

From: Graham, Ford <fgraham@scommerce.com>
To: Veldran, KatherineKatherineVeldran@gov.sc.gov
Godfrey, RobRobGodfrey@gov.sc.gov
CC: Crapps, Morganmcrapps@scommerce.com
Date: 11/18/2014 12:41:19 AM
Subject: Fwd: Panel Discussion on "How to boost India-U.S. Partnership in manufacturing, trade & investments in "Manufacturing Sector"

Date: November 18, 2014, 9:44 AM GMT+5:30
To: Robyn Kessler <Robyn.Kessler@trade.gov>
Subject: Fwd: Panel Discussion on "How to boost India-U.S. Partnership in manufacturing, trade & investments in "Manufacturing Sector"

Hi Robyn.

Will appreciate if you could get this to Gov. Haley.

Regards
Vishal

Vishal Sharma
Vice President and General Manager, India
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Begin forwarded message:

From: "Manda, Ven" <ven.manda@medtronic.com>
Date: 18 November 2014 4:26:41 am IST
To: "Sharma, Vishal" <Vishal.Sharma@ecolab.com>
Subject: Re: Panel Discussion on "How to boost India-U.S. Partnership in manufacturing, trade & investments in "Manufacturing Sector"

Thanks Mr. Sharma;

Your background and proposed questions are pertinent. I'm happy to provide our industry/sector perspective on questions 5, 6 or 7.

Best,
Ven

On Nov 18, 2014, at 12:19 AM, "Sharma, Vishal" <Vishal.Sharma@ecolab.com<<mailto:Vishal.Sharma@ecolab.com>>> wrote:

Dear Naushad,

Thanks for forwarding this to me...my friends at CII forgot me for some reason earlier.

Dear Colleagues on the Session tomorrow, kindly see my quick thoughts below from the US side.

- While India has always been seen as a key economy and a significant opportunity, for the last few years it has more of a sideways movement and quite challenging to get the economy firing against the expectations.
- Today, given the new Modi Govt. in place, there is clear and fresh hope. The mandate the new Govt. has is strong and it clearly has the ability to drive things forward.
- The US has always been a large trading partner for India, and even recently, India has received a large part of the capital (20%) allocated towards emerging markets globally.
- The US economy and US businesses will remain a big global mover for the next few decades, in spite of some predictions to the contrary. It continues to be the global economic bellwether and will likely remain so.
- While there is keen interest to invest in India, both as an attractive and large market as well as a production location, US companies need to see more concrete steps from India to be able to allocate capital to the country, and make investment decisions. In the meantime, the low cost of capital and recently declining energy costs make local home manufacturing attractive for US companies.
- Some recent surveys showed that US CEOs see India as a attractive R&D destination, while several Indian CEOs would like to see India as the next Germany...manufacturing high quality and advanced products...this raises a Win-Win opportunity.
- So while the Indian Govt. has expressed clear and solid intentions with the "Make in India" theme, only solid and concrete steps ahead will drive real action and cash flows into the economy, into infrastructure, into industry, eventually creating the much needed 90 Mil jobs and helping to take our GDP growth to 7%+. It is critical now to define those steps...

Some questions that we can take on the panel tomorrow from the US side

1. What do we see as the key steps needed from the GOI to drive the manufacturing revolution in India? (Gov. Haley?)
2. What is the key message the Indian Govt. would like to convey to US business?

(Secretary Kumar?)

3. How do US policy makers and the US Govt. view the India opportunity? (Gov. Haley?)
4. What are some of the challenges US businesses have faced while operating and expanding in India? (Mr.Desai, Corning?)
5. How can India address the IP protection challenge and the speed of redressal for disputes? (Secretary Kumar?) (Mr.Manda, Medtronic?)
6. What would make a US company chose India over some South East Asian countries or China? (Mr.Desai, Corning?) (Mr.Manda, Medtronic?)
7. What are the primary sectors for joint development? Is it labour intensive manufacturing which would leverage the cost arbitrage or is it high tech manufacturing? Again, which sectors in specific? (Anyone / Everyone in the panel?)

Look forward to meeting everyone tomorrow. If we have any additional colleagues on the panel we will manage the questions accordingly.

Best regards

Vishal

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From: FORBES, Naushad [<mailto:nforbes@forbesmarshall.com>]

Sent: 17 November 2014 16:25

To: Sharma, Vishal

Cc: Naushad FORBES

Subject: Fwd: Panel Discussion on "How to boost India-U.S. Partnership in manufacturing, trade & investments in "Manufacturing Sector"

----- Forwarded message -----

From: FORBES, Naushad <nforbes@forbesmarshall.com<<mailto:nforbes@forbesmarshall.com>>>

Date: 17 November 2014 14:57

Subject: Re: Panel Discussion on "How to boost India-U.S. Partnership in manufacturing, trade & investments in "Manufacturing Sector"

To: Anjan Das <a.das@cii.in<<mailto:a.das@cii.in>>>

Cc: Babasaheb Kalyani <bkalyani@bharatforge.com<<mailto:bkalyani@bharatforge.com>>>,

kv@larsentoubro.com<mailto:kv@larsentoubro.com>, Dean RD IIT <dean.rnd@iitb.ac.in<mailto:dean.rnd@iitb.ac.in>>, director.office@iitb.ac.in<mailto:director.office@iitb.ac.in>, ven.manda@medtronic.com<mailto:ven.manda@medtronic.com>, sudhir.zutshi@ul.com<mailto:sudhir.zutshi@ul.com>, ashmita.sethi@boeing.com<mailto:ashmita.sethi@boeing.com>, diekmanlm@state.gov<mailto:diekmanlm@state.gov>, GullishJJ@state.gov<mailto:GullishJJ@state.gov>, aakash.deep@cii.in<mailto:aakash.deep@cii.in>, DuvuriJS@state.gov<mailto:DuvuriJS@state.gov>, ntheriot@usibc.com<mailto:ntheriot@usibc.com>, nmehra@usibc.com<mailto:nmehra@usibc.com>, Seema Gupta <seema.gupta@cii.in<mailto:seema.gupta@cii.in>>, Mayank <mayank.rohatgi@cii.in<mailto:mayank.rohatgi@cii.in>>, Arun Kumar <Arun.Kumar@trade.gov<mailto:Arun.Kumar@trade.gov>>, Chhaya Gogate <Cgogate@forbesmarshall.com<mailto:Cgogate@forbesmarshall.com>>, Digvijay Bhandari <dbhandari@forbesmarshall.com<mailto:dbhandari@forbesmarshall.com>>>

Dear All,

First, apologies for not being in touch before this. In this panel we have a little over an hour, and we have ten wonderful speakers, each of whom could comfortably enlighten the audience for the full hour. I've been trying to figure out how we can cope with this abundance of riches in a manner which is not purely sequential. Here is a list of possible questions from an Indian perspective - please pick and adapt as you would like - it is only to get us going. If each panelist could pick up ONE question and address it in their introductory comment in say 3 minutes or so, that would provide some link between speakers.

1. India aims to increase manufacturing from 15% of GDP to 25% of GDP. This means growing manufacturing at around 15% year on year for ten years. The best we have achieved as a country over a decade is 8% annual growth for 2000-2010. What will it take to grow roughly twice as fast, compounded, as the best we have ever done?
2. The government has launched an ambitious - and welcome - Make in India initiative. What would attract US firms to do just that? And would you Make in India for India, or for the world?
3. India has an abundance of lower cost, high quality engineers. How does this help us compete as a manufacturing nation?
4. India figures very poorly in the Ease of Doing Business survey. Much progress will depend on the states, and how each state improves its own business climate. How can India unleash the spirit of competitive federalism so strongly seen in the US?
5. India not only aims to grow manufacturing at twice the best we have achieved, we aim to do so by creating 10 million manufacturing jobs a year. Growing labour intensive manufacturing requires even more of a change in trajectory - in particular, it means growing labour-intensive sectors where we have not traditionally been strong - textiles, garments and footwear; toys; electronic and mechanical assembly. How do we best promote such sectors?

This is an initial list of questions from an Indian perspective. I'm sure Vishal will have more

to add from a US perspective. I look forward to seeing you all tomorrow.

Kind regards
Naushad

On 14 November 2014 23:53, Anjan Das <a.das@cii.in<<mailto:a.das@cii.in>>> wrote:

Dear Moderators and Panelists,

Thank you for your kind confirmation to join the Panel Discussion on “How to boost India-U.S. Partnership in manufacturing, trade & investments in “Manufacturing Sector” at the India-U.S. Technology Summit 2014. The session is scheduled at 1200 Hrs on 18 November 2014 at Banquet Hall, India Expo Centre, Greater NOIDA, Delhi NCR.

I am writing this mail to introduce the moderators to the panelists in the session. The session flow is as follows:

- * The panel will be set up in a “coffee table format” where the co-moderators will sit in the center and the panelists will be assigned seats.
- * Introduction to the Indian sectoral perspective by Indian Moderator (3 minutes)
- * Introduction to the U.S. sectoral perspective by U.S. Moderator (3 minutes)
- * Inviting the panelist to give their views & suggestions. Indian Moderator to invite Indian panelists & U.S. Moderator to invite U.S. panelists.
- * Each panelist is allotted 5 minutes each
- * Moderated Q&A. The moderators should vary questions, e.g., one question to one person, lightning yes/no across the whole panel, one question to the group, audience question with a show of hands.
- * Summing up of the Session by each moderator (2 minutes each)

We request the moderators to kindly initiate a discussion with the panelists so as to make the deliberations useful to the audience.

I also have following requests to the moderators and finalists:

- Kindly plan to join the Inaugural Session scheduled at 1030 Hrs. The programme is attached.
- A briefing meeting is planned 15 minutes before the session. Kindly assemble at the

Faculty Lounge@Hall 4 on 2nd Floor for the same

The Point of Contact (PoC) of your session is Mr. Aakash Deep (aakash.deep@cii.in<<mailto:aakash.deep@cii.in>>; 9810766055), you may contact him for any further queries or details. The Point of Contact (PoC) for this session at the U.S. Embassy is Mr. Jagannathrao Shastri Duvuri (DuvuriJS@state.gov<<mailto:DuvuriJS@state.gov>>).

We would request Mr Duvuri to connect/ forward this email to the U.S. Government panelists.

It would be privilege to meet with you at the event.

Best regards,

Anjan Das

Anjan Das
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