

India: Business Insights and Economic Outlook

Thursday, 17 April 2008, 9.00am – 5.30pm
Prince Hotel and Residence, Kuala Lumpur

Programme Outline

BEING AWARE OF THE INDIAN REGULATORY AND LEGAL REQUIREMENTS

- Overview of the regulatory and legal system
- Introduction of new laws and their impact on your business
- Registering a business and acquiring a business license
- Enforcing international contracts
- Contract negotiation
 - Reviewing Contract Law and Dispute Resolution
 - Resolving Differences in a Foreign Environment
 - ♦ A look at specific clauses in Indian contracts
 - ♦ Considerations in adopting arbitration as a dispute resolution technique
 - ♦ Drafting dispute resolution clauses
- Emerging trends

Kartik Ganapathy

Head, Corporate and Securities Practice
NISHITH DESAI ASSOCIATES, BANGALORE

MORNING BREAK

INTRICACIES OF NAVIGATING THE LOCAL ENVIRONMENT – SOCIAL AND BUSINESS ETIQUETTE

- Developing a multi-dimensional understanding of India's cultural and business practices
- Understanding the Impact of Indian Politics on your Expansion Plans
 - India's bureaucratic system often times impedes the prospect of foreign investment. Changes in the government are common and businesses can find themselves on the wrong side of the fence. What do companies have to watch out for and what can they do to resolve the situation?

Predeep Kumar Menon

Executive Director and CEO
SINGAPORE INDIAN CHAMBER OF COMMERCE AND INDUSTRY

FAMILIARISING YOURSELF WITH THE TAX FRAMEWORK

- Devising a tax structure to your advantage
- Tax issues faced by foreign investors
- Tax planning
- India advantage – Sourcing / Outsourcing

Hitesh Sharma

Partner, International Tax
ERNST & YOUNG MUMBAI, INDIA

NETWORKING LUNCH

FOREIGN INVESTMENT & PROFIT REPATRIATION LAWS AND POLICIES IN INDIA

- Outlook on India's economy
- Indian foreign direct investment (FDI) policy for open, restricted and prohibited sectors
 - Modes of investing in India
 - FDI policy
 - Case study:
 - Wal-Mart & Bharti Retail Alliance
 - Vodafone majority acquisition
- Profit repatriation laws and policies
 - Repatriation options
 - Dividends

- Redemption of redeemable preference shares
- Business profits
- Sale of shares

Jeannette Aruldoss

Director
ARCHILEX LAW CORPORATION

SETTING UP A NEW VENTURE

- What are the initial considerations?
 - Deciding on the type of company
 - ♦ Private Limited
 - ♦ Branch office
 - ♦ Representative office
 - Concerns on Intellectual Property
 - ♦ Intellectual Property legal framework in India
 - ♦ Usual concerns on seeking protecting for your Intellectual Property answered
- Entry strategies
 - Entering into joint-ventures
 - ♦ Partner selection – Factors to consider
 - ♦ Equity participation – Negotiation on terms
 - ♦ Valuation of investment and due diligence
 - Entering India independently
 - Legal issues involved in agency and distribution
- Marketing guidelines
- Developing a winning marketing strategy
- Overcoming business risks
 - What are the risks unique to India?
- Looking for business opportunities
- What are the upcoming sectors for investment?

Krishna Ramachandra

Director
ARFAT SELVAM ALLIANCE LLC

AFTERNOON BREAK

UNDERSTANDING HUMAN RESOURCE ISSUES AND INDIAN LABOUR LAWS

- Ensuring adherence to Indian Labour laws
- Key regulations and employment issues specific to the Indian market
- Structuring competitive packages in light of recent trends in India
- Determining if your staff will be on local or expatriate terms

Vivek Kathpalia

Head
NISHITH DESAI ASSOCIATES, SINGAPORE

FTD TECHNOLOGIES

CEO of FTD Technologies, P Bala, provides a practical viewpoint based on his experience doing business in India

- Developing a successful operational model for India
- Managing your investments
- The Indian government – working with them and what you need to know
- The art of hiring and managing talent
- Tax planning
- Common misconceptions

P Bala

CEO and Chairman
AUXINEON GROUP OF COMPANIES

END OF CONFERENCE

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Who Should Attend

- Chief Executive Officers / Managing Directors / Presidents
- Chief Financial Officers / Financial Controllers
- Chief Operation Officers
- Project & Investment Directors / Managers
- Business Development and Planning Directors / Managers
- Heads of Business Strategy / Strategic Planners
- Bankers
- Commercial Lawyers / Litigation Lawyers
- Corporate Counsel / International Counsel
- Accountants and Tax Advisors
- Government Officials
- Trade Representatives
- Investments Advisors

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About the Speakers

Kartik Ganapathy, Head Corporate and Securities Practice **NISHITH DESAI ASSOCIATES, BANGALORE**

Kartik Ganapathy has led many deals worth between US\$ 50 Million and US\$ 300 Million both in the public markets, and through private arrangements. Kartik's practice areas involve private equity and venture capital investments, M&A, joint ventures and securities law, in addition to general corporate and commercial advice. Kartik has also been Legal Counsel, at ChrysCapital in Mumbai, one of India's largest Private Equity firms with approximately US\$ 1 Billion of capital under management, Senior Associate at Dua Associates, Mumbai, one of India's premier law firms, and Senior Consultant in the Tax and Legal Division of the erstwhile Arthur Andersen in Mumbai.

Predeep Kumar Menon, Executive Director and CEO **SINGAPORE INDIAN CHAMBER OF COMMERCE AND INDUSTRY**

Over the twelve years, Predeep has chalked up extensive experience, predominantly in the Asia-Pacific and Middle-East regions. During this time, he has held several senior management positions in reputed 'Fortune 500' conglomerates GE and Lufthansa. Predeep considers the opportunity to work in India & China and the instrumental role he played in building up businesses there, as the main highlights of his international career. Over the course of his tenure, Predeep has also successfully led several international teams and managed many cross-functional projects, accomplishing corporate objectives and surpassing prescribed goals. Predeep's commercial expertise and business acumen also receives widespread coverage in both the local and regional media.

Hitesh Sharma, Partner, International Tax **ERNST & YOUNG MUMBAI, INDIA**

Hitesh has over 17 years' experience advising clients on international tax issues, including establishing a business presence in India and using tax-efficient structures for

doing business in India. Hitesh specializes in Transfer Pricing and International Tax, and has worked on several international acquisitions, investment structuring assignments, cross-border transactions, outbound transactions, local reorganizing of operations, etc. Hitesh has helped Indian companies with respect to structuring their overseas investments from a tax, regulatory and funding perspective, and has been involved in several large overseas acquisitions/investments by Indian corporates.

Jeannette Aruldoss, Director **ARCHILEX LAW CORPORATION**

Jeannette's main focus is on corporate and commercial legal transactions including joint ventures, corporate restructuring, shareholders' agreements and commercial contracts. By providing timely, objective advice and properly drafted documents, she plays an invaluable role in helping her corporate clients avert potential complications and disputes, and hence succeed in their business ventures. Her wide experience enables her to bring a broad-based approach to problem-solving. In view of her knowledge and expertise, she is regularly invited to speak at conferences, seminars and workshops.

Krishna Ramachandra, Director **ARFAT SELVAM ALLIANCE LLC**

Krishna advises investment banks, listed and private companies in Asia, Europe and the US on a wide range of equity and debt securities issues, financial services, regulatory issues and on mergers, acquisitions and takeovers. He also has significant transactional, commercial and regulatory experience in the TMT sector. Krishna has been named by AsiaLaw Leading Lawyers as one of the most highly recommended Asia-Pacific focussed lawyers in the practice area of Corporate Law. Krishna is an Advocate & Solicitor of the Supreme Court of Singapore and is also a Solicitor of England and Wales. He sits on The Singapore Law Society's Corporate Practice Committee for Mergers & Acquisitions and Insolvency; Corporate Commercial Matters; and Listing Matters.

Vivek Kathpalia, Head **NISHITH DESAI ASSOCIATES, SINGAPORE**

Vivek Kathpalia heads the Singapore office of Nishith Desai Associates. He has advised a number of international clients on their technology and IP transactions in India. He also advises clients on real estate transactions, telecom and broadcasting laws and regulations both generally and as part of M&A transactions. He has authored a number of articles covering areas such as dispute resolution, technology laws, intellectual property rights, business process outsourcing, media & entertainment & product liability. He has presented and spoken at diverse forums on various legal, tax and regulatory issues. He is a Solicitor affiliated to the Bombay Incorporated Law Society and a registered Patent & Trade Mark attorney. He serves on the executive committee of the Franchising Association of India. He is also a member of the Bombay Bar Association, Bar Council of Maharashtra & Goa and the International Bar Association.

P Bala, CEO and Chairman **AUXINEON GROUP OF COMPANIES**

Mr. P Bala is a co-founder of Auxineon Group of Companies. Currently he is Chief Executive Officer and Chairman. He obtained his Bachelor degree in Electronics and Communication Engineering from the Government College of Technology (India) and earned his Masters in Control Engineering from the Birla Institute of Technology and Science (India). He co-founded FTD group of companies in 1994. His key contribution was the setting up of SoCrates Software Pvt Ltd in 2002 in Bangalore as a dedicated InSourcing Embedded Software Technology Development and R&D Centre developing reusable software components for Toshiba. SoCrates was sold to Toshiba in early 2005. FTD under his management has set up and managed Avant! R&D Centre in Hyderabad in 2000 with the strength of 225 engineers until it was transferred over to Synopsis when it acquired Avant! in 2002. Today FTD has more than 100+ staff worldwide presence in the US, India, Japan, South Korea, Taiwan, Australia, and Malaysia.

Registration Form (Please read booking conditions)

YES! I would like to register for: **INDIA: BUSINESS INSIGHTS AND ECONOMIC OUTLOOK**

PRICE

Conference Fee	RM950
Early bird Fee (register by 25 March 2008)	RM890

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BOOKING CONDITIONS

- Registrations will be confirmed upon receipt of your completed Registration Form.
- Full payment must be made before the date of the conference.
- If you are unable to attend the conference, a substitute delegate is welcome at no extra charge. Alternatively, your registration can be credited to a future conference within the next 12 months.
- For cancellations received in writing more than 2 weeks prior to the conference, a full refund less MYR 100 admin charge will be made. Regrettably, no refund can be made less than 2 weeks prior to the event and the amount will remain payable in full. A complete set of conference documentation will be given.
- All speakers and topics are correct at the time of printing. LexisNexis reserves the right to substitute speakers and cancel or alter the content and timing of the programme for reasons beyond its control.
- Where group discounts are offered, delegates must sign up collectively.

Venue

Prince Hotel & Residences
Kuala Lumpur
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