

From: Godfrey, Rob <RobGodfrey@gov.sc.gov>
To: Veldran, KatherineKatherineVeldran@gov.sc.gov
Date: 11/19/2014 12:12:48 AM
Subject: Fwd: schedule for tomorrow

Sent from my iPhone

Begin forwarded message:

From: "Graham, Ford" <fgraham@scommerce.com>
Date: November 19, 2014 at 10:34:05 AM GMT+5:30
To: "Godfrey, Rob" <RobGodfrey@gov.sc.gov>
Subject: Re: schedule for tomorrow

Nothing. Just wanted to add/ clarify a few points. Best to use this version for the day.

Sent from my iPhone

On Nov 19, 2014, at 10:29 AM, "Godfrey, Rob" <RobGodfrey@gov.sc.gov> wrote:

What is the action item here?

Sent from my iPhone

On Nov 19, 2014, at 7:02 AM, "Graham, Ford" <fgraham@scommerce.com> wrote:

Sent from my iPhone

Begin forwarded message:

From: <fgraham@scommerce.commailto:fgraham@scommerce.com>>

Date: November 19, 2014 at 6:53:29 AM GMT+5:30

To: Katherine Veldran <kveldran@gmail.com<<mailto:kveldran@gmail.com>>>

Cc: Morgan Berryhill Crapps <mbcrapps@gmail.com<<mailto:mbcrapps@gmail.com>>>, Rob Godfrey <robertsgodfrey@gmail.com<<mailto:robertsgodfrey@gmail.com>>>

Subject: Re: schedule for tomorrow

Please make adjustments based on the updated text added below

Sent from my iPhone

On Nov 18, 2014, at 11:20 PM, Katherine Veldran <kveldran@gmail.com<<mailto:kveldran@gmail.com>>> wrote:

Tomorrow nights reception (run of show) will need to be worked on due to time constraints. Please email me any updates to this brief.

Will need final updated brief to Gov by 8:00am.

KV

Wednesday, November 19, 2014 (MUMBAI)

BREAKFAST: IN ROOM or Breakfast is available in the club lounge on the 21st Floor

EVENT: Women Leaders in Industry – An Elite Roundtable – hosted by Governor Nikki Haley ; 1hr 30min

TIME: 9:00AM – 10:30AM

Guest check –in 8:30AM - 9:00AM

LOCATION: Fort Room, 25th floor, Taj Land's Hotel
round executive table – seats around 20

ROOM LAYOUT: large

ATTIRE: Business

GREETED BY: Camille Richarson

EVENT SEATING: Designated seating for Governor Haley, Katherine Veldran, Camille Richardson

PURPOSE: Intimate setting with company decision makers (CEO level) regarding Indian manufacturing companies

FORMAT: Introductory remarks followed by facilitated discussion

ATTENDEES: 15 attendees

BACKGROUND: Targeted businesswoman who are in the manufacturing industry –prospect potentials

INTRODUCED BY: Camille Richardson, Chief Commercial Officer - Mumbai

LENGTH OF SPEAKING: 10 mins

PROGRAM DETAILS:

9:00AM – 9:20AM Registration/Check-in, Coffee & Snacks, Networking

9:20AM – 9:30AM Camille Richardson Welcoming and Introductions of attendees

9:30AM – 9:40AM Governor Nikki Haley Remarks

9:40AM – 10:20AM Roundtable Questions Begins – Camille Richardson will lead questions

10:20AM Program Concludes

10:20AM – 10:30AM Governor shakes hands, thanks participants

TALKING POINTS (introduction):

- Thank you for joining us this morning and taking the time out of your busy schedules. Also, thank you to US Commercial Services & the Asia Society for their assistance with this event.

- * Growing up in the small rural South Carolina town of Bamberg, I faced many challenges, but I was blessed with a loving and very supportive family that never let me be defined by what others thought I should be or what others thought I should be doing.

- * I was blessed to have a mother who ran her own business, who somehow found the time to not only be a successful entrepreneur but also the time to be an amazing and

loving parent.

* It was through her lifelong example that I found my blueprint for what it means to be a woman and a leader.

* Being a woman in a leadership position isn't always easy but it is up to us, the women in this room to keep pushing forward, to keep expanding the boundaries, so that the women who come after us can go even farther.

* In South Carolina and across the country, it is amazing to see so many strong women running companies, being elected into office, and changing the world for the better with their efforts.

* In the U.S., we are seeing more and more female executives running multi-national corporations.

* Women like Indra Nooyi of PepsiCo and Rosalind Brewer of Sam's Club. These women are inspiring, and they're bringing diverse points of view into the once male dominated executive offices, and in my case into the executive branches for government.

* While the numbers aren't where we want them to be yet, we are definitely moving in the right direction:

* Currently, women-owned businesses in the U.S. account for 30% of all privately held firms.

* More than 9.1 million firms are owned by women, employing nearly 7.9 million people, and generating \$1.4 trillion in sales as of 2014.

* Between 1997 and 2014, when the number of businesses in the United States increased by 47%, the number of women-owned firms increased by 68%—a rate 1½ times above the national average.

- We have also seen growth in the businesses owned by women of color as well:

* In 1997, there were just under 1 million (929,445) firms owned by women of color, accounting for one in six (17%) women-owned firms.

* That number has skyrocketed to an estimated 2,934,500 as of 2014, now comprising one in three (32%) women-owned firms.

- Here in India, you have many women in major leadership positions, running huge companies and showing the rest of the world exactly how it is done.

- Women like:

- o Naina Lal Kidwai – Country Head of HSBC India

- o Chanda Kochhar – Managing Director and CEO of ICICI Bank.

- o Arundhati Bhattacharya – Chair of the State Bank of India.

- o Mallika Srinivasan – Chair and CEO of TAFE (Tractors and Farm Equipment Limited).

* While it is more common today to see women in high-profile business roles, there is still a lag in females entering politics in the U.S.

* That is something that has to change and something that will change over time if we don't stop working to push ourselves and the women around us to dream big and achieve what is very possible.

* In America, we are seeing more female Senators and Congresswomen, and of course governors, but we are still fighting for our first female president, something India has already done!

* They call it breaking the "glass ceiling" and that is exactly what it is, just a glass ceiling.

* As a mother myself now, a mother of a talented and beautiful young woman, I know that she is learning from my example, and the example of my mother.

* That is how we make progress, one step at a time, one family at a time, and it is how sometime in the near future, we won't have to talk about breaking glass ceilings anymore because it will have already been done.

* I can't wait for that day and I know you can't either. We'll get there together.

DISCUSSION TOPICS (roundtable):

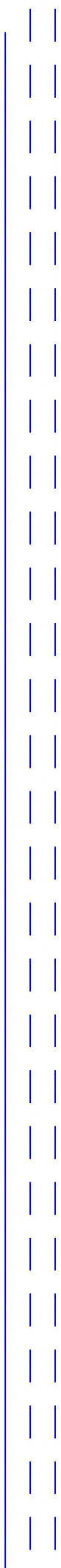
- What were your biggest inspirations to pursue your career?
- Who are your biggest female role models and why?
- Work/Life Balance – How have you honored cultural traditions and traditional women's roles, while still pursuing your career aspirations?
- What are the biggest challenges you've faced, and what can be done to alleviate those challenges in the future?
- What are the biggest issues that India is facing right now? Biggest issues in Indian business? Biggest issue for women?
- How can we encourage girls to become more involved in business, especially businesses that are traditionally male oriented?
- What other advice would you have for young girls?
- What challenges does India's future face in the global marketplace, and how can those challenges be overcome?

- What challenges does the United States' future face in the global marketplace, and how can those challenges be overcome?

- How can the USA and India work to further relations and trade?

GIFT: Present gift to Camille Richardson at the conclusion of the meeting.

All attendees will receive palmetto lapel pins and julep cups.



BIOS:

Camille Richardson

Principal Commercial Officer

US & Foreign Commercial Service – Mumbai

Camille Richardson has worked for the U.S. Department of Commerce since 1993 with assignments in Washington, DC; Miami, FL; Buenos Aires, Argentina; Rio de Janeiro, Brazil; and Nairobi, Kenya. In September 2013, she began a three-year tour of duty as the Commercial Consul at the U.S. Consulate in Mumbai, India where she serves as a resource for U.S. companies pursuing commercial interests in Western India.

A native of Washington, DC, Camille earned a B.A. in International Relations from Brown University in 1989, and an M.A. in International Relations from Johns Hopkins/SAIS in 1993. She speaks Spanish and Portuguese.

Bunty Chand

(Bun-tee Chaa-nd)

Executive Director

Asia Society

About Asia Society:

- Founded in 1956 by John D. Rockefeller III<http://en.wikipedia.org/wiki/John_D._Rockefeller_III>
- Non-profit with aim to build awareness about Asian politics<<http://en.wikipedia.org/wiki/Politics>>, business, education, arts, and culture through education
- Headquartered in NYC with offices in Mumbai

About Bunty:

- Has been at Asia Society since 2007
- Prior to that, she worked in Strategy & Business Development at AT&T
- Attended George Washington University's School of Business

Dr. Rashmi Hegde, MD

(Rush-mee Hague-duh)

Abbott India

Director of Medical and Regulatory Affairs

About Abbott Industries

- Headquartered in Mumbai, Abbott India Ltd. is a publicly listed company and subsidiary of Abbott Laboratories.

- 120+ products and SKUs

- More than 2,600 employees

About Rashmi:

- Joined Solvay in 2001 as General Manager – Medical. Became Medical Director for SE Asia in 2002 and Pharmacovigilance Director for Asia, Middle East, Australia, and Canada in 2007.
- Became Medical Director for Abbott India in August 2012.
- MBBS & Masters in Pediatrics from Mumbai University; spent 2 years as a pediatrician

Falguni S. Nayar

(Fal-goonie Nigh-yur)

Tata Motors Board of Directors

Non-Executive Independent Director

About Tata Motors

- Tata Motors Limited is India's largest automobile company - is the leader in commercial vehicles and is among the top in passenger vehicles.

- Established in 1945 with over eight million Tata vehicles on Indian roads, since they first rolled out in 1954.

- Has over 60,000 employees worldwide.

About Falguni:

- Named Non-Executive Independent Director on the Tata Motors Board of Directors in May 2013.
- Founder and CEO of Nykaa.com, a beauty and wellness e-commerce portal. Also, Corporate Advisor to Temasek Holdings Advisors India Private Limited.

Holds a Bachelor's of Commerce degree from Mumbai University and a Master's degree from the Indian Institute of Management in Ahmedabad.

Moomal Nehta

(Moo-mall Neigh-ta)

Deputy Director

Asia Society

About Moomal:

- Directs the programming activities and leading membership development and fundraising for the Centre.
- Worked at Citigroup for over 15 years, in diverse leadership roles from Private Banker, Retail Cluster Head and Asset Sales Head for North India.
- Has lived and worked in Chicago, Delhi and Johannesburg and most recently Mumbai, where she lives with her family including two young girls.

Abha Pant

(Abba Pant)

IPCA Laboratories

President – R&D (Formulations)

About IPCA Laboratories:

- Pharmaceutical company manufacturing over 350 formulations and 80 APIs for

various therapeutic segments

- International clients include AstraZeneca, GlaxoSmithKline, Merck, Roche, & Sanofi Aventis.

- Net income for March 2013-March 2014 financial year was \$538M, net profit of \$79M.

About Abha:

- Worked from Ranbaxy for over 11 years, ultimately serving as Vice President of Global Regulatory Affairs before moving to serve as Vice President of Technical Services at Actavis and ultimately serving in her currently position as President of R&D (Formulations) at IPCA

- Specialties include: product development, project management, regulatory, regulatory compliance and quality assurance

- Received a Masters in Pharmaceuticals from Hamdard College of Pharmacy, Delhi University

Dr. Swati Piramal, MD

(Swat-thee Pir-ah-mall)

Piramal Enterprises Ltd.

Vice Chairperson

About Piramal Enterprises

- Headquartered in Mumbai, Piramal Enterprises Ltd. is a publicly listed company and subsidiary of Shriram Group.
- Comprises 4 key business units: Piramal Healthcare, Piramal Life Sciences, Piramal Capital, and Decision Resources Group
- Ranked amongst top 50 largest corporations across India by Fortune 500

About Swati:

- Founder of the Gopikrishna Piramal Hospital in Mumbai, and has launched public health campaigns against chronic diseases: osteoporosis, malaria, tuberculosis, epilepsy and polio
- First woman in 90 years to serve as President of India's Apex Chamber of Commerce, serves on the Scientific Advisory Council of the Prime Minister as well as the Council of Trade of the Prime Minister
- MBBS from Mumbai University & received her Masters from Harvard School of Public Health

Devita Saraf

(Day-vee-ta Sah-ruff)

VU Technologies

Chief Executive Officer

About Devita:

- Started her career at the early age of 16 when she when she started training under her father at Zenith Computers.

Dr. Lakshmi Venu, PhD

(Lock-shmee Ven-new)

Sundaram Clayton Ltd.

Joint Managing Director

About Sundaram Clayton

- Headquartered in Chennai, Sundaram Clayton Ltd is a publicly listed company and subsidiary of TVS Group.
- One of the preferred solution providers in machined and sub-assembled aluminum die castings.
- Has over 3,500 employees worldwide

About Lakshmi:

- Named Director of Strategy and Whole Time Director of Sundaram-Clayton Ltd. in March 22, 2010
- Appointed as Non-Executive Director effective September 2014
- Graduated from Yale University and holds a Doctorate in Engineering Management from the University of Warwick

(Gee-two Ver-mah)

Hindustan Unilever

Executive Director, Foods & Refreshment

About Hindustan Unilever

- Hindustan Unilever (HUL) is a subsidiary of Unilever, Unilever has 56.25% shareholding in HUL
- Has over 35 brands spanning 20 distinct categories such as soaps, detergents, shampoos, skin care, toothpastes, deodorants, cosmetics, tea, coffee, packaged foods, ice cream, and water purifiers
- Has over 16,000 employees

About Geetu:

- Worked for Procter and Gamble India, Seagram India, Frito-Lay Pepsico in India and Northern Europe before beginning at HUL
- Has over 25 years of marketing, business and innovation experience
- Received a Bachelor of Commerce degree from Narsee Monjee College of Commerce and Economics and later an MBA in Marketing from University of Delhi

Swati Paradkar

(Swah-tee Pah-rahd-car)

President

Shri Mahila Griha Udyog Lijat Papad

About Shri Mahila Griha Udyog Lijat Papad

- Public charitable trust working for the upliftment of women from rural areas and provides them employment opportunities; an entrepreneurial initiative by women that is identified with female empowerment.

- Women's cooperative involved in manufacturing of various fast moving consumer goods.

- 77 branches and 27 divisions throughout India, 42,000 employees.

- Most popular papad (Indian bread) manufacturer;

About Swati:

- Was first elected Lijat president in 2012-2013 term.

- Reelected for 2014-2015 term.

**Ms. Paradkar does not speak English, therefore she will be accompanied by her colleague, Ms. Irene Almeida.

10:30AM – 10:45AM HOLDING ROOM; 15 min

EVENT: PROSPECT MEETING: Project Future, United Phosphorus (UPL Limited); 20 mins

***Per FG could close before the end of the year.

TIME: 10:45AM – 11:10AM DOC STAFF: Morgan Crapps, Ford
Graham

LOCATION: Taj Lands End Hotel, Club Room (21st Floor) ROOM

SET-UP: Board Room

PROJECT OR COMPANY INFORMATION:

- Project Name and Company Name: Project Future / United Phosphorus (UPL Limited)
- Project Manager: Morgan Crapps
- Jobs Number and Investment Number: 90 jobs/\$34 million
- City and County: Kingstree, SC - Williamsburg County (prior Firestone Building)

MEETING INFORMATION:

- Status of Project: This project is very close to closing. Company is going through the Due Diligence process with the Firestone Building in Kingstree. The building has some known issues, but UPL is in conversation with DHEC and several attorneys. They have also been in discussions with the Port, CSX Rail, and Duke Energy. They are either in the process or about to be in the process of negotiating building price with Firestone. Incentive summary provided in July and has been explained in detail to the company (includes \$500k state grant).
- The Ask: What we need to do to finalize their decision to locate in South Carolina and close the project. Also, when will they "tell the world" about their decision.
- Key Company Persons:

Mr Jai Shroff, CEO

Mr. Rajendra Darak, Global CFO - Finance OR Mr. Anand Vora - CFO- Finance

Mr. Nitin Kolhatkar -- Vice President of Finance

Mr. Melwyn Moses, Director of Manufacturing

Jai Shroff

(JAY SHROFF)

Executive Director of United Phosphorus Ltd.

Jai Shroff has been associated with United Phosphorus, a leading global producer of generic crop protection products, intermediates and other industrial chemicals, for the last 10 years. The company is one of the largest agrochemical producers in India and ranks 4th among the top eight generic agrochemical companies in the world. Shroff has been the driving force for United Phosphorus foray into the global markets. He strongly believes in applied research and shares a vision to make United Phosphorus a front runner in the global generic crop protection market.

Shroff is responsible for the development of new products, international business and strategic alliances with various parties in different markets for Advanta Limited where he serves as a chairman on the board of directors. Advanta is an agronomic and vegetable seed company with a 20 year track record of success and growth.

HISTORY OF COMMUNICATION / MEETINGS:

- Company representatives have visited South Carolina several times, although they have had no prior in-person contact with Governor Haley.

- Early October 2014 - Jai Shroff (Executive Director, ultimate decision maker) visited Firestone Building with his full team.

- Late September 2014 – Ford & Morgan met with the Anand Vohra (CFO) & Krishna Srivastava (COO) in Mumbai

- Early September 2014 – Rajendra Darak (CFO – UPI) visited SC

- December 2013 – Ford & Morgan met with Krishna Srivastava (COO) in Mumbai

- October 2013 – George & Morgan met with Krishna Srivastava (COO) in Washington, DC – SelectUSA Summit

COMPANY INFORMATION

HISTORY

- United Phosphorus was established in 1969 as a small-scale unit manufacturer of Red Phosphorus.

FINANCIALS

- UPL's net sales for the Fiscal Year ending March 2014 totaled \$1.8 billion with a net income of \$158 million.

- North America accounted for 20 percent of the UPL's revenue in 2013-14.

DESCRIPTION OF BUSINESS

- UPL is a global producer of crop protection products, intermediates, specialty chemicals and other industrial chemicals.

- UPL is the largest manufacture of agrochemicals in India and ranks among the top five post-patent agrochemical producers worldwide, offering a wide range of products that include Insecticides, Fungicides, Herbicides, Fumigants, PGR and Rodenticides.

- UPL caters to every agricultural need: from quality seeds to seed treatment solutions, and from pre-harvest and post-harvest to storage treatment products and farmer feed schools. UPL's Unimart retail format provides farmers with a "one stop shop" for convenient crop solutions.

- UPL products are marketed in 124 countries and distributed through more than 50 global subsidiaries.

- UPL has more than 3,500 product registrations with represent a clearance from statutory authorities to market agrochemicals in their respective countries.

OPERATIONS

- UPL is headquartered in Mumbai, India and employs 2,560 employees in India and 3,595 employees globally. UPL has 28 manufacturing locations located in 15 countries across 4 continents.

- United Phosphorus, Inc. (UPI), the North American branch of UPL, is located in King of Prussia, Pennsylvania.

RECENT NEWS

- In April 2014, UPL organized a European Symposium on the use of sulphur in agriculture in Nice, France. About 250 participants from 15 different countries attended and discussed the development on the use of sulphur as a means of crop protection.

GIFT: Present the gift at the end of the meeting to Jai Shroff, CEO - SC Silver Tray.

11:10AM – 11:15AM HOLDING ROOM; 5 min

EVENT: PROSPECT MEETING: Project Tiger, Bharat Forge (BFL) Meeting; 30 min

Per pm this is likely to close before the end of the year perhaps by months end.

TIME: 11:15AM - 11:45AM
Crapps

DOC STAFF: Ford Graham, Morgan

LOCATION: Taj Lands End Hotel, Club Room (21st Floor) ROOM SET-UP: Board Room

PROJECT OR COMPANY INFORMATION:

- Project Name and Company Name: Project Tiger / Bharat Forge (BFL)
- Project Manager: Kyle Sox

- Jobs Number and Investment Number: 232 jobs/ \$76.7 million
- City and County: Charleston

MEETING INFORMATION:

- Status of Project: Bharat Forge is very close to making a decision as to whether or not they will open a facility in the Charleston area. Company executives will be meeting on November 15th and may make a final decision then to open a new facility in South Carolina, but that depends on several critical issues.

Bharat Forge would like to move into a building that already exists in the Charleston area. This building is in an industrial park that is currently being sold (Old General Dynamics facility owned by the Zucker Family). Subdividing the desired building and an acceptable electrical feed is being negotiated right now between real estate people. SCANA and their engineers are on board with the facility, but the decisions of who and how the subdivision of utilities will be paid for is the issue right now.

Updated info from the pm as of today at 4am ist:

Tiger's Project Team is very happy with Charleston and SC. And are optimistic about the project happening there.

- Incentives are in: Charleston (aggressive SSRC), the State (\$1.5mil grant), and SCANA (\$500K grant...confidential) have all put their best foot forward given the current project parameters.

- There continue to be questions about subdividing the electricity and the total costs. BUT there are resolutions. Different parties are investigating best solutions. SCANA is fully engaged.

IMPORTANT

- The Real Estate negotiation period has been extended as Bharat re-evaluates their strategy. They may want to invest in more buildings and land and accelerate their long term North American strategy. In short they may want to buy building 2 and building 1. And more besides. Bharat has asked for another day extension to discuss building 2, and until the end of the week to discuss the rest of the property.

- The Ask: Assure the leadership at Bharat Forge that SC, Charleston, and SCANA can help clear the obstacles related to real estate and electrical service out of the way. If this can be done will they commit to south carolina.

- Key Company Persons:

Baba Kalyani, Chairman & MD, Bharat Forge Ltd.

Amit Kalyani, Executive Director, Bharat Forge Ltd

Subodh Tandale, Executive Director, Bharat Forge Ltd.

Michael Weis, CEO, Bharat Forge European Subsidiaries (Tentative)

Baba Kalyani

HE SPOKE ON THE TECH SUMMIT PANEL WITH YOU.

Babasaheb Neelkanth Kalyani is Chairman and Managing Director of Bharat Forge<http://en.wikipedia.org/wiki/Bharat_Forge>, the flagship company<<http://en.wikipedia.org/wiki/Flagship>> of the Kalyani Group<http://en.wikipedia.org/wiki/Kalyani_Group>.

He is committed to lowering emissions and using clean energy, setting up Kenersys Limited to manufacture various energy-efficient wind turbines for domestic and international markets. He is also engaged in developing solar energy equipment for the non-conventional energy sector. In a joint venture with KPIT Cummins, Bharat Forge is developing a hybrid solution that would contribute in the country being able to meet its vehicular emission targets.

He is the Founder and Chairman of Pratham Pune Education Foundation, an NGO that is engaged in providing primary education to children belonging to under-privileged sections of the local community. Since its inception in 2000, Pratham Pune has made a difference in the lives of over 100,000 children in Pune society.

He attended BITS Pilani<http://en.wikipedia.org/wiki/BITS_Pilani>, from where he earned a BE (Hons.)<http://en.wikipedia.org/wiki/Bachelor_of_Engineering> in Mechanical Engineering<http://en.wikipedia.org/wiki/Mechanical_Engineering> in 1970, and later attended the Massachusetts Institute of Technology<http://en.wikipedia.org/wiki/Massachusetts_Institute_of_Technology> (MIT) where he earned an MS<http://en.wikipedia.org/wiki/Master_of_Science> degree.

Amit Kalyani

Amit Kalyani is Chief Technology Officer and Executive Director. He is the son of Baba Kalyani. During his time as Executive Director, he has helped the company nearly triple its sales in the three-plus year period following the Global Recession.

Amit Kalyani has extensive experience in the specialty steel manufacturing industry, both in India and in the U.S. He is involved in Bharat Forge's strategic planning and global business development initiatives and contributes significantly across functions such as manufacturing, marketing, exports and technology up-gradation.

He holds BE degree in Mechanical Engineering from Bucknell University in Pennsylvania.

Subodh Tandale

Subodh E. Tandale, B.E.(Mech.) has been an Executive Director of Bharat Forge Limited since May 23, 2006. Mr. Tandale has over 17 years of experience.

HISTORY OF COMMUNICATION / MEETINGS: Governor Haley sent Baba Kalyani a letter on September 25, 2014 asking him to meet with her the next time he and his team were in South Carolina. Also, the letter stated that she would like to meet with him in Mumbai, if they could coordinate their schedules. Governor Haley has never met or spoken with executives from this company before.

COMPANY INFORMATION

HISTORY

- Bharat Forge (BFL) was established in 1961 in collaboration with the U.S. based Steel Improvement and Forge Company.

FINANCIALS

- The company recorded revenues of \$554 million for the fiscal year ending March 2014.

DESCRIPTION OF BUSINESS

- Bharat Forge, a subsidiary of the Kalyani Group, is an exporter of auto components from India and one of the largest chassis component manufacturers in the world. The company provides critical components and solutions to various sectors including automotive, oil and gas, power, locomotive, marine, aerospace, construction and mining.
- BFL operates its business through two business verticals: automotive and industrial.
- BFL's automotive vertical has product segments that include powertrain, chassis components and transmission parts. The other automotive products produced by the vertical include pistons, rockers arms, control arms, swivel hubs, wheel carriers and brackets.

- The company's industrial vertical primarily operates in forging and machining. BFL caters to different sectors, such as power generation (thermal, nuclear, wind and stationary diesel genset), railways, general engineering (sugar, cement and steel), tractors and construction & mining.
- The power business unit manufactures components for thermal, wind and hydro applications. The primary product focus is on windmill shafts, turbine rotors and blades, retaining rings and gas engine components. The oil & gas business unit's primary product focus is valves, drill bits, surface flow and sub-sea equipment. The railways business unit is the manufacturer of wheel sets, truck frames and locomotives components. The marine business unit primarily supplies products to global ship builders.

OPERATIONS

- BFL is headquartered in Puna, India. The company primarily operates in India, the US, Europe, Russia, Japan, Brazil, and China. It operates 10 manufacturing locations; the company has manufacturing facilities across India, Germany, Sweden, and China.
- BFL employs around 7,000 people.

RECENT NEWS

- October 2014 – BFL and Safran announced the formation of partnership to address opportunities in Indian civil and military aerospace. The companies plan to supply critical high integrity forged and machined components for commercial aircraft applications to Safran's global affiliates.
- February 2014 - BF Power Equipment, a wholly-owned subsidiary of the company, changed its core business from making investments in power equipment businesses to activities relating to scientific, technical and other research and development. Consequently, the subsidiary was renamed Kalyani Strategic Systems Limited.
- January 2014 - BFL's indirect subsidiary, Bharat Forge Hongkong, divested

51.85% stake in its Chinese joint venture operations FAW Bharat Forge (Changchun) Company Limited to China FAW Corporation Limited.

- 2013 – BFL was recognized as a Partner-Level (highest supplier rating for Deere and Company) supplier for 2013 in the John Deere Achieving Excellence Program. In February 2013, BFL and Elbit Systems together established a joint venture company for artillery systems in India.

- 2012 - David Brown Bharat Forge, the Indian joint venture between David Brown and BFL, opened its first industrial gearbox service and assembly facility in Hosur, India.

- BFL has funded a housing project for affected families in Koppal District in Karnataka, the project is spread over an area of 41 acres with 395 independent houses.

GIFT: Present gift at the end of the meeting – SC Silver Tray for Baba Kalyani; Palmetto Books for Amit, Subodh, and Michael. Gifts will be waiting in the room.

11:45AM – 1:00PM Depart Taj Land Hotel for World Trade Centre Mumbai; 1hr 15 min

LOCATION: 31st Floor, Centre 1 Building, Cuffe Parade, Mumbai Maharashtra, 400 005

**LUNCH provided in the car

EVENT: PRESS TIME – ALL INDIA ASSOCIATION OF INDUSTRIES; 15 min

TIME: 1:00PM – 1:15PM

GREETED BY: Vijay Kalantri, President – All India Association of Industries

LOCATION: World Trade Centre Mumbai

FORMAT: Quick Q&A following the event

ATTENDEES: Select media outlets will attend the luncheon meeting. Top targets are:
Economic Times, Business Standard.

VIPS

Vijay Kalantri

(Vee-jay Call-ahn-tree)

President, All India Association of Industries

Mr. Vijay Kalantri is a much admired industrialist and first generation entrepreneur. Besides being an industrialist and heading the Balaji Group as Chairman and Managing Director. Mr. Kalantri is the President of All India Association of Industries, Vice Chairman of World Trade Centre, Mumbai and is Director International of World Trade Centre, New York. His business acumen and far sightedness has propelled him to take on the challenging venture of Dighi Port, a mega project, Maharashtra's first Greenfield Port at Dighi, Raigad.

Mr. Kalantri has also served on the Board of Directors of several major nationalized banks and is a member of the Reserve Bank of India's Standing Committee on Small Scale Industry, Exchange Control and the All India Export Advisory Committee. He is also on the National Advisory Board of Small Industries Development Bank of India and the Advisory Board of Securities and Exchange Board of India.

Vijay Kalantri has always envisioned that society is interdependent and that industrial and economic activity are intertwined and converge into a single entity. His strong belief that the emerging globalization and liberalization are transcending national boundaries to create a global order, which eventually will bring peace and prosperity to all nations.

Kamal Morarka

(Kah-mall Moe-rahr-kah)

Mr. Kamal Morarka heads the Gannon Dunkerley Group engaged in Civil Engineering, Mechanical and General Engineering, Turnkey Water Treatment Plants, Manufacture of Material Handling Equipment which has an approximate turnover of Rupees 5000 crores. He participated in Electronic Conference conveyed by late Dr. Vikram Sarabhai in March, 1970. Besides he also participated in Management Development Programme of the Indian Institute of Management, Ahemdabad in the year 1970.

He has been President of All India Manufacturers Organisation (1989-90), Vice President, All India Association of Industries and the President, Indian Council of Foreign Trade. He has also been President of National Alliance of Young Entrepreneurs (NAYE) (1977-80); Member of Telephone Advisory Committee, Bombay Telephones (1978-80); Member of Zonal Railway Users Consultative Committee, Western Railway (1976-77); Member, Government of India's Regional Advisory Committee on Central Excise, Patna(1972-74); Vice-President ,Chotanagpur Chambers of Commerce and Industries(1972-74). He has been Member in Board of Studies in Trade, Transport and Industry, University of Bombay.

Thomas Vajda

U.S. Consul General

Thomas L. Vajda assumed the post of U.S. Consul General in Mumbai on July 31, 2014. During his 23 years in the U.S. Foreign Service, Consul General Vajda served as Deputy Chief of Mission at the U.S. Embassy in Rangoon, Burma (Myanmar), as well as overseas postings in the Balkans, South Korea, and Germany. His service in Washington has been in the areas of East Asian and Pacific affairs, weapons removal and abatement, and human resources. Immediately prior to coming to Mumbai, he was the State Department's Deputy Coordinator for Assistance to the Middle East, supporting efforts to coordinate all U.S. assistance to the Middle East and North Africa (MENA) in response to the Arab Spring and subsequent developments in the region. He previously served as the Director of the Middle East Partnership Initiative, a foreign assistance program supporting political and economic reform in the MENA region.

Consul General Vajda holds a Bachelor's Degree from Stanford University and a Master's from the Fletcher School of Law and Diplomacy. He is married to Amy Sebes; they have two daughters.

EVENT: All India Association of Industries (AIAI) Luncheon; 1hr 20 min

TIME: 1:15PM - 2:25PM

ROOM LOCATION: Downstairs from holding room
podium

ROOM LAYOUT: Stage with

Guests will be seated at round tables in large room*

GREETED BY: Ford Graham

EVENT SEATING: Designated table for Governor Nikki Haley, Michael Haley, Katherine Veldran, Rob Godfrey, Bhavna Vasudeva

PURPOSE: To discuss opportunities for investment and trade in South Carolina by Indian companies – focus on the Port of Charleston

BACKGROUND: Vijay Kalantri reached out to Governor Haley and wanted to host a reception and business forum in her honor. They have hosted other trade missions, including from Virginia, Kentucky, and Utah. Membership has over 1400 direct members and 60 affiliated Chambers and trade bodies, with an indirect membership of 50,000.

INTRODUCED BY: Thomas Vajda, Consul General - Mumbai

LENGTH OF SPEAKING: 10 mins / No Q&A

MEAL: (buffet style)

ATTENDEES: 75 attendees

Mumbai delegates

Members of All India Association of Industries

GIFT: All attendees will receive Palmetto lapel pins

PROGRAM DETAILS:

1:15PM – 1:20PM
Trade Centre

Welcome Remarks, Mr. Kamal Morarka, Chairman – World

1:20PM – 1:30PM
the US

Mr. Thomas Vajda, Consul General – Consulate General of

1:30PM – 1:40PM

Governor Nikki Haley's Remarks

1:40PM – 1:45PM
President, AIAI

Program Concludes "Vote of Thanks," Vijay Kalantri –

Lunch

1:45 PM – 2:25PM
spot.

Push and Pull meetings with Ford and Morgan – Designated

TALKING POINTS:

- It was once somewhat of a secret but the word is out - South Carolina is a great place for business.
- Over the past decade we have earned a reputation as a place where manufacturing is coming back to America – the fact is people are calling us the "Beast of the Southeast" – but we're also known as a place where international companies can locate and thrive.
- Area Development magazine ranked South Carolina the #3 Top State for Doing Business.
- We're also the #1 state for the Cost of Doing Business, thanks to our competitive

labor market, land ready for development and affordable power.

- The fact is South Carolina has become a premier destination for foreign companies looking for a place to invest, create jobs, and continue to find success.

- We are home to some of the biggest foreign owned companies in the world, including Honda, BMW, Bosch, FUJIFILM, Michelin, Bridgestone, and Continental Tire.

- Since 2011, announcements from BMW, Toray, and the tire companies Giti, Michelin, Continental and Bridgestone have accounted for over \$5.6 billion in investments and 6,870 jobs.

- Of the more than 400 new projects we have be proud to announce since 2011, 60% of capital investment and more than a third of new jobs were tied to companies headquartered in foreign countries.

- Today, more than 1,200 international operations in the state employ over 100,000 South Carolinians. And that number continues to grow.

- South Carolina was the top state in the U.S. for jobs recruited from international companies, on a per-capita basis for two years in a row (2012 and 2013).

- We're in the heart of the densely populated East Coast region of the United States, where approximately 70% of the U.S. population resides.

- The Southeastern United States is growing, and South Carolina has the second-fastest growing population base in the region, aside from Florida.

- Our ideal location – halfway between New York City and Miami – means that our businesses can reach markets all along the U.S. East Coast with ease.

- We have the Port of Charleston, the most productive port in North America and the deepest port in the region.
- We handle big ships today, and our harbor will be going even deeper to accommodate the future needs of the shipping industry.
- Our state is crisscrossed by five major interstate highways, and we're making the largest investment in improving our roads in a generation.
- We have a strong rail network, a new inland port, and a growing base of cargo moving by rail across our state and around the Southeast and beyond.
- This advantage has lured many of the world's top companies to the state, and has boosted our state's exports to record levels.
- But beyond this, our strongest asset is our people.
- Hardworking and determined, warm and welcoming, South Carolinians are known the world over for making quality products and for their hospitality.
- We will welcome your business in South Carolina, and hope that you can visit our state to see for yourselves all that we have to offer.

2:30PM – 3:30PM Depart WTC for Prospect Meeting; 60 min drive time

LOCATION: Glenmark House, B D S Marg, Chakala, Off Western Express Highway, Andheri (E), Mumbai - 400099

EVENT: Prospect Meeting, Glenmark Pharmaceuticals; 45 min

TIME: 3:30PM – 4:15PM DOC STAFF: Ford Graham

LOCATION: Glenmark House

MEETING INFORMATION:

- Status of Project: New
- The Ask: To be SC's first Indian Pharmaceutical Company. This is an introductory meeting – an opportunity to highlight South Carolina's business-friendly climate.
-
- Key Persons: Glenn Saldanha (Managing Director and CEO)

Glenn Saldanha is the Chairman & Managing Director of Glenmark Pharmaceuticals Limited. Glenn joined Glenmark Pharmaceuticals in 1998 as Director and took over as Managing Director & CEO in 2001.

As Chairman & Managing Director of Glenmark Pharmaceuticals Limited, Glenn Saldanha oversees the entire operations of the organization. During his tenure, he has managed to transform Glenmark from an Indian-driven branded generics business into a research-driven innovation-led organization that focuses on discovering new molecules. Simultaneously he has built a strong branded formulations business across emerging economies including India and has also established a strong foothold in the US generics market in a short period.

Mr. Saldanha holds a Bachelor's Degree in Pharmacy from Mumbai University and is an MBA from Leonard Stern School of Business, New York University.

HISTORY OF COMMUNICATION / MEETINGS:

* N/A

COMPANY INFORMATION

HISTORY

* Glenmark Pharmaceuticals was founded in 1977.

FINANCIALS

* Glenmark reported revenues of \$923.5 million during fiscal year 2013-2014, a 19 percent increase over the previous year.

DESCRIPTION OF BUSINESS

* Glenmark Pharmaceuticals, with its subsidiaries, develops, manufactures, and markets pharmaceutical products, domestically and internationally. In addition, the company is involved in the formulations business that focuses on therapeutic areas, such as dermatology, anti-infectives, respiratory, cardiac, diabetes, gynecology, CNS, and oncology.

* Glenmark has 14 manufacturing facilities in four countries and has 6 R & D centers. Glenmark operates in North America through its subsidiary Glenmark Generics, Inc.

* Glenmark Generics Inc. is a fast growing generics business with a portfolio of over 90 products authorized for distribution in the U.S. The company currently ranks among the top 25 generics companies in the United States.

OPERATIONS

* Glenmark employs over 10,400 people in over 80 countries.

* Glenmark is based in Mumbai, India. The company has operations in India, Latin America, Europe, and the United States.

RECENT PROJECTS

* July 2014 – Glenmark announced plans to set up a new manufacturing facility in Monroe, North Carolina. The 100,000 sq. ft. facility will begin production on an oral solid unit eventually manufacturing units for injectables and topicals. The company expects to start manufacturing by the end of fiscal year 2014-2015.

4:00PM – 4:45PM Depart Glenmark for Cipla; 30 min drive time

LOCATION: Cipla House, Peninsula Business Park, Ganpatrao Kadam Marg, Lower Parel, Mumbai 400 013

EVENT: Company Meeting - Cipla, Limited; 45 mins

TIME: 4:45PM – 5:30PM

DOC STAFF: Ford Graham

LOCATION: Cipla House

ROOM LAYOUT: Board Room

MEETING INFORMATION:

- Status of Project: There is no active project at this point. Rather, this is a suggestion from Walmart. The company is receiving pressure to locate operations in

the U.S.

- The Ask: To be SC's first Indian Pharmaceutical Company. This is an introductory meeting – an opportunity to highlight South Carolina's business-friendly climate.

Timothy Crew, North America CEO at Cipla, a global pharmaceutical company, has been with the company since January 2013.

Mr. Crew has extensive experience in the pharmaceutical industry, spanning over three decades. Crew started his pharmaceutical career detailing brands at Bristol Myers Squibb, where he rapidly advanced through numerous sales, marketing and business development roles of increasing responsibility. He previously served as Senior Vice President and North American Commercial Operations Officer at Teva U.S.A.

Cipla's USA office is based in Miami, FL.

Tom Larkin

Head of Sales,

Cipla US

Ajay Luharuka

(Ah-jay Luh-ha-roo-kah)

Chief Financial Officer, North America

Ajay Luharuka is the Head of Treasury for Cipla Limited. Luharuka has been with the

company since 1996.

Cipla Limited is an Indian-based pharmaceutical company. The Company is focused on developing new formulations for existing and new drug substances. During the fiscal year ended March 31, 2008, the Company launched many drugs and formulations, which includes Ritomune, which is an antiretroviral for booster therapy in Human Immunodeficiency Virus/Acquired Immunodeficiency Syndrome (HIV/AIDS); Adlube, which is a lubricating eye ointment with white petrolatum and mineral oil for dry eye; Olmecip, which is an angiotensin blocker for hypertension, and Ston 1) for urinary stones.

Patsy Jeffery

Business Development, Licensing & Alliance Management

Patsy Jeffery handles legal affairs with Cipla Limited. Jeffery studied at Dr. Harisingh Gaur University and Punjab University.

HISTORY OF COMMUNICATION / MEETINGS: N/A

COMPANY INFORMATION

HISTORY

* Cipla was founded in 1935 by Dr. Khwaja Hamied as the chemical, industrial, and pharmaceutical laboratory with a vision to make India self-sufficient in healthcare.

FINANCIALS

* The company reported profits of \$1.7 billion; an 11 percent growth over the year, net income growth was 17 percent (\$231 million) over the year. Exports accounted for 48% or (US \$800 million) of its revenue for FY 2013-14. Cipla spent 5.4% of revenue in FY 2013-14 on R&D activities.

* As of September 2014, the market capitalization of the company was \$8.4 billion, making it India's 42nd largest publicly trading company by market value.

DESCRIPTION OF BUSINESS

* Cipla is a multinational pharmaceutical and biotechnology company. Cipla manufactures a range of pharmaceutical and personal care products. Cipla also cooperates with other enterprises in areas such as consulting, commissioning, engineering, project appraisal, quality control, know-how transfer, support and plant supply.

* The company offers active pharmaceutical ingredients (APIs); and formulations in therapeutic areas, such as allergy, analgesic, anti-malarial, anti-infectives, cardiology, dermatology and cosmeceuticals, diabetology, gastroenterology, HIV-AIDS, hormones and steroids, iron chelators, musculoskeletal, neuropsychiatry, nutritional and ophthalmic products, oncology, respiratory, urology, and women's health in various dosage forms.

* It also provides veterinary products for various animals, including companion, equine, general care, livestock, and poultry. In addition, the company offers inhaled medication and devices, such as dry powder inhalers, single-dose capsule and multi-dose dry powder inhalers, breath-actuated metered dose inhalers, non-static spacers, baby and infant masks, and nasal sprays.

* Cipla spent 5.4 percent of its revenue in 2013-14 on R&D activities. The primary focus areas for R&D were development of new formulations, drug-delivery systems and APIs (active pharmaceutical ingredients).

* Cipla has over 2000 products in 65 therapeutic categories available in over 40 dosage forms, 49 products prequalified by the World Health Organization, and about 100 patents granted.

* Cipla's notable products include: World's largest range of inhaled medications & devices, including first transparent dry powder inhaler, pioneered access in India to HIV treatment by making antiretroviral available at less than \$1/day, anti-flu drug during 2005 Bird Flu epidemic, and in 2012 the company pioneered breakthrough in cancer drugs, reducing prices and making cancer drugs more affordable.

* Cipla is the First Indian company to be approved by the US FDA in 1985.

* In North America, Cipla has expanded from 36 to more than 50 products including several key respiratory products and generics. During 2013-14, Cipla has had 16 filing and received 13 approvals.

OPERATIONS

- * The company is headquartered in Mumbai, India with 34 manufacturing facilities in 8 locations and has a presence in 170 countries.
- * Cipla's US offices are located in Miami, FL.

RECENT NEWS

- * October 2014 – Cipla reported to the Bombay Stock Exchange that plans to build a manufacturing plant in Iran. Cipla reported it will contribute machinery, equipment, and technical knowledge over the next three years, an investment valued at about \$36.5 million and 75% ownership. The proposed investment is subject to completion of certain conditions and getting all of the applicable regulatory approvals.
- * Medpro Pharmaceutical (Pty) Ltd - a subsidiary company of Cipla Medpro, the third largest pharmaceutical company in South Africa, today announced that it has entered into a collaboration with Teva Pharmaceuticals (Pty) Ltd, an affiliate of Teva Pharmaceutical Industries Ltd (Teva) - the largest generic pharmaceutical manufacturer in the world with a presence in about 60 countries and approximately 45,000 dedicated employees worldwide. The collaboration is restricted to the territory of South Africa. The collaboration is a sales and distribution arrangement whereby Cipla Medpro will exclusively market Teva's broad pharmaceutical product portfolio in South Africa.
- * September 2014 – Cipla opened an office in Kenya to build a stronger presence in the area.
- * Also, Cipla announced its collaboration with S&D Pharma in the Czech Republic and Slovakia. The collaboration will increase Cipla's respiratory product portfolio in both areas through a Cipla owned sales team managed by Cipla commercial head.
- * July 2014 – Cipla announced its intent to invest \$21 million for a 51% stake in a pharma manufacturing and distribution operation in Yemen. The facility plans to manufacture tablets and capsule.
- * Cipla also announced in July its plan to collaborate with the UK government with its intentions to make investments of up to \$16 million.

BRAGGING POINTS: Mention relationship with Walmart

GIFT: Present the gifts at the end of the meeting - SC silver tray given to Tim Crew.

Palmetto Books given to Tom Larkin, Patsy Jeffrey, and Ajay Lahurakh.

5:30PM – 5:45PM Depart Cipla for Alok Industries; 15 min drive time

LOCATION: Tower B, 2nd and 3rd Floor, Peninsula Business Park, Ganpatrao Kadam Marg, Lower Parel, Mumbai 400 013

EVENT: PROSPECT MEETING, Alok Industries; 35 min

TIME: 5:45PM – 6:30PM DOC STAFF: Ford Graham

LOCATION: Tower B, 2nd and 3rd Floor, Peninsula Business Park

MEETING INFORMATION:

- Status of Project: Project was very quiet and abandoned, until early this year when we received a call showing renewed interest. This was after the Governor's meeting in May. Project seemed to be ramping up again, then went quiet.
- The Ask: What can we do to assure that they will locate their next US facility in South Carolina?

Arun Agarwal

(Ah-roon Ah-gar-wall)

Arun Agarwal, Chief Executive Officer of Alok International, a subsidiary of India based

Alok Industries. As CEO, Agarwal has established partnerships and alliances with major brands and celebrities.

Agarwal, a native of Rajasthan, India currently resides in Dallas, Texas. He and his wife, Anu, have a 12 year old daughter, Anya.

Agarwal founded Alok International in January of 2008. Agarwal has served on the advisory council boards of several well-known retailers and also participated in the US Manufacturing Council.

Agarwal received a Bachelors and Master's degree from the Institute of Management Technology, Ghaziabad, Master's degree from Southern New Hampshire University and International Business Degree from Harvard University. In 2014, he was honored with the 2014 Minority Business Leader Awards presented by the Dallas Business Journal.

Mr. Surendra B. Jiwrajka

(Sur-en-dra Jew-raj-ka)

Mr. Surendra B. Jiwrajka is 52 years old. He is the Joint Managing Director of Alok Industries. His schooling & college were completed in Mumbai; immediately after graduation, he joined the family partnership firm for trading in yarn. He then founded Alok Industries Ltd. with his two brothers in 1986. He has over 25 years of experience in the textile industry. He plays a critical role in charting the company's growth strategy, oversees manufacturing & marketing functions of the polyester segment, and is responsible for all capital expansion projects.

HISTORY OF COMMUNICATION / MEETINGS:

- * 2011 – Considered SC for a manufacturing facility but abandoned the project.
- * March 2013 – Governor Haley met with Arun in Orlando at Walmart Supplier Summit.

- * Interested in working with universities and technical colleges on textile training, if they have a need.
- * Followed up with letter and invitation to Mansion.
- * 03/11 Governor received email from them; responded.
- * Tony Allen, PM, followed up with Arun but never heard back.
- * June 2013, Greg Hall was to follow-up.
- * Arun Agarwal, CEO, hosted the Governor in his home on May 3rd of this year.
- * Renewed interest expressed after the May visit, wanted to reengage and reopen the project.
- * Seemed excited on a phone call, but then immediately went cold again.

COMPANY INFORMATION

HISTORY

- * Alok was established in 1986 as a private limited company, and their first polyester texturizing plant was set up in 1989. Alok is the largest integrated textile manufacturer in the world.

FINANCIALS

- * The company reported revenues for 2014 as \$2.1 billion.

DESCRIPTION OF BUSINESS

- * Alok Industries Limited manufactures and sells textile products in India.
- * It provides compact yarn, dyed yarn, blended yarn and organic cotton; apparel fabrics comprising knitted and woven fashion-wear and yarn-dyed fabrics, as well as technical textiles for industrial, aerospace, military, marine, medical, construction, transportation, and technology applications; and home textiles, such as bed sheet sets, comforters, blankets, quilts, curtains, terry towels, duvets and bed-in-a bag products.
- * The company also offers knitted and woven garments for ladies, gents and children for various applications that comprise sportswear, active wear, casual wear and sleepwear; and partially oriented yarn, fully drawn yarn, drawn texturized yarn, cationic yarn, polyester staple fiber and master batch products.

* In addition, it provides Schiffli and multihead computerized embroidery on woven, non-woven and knitted garments, as well as laces and accessories comprising shopping bags and handkerchiefs.

* Alok operates a chain of stores under the name of H&A that offer home textiles, men's wear, women's wear, children's wear and embroidered fabrics. It also operates approximately 216 stores under the name of Store Twenty One, which sells fashion products for women, men, girls, boys and babies, as well as accessories.

* The company is involved in buying and developing commercial and residential properties in Mumbai. It serves primarily manufacturers, exporters, importers, and retailers.

* The company also exports products to over 90 countries, primarily in the United States, Asia, Europe and Latin America.

OPERATIONS

* The company employs more than 20,000 people.

* Alok Industries is based in Mumbai, India, and all facilities are located there.

6:30PM – 6:55PM Depart Alok for Taj Land's End Hotel; 25 min drive time

7:00PM – 7:20PM PRESS AJIT PUBLICATION – Interview; 15 mins

7:20PM – 8:00PM Depart Taj Land's End Hotel to Mumbai Cricket Association Club; 40 min drive time

LOCATION: Boundary Hall, Mumbai Cricket Association Club, RG-2, G-Block, Bandra Kurla Complex (Near US Consulate), Mumbai 400 051

EVENT: US-India Importers' Council/US-India Investors' Forum Reception; 1hr 30mins

TIME: 7:00PM – 9:30PM

LOCATION: Boundary Hall, Mumbai Cricket Association Club

GREETED BY: Ford Graham

PURPOSE: Meet with Indian companies to discuss doing business in South Carolina; witness Memorandum of Understanding (MOU) between SC Department of Commerce and USIIC.

BACKGROUND: In addition to prospect companies with a potential interest in manufacturing in SC, there will also be many companies with potential interest in buying products from South Carolina. Bobby will have pre-signed the MOU, Governor Haley will witness signature by USIIC.

PRESS PLAN: USIIC is inviting media to the event.

ATTENDEES: 75 attendees Mumbai delegates; Prospect Companies

GIFT: Present gift after the signing of the MOU - M.J. Rai, USIIC Chairman.

INTRODUCED BY: Puneet Ahulwalia, Vice President – USIIC US Chapter (Washington, DC)

SPEAKING LENGTH: 10-15 mins / No Q&A

PROGRAM DETAILS:

Governor Haley arrives/Receiving of Governor

Welcome Address – USIIC

Address by USIIF

Address by Thomas Vajda, US Consul General – Mumbai

Address by Camille Richardson, US Commercial Services

Address by Puneet Ahluwalia, Vice President USIIC US Chapter (Washington, DC)

Governor Nikki Haley's Remarks

Vote of Thanks, signing of MOU, Group Photo

Buffet Style Dinner, Push and Pull Meetings

TALKING POINTS:

- South Carolina is known as a place that makes things and makes them well.
- While we're a small state in size, we're a big player in manufacturing. In fact, South Carolina has earned the reputation as "Beast of the Southeast" because of our success in drawing globally respected manufacturing companies to our state.
- We have a long and storied history in manufacturing. Decades ago, we were known primarily as a textile state.
- Fast forward to today. Advanced manufacturing is at home in South Carolina. We build planes, we build cars, we build tires and so much more.
- If you can dream it, we can build it.
- For 20 years, our citizens in Spartanburg have been building "the ultimate driving machine" – BMW. Soon South Carolina will have the largest plant in BMW's global system.
- This is significant: a German automaker that proudly touts German engineering will have its largest plant in Greer, South Carolina.
- That attention of quality extends to planes. North Charleston, South Carolina is one of only two locations in the world where Boeing fabricates, assembles and delivers twin-aisle commercial aircraft.

- And we're number one in tires. South Carolina produces more tires than any other state in the U.S., rolling out 89,000 tires each day.
- We have four of the world's top 10 tire makers in our state – Michelin, Bridgestone, Continental and Giti Tire. And we're also the #1 exporter of tires with 30% of the U.S. market share.
- Our success in manufacturing has led to amazing job growth in that field.
- Since 2011, South Carolina has experienced nearly 10% growth in manufacturing jobs (up 9.7% in three and a half years).
- This 10% in growth represents over 20,000 new jobs created.

The Walmart Connection:

- Our relationship with Walmart is a special one and because of it South Carolina continues to see companies from all over the world move to our state and set up operations.
- The Walmart suppliers locating in our state include Kent International, a bicycle company; Element Electronics, a maker of televisions; Louis Hornick and Company, which produces window coverings and home textiles; and Enor Corporation, a plastic toy manufacturer. All told, these announcements represent 951 jobs and more than \$14 million in new investment.

- Most importantly, these Walmart suppliers are locating in some of our state's rural communities that need these jobs the most. They're converting vacant buildings into bustling operations, employing our citizens and making dramatic positive changes in these local communities.

BIOS:

MJ Rai

Chairman

US-India Importers Council

Bio

Puneet Ahluwalia

Vice President USIIC US Chapter (Washington, DC)

Bio.

9:00PM

Depart from Boundary Hall for Taj Land's End Hotel; 30 min drive