

India: Business Insights and Economic Outlook

Tuesday, 15 April 2008, 9.00am – 5.30pm
Holiday Inn Park View, Singapore

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-Singapore tax treaty – How useful is it?
- India advantage – Sourcing / Outsourcing

Chong Lee Siang

Partner, International and Corporate Tax Services

ERNST & YOUNG SINGAPORE

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

Case Study

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

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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

Customised Training Programmes

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Teshwinder Kaur
at +65 6349 0150



