



# Doing Business with India Forum 2013

--Investment, Manufacturing and Trading  
Opportunities between China and India  
**December 5-6, Shanghai, China**

One-on-One  
business  
negotiations  
+  
Delegations from  
India  
+  
Cocktail Party  
+  
Mini-exhibition



## **2013 Conference Highlights:**

- *Know how Chinese manufacturing industries can get started to do business in India in the most effective one-stop platform*
- *Learn from government officials from both China and India as they discuss the most important policies and key considerations*
- *Find out about opportunities to import finished goods from India from leading Indian company representatives*
- *Get together with 280+ decision makers coming from China and India for match-making business meetings*

**Organized by:**  **Ringier**

**Supported by:**



**Strategic  
Partner:**



Confederation of Indian Industry

# Doing Business with India Forum 2013

Simultaneous Interpretation  
One-on-One business negotiations  
+ Delegations from India  
+ Cocktail Party  
+ Mini-exhibition

## Conference Background:

**“The trade between two largest developing countries in the world is less than 70 billion, Chinese and Indian entrepreneurs are the key partners to expand bilateral trade.”**  
**--By Mr. Li Keqiang, CPC Central Committee Political Bureau Standing Committee, Vice Premier**

Adapting to this favorable trend and stable environment, as well as in response to requirements of many corporate executives, the 5th Doing Business in India Forum will be held in Shanghai on 5-6 December 2013. This Forum aims to offer essential information that will allow more Chinese enterprises to seize opportunities in India: investment policies and key factors for investing in India; the effective ways to start business in India; and opportunities and challenges facing potential investors. Many leading companies will share their successful experiences in how to invest in and to source from India. Enterprises will gain valuable insight on how to generate profits from the Indian market, and import finished goods in a wide range of sectors from India.

## Why Attend:

- Listen to representatives from state and local governments to discuss various business incentives between China and India
- Network with delegates from India seeking potential partners from China
- Address key issues covering India's business environment, product offerings and financial framework
- Case studies on how others are succeeding in India
- Gain clear guidance on India's governmental framework for doing business in India
- Investment opportunities in India
- Benefit from the one-on-one business meetings with potential partners

## High level speakers

### Mr. Naveen Srivastava

Consul General

Consulate General of India, Shanghai

### Mr. Yao Weimin

Senior Vice President

Huawei Technologies Co., Ltd.

### Mr. Enwright De Sales

Managing Director, Indian Tax Services

Deloitte AP ICE

### Mr. Heiko Bugs

Partner - Asia Pacific

Solidiance

### Mr. Dinesh Sharma

CEO

State Bank of India

Shanghai Branch

### Mr. Song Yujun

Managing Director

Haier India

### Mr. James Z. Li,

Managing Director

E. J. McKay & Co., Inc.

### Mr. Leng Yong,

Managing Director,

TBEA Energy India

### Ms. Beatrice Leow

Vice President,

Ascendas Pte Ltd

### Mr. Yang Yen Thaw,

Associate Principal

Dacheng Wong Alliance LLP

### Mr. Sumeet Chander

Country Manager

Evalueserve Business Consulting  
(Shanghai) Co., Ltd.

### Mr. Harpreet Singh Puri

Managing Director

BusinessLinks Consulting Limited

## Who Should Attend:

### By Industry:

Automobile & Automobile Components  
Biotechnology, Medicine & Life Sciences  
Plastics & Chemicals  
Food & Beverage  
Infrastructure & Manufacture  
Insurance & Financial Services

Maritime & Logistics  
Machinery & Metallurgy  
Renewable Energy  
Textile & Non-woven  
Telecommunications

# Conference Agenda

**December 5, 2013 (Thursday)**

0830-0930 hrs	<i>Morning Coffee Break &amp; Registration</i>
	<b>INAUGURAL SESSION</b>
	<b>Welcome Address</b>
0930-0935 hrs	Ringier Trade Publishing Ltd.
0935-0945 hrs	<b>Video on Chinese investments in India</b>
	<b>Keynote Address</b>
0945-0955 hrs	By official from MOFCOM*
	<b>Keynote Address</b>
0955-1005 hrs	Mr. Naveen Srivastava Consul General Consulate General of India, Shanghai
	<b>Vote of Thanks</b>
1005-1010 hrs	Mr. Madhav Sharma Head & Chief Representative Confederation of Indian Industry Shanghai Representative Office
1010-1040 hrs	<i>Networking, Exhibition Showcase, and Refreshment Break</i>
	<b>Understanding India</b>
Plenary I 1040- 1140 hrs	Fully understand the Indian culture, economy and business model; learn the commercial and investment environment and market requirements; discover opportunities to expand business with Indian corporations; and create new opportunities for future potential Sino Indian trade. Moderator: Speakers: Mr. Sumeet Chander, Country Manager, Evalueserve Business Consulting Co., Ltd. Mr. Harpreet Singh Puri, Managing Director, BusinessLinks Consulting Co., Ltd.
1140-1300 hrs	<i>Networking, Exhibition Showcase, and Lunch</i>
	<b>Market entry options in India</b>
Plenary II 1300-1400 hrs	How to take advantage of India's economic development, risk-benefit analysis, and entry strategies for different industries into the Indian market Moderator: Speakers: Mr. James Z. Li, Managing Director, E. J. McKay & Co., Inc. Mr. Heiko Bugs, Partner – Asia Pacific, Solidance
	<b>Understanding India's Tax, Legal and Financial systems</b>
Plenary III 1400- 1500 hrs	Overview of India's tax law and tax system characteristics; India's major taxes for foreign enterprises and foreign investors; and key Indian laws applicable to import and export trade between China and India Moderator: Speakers: Mr. Enwright J. De Sales, Managing Director – Asia Pacific International Core of Excellence, India Tax Services, Deloitte AP ICE, Limited Mr. Yang Yen Thaw, Associate Principal, Dacheng Wong Alliance LLP Mr. Dinesh Sharma, CEO, State Bank of India Shanghai Branch
1500-1530 hrs	<i>Networking, Exhibition Showcase, and Refreshment Break</i>
	<b>Name of Indian State—Your investment destination</b>
Plenary IV 1530- 1630 hrs	Introduce investment projects that India is encouraging now, a guide to how India is attracting and using foreign capital, the current conditions for investing in India. Explain the Indian Industry regulations and equity ratio for approving foreign investment projects.
1700 hrs onwards	<i>Cocktail &amp; Dinner</i>

**December 6, 2013 ( Friday)**

	<b>Winning in India</b>
Plenary V 0930-1130 hrs	India is a huge potential market and is attracting more and more Chinese investors and manufacturers, but how can you develop your brand and build brand equity in this vast new market? Moderator: Speakers: Mr. Yao Weimin, Senior Vice President, Huawei Technologies* Mr. Song Yujun, Managing Director, Haier India* Mr. Leng Yong, Managing Director, TBEA Energy India* Ms. Beatrice Leow, Vice President, Ascendas Pte Ltd*
1130-1300 hrs	<i>Networking, Exhibition Showcase, and Lunch</i>
1300-1600 hrs	One-on-One Business Meetings Speed meetings between Buyers and Sellers from China and India
1600 hrs	<i>Closing remarks and End of Conference</i>

\* Invited speakers

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## About Organizer:

**E**stablished in 1998, Ringier Trade Media Ltd. is a multimedia communications company that provides trade media solutions in China, Asia, the Middle East and Africa using print and online media and mobile applications which help link buyers and manufacturers together to do business.

Ringier publishes 34 specialized industry magazines and hosts its online trade marketplace ([www.industrysourcing.com](http://www.industrysourcing.com)) to deliver the latest cutting-edge technology and market information to over 600,000 decision-makers in manufacturing industries. In addition, Ringier Conference organizes industry conferences which bring together over 3,000 industry leaders each year to exchange information on specific topics critical to the future development of industry. Ringier Conference holds over twenty professional and technical conferences each year in industrial fields directed at China's manufacturing markets. Ringier will conduct 5<sup>th</sup> Doing Business with India Forum 2013. For more information, please visit [www.ringierevents.com](http://www.ringierevents.com).

## Delegate Fee

Standard Price: **US\$650 per person**  
Register before **November 5**, **US\$600** per person  
Register before **October 5**, **US\$550** per person  
Includes all seminar sessions, comprehensive documentation,  
5-star hotel luncheons and coffee breaks  
Please note that accommodation is not included  
Group discount: **Buy 4 Get 1 Free!**



**For more  
information,  
please contact:**

Ms. Amy Xiang  
Tel: 021-62895533\*155  
E-Mail: [amyxiang@ringiertrade.com](mailto:amyxiang@ringiertrade.com)

For more information about this conference,  
visit <http://industrysourcing.com/conf/C-113/en>,  
or download and open a barcode scanner application,  
point your phone's camera at this code and scan.



# Doing Business with India Forum

## 2013 Sponsor Package

### Sponsor Basic Benefits

(Enjoyed by all the sponsors)

[1] Before the conference, your logo will be displayed on a wide range of promotion materials including magazines, websites, EDM, brochures, to be sent to clients by fax and emails;

[2] Promotion by Ringier's international strategic partners, associations and media endorsers;

[3] Flyers and brochures with sponsor's introduction to be sent out, plus signs will be displayed at relevant authoritative industrial trade shows;

[4] Your logo will be displayed on all on-site materials such as backdrops, roll-up banners and conference folders.

[5] You will get the delegate list with contact details.

Sponsor Package		Pre-event	On-site	Post-event
Gold (USD 19,500)		<ul style="list-style-type: none"> <li>Basics</li> <li>Logo on ringierevents.com (with tracking service provided - last for 3 months after event)</li> <li>Company intro in event brochure</li> <li>Products intro in event brochure</li> </ul>	<ul style="list-style-type: none"> <li>Dinner Sponsor</li> <li>Basics</li> <li>2 standard display table for promotion and business negotiation</li> <li>5 free delegates passes</li> <li>2 speech slots (20 min. speech and 5 min. Q&amp;A for one slot)</li> <li>2 pages Ads in conference folder</li> <li>10 wish-to-meet clients to be invited</li> <li>Access to VIP room - communicate with clients in a private environment</li> <li>Cocktail party</li> </ul>	<ul style="list-style-type: none"> <li>month after event.</li> <li>Basics</li> <li>Post-event potential client report: Speakers presentation will be posted on ringierevents.com for 6 months after events and contact details and profiles of visitors who downloaded the papers will be sent to sponsors</li> <li>Post-event press release including on-site photos, description of products/service in Ringierevents social blogs(Sina and sohu), facebook, twitter, linkedIn, etc.</li> <li>Banner on ringierevents.com (last for 3 months after event)</li> </ul>
Silver (USD 13,000)		<ul style="list-style-type: none"> <li>Basics</li> <li>Logo on ringierevents.com (with tracking service provided - last for 3 months after event)</li> <li>Company intro in event brochure</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> <li>1 standard display table for promotion and business negotiation</li> <li>3 free delegates passes</li> <li>2 speech slots (20min. speech and 5 min. Q&amp;A for one slot)</li> <li>1 page Ad in conference folder</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> <li>Post-event potential client report: Speakers presentation will be posted on ringierevents.com for 6 months after events and contact details and profiles of visitors who downloaded the papers will be sent to sponsors</li> <li>Post-event press release including on-site photos, description of products/service in Ringierevents social blogs(Sina and sohu), facebook, twitter, linkedIn, etc.</li> </ul>
Bronze (USD 7,300)		<ul style="list-style-type: none"> <li>Basics</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> <li>1 standard display table for promotion and business negotiation</li> <li>4 free delegates passes</li> <li>1 speech slot (20 min. speech and 5 min. Q&amp;A for one slot)</li> <li>1 page Ad in conference folder</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> <li>Post-event potential client report: Speakers presentation will be posted on ringierevents.com for 6 months after events and contact details and profiles of visitors who downloaded the papers will be sent to sponsors</li> <li>Post-event press release including on-site photos, description of products/service in Ringierevents social blogs (Sina and sohu), facebook, twitter, linkedIn, etc.</li> </ul>
Exhibitor (USD 3,300)		<ul style="list-style-type: none"> <li>Basics</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> <li>1 standard display table for promotion and business negotiation</li> <li>1 free delegates pass</li> <li>1/2 page company profile</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> </ul>
Cocktail party (USD 8,100) <small>The price is an indication only based on 100 delegates. Final pricing can be determined once delegate head count is</small>		<ul style="list-style-type: none"> <li>Basics</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> <li>1 standard display table for promotion and business negotiation</li> <li>2 free delegates passes (Lucheon/Dinner sponsor get 4 passes)</li> <li>1/2 page company intro. in conference folder</li> <li>Welcome remarks by sponsor. Sponsor's banner at reception area</li> <li>Distribution of promotion material(s)</li> <li>Present gift/ host lucky draw</li> <li>Promotion video played at the catering time</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> </ul>
Lucky Draw (USD 1,950 and gifts with same price)		<ul style="list-style-type: none"> <li>Basics</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> <li>Host lucky draw</li> <li>1 free delegates pass</li> <li>1 page Ad in conference folder</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> </ul>
Event Supplies <small>(Bundle price \$ 3,000. Events supplies will be provided by the sponsor.)</small>	Pen (USD 1,950)	<ul style="list-style-type: none"> <li>Basics</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> <li>Event supplies with company's name &amp; logo</li> <li>1 free delegates pass</li> <li>1/2 page company profile</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> </ul>
	Bag (USD 1,950)			
	Notebook (USD 1,950)			
	Name tags (USD 1,950)			
	Lanyard (USD 1,950)			
	USB (with speech PPT presentations) (USD 1,950)			
AD (USD 1,950)		<ul style="list-style-type: none"> <li>Basics</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> <li>1 free delegates pass</li> <li>1 page Ad in conference folder</li> </ul>	<ul style="list-style-type: none"> <li>Basics</li> </ul>

**To learn how Ringier Conferences can help you do business, please contact:**

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[www.ringierevents.com](http://www.ringierevents.com)

# Doing Business with India Forum 2013

Dec. 5-6, 2013 Shanghai, China

Organized by :  Ringier

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Strategic Partner :



## 5 WAYS TO REGISTER

-  Online: [www.ringierevents.com](http://www.ringierevents.com)
-  Tel: +86 21 62895533—155
-  Fax: +86 21 6247-4855
-  Email: [amyxiang@ringiertrade.com](mailto:amyxiang@ringiertrade.com)
-  Post: Shanghai Ringier Conference & Exhibition Co., Ltd.  
1001 Tower 3, Donghai Plaza,  
1486 Nanjing Rd West Shanghai 200040, China

Buy 4 Get 1 Free

## BOOKING RATES\*(PLEASE TICK THE RELEVANT PRICE OPTION)

<input type="checkbox"/> Standard Price	650USD
<input type="checkbox"/> Early Bird Price (Book before Oc.5,2013)	600USD
<input type="checkbox"/> Early Early Bird Price (Book before sep.5,2013)	550USD

\*Simultaneous Interpretation Available! VAT Included.

Total Amount: USD ..... Signature: .....

## PART1: DELEGATE DETAILS (PLEASE COMPLETE IN BLOCK CAPITALS)

(For ease, please attach your business card)

Title ☐ Mr. ☐ Mrs. ☐ Ms. First Name ..... Surname .....  
Company Name .....  
Job Title .....  
Address ..... Post Code .....  
Tel ..... Fax ..... \*Email .....

\*By providing your email address you consent to being contacted by email for direct marketing purposes by Ringier

## PART2: HOW TO PAY (PLEASE TICK THE RELEVANT PAYMENT OPTION)

☐ **BANK TRANSFER** Email (accounts contact) .....

We will issue VAT invoice to you, please provide following information (**compulsory**): .....

Your company's tax No. ....

Name of Bank ..... Your Bank Account No. ....

Invoice Address (if different from above) .....

Purchase Order No. (where applicable) .....

If paying by bank transfer please send payment to:  
Beneficiary's Name: SHANG HAI RINGIER CONFERENCE&EXHIBITION CO.,LTD  
Beneficiary's Account Number: 100-016419-056(USD) 100-016419-059(HKD)  
Beneficiary's bank: HSBC Bank (China) Company Limited, Shanghai Branch  
Bank's Address: LG1, HSBC Building, Shanghai ifc, 8 Century Avenue, Pudong, Shanghai, People's Republic of China  
SWIFT CODE: HSBCCNSH

Please fax a copy (with delegate(s) and conference name) of your bank transfer to +86 21 62474855 Please note that invoice will be sent separately.  
Please also ensure that all necessary bank charges are incurred by yourselves and that no charges are incurred by Shanghai Ringier Conference & Exhibition Co., Ltd. - We must receive payment of the invoice in full.

## Terms & Conditions

### Payment:

- Full payment is required within 5 working days from receipt of invoice. Your registration will not be confirmed until full payment is received; your registration may be subject to cancellation due to lack of payment.
- All payments must be made in full before the conference date. All bookings received within 10 working days to the first day of conference can only be paid by credit card.
- Conference fees include entrance to the conference sessions, refreshments as per onsite schedule, the conference papers and applicable taxes as per government rules and regulations. Please note that accommodation and travel are not covered by the conference fee.
- Pricing and Discounts:**  
To be eligible to an Early Bird discount, the signed booking form must be received by closure of business on the relevant deadline date, with full payment received no later than 5 working days following date of invoice.  
If payment is not received within 5 working days following date of invoice, the discounted rate will no longer be applicable and the current rate at that time will be applicable.  
Buy 4 get 1 free from the same company. Group booking discounts are only applicable if a ll delegates in such group book and pay at the same time.

- Cancellation and Substitutions:**  
Once booked cancellation of delegate places cannot be made, however a substitution can be made at any time before participation. Please email details of the substitute delegate to [amyxiang@ringiertrade.com](mailto:amyxiang@ringiertrade.com) at the earliest opportunity.  
If Ringier cancels the conference for any reason, you will receive a refund for 100% of the conference fee paid.

- If Ringier postpones the conference for any reason and the delegate is unable or unwilling to attend on the rescheduled date, you will receive a credit note for 100% of the conference fee paid. You may use this credit for another Ringier event equally treated by Ringier, which must occur within one year from the date of postponement.
- Except any conditions specified above, no credits will be issued for other forms of cancellation.
- Ringier is not responsible for any loss or damage as a result of substitution, alteration or cancellation/postponement of the conference. Ringier shall assume no liability whatsoever in the event this conference is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this conference impracticable, illegal or impossible. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labor strike, extreme weather or other emergency.
- Programme Changes:**  
Please note that speakers and topics were confirmed at the time of publishing; however, it may be necessary due to unforeseen circumstances to alter the content, timing, speakers or venue. Ringier reserves the right to alter or modify the advertised speakers and/or topics if necessary.  
Any substitutions or alterations will be updated on the event website as soon as possible.
- Your Details:**  
By entering your details in the fields above, you agree to allow Ringier and companies associated with the conference to contact you (by mail, telephone, or fax) regarding relevant products or services provided. If at any time you no longer wish to: i)  
This contract is subject to China law and Regulation and Ringier reserves the final interpretation right.