Prekop
Executive Member of the
Board
OAV - German Asia-Pa-
cific Business Association



Kamini Issar Ernst
Sr. Director Germany
Federation of Indian
Chambers of Com-
merce & Industry

11th April 2014 / 10.30 - 11.15

Panel I: 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?



Mark Lass
Country Manager – India,
Turkey and Greece
ERGO Versicherungs-
gruppe AG



**Dr. Hans Georg
Raber**
Head of Taxes and
Customs
Volkswagen AG*



Michael Harich
VP Automotive Con-
tract Logistics/SCM
DB Schenker



Ravi Venkatesan
Author, Former Chair-
man of Microsoft
India*



Moderator

11th April 2014 | 11.45 - 12.30

Workshop I: Incentives, subsidies and tax benefits for the manufacturing sector

A brief overview of the manufacturing sector in India

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



Sagar Shah
Partner
BDO India



Bhavesh Thakkar
Partner
BDO India

11th April 2014 | 12.45 - 13.30

Panel II: 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 like Tata Group, Reliance, Aditya Birla, Wipro, Suzlon, Mahindra Satyam, Glenmark Pharmaceuticals 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.

Can Germany provide the launching pad for India Inc. in Europe?

Is acquiring state of the art technology the key to success?



Indian IT Company
Representative



Mohan Murti
Managing Director
Europe
Reliance Industries
Limited



Manoj Garg
Chairman & MD,
Himenviro Environ-
mental Technologies
Pvt. Ltd



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



Moderator:
Ulrich Bäumer
LL.M. Partner
Osborne Clarke

11th April 2014 / 14.30 - 15.15

Panel III: 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 MOU's and exchange program's to support and help India achieve its goals and requirement of 500 million skilled work force until 2022.

Update on the developments of various initiative.

Advantage for German companies looking for trained and skilled employees in India.

Industry cooperation's and financing of the training programs.



Kamini Issar Ernst
Sr. Director Germany
Federation of Indian Cham-
bers of Commerce & Industry



Maren Verfürth
Bundesinstitut für
Berufsbildung (BIBB)
Projektmanagerin



Julia Frölicher
Advisor TVET & La-
bour Markets
GIZ



Carlo Humberg
Business Development
International
TÜV Rheinland Train-
ing & Consulting



Moderator

11th April 2014 | 15.30 - 16.15

Workshop II: Future trends in Mergers & 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 performance, interest coverage ratio, regression analysis, current ratio, debt-equity ratio, profitability



**Dr. Heiko
Wiechers**

Rechtsanwalt -
Partner
CMS Hasche Sigle

11th April 2014 | 16.30 - 17.30

EU-India Free Trade Agreement

Can the Trade pact be a Win-Win situation for both the partners?

When will the EU-India FTA see the green light?

Will EU-India free trade pact power India's growth engine?



Dr. Sangeeta Khorana
Associate Professor
Keele University



Manab Majumdar
Assistant Secretary Gen-
eral WTO/ FTA
FICCI - Industry's Voice
for Policy Change



Bernd Mützelburg
Ambassador (Retd.) MD,
Ambassadors Associates-
International Networking
GmbH*



Representative EU Trade
Office



Moderator



Media Representative



11th April 2014 | 17.30

Vote of Thanks

Moving India closer to Europe



Industry
Representative

Fax reply

To present as a speaker or sponsor of the “India Meets Europe Summit 2014” please fill in the contact form below and fax it back to us.

Venue:

Global Business & Markets - Hannover Messe Business Forum 2 Hall No 13.

(S Bahnhof Hannover Messe/Laatzen)

We would like to participate as speaker

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