



DOING BUSINESS WITH INDIA

NOVEMBER 18, 2010

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Greetings

As the County Judge of Harris County, Texas, the third most populous county in the United States and home to remarkable business, cultural, medical, educational and tourism opportunities, it is my pleasure to welcome you to the "Think India, Think Harris County" summit.

In 2008, I had the honor to lead an IACCGH-GHP Trade Mission to India and met with industry leaders such as Anand Mahindra and Sajjan Jindal. I was pleased by their warm reception and enthusiasm for promoting increased trade between our two countries.

The delegation also met with leaders of other major companies including Tata Motors, Bharat Forge, and Suzlon Energy. We encouraged them to consider Harris County as the home for their US businesses.

We look forward to enhanced bilateral trade with India and will continue to work to make Harris County a favorable economic environment.

Sincerely,

Ed Emmett
Harris County Judge

ADMINISTRATION BUILDING 1001 PRESTON, SUITE 911 HOUSTON, TEXAS 77002 (713) 755-4000 (713) 755-8379

Summit Objective

- Highlight mutual benefits of India and Harris County/Houston trade relations.
- Encourage two way trade and cooperation between India and Harris County.
- Raise awareness about:
 - India's emergence as an economic powerhouse in the local business community.
 - Excellent trade and business opportunities that exist between India and Harris County/Greater Houston.
 - The stable and favorable climate in India for doing business.

For information on Indo American Chamber of Commerce of Greater Houston visit www.iaccgh.com

To join the Chamber, contact Jagdip Ahluwalia,
Executive Director, Indo American Chamber of Commerce of Greater Houston
almamach@aol.com

Shell Distinguished Lecture Series

Summary of Keynote Address by
Hon. Sanjiv Arora, Consul General of India

“Distinctive Advantages of India as a Business Partner”
JULY 19, 2010

INDIA

- World’s largest democracy
- 4th largest economy on PPP terms
- Young population
 - 50% below 25 yrs;
 - 70% below 35 yrs;
 - median age by 2025: 30 yrs
- Huge and growing reservoir of technical/professional/scientific manpower
- Premier institutions of higher education, Science & Technology, Research & Development

ECONOMIC POWER HOUSE

- Achievements of ongoing economic reforms started in 1991
- Liberal FDI framework
 - 100% FDI under automatic route in most sectors
 - progressive opening up in other areas
- Indian economy’s robust performance even during global recession
 - GDP growth rate 2009-2010: 7.4%
 - GDP growth rate estimated in 2010-11: 8.5%
- Rates of domestic savings and investments: 33-36% of GDP
- Foreign Exchange Reserves: \$ 284 billion



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KEY STRENGTHS

- Financial stability
- Increasing share of foreign trade in GDP
- High workers' remittances (over \$ 36 billion)
- Miniscule dependence on external assistance (0.12% of GDP)
- Attractive destination for FDI inflows
 - August, 1991- March, 2010: **\$134.2 billion** (Cumulative)
 - 2009-2010: **\$26 billion**
- Cost competitiveness
 - 1st ranking in AT Kearney Global Services Locations/Global Retail Development Indices in 2009
 - Gross US \$ per hour:
Delhi: 1.7
Mumbai: 1.3

HUGE MARKET

- Huge and growing size of Indian market
- Middle class: 300-350 million
- Largest middle class globally by 2025:
 - 128 million households
- Market capitalization of top 500 companies:
 - Over \$ 800 billion
- Mobile subscribers base:
 - over 500 million
 - with addition of 8-10 million per month
- Automobile production:
 - 14.1 million per year

FUTURE ROADMAP

- Ambitious program to expand & modernize infrastructure – energy, roads/ highways, railways, ports, airports, telecom, etc.
 - Investment of \$ 500 billion required in next 5 yrs
 - \$ 1 trillion in 10 yrs.
- India has emerged as a hub for R&D/innovation by Global Companies
- Distinctive management approach of Indian companies
 - considering employees as assets and not merely profit centers
 - social responsibility of business
- Increasing global outreach of India's corporate sector
- Investment by Indian companies in USA leading to job creation and local wealth creation.

Summit Agenda

- 8:30 Call Meeting to Order Jagdip Ahluwalia
- 8:35 Welcome..... Madhukar Prasad
- 8:45 Opening Remarks..... Hon. Consul General Sanjiv Arora
- 8:55 Welcome Remarks Hon. Ed Emmett, Harris County Judge
- 9:05 Opening Remarks Patrick Oxford, Chairman GHP
- 9:15 Think India Panel Discussion** Dr. Latha Ramchand, Moderator
- 9:25 India Advantage Atul Sharma
- 9:35 BMC Software in India Pankaj Dhume
- 9:45 Schlumberger in India Sanjaya Sood
- 9:55 Shell in India Francene Young
- 10:05 Panel Q & A Dr. Latha Ramchand, Moderator
- 10:30 Break
- 10:45 Think Harris County Panel** Dr. Latha Ramchand, Moderator
- 10:55 Mahindra USA in Harris County Mike Hilderbrand
- 11:05 Larsen & Toubro in Harris County Koti Narsimham
- 11:15 Beyond Outsourcing –
Selling to Indian Companies Jake Pyles
- 11:25 Panel Q & A Dr. Latha Ramchand, Moderator
- 11:50 Break
- 12:00 Luncheon Keynote Speech Vik Malhotra
- 1:00 Vote of Thanks Jagdip Ahluwalia
- 1:20 Breakout Session Jagdip Ahluwalia, Coordinator
- Indian Market –
Opportunities and Challenges Nyamusi Igambi
- 2:00 Adjourn

Opening Remarks

HON. SANJIV ARORA, Consul General of India, Houston



- Career Diplomat of the elite Indian Foreign Service with 25 years of experience.
- On Board of Advisors of the IACCGH.
- Associate of the National Institute of Advanced Studies, Bengaluru and a Fellow of the Asia-Pacific Centre for Security Studies, Honolulu.
- Experience includes dealing with India's foreign policy on issues including Counter-Terrorism, UN Peacekeeping and serving as India's principle official for the UN General Assembly Sessions from 2005 to 2008.
- Bachelor degree and MBA from Punjab University, India and Advanced Diploma (with distinction) in Arabic.

HON. EDWARD M EMMETT, Harris County Judge

Harris County: A Destination of Choice for Indian Businesses



- Harris County Judge since March 6, 2007.
- Member of the Texas House of Representatives from 1979 to 1987.
- Served as Chairman of the Committee on Energy, a member of the Transportation Committee, and numerous national committees relating to energy and transportation policy.
- Nominated as a Commissioner at the Interstate Commerce Commission by Governor Bush in 1989.
- Named one of the Top 20 Logistics Professionals by the Logistics Forum in 2003, and the "Transportation Person of the Year" award in 2005.
- Director of Harris County's Office of Homeland Security and Emergency Management.
- Graduated from Rice University in 1971 with a Bachelor of Arts degree in Economics and from the University of Texas at Austin in 1974, with a Master of Public Affairs degree.

MR. PATRICK OXFORD, Chairman, Greater Houston Partnership



- Chairman and former Managing Partner, Bracewell & Guiliani LLP.
- Practice focused on business transactions related to energy, real estate and finance.
- Served as member of the Board of Regents of the University of Texas System, Director of M. D. Anderson Services Corp and as Board Chairman of BioHouston, a consortium of Houston's academic medical institutions, science centers and interested companies formed to promote the biotech, nanotech and informatics industries in Houston.
- Active in national and state politics.
- J.D., with honors, The University of Texas School of Law, 1967. B.B.A., with honors, The University of Texas at Austin, 1966.
- Admitted to the Bar of Texas and New York.

Panel Moderator

DR. LATHA RAMCHAND, Associate Dean, Programs and Administration
C.T. Bauer College of Business, University of Houston

Moderator



- Oversees C.T. Bauer College of Business's academic programs.
- Professor of Finance. Teaches in the areas of Corporate and International Finance and Risk Management.
- Taught in the MBA programs at the Kellogg Graduate School of Management, Northwestern University, the University of Houston and the Indian School of Business.
- Received PhD in Finance at Northwestern University, attended Kellogg Graduate School of Management.
- Gold medalist in Economics from Bombay University.

Think India Panel

MR. ATUL SHARMA, Regional President, Indo-American Chamber of Commerce, NIC, India.

India Advantage



- Managing Partner of Link Legal, a corporate and commercial law firm, having its offices in India at Delhi, Hyderabad and Bengaluru.
- Practice focused on corporate litigations, arbitrations, mergers, acquisitions, project finance, business restructuring, intellectual property, securities & capital markets and commercial transactions.
- Specializes in Aviation and Infrastructure and advised the consortium which developed the new Hyderabad International Airport.
- Currently advising the consortium involved in the upgrading and modernization of the Delhi Airport and the promoters for upgrading of Sabiha Gokcen International Airport at Turkey.
- Assisted consortia of public and private sector and financial institutions in matters relating to infrastructure development including project financing.

MR. SANJAYA SOOD, Vice President, Schlumberger

Schlumberger in India



- Served in multiple roles including Global Vice President, Worldwide business segment head, Country Head and HR chief for Europe-Africa and Middle Asia.
- Visionary in seeing the emerging role of India, relocated back to India as CEO of Schlumberger India, till the late 90s.
- Over 25 years history of success in the upstream oil and gas industry, of growing businesses through innovation and delivering exceptional results in competitive environments.
- Bachelor's Degree in Mechanical Engineering from the Indian Institute of Technology, Delhi, India.

MR. PANKAJ DHUME, Vice President, Global Corporate Services, BMC Software, Inc. President and CEO, BMC Software India

BMC Software in India



- Responsible for managing BMC's global real estate and facilities.
- Has led global teams and is known as a change agent with operational excellence for more than 25 years.
- Has made a transformational impact in every position he has held from managing R&D teams to managing in a matrix organization, to the office of the CEO to managing corporate real estate.
- Was the CEO of BMC Software India Pvt. Ltd, during his two stints in India that spanned 9 years from 2001-2005 and 2007-2010.
- Has also led his own international consulting company - FourD Systems Pvt. Ltd., which provided consulting services to international high tech companies.
- Holds a Master's Degree in Computer Science from the University of Lowell, Massachusetts.

FRANCENE YOUNG, Vice President, Shell

Shell in India



- Vice President, Upstream Americas - Talent, Development, and US Diversity.
- Responsible for talent development and succession planning for Shell's Exploration and Production business in the Americas.
- Responsible for Shell's employee networks, Equal Opportunity and Affirmative Action, Diversity Outreach and Supplier Diversity.
- 30 years of experience in Human Resources.
- Prior to Shell, spent 13 years as an HR Director in the health care field for University of Texas M.D. Anderson Cancer Center, The Sisters of Charity Health Care System in Houston and Tulane Hospital, Clinic and Tulane Medical School, New Orleans.
- Master's Degree in Public Health (MPH) from the University of Pittsburgh, Graduate School of Public Health.

Think Harris County Panel

JAKE PYLES, Chief Financial Officer, Seismic Micro-Technology

Beyond Outsourcing – Selling to Indian Companies



- Responsible for finance, accounting, human resources, legal, tax and treasury activities of the company.
- Previously served as Senior Vice President of Finance at McAfee Security and Vice President of Finance for Remedy Software.
- Served in BMC Software in various capacities as also Coopers & Lybrand in the Oil & Gas audit practice.
- Licensed Certified Public Accountant in the State of Texas.
- B.A. in Business Administration and Accounting from Southern Methodist University and a MBA from the University of Texas.

MICHAEL B. "MIKE" HILDERBRAND, Vice President – Marketing & Organizational Development, Mahindra USA

Mahindra USA in Harris County



- Previously, President & CEO of Art's Way Manufacturing.
- Served as Senior Director – Marketing, Research and Analysis for Case New Holland (CNH), a global manufacturer of agricultural and construction equipment for over ten years.
- Held various management and professional positions at Motorola, Ameritech, Beckman Instruments, and Clorox.
- Functional experience in customer service, technical support, marketing, materials management, product management and HR.
- Civic volunteer work as a sworn police officer, 911 dispatcher and Firefighter/EMT.

KRL "KOTI" NARASIMHAM, Country Manager, L&T InfoTech

Larsen & Toubro in Harris County



- Has been associated with Indian Heavy Engineering industry for over four decades, of which, last 28 years have been with L&T Group.
- Within L&T has worked at various locations in India and has been deeply involved with construction machinery and plastic machinery divisions of the Company.
- With L&T Infotech from late 2000 and played a key role in building L&T Infotech business in North America.
- Has been actively involved in generating new business from US including multiyear / multi million dollar mega deals with Fortune 500 companies.
- Engineering Graduate from IIT Kharagpur, Post Graduate Diploma in Business Management from Xavier's Labor Relations Institute, Jamshedpur, India.

Luncheon Keynote Speaker

VIK MALHOTRA, Chairman of the Americas, McKinsey & Company, Inc.



- Chairman of the Americas for McKinsey and leads practices in both North America and Latin America.
- Led McKinsey's Northeast Office (New York, Boston, Stamford) and prior to that, led McKinsey's Financial Institutions Practice.
- Member of the Firm's Shareholders Council (Board of Directors), Firm's Director Review Committee.
- Focused on Wholesale Banking, Asset Management, Private and Retail Banking
- Consulting experience of financial services for a broad range of assignments on corporate strategy, business unit strategy, growth strategies, performance transformation, organizational design, operational improvement and business process off shoring.
- Graduate of the Wharton School, University of Pennsylvania and Undergraduate Degree in Economics from the London School of Economics.

Break Out Session

NYAMUSI K. IGAMBI, Senior International Trade Specialist, U.S. Commercial Service - Houston, U.S. Department of Commerce

Challenges & Opportunities of Entering the Indian Market



- Senior international trade specialist with the U.S. Commercial Service in Houston, Texas. Assistant deputy team leader for Renewable Energy and part of the International Trade Administration's Global Energy Team.
- Actively recruited and led commercial missions to Mexico, Belgium, Spain and the Netherlands.
- Prior to joining the federal government, worked at the Texas Department of Economic Development (TDED) in Mexico City and Austin, Texas.
- B.A. and M.A. in journalism and Spanish from Texas Tech University. Certified Global Business Professional.

Mark Your Calendar

IACCGH Distinguished Lecture

Wednesday, Feb 16, 2011 at 11:30 am

Speaker: Larry Kellner, President, Emerald Creek Group and
2011 Chairman, Greater Houston Partnership



7th Indo-US Economic Summit: Cementing Bonds

11-12 February 2011, Hotel The Lalit, New Delhi

Chief Guest: Mr Montek Singh Ahluwalia, Deputy Chairman, Planning Commission

The summit will provide a forum for:

- Exchange of views on various aspects of business between India and the US, including investment opportunities in both the countries
- Enhance understanding of business opportunities between India and the US
- Establish one to one business contacts
- Explore new investment and diversification opportunities
- Opportunity to network with business leaders and policy makers

Participant's profile:

- Senior Representatives from Indian and US Administrations
- Public Sector Undertakings
- Multilateral and bilateral bodies
- Academia
- CEOs of Indian and American Corporations
- Consultants
- Business House and Entrepreneurs
- Infrastructure Developers & Users
- Banks and Financial Institutions
- Legal Experts Technocrats
- Delegates from US

11th February 2011

9.00-10.00 am	Registration
10.00-11.30 am	Inaugural Session
Session I	SMEs – Empowering SMEs: Indo-US Perspective Integrating SMEs into Global Supply Chain
Session II	Finance – Indo-US Financial & Economic Partnership: Financing critical infrastructure projects assets & project financing, new accounting standard
Session III	Corporate Liability – Corporate Liability on man-made disaster: Liability, Mitigation, Disaster Management
Session IV	Entertainment

12th February 2011

Session V	Education – Partnering in Higher & Technical Education Foreign Education Providers Bill (proposed)
Session VI	R & D – Making India as Global R&D Hub Success Stories, Nano Technology
Session VII	Hospitality
Session VII	Health & Medical – Capacity Building for Growing Healthcare Industry

Registration fee:

Members - Rs.3000/- | Non-members - Rs. 4000/- | US Delegates - US\$165

Contact Details:

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