

28-29 November, 2016: CANACO Guadalajara, Guadalajara, Mexico

Draft Programme

<i>Day 1: Monday, 28 November, 2016</i>	
08:00 - 09:00	Registration
09:00 - 10:30	Inaugural Session and Keynote Address
10:30 - 10:45	Tea/Coffee Break
10:45 – 12:00	<u>Plenary Session: India and LAC in the global value chain</u> <i>The India-LAC partnership has become a multi-faceted one, including trade and investment, political exchanges, science and technology and other areas. What factors have propelled this relationship? As emerging economies, how can India and the LAC region work together to drive global growth?</i>
12:00 – 13:15	<u>Plenary Session: Session on Trade and Investment</u> <i>The India-LAC commercial relationship has grown tremendously since the turn of the 21st century; trade has grown from \$2 billion in 2001 to a peak of \$49 billion in 2014, and cross-country investments total roughly \$23 billion. While India's major trade and investment partners are large economies like Brazil and Mexico, other countries like Chile, Peru and Colombia are rapidly increasing their engagement with India. What measures could boost trade and investment between India and the LAC region? How can both sides overcome challenges such as a lack of trade and investment agreements?</i>
13:15 - 14:30	Networking Luncheon
14:30 - 15:45	<u>Plenary Session: The role of regional groups and trade agreements in the India-LAC relationship</u> <i>Although India views its relationship with LAC through numerous bilateral relationships, it is possible to map and analyze the overall India-LAC relationship through multiple regional groups that highlight common elements of mutual interest. India has signed trade agreements with Mercosur and Chile, and is negotiating a similar agreement with Peru. How can India work closer with the Pacific Alliance? What will be the impact of</i>



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	<i>TPP on India-LAC ties?</i>
15:45 - 16:00	Tea /Coffee Break
16:00 - 17:00	<p><u>Break-Out Sessions:</u> Sessions on business synergies in specific sectors, which will take place simultaneously in different halls.</p> <p><i>While some India-LAC exchanges are in the initial stages, others stand out. The chief sectors of interaction between India and Latin America, which over the past two decades have evolved beyond just transactional exchanges, are information technology, pharmaceuticals, energy, automobiles, and agribusiness. What are the future prospects in these focus sectors? How can India and Latin America move beyond to new areas of collaboration?</i></p> <p><u>Panel 1:</u> <i>Focus sector: Automobiles</i></p> <p><u>Panel 2:</u> <i>Focus sector: Information Technology</i></p> <p><u>Panel 3:</u> <i>Focus sector: Pharmaceuticals</i></p>
17:00 - 18:00	<p><u>Break-Out Sessions:</u> Sessions on business synergies in specific sectors, which will take place simultaneously in different halls.</p> <p><u>Panel 4:</u> <i>Energy security in India and the LAC region</i></p> <p><u>Panel 5:</u> <i>Cooperation in agribusiness, food processing and agrochemicals</i></p> <p><u>Panel 6:</u> <i>Space cooperation</i></p>
18:00 - 19:00	B2B Meetings
19:00 - 19:30	Depart for Instituto Cultural Cabañas for the Gala Dinner
19:30 - 21:00	Cultural Evening and Gala Dinner hosted by Government of Jalisco
<i>Day 2: Tuesday, 29 November, 2016</i>	
09:00	- <u>Plenary Session:</u> Collaboration through acquisitions and joint



10:15		projects in India and the LAC region
		<i>The majority of investments between India and Latin America have taken the form of mergers or joint projects, rather than new, greenfield investments. This is especially the case in the automobile, energy and pharmaceutical sectors. In this context, what have been the benefits of recent acquisitions? How important are the few greenfield investments between India and LAC, and how much value have they added to localities they are present in?</i>
10:15 11:30	-	<u>Panel 2: Financing as a catalyst for growth</u>
		<i>Large Indian companies have little difficulty in financing their investments and business ventures in the LAC region. However, small and medium enterprises from India find it increasingly challenging to invest in the LAC region due to lack of adequate financing options. The Latin American companies in India are still better off, as they can rely on financing from their own countries (BNDES for Brazil and Bancomext for Mexico, for example). How can local banks in Latin America fill in this need gap? Can Indian companies meet their financing needs through regional or multilateral financial institutions like CAF and IDB?</i>
11:30 11:45	-	Tea /Coffee Break
11:45 13:00	-	<u>Plenary Session: Ease of Doing Business in India and Latin America: Regulatory mechanisms, taxation, and investment protection</u>
		<i>The current Indian government has emphasized the need to improve the ease of doing business. Similarly, new dispensations in LAC countries such as Argentina, Brazil and Mexico are also working on making it easier for foreign businesses to operate in their countries. How can Indian companies better adapt to the new and varied business environments in the LAC region? Can LAC companies benefit from the soon-to-be-implemented Goods and Services Tax (GST) in India?</i>
13:00 14:00	-	Valedictory Session
14:00	-	Lunch



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15:00	
15:00 - 17:30	<i>B2B Meetings</i>
	<i>Note: B2B meetings would be open throughout the duration of the Conclave</i>