



Confederation of Indian Industry



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India-LAC Conclave
1-2 October 2018; Santiago, Chile

1 October 2018: Day 1

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| <p>0830 – 0930 hrs</p> | <p>Registration</p> <p>Venue: Ballroom Foyer</p> |
| <p>0930 – 1030 hrs</p> <p>Venue: Grand Ballroom</p> | <p><u>Inaugural Session</u></p> <p>Speakers:</p> <ul style="list-style-type: none"> - Mr. Rakesh Bharti Mittal, President, Confederation of Indian Industry (CII) & Vice Chairman, Bharti Enterprises, India - Ms. Alicia Bárcena, Executive Secretary, United Nations Economic Commission for Latin America - H.E. Mr. Carlos Alfredo Castaneda Magaña, Minister of Foreign Affairs, Government of El Salvador - H.E. Mr. Orlando Salvador Solórzano Delgadillo, Minister of Development, Industry and Commerce, Government of Nicaragua - H.E. Mr. Eduardo Frei Ruiz-Tagle, Former President of Chile and Special Envoy of the President to Asia Pacific, Government of Chile - Gen. (Dr.) V K Singh (Retd.), Minister of State for External Affairs, Government of India <p>Release of Studies and Publications:</p> <ul style="list-style-type: none"> - Export-Import (EXIM) Bank of India’s Publication on “India-LAC Trade: Recent Trends and Opportunities in Select Countries” |



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| | <p>MoU Signing Ceremony:</p> <ul style="list-style-type: none"> - Confederation of Indian Industry (CII) & Argentina Investment and Trade Promotion Agency (AAICI) - Confederation of Indian Industry (CII) & Export and Investment Promotion Agency of El Salvador (PROESA) - Confederation of Indian Industry (CII) & Paraná Development Agency (APD) <p>Launch of the IDB-CII India-LAC Business Community</p> |
| <p>1030 – 1130 hrs</p> <p>Venue: Grand Ballroom</p> | <p><u>Plenary Session:</u> India and LAC: Challenges and Opportunities in Trade and Investment</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? 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. This session will also focus on 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> <p><i>This session will also focus on the location and relationship of India with rest of Asia, and how LAC countries can benefit from these relations. India has trade agreements with a lot of countries in Asia and thus offer Latin American and Caribbean countries a lucrative opportunity to see India as an access point to these markets as well.</i></p> |



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| | <p>Moderator:</p> <ul style="list-style-type: none"> - Mr. Mikael Larsson, Integration and Trade Specialist, Inter-American Development Bank <p>Speakers:</p> <ul style="list-style-type: none"> - Mr. Mario Cimoli, Deputy Executive Secretary – United Nations Economic Commission for Latin America - Mr. Rodrigo Yáñez Benítez, Director General – Directorate General of International Economic Relations (DIRECON), Ministry of Foreign Affairs, Chile - Mr. Arvind Mathew, Chief of International Operations, Mahindra & Mahindra Ltd., India - Mr. Nadeem Panjetan, Chief General Manager, Export-Import Bank of India - Mr. José Carrera, Vice President – Country Programs, CAF – Development Bank of Latin America - Mr. Gilberto Porcello Petry, President, Rio Grande do Sul Industry Federation (FIERGS), Brazil - Mr. Sigfrido Reyes, President, Export and Investment Promotion Agency of El Salvador |
| <p>1130 – 1145 hrs.</p> | <p>Tea/Coffee Break</p> <p>Venue: Ballroom Foyer</p> |
| <p>1145 – 1300 hrs.</p> <p>Venue: Grand Ballroom</p> | <p><u>Plenary Session: The Role of Regional Groups</u></p> <p><i>Regional group are increasingly becoming significant in trade and bilateral relationship. MERCOSUR is a customs union comprising Argentina, Brazil, Paraguay, and Uruguay. The Pacific Alliance is a free-trading, free-market</i></p> |



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| | <p><i>grouping of countries comprising of Mexico, Colombia, Peru, and Chile operating with their own trade policies. The Central American Integration System (SICA), the economic and political organization of Central American states. CARICOM, a customs union, is a group of 15 Caribbean countries, mostly islands. CARICOM, considering the recent high-level visit from India to this region, has started to look at India to increase their bilateral trade. This session will mainly focus on these three regional blocs: MERCOSUR, Pacific Alliance, SICA and CARICOM and how India can work closer with these blocs.</i></p> <p>Moderator:</p> <p>Mr. Jorge Guerrero Serrano, President, Chile-India Chamber of Commerce</p> <p>Speakers:</p> <ul style="list-style-type: none"> - H.E. Mr. Fleming Raul Duarte Ramos, Ambassador of Paraguay to India, Ministry of Foreign Affairs, Government of Paraguay - H.E. Mr. Carlos Sergio Sobral Duarte, Ambassador of Brazil to Chile, Ministry of Foreign Affairs, Government of Brazil & Former Ambassador of Brazil to India - Ms. Diana Castaneda-Zuniga, Director, ProMéxico - Ms. Elena Valpuesta, Head - Pacific Alliance Department, Directorate General of International Economic Relations (DIRECON), Ministry of Foreign Affairs, Chile |
| <p>1300 – 1400 hrs.</p> | <p>Networking Lunch</p> <p>Venue: Ballroom Foyer</p> |
| <p>Break-Out Sessions</p> | |
| <p>1400 – 1500 hrs.</p> <p>Venue: Grand Ballroom</p> | <p><u>Break-out Session: Healthcare and Pharmaceuticals</u></p> <p><i>The partnership between India and the LAC countries have been a nonthreatening and benign economic partnership. The Indian companies have a positive image in the region. The Latin Americans have been appreciative the contribution of Indian pharma companies to lower the cost of medicines and increase the share of affordable generics in their markets. India and the LAC countries can further cooperate in research and development in medicine and</i></p> |



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| | <p><i>biotechnology. India with its thousands of years of knowledge, can also provide traditional medicine alternatives to the LAC Countries.</i></p> <p>Moderator:</p> <ul style="list-style-type: none"> - Mr. Adalberto Netto, CEO, Paraná Development Agency, Brazil <p>Speakers:</p> <ul style="list-style-type: none"> - Mr. Fernando Mendes, Director President, Brazilian Health Regulatory Agency (ANVISA) - Mr. Esteban Abad, Vice President & Head Upper LATAM, Glenmark Pharmaceuticals - Dr. Sergio Lais-Suarez, Secretary of Institutional Affairs, University UAI & Honorary Consul General of India in Córdoba, Argentina - Ms. Marilda Morais, Director – Northeast, Forte Farma, Brazil |
| <p>1400 – 1500 hrs.</p> <p>Venue: Ritz Carlton A</p> | <p><u>Break-out Session: Power and Energy (including Renewables)</u></p> <p><i>Clean and Renewable energies are the future of this world. LAC has no dearth of resources. India and LAC can work on cooperation projects in clean and renewable energy where India can provide technology and industrial capabilities. This session would thus focus on the combined strategies and pathways the two sides can discover and implement and challenges the two sides can overcome together regarding this sustainable goal.</i></p> <p>Moderator:</p> <p>Mr. Santosh Kulkarni, Vice President, Kirloskar Brothers Pumps, India</p> <p>Speakers:</p> <ul style="list-style-type: none"> - Mr. Carlos Eduardo Cabral Carvalho, Director, Brazilian National Electricity Regulatory Agency (ANEEL) |



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| | <ul style="list-style-type: none"> - Mr. Carlos Finat, Executive Director, Chilean Association for Renewable Energy (ACERA) - Mr. Claudio Seebach, President, Chilean Association of Electricity Generators - Mr. José Ignacio Escobar Troncoso, Director General – South America, Acciona Energy Chile |
| <p>1500 – 1600 hrs.</p> <p>Venue: Grand Ballroom</p> | <p><u>Break-out Session: Agro-Industry, Food Processing and Chemicals</u></p> <p><i>The Latin American Countries have abundant land and resource and can feed India's growing population. Agribusiness in a major export-oriented industry in the LAC region. Indian companies in the LAC region have also invested in the food production and Agri markets as well. Considering challenges such as growing population, limited resources and climate change, this session would focus on how India and the LAC countries can develop a mutually profitable trade and bilateral relationship using the Agri-industry.</i></p> <p>Special Address by H.E. Alfonso Vargas, Vice Minister of Agriculture, Government of Chile</p> <p>Moderator:</p> <p>Mr. Rakesh Bharti Mittal, President, Confederation of Indian Industry (CII) & Vice Chairman, Bharti Enterprises, India</p> <p>Speakers:</p> <ul style="list-style-type: none"> - Mr. Felipe Andres MacLoughlin, President, United Phosphorus Limited (UPL) Argentina - Mr. Francisco Uranga, General Director of Investment, Argentina Investment and Trade Promotion Agency - Mr. Mohak Bhandari, Vice President – International Marketing, Jain Irrigation Systems Ltd. - Mr. Ronald Bown, Chairman, Association of Fruit Exporters of Chile (ASOEX) - Mr. Jaime Gonzalez, Former Agricultural Attaché to India, Ministry of Foreign Affairs, Government of Chile |



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| <p>1500 – 1600 hrs.</p> <p>Venue: Ritz Carlton A</p> | <p><u>Break-out Session: Information and Communications Technology/ Business Process Outsourcing Services</u></p> <p><i>In the 21st century, Latin America and India have shown great interest in the IT and Services industry. Information communication technology (ICT) products and services are essential, integrated aspects of today's world. India is the largest supplier of ICT products and services to LAC. India IT and Services firms have established a global delivery centres in Latin America. Indian ICT companies in LAC employ about 35,000 Latin Americans in the Region. Indian and LAC companies' partnership is rapidly expanding in this sector. This session will also focus on how India and LAC countries can work together in this sector.</i></p> <p>Moderator:</p> <p>Mr. Roberto Paranhos do Rio Branco, President, India-Brazil Chamber of Commerce and Director - Federation of Industries of Sao Paulo (FIESP), Brazil</p> <p>Speakers:</p> <ul style="list-style-type: none"> - Mr. Alejandro Valenzuela Lagos, Country Head - Chile, Tata Consultancy Services (TCS) Latin America - Mr. Muruganandam Mariappan, Consulting Sales Senior Director – Latam, Oracle Financial Services - Mr. Amit Bhatnagar, Managing Director, Accuster Technologies - Ms. Marilda Morais, CEO, Mobdoc, Brazil - Mr. Anish Narang, CEO and Managing Director, Karavan Advisory Enterprises |
| <p>1600 – 1615 hrs.</p> | <p>Tea/Coffee Break</p> <p>Venue: Ballroom Foyer</p> |
| <p>1615 – 1800 hrs.</p> | <p><u>Business-to-Business Meetings</u></p> <p>Venue: Ritz Carlton B</p> <p>*Note: B2B Meetings will be open from 0930-1800 hrs. on Day 1</p> |



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| <p>1900 – 2100 hrs.</p> | <p>Gala Dinner</p> <p>Venue: Grand Ballroom</p> <ul style="list-style-type: none"> - Opening Remarks by Mr. Rakesh Bharti Mittal, President, Confederation of Indian Industry (CII) & Vice Chairman, Bharti Enterprises, India - Remarks by H.E. Mr. Eduardo Frei Ruiz-Tagle, Former President of Chile and Special Envoy of the President to Asia Pacific, Government of Chile - Keynote Address by Gen. (Dr.) V K Singh (Retd.), Minister of State for External Affairs, Government of India on the launch of Mahatma Gandhi's 150th Birth Anniversary Celebrations - Followed by a Cultural Performance and Dinner |
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2 October 2018: Day 2

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| <p>0830 – 0930 hrs.</p> | <p>Registration</p> <p>Venue: Ballroom Foyer</p> |
| <p>0930 – 1035 hrs.</p> <p>Venue: Grand Ballroom</p> | <p><u>Break-out Session: Automotive and Auto Components Industry</u></p> <p><i>Indian companies' investment in the Manufacturing sector has been close to 60% of the total Indian FDI in LAC. Indian companies have made investment in almost 30 different manufacturing plants in the LAC region. The LAC Companies have also made investments in India in this sector. India- LAC companies have good cross-border cooperation because both India and the LAC countries are important part of the global value chain in the automobile and auto-components sectors. But, there is a huge scope for the Indian companies in Automobile, Auto Components and Machinery sectors to increase the investments in the LAC Region and vice-versa in India by the LAC Companies. This session will discuss on how India and LAC companies cooperate further in this sector? Can joint research and development institutes be setup in this sector in India and in LAC? Can both the countries use their trade agreements to create mutually beneficial partnerships?</i></p> <p>Moderator:</p> <ul style="list-style-type: none"> - Dr. Sergio Lais-Suarez, Secretary of Institutional Affairs, University UAI & Honorary Consul General of India in Córdoba, Argentina <p>Speakers:</p> <ul style="list-style-type: none"> - Mr. Ricardo Lessmann, President and CEO, Gildemeister Group, Chile |



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| | <ul style="list-style-type: none"> - Mr. Arun Sharma, Head – Latin America, TVS Motors, India - Mr. Rajesh Kumar, Deputy General Manager - International Business, Bajaj Auto - Mr. Adalberto Netto, CEO, Paraná Development Agency, Brazil |
| <p>0930 – 1035 hrs.</p> <p>Venue: Ritz Carlton A</p> | <p><u>Break-out Session: Infrastructure and Engineering</u></p> <p><i>India is one of the top destinations for engineering and services, while the LAC region has engineering and infrastructure projects worth billions of dollars which have been unveiled lately.</i></p> <p><i>The interest in public-private partnerships (PPP) for realizing infrastructure projects is growing rapidly in the LAC region. All the big economies in the LAC region including Brazil, Mexico, Argentina, Colombia, etc. have floated Railway or Roadways infrastructure tenders or are in the process of floating such tenders. The region needs multinational contractors, sub-contractors and suppliers of different tiers. Thus, the infrastructure session will address these sectors such as Railways, Roadways, etc. and will project India as a technological and engineering partner to the LAC region. The session will also debate on the financial options available for Indian multinationals to execute these big infrastructure projects in the LAC region.</i></p> <p>Moderator:</p> <ul style="list-style-type: none"> - Mr. Santosh Kulkarni, Vice President, Kirloskar Brothers Pumps, India <p>Speakers:</p> <ul style="list-style-type: none"> - Mr. S N Agrawal, Member (Staff), Indian Railway Board, Ministry of Railways, Government of India - Mr. Sumeet Sangar, Head, Latam and Country Manager, Chile, Evalueserve - Mr. Roberto Paranhos do Rio Branco, President, India-Brazil Chamber of Commerce and Director - Federation of Industries of Sao Paulo (FIESP), Brazil - Ms. Paola Faccini, Infrastructure Analyst of the Superintendence and Rail Freight Transport Services, National Land Transportation Agency (ANTT), Brazil - Mr. Carlos Cruz, Executive Secretary, Infrastructure Policy Council of Chile (CPI) |



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| <p>1035 – 1100 hrs.</p> | <p>Tea/Coffee Break</p> <p>Venue: Ballroom Foyer</p> |
| <p>1100 – 1245 hrs.</p> <p>Venue: Grand Ballroom</p> <p>1100 – 1120 hrs.</p> <p>1120 – 1205 hrs.</p> <p>1205 – 1225 hrs.</p> <p>1225 - 1245 hrs.</p> | <p><u>Country Presentations</u></p> <p>Argentina</p> <ul style="list-style-type: none"> - Mr. Mariano Millet, Asia Head of Investment, Argentina Investment and Trade Promotion Agency <p>Chile</p> <p>Speakers:</p> <ul style="list-style-type: none"> - Ms. Vanessa Severin, Investment Promotion Officer, Agency for the Promotion of Foreign Investment – InvestChile - Mr. Manuel José Prieto, International Director, Federation of Chilean Industry (SOFOFA) - Mr. Felipe Lopeandía, Director of Bilateral Economic Affairs, Directorate General of International Economic Relations (DIRECON), Ministry of Foreign Affairs, Chile <p>Brazil</p> <ul style="list-style-type: none"> - Mr. Leonardo Ananda Gomes, President, India-Brazil Chamber of Commerce & Honorary Consul of India, Rio de Janeiro <p>Colombia</p> <ul style="list-style-type: none"> - Mr. Jorge Hernán Gutiérrez Ramírez, Director - ProColombia Chile |
| <p>1245 – 1330 hrs.</p> | <p>Networking Lunch</p> <p>Venue: Grand Ballroom</p> |
| <p>1330 – 1800 hrs.</p> | <p><u>Business-to-Business Meetings</u></p> <p>Venue: Ritz Carlton B</p> <p>*Note: B2B Meetings will be open from 0930-1800 hrs. on Day 2</p> |