

## **India-Latin America and Caribbean Conclave**

### **28-29 November 2016: National Chamber of Commerce of Guadalajara**

<i>Day 1: Monday, 28 November, 2016</i>	
08:00 - 09:00	<b>Registration at Lobby</b>
<b>Inaugural Session (Venue: Sala de Guadalajara 1, 2 &amp; 3)</b>	
09:00 - 09:05	<ul style="list-style-type: none"> <li>● Welcome Address by <b>Fernando Topete</b>, President, CANACO Guadalajara</li> </ul>
09:05 - 09:10	<ul style="list-style-type: none"> <li>● Address by <b>Rakesh Sarin</b>, Member, International Council, Confederation of Indian Industry (CII) and CEO - International Business and Global Services, Suzlon Energy Ltd.</li> </ul>
09:10 - 09:15	<ul style="list-style-type: none"> <li>● Address by <b>Muktesh Pardeshi</b>, Ambassador of India in Mexico</li> </ul>
09:15 - 09:20	<ul style="list-style-type: none"> <li>● Address by <b>Ashok Das</b>, Joint Secretary (LAC), Ministry of External Affairs, India</li> </ul>
09:20 - 09:30	<ul style="list-style-type: none"> <li>● Address by <b>Alfonso de Maria y Campos Castello</b>, Director General for Asia Pacific, Foreign Ministry of Mexico</li> </ul>
09:30 - 09:45	<ul style="list-style-type: none"> <li>● Address by <b>Hugo Beteta</b>, Director of United Nations Economic Commission for Latin America &amp; the Caribbean (UN ECLAC) Mexico and video address by <b>Ms. Alicia Bárcena</b>, Executive Secretary, UN ECLAC</li> </ul>
09:45 - 10:05	<ul style="list-style-type: none"> <li>● Keynote address by <b>Hon'ble Minister V K Singh</b>, Minister of State for External Affairs, Government of India, and release of the EXIM Bank Working Paper on <i>“Enhancing India’s Trade Relations with Latin America and the Caribbean (LAC) Region: Focus on Select Countries”</i></li> </ul>
10:05 - 10:07	<ul style="list-style-type: none"> <li>● <b>Signing of MoU between CANACO Guadalajara and CII</b></li> </ul>
10:07 - 10:15	<ul style="list-style-type: none"> <li>● Address by <b>H.E. José Palacios Jiménez</b>, Minister of Economic Development, State of Jalisco, Mexico</li> </ul>
10:15 - 10:20	<ul style="list-style-type: none"> <li>● Closing remarks by <b>Roberto López Lara</b>, Secretary General,</li> </ul>

	Government of Jalisco, Mexico
10:20 - 10:45	Tea/Coffee Break (Pre-function Area of Sala de Guadalajara 1,2 & 3)
10:45 -12:00	<p><b><u>Plenary Session: India and LAC in the global value chain</u></b> <b>(Venue: Sala de Guadalajara 1, 2 &amp; 3)</b></p> <p><i>The India-LAC partnership has become a multi-faceted one, including trade and investment, political exchanges, science and technology and other areas. What factors have propelled this relationship? As emerging economies, how can India and the LAC region work together to drive global growth?</i></p>
10:45 -10:50	<p><i>Opening remarks by Session Moderator: <b>Ashok Das</b>, Joint Secretary (LAC), Ministry of External Affairs, India</i></p> <p><i>Speakers:</i></p>
10:50 - 11:10	<ul style="list-style-type: none"> <li>● <b>Hugo Beteta</b>, Director of UN ECLAC Mexico, to launch the UN ECLAC book on India-LAC relations</li> </ul>
11:10 - 11:20	<ul style="list-style-type: none"> <li>● <b>Sagar Kaushik</b>, Chief Operating Officer, UPL Ltd, India</li> </ul>
11:20 - 11:30	<ul style="list-style-type: none"> <li>● <b>Fabrizio Opertti</b>, Chief, Trade and Investment, Inter-American Development Bank</li> </ul>
11:30 - 11:40	<ul style="list-style-type: none"> <li>● <b>Jorge Barbosa</b>, Director for Asia and the Middle East, ProMexico</li> </ul>
11:40 - 11:55	Q & A
11:55 - 12:00	<i>Closing remarks by Session Moderator</i>
12:00 -13:15	<p><b><u>Plenary Session: Session on Trade and Investment</u></b> <b>(Venue: Sala de Guadalajara 1, 2 &amp; 3)</b></p> <p><i>The India-LAC commercial relationship has grown tremendously since the turn of the 21<sup>st</sup> century; trade has grown from \$2 billion in 2001 to a peak of \$49 billion in 2014, and cross-country investments total roughly \$23 billion. While India's major trade and investment partners are large economies like Brazil and Mexico, other countries like Chile, Peru and Colombia are rapidly increasing their engagement with India. What measures could boost trade and investment between India and the LAC region? How can both sides overcome challenges such as a lack of trade and investment agreements?</i></p>
12:00 - 12:05	<p><i>Opening remarks by Session Moderator: <b>Olaf de Groot</b>, Economic Affairs Officer, UN ECLAC</i></p>

<p>12:05 - 12:15</p> <p>12:15 - 12:25</p> <p>12:25 - 12:35</p> <p>12:35 - 12:45</p> <p>12:45 - 13:10</p> <p>13:10 - 13:15</p>	<p><i>Speakers:</i></p> <ul style="list-style-type: none"> <li>● <b>Sigfrido Reyes</b>, President of PROESA, El Salvador</li> <li>● <b>Jorge Mario Martinez</b>, Chief of International Trade &amp; Industry Unit, UN ECLAC Mexico</li> <li>● <b>KV Nagi Reddy</b>, Director – Latin America and the Caribbean, Ministry of Commerce and Industry, India</li> <li>● <b>Esmond Reid</b>, Senior Director, Foreign Trade Department, Ministry of Foreign Affairs and Foreign Trade, Jamaica</li> </ul> <p><i>Q &amp; A</i></p> <p><i>Closing remarks by Session Moderator</i></p>
<p>13:15 - 14:30</p>	<p><b>Lunch hosted by Minister of State for External Affairs General VK Singh at the Patio, CANACO Guadalajara</b></p>
<p>14:30 - 15:45</p> <p>14:30 - 14:35</p> <p>14:35 - 14:45</p> <p>14:45 - 14:55</p>	<p><b><u>Plenary Session:</u> The role of regional groups and trade agreements in the India-LAC relationship</b> <b>(Venue: Sala de Guadalajara 1, 2 &amp; 3)</b></p> <p><i>Although India views its relationship with LAC through numerous bilateral relationships, it is possible to map and analyze the overall India-LAC relationship through multiple regional groups that highlight common elements of mutual interest. India has signed trade agreements with Mercosur and Chile, and is negotiating a similar agreement with Peru. How can India work closer with the Pacific Alliance? What will be the impact of TPP on India-LAC ties?</i></p> <p><i>Opening remarks by Session Moderator: <b>Sudhanshu Pandey</b>, Joint Secretary (Trade Policy Division), Ministry of Commerce, India</i></p> <p><i>Speakers:</i></p> <ul style="list-style-type: none"> <li>● <b>H. E. Jaime Miranda Flamenco</b>, Vice Minister of Development Cooperation, Ministry of Foreign Affairs, El Salvador</li> <li>● <b>Alfredo Ramos</b>, Director of Asia, Africa and Oceania, Foreign Ministry of Colombia</li> </ul>

14:55 - 15:05	<ul style="list-style-type: none"> <li>● <b>Ms. Elena Valpuesta</b>, Coordinator for the Pacific Alliance, Ministry of International Economic Relations of Chile</li> </ul>
15:05 - 15:15	<ul style="list-style-type: none"> <li>● <b>Javier A. Gutierrez</b>, Executive Director of the Secretariat for Central American Economic Integration (SIECA)</li> </ul>
15:15 - 15:25	<ul style="list-style-type: none"> <li>● <b>Manuel Luna</b>, Director General for Europe and Africa, Subsecretariat of Foreign Trade, Government of Mexico</li> </ul>
15:25 - 15:40	<i>Q &amp; A</i>
15:40 - 15:45	<i>Closing remarks by Session Moderator</i>
15:45 - 16:00	<b>Tea /Coffee Break (Pre-Function area of Sala de Guadalajara 1, 2 &amp; 3)</b>
16:00 - 17:00	<p><b><u>Break-Out Sessions:</u></b> Sessions on business synergies in specific sectors, which will take place simultaneously in different halls.</p> <p><i>While some India-LAC exchanges are in the initial stages, others stand out. The chief sectors of interaction between India and Latin America, which over the past two decades have evolved beyond just transactional exchanges, are information technology, pharmaceuticals, energy, automobiles, and agribusiness. What are the future prospects in these focus sectors? How can India and Latin America move beyond to new areas of collaboration?</i></p> <p><b><u>Panel 1: Focus sector: Automobiles and auto-parts</u></b> <b>(Venue: Sala de Guadalajara 4)</b></p>
16:00 - 16:05	<p><i>Opening remarks by Session Moderator: <b>Sushil Prasad</b>, Head of Commercial Wing, Embassy of India in Mexico</i></p> <p><i>Speakers:</i></p>
16:05 - 16:15	<ul style="list-style-type: none"> <li>● <b>Ruben Reséndiz</b>, General Manager, JALTRADE, Government of Jalisco, Mexico</li> </ul>
16:15 - 16:25	<ul style="list-style-type: none"> <li>● <b>Kumar Joshi</b>, Executive Director, JK Tyres Mexico</li> </ul>
16:25 - 16:35	<ul style="list-style-type: none"> <li>● <b>Jorge Rodríguez López</b>, Executive Director of Mexican Association of Automobile Dealers</li> </ul>



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16:35 - 16:55	Q & A
16:55 - 17:00	Closing remarks by Session Moderator
	<b><u>Panel 2: Focus sector: Information Technology</u></b> <b>(Venue: Sala de Guadalajara 1, 2 &amp; 3)</b>
16:00 - 16:05	Opening remarks by Session Moderator: <b>Jorge Mario Martinez</b> , Chief of International Trade & Industry Unit, UN ECLAC Mexico
	<i>Speakers:</i>
16:05 - 16:15	● <b>H.E. Jaime Reyes Robles</b> , Minister of Science, Technology and Innovation, State of Jalisco, Mexico
16:15 - 16:25	● <b>Rajeev Gupta</b> , Regional Vice President for Latin America, Tata Consultancy Services
16:25 - 16:35	● <b>Carlos Gutiérrez</b> , CEO, Digital Creative City
16:35 - 16:45	● <b>David Abraham Edery</b> , Coordinator – Service Export Department, PromPeru
16:45 - 16:55	Q & A
16:55 - 17:00	Closing remarks by Session Moderator
	<b><u>Panel 3: Focus sector: Pharmaceuticals</u></b> <b>(Venue: Sala de Guadalajara 5)</b>
16:00 - 16:05	Opening remarks by Session Moderator: <b>Sudhanshu Pandey</b> , Joint Secretary, Ministry of Commerce & Industry, Government of India
	<i>Speakers:</i>
16:05 - 16:15	● <b>Jorge Romero</b> , Sanitary Development Commissioner, COFEPRIS (Federal Regulatory Authority for Pharmaceuticals) Mexico
16:15 - 16:25	● <b>Eugenio García-Verde Salazar</b> , North Latin America Head – Glenmark Pharmaceuticals, India
16:25 - 16:35	● <b>Karun Gaur</b> , Region Head – Mexico & Central America, Dr. Reddy's, India
16:35 - 16:55	Q & A

16:55 - 17:00	<i>Closing remarks by Session Moderator</i>
17:00 - 18:00	<b><u>Break-Out Sessions:</u></b> Sessions on business synergies in specific sectors, which will take place simultaneously in different halls.
	<b><u>Panel 4: Energy security in India and the LAC region</u></b> (Venue: Sala de Guadalajara 4)
17:00 - 17:10	<i>Opening remarks by Session Moderator: <b>Leonardo Arízaga Schmegel</b>, Ambassador of Ecuador in Mexico</i>
	<i>Speakers:</i>
17:10 - 17:20	<ul style="list-style-type: none"> <li>● <b>Rakesh Sarin</b>, Member, International Council, Confederation of Indian Industry (CII) and CEO International Business and Global Services, Suzlon Energy Ltd.</li> </ul>
17:20 - 17:30	<ul style="list-style-type: none"> <li>● <b>Jorge López Morton</b>, Vice Chairman, International Affairs, COMCE</li> </ul>
17:30 - 17:40	<ul style="list-style-type: none"> <li>● <b>Eduardo Delgadillo</b>, Director General of Strategic Investment Projects, Secretary of Economic Development, Government of Jalisco, Mexico</li> </ul>
17:40 - 17:55	<i>Q &amp; A</i>
17:55 - 18:00	<i>Closing remarks by Session Moderator</i>
	<b><u>Panel 5: Cooperation in agribusiness, food processing and agrochemicals</u></b> (Venue: Sala de Guadalajara 1, 2 & 3)
17:00 - 17:03	<i>Opening remarks by Session Moderator: <b>Javier A. Gutierrez</b>, Executive Director of the Secretariat for Central American Economic Integration (SIECA)</i>
	<i>Speakers:</i>
17:03 - 17:13	<ul style="list-style-type: none"> <li>● <b>Francisco Javier Mayorga Castañeda</b>, former Minister of Agriculture, Government of Mexico</li> </ul>
17:13 - 17:23	<ul style="list-style-type: none"> <li>● <b>Sagar Kaushik</b>, Chief Operating Officer, UPL Ltd, India</li> </ul>
	<ul style="list-style-type: none"> <li>● <b>Jorge Alberto Delgado Fernandez</b>, Ambassador of Uruguay to</li> </ul>



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17:23 - 17:33	Mexico
17:33 - 17:43	<ul style="list-style-type: none"> <li>● <b>Soledad Campos de Parry</b>, Economic Counsellor, Embassy of Peru in Mexico</li> </ul>
17:43 - 17:53	<ul style="list-style-type: none"> <li>● <b>Javier Velasco Treviño</b>, Vice President, Association of Producers and Exporters of Exotic Fruits, Mexico</li> </ul>
17:53 - 17:58	<i>Q &amp; A</i>
17:58 - 18:00	<i>Closing remarks by Session Moderator</i>
	<b><i>Panel 6: Cooperation in aerospace and aviation sector (Venue: Sala de Guadalajara 5)</i></b>
17:00 - 17:05	<i>Opening remarks by Session Moderator: <b>Pablo Yanes</b>, Research Coordinator, UN ECLAC</i>
	<i>Speakers:</i>
17:05 - 17:15	<ul style="list-style-type: none"> <li>● <b>José Javier Roch Soto</b>, Coordinator for Industrial and Commercial Development in the Aerospace Sector, Mexican Space Agency</li> </ul>
17:15 - 17:25	<ul style="list-style-type: none"> <li>● <b>Anil Gupta</b>, General Manager (Business Development), Airports Authority of India</li> </ul>
17:25 - 17:35	<ul style="list-style-type: none"> <li>● <b>Luis Valtierra</b>, Director, Jalisco Aeronautical Committee</li> </ul>
17:35 - 17:55	<i>Q &amp; A</i>
17:55 - 18:00	<i>Closing remarks by Session Moderator</i>
18:00 - 19:00	<b>B2B Meetings (Tonalá 2, 3, 4 &amp; 5)</b>
19:00 - 19:30	<b>Depart to Ministry of Culture Palace</b>
19:30 - 21:00	<b>Cultural Evening and Gala Dinner hosted by Government of Jalisco (Venue: Palace of Ministry of Culture, Reforma 425, entre Zaragoza y Santa Mónica, Col. Centro)</b>

Day 2: Tuesday, 29 November, 2016

<p>09:00 - 10:15</p>	<p><b><u>Plenary Session: Collaboration through acquisitions and joint projects in India and the LAC region</u></b> <b>(Venue: Sala de Guadalajara 1, 2 &amp; 3)</b></p> <p><i>The majority of investments between India and Latin America have taken the form of mergers or joint projects, rather than new, greenfield investments. This is especially the case in the automobile, energy and pharmaceutical sectors. In this context, what have been the benefits of recent acquisitions? How important are the few greenfield investments between India and LAC, and how much value have they added to localities they are present in?</i></p> <p><i>Opening remarks by Session Moderator: <b>Nagaraj Naidu</b>, Joint Secretary, Economic Diplomacy Division, Ministry of External Affairs, Government of India</i></p> <p><i>Speakers:</i></p> <ul style="list-style-type: none"> <li>● <b>Jesus Chacon</b>, Chief of the Global Business Promotion Unit, ProMexico</li> <li>● <b>Juan Esteban Sánchez Sánchez</b>, Director of ProColombia in Mexico</li> <li>● <b>Anurag Srivastava</b>, President – Latin America, Aditya Birla Group</li> <li>● <b>Anand Rangaswamy</b>, CEO – Latin America, Godrej Consumer Products Limited</li> </ul> <p><i>Q &amp; A</i></p> <p><i>Closing remarks by Session Moderator</i></p>
<p>10:15 - 11:30</p>	<p><b><u>Plenary Session: Financing as a catalyst for growth</u></b> <b>(Venue: Sala de Guadalajara 1, 2 &amp; 3)</b></p>



	<p><i>Large Indian companies have little difficulty in financing their investments and business ventures in the LAC region. However, small and medium enterprises from India find it increasingly challenging to invest in the LAC region due to lack of adequate financing options. The Latin American companies in India are still better off, as they can rely on financing from their own countries (BNDES for Brazil and Bancomext for Mexico, for example). How can local banks in Latin America fill in this need gap? Can Indian companies meet their financing needs through regional or multilateral financial institutions like CAF and IDB?</i></p>
10:15 - 10:20	<p><i>Opening remarks by Session Moderator: <b>Hugo Beteta</b>, Director of UN ECLAC Mexico</i></p> <p><i>Speakers:</i></p>
10:20 - 10:30	<ul style="list-style-type: none"> <li>● <b>Ms. Violeta Velázquez</b>, Head of Manufacturing and Services, Mexico, International Finance Corporation</li> </ul>
10:30 - 10:40	<ul style="list-style-type: none"> <li>● <b>Ms. Moira Paz-Estensoro</b>, Director-Representative - Mexico, CAF – Latin American Development Bank</li> </ul>
10:40 - 10:50	<ul style="list-style-type: none"> <li>● <b>Ms. Gina Montiel</b>, Manager Central America, Mexico, Panama and the Dominican Republic Country Department of IADB</li> </ul>
10:50 - 11:00	<ul style="list-style-type: none"> <li>● <b>T D Sivakumar</b>, General Manager, EXIM Bank of India</li> </ul>
11:00 - 11:10	<ul style="list-style-type: none"> <li>● <b>Arturo Sojo</b>, Director of Business Management, Deputy General Directorate of Business Banking, Bancomext</li> </ul>
11:10 - 11:25	<p><i>Q &amp; A</i></p>
11:25 - 11:30	<p><i>Closing remarks by Session Moderator</i></p>
11:30 - 11:45	<p><b>Tea /Coffee Break (Pre-function area of Sala de Guadalajara 1,2&amp;3)</b></p>
11:45 - 13:00	<p><b><u>Plenary Session</u>: Ease of Doing Business in India and Latin America and the Caribbean: Regulatory mechanisms, taxation, and investment protection</b> <b>(Venue: Sala de Guadalajara 1, 2 &amp; 3)</b></p>

	<p><i>The current Indian government has emphasized the need to improve the ease of doing business. Similarly, new dispensations in LAC countries such as Argentina, Brazil and Mexico are also working on making it easier for foreign businesses to operate in their countries. How can Indian companies better adapt to the new and varied business environments in the LAC region? Can LAC companies benefit from the soon-to-be-implemented Goods and Services Tax (GST) in India?</i></p> <p>11:45 - 11:50 <i>Opening remarks by Session Moderator: <b>Julio Garro</b>, Ambassador of Peru to Mexico</i></p> <p><i>Speakers:</i></p> <p>11:50 - 12:00 ● <b>Nagaraj Naidu</b>, Joint Secretary, Economic Diplomacy Division, Ministry of External Affairs, Government of India</p> <p>12:00 - 12:10 ● <b>Fred J Barrett</b>, Senior Partner, PwC Mexico</p> <p>12:10 - 12:20 ● <b>Ms. Vanessa Flores Carrillo</b>, General Director of Investment Projects, Secretary of Economic Development of Hidalgo, Mexico</p> <p>12:20 - 12:30 ● <b>Rodolfo Villalba</b>, Executive Vice President, Argentina Investment &amp; Trade Promotion Agency</p> <p>12:30 - 12:40 ● <b>Alejandro Espinosa</b>, Senior Private Sector Specialist, World Bank</p> <p>12:40 - 12:55 <i>Q &amp; A</i></p> <p>12:55 - 13:00 <i>Closing remarks by Session Moderator</i></p>
<p>13:00 - 14:00</p> <p>13:00 - 13:10</p> <p>13:10 - 13:20</p> <p>13:20 - 13:30</p> <p>13:30 - 13:40</p> <p>13:40 - 13:50</p>	<p><b>Valedictory Session</b> <b>(Venue: Sala de Guadalajara 1, 2 &amp; 3)</b></p> <p>● <b>Rajesh Menon</b>, Deputy Director General, CII</p> <p>● <b>H.E. José Palacios Jiménez</b>, Minister of Economic Development, State of Jalisco, Mexico</p> <p>● <b>H.E. Jaime Reyes Robles</b>, Minister of Science, Technology and Innovation, State of Jalisco, Mexico</p> <p>● <b>Hugo Beteta</b>, Director of ECLAC Mexico</p> <p>● <b>Nagaraj Naidu</b>, Joint Secretary, Economic Diplomacy Division,</p>



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	Ministry of External Affairs, Government of India
13:50 - 15:00	Lunch at the Patio
15:00 - 17:30	<b><i>B2B Meetings (Tonalá 2, 3, 4 &amp; 5)</i></b> <b><i>Note: B2B meetings would be open throughout the duration of the Conclave</i></b>