



Confederation of Indian Industry



India-LAC Conclave

1-2 October 2018

Draft Programme, Day 1: Santiago, Chile

0830 – 0930 hrs.	Registration
0900 – 1800 hrs.	B2B Meetings
0930 – 1030 hrs.	<u>Inaugural Session</u> <i>(with CIM, Mr. Suresh Prabhu and his counterpart ministers from LAC)</i>
1030 – 1130 hrs.	<u>Plenary Session</u>: India and LAC: Challenges and Opportunities in Trade and Investment <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? 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. This session will also focus on 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>
1130 – 1145 hrs.	Tea/Coffee Break
1145 – 1300 hrs.	<u>Plenary Session</u>: The Future of India-LAC Partnership <i>The LAC Countries have a lot to offer to India. India has been a principal importer of commodities. Given the increasing economic growth of the LAC region in 2018-19 and the higher prices of commodities, India should look at increasing its trade with the region in the coming years. Considering the recent challenges, the Western Hemisphere has posed in doing business, both India and the LAC countries can look at each other to strengthen the business and bilateral relationship. This session will also focus on the location and relationship of India with rest of Asia, and how LAC countries can benefit from these relations. India has trade agreements with a lot of countries in Asia and thus offer Latin American and Caribbean countries a lucrative opportunity to see India as an access point to these markets as well.</i>
1300 – 1400 hrs.	Lunch
1400 – 1715 hrs.	<u>Break-Out Sessions</u>: <i>Sessions on business synergies in specific sectors, which will take place simultaneously in different halls. 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</i>



	<i>exchanges, are information technology, pharmaceuticals, energy, automobiles, and agribusiness. What are the future prospects in these focus sectors? How can India and LAC move beyond to new areas of collaboration?</i>	
1400 – 1500 hrs.	<p>Session on Healthcare and Pharmaceuticals</p> <p><i>The partnership between India and the LAC countries have been a non-threatening and benign economic partnership. The Indian companies have a positive image in the region. The Latin Americans have been appreciative the contribution of Indian pharma companies to lower the cost of medicines and increase the share of affordable generics in their markets. India and the LAC countries can further cooperate in research and development in medicine and biotechnology. India with its thousands of years of knowledge, can also provide traditional medicine alternatives to the LAC Countries.</i></p>	<p>Session on Power and Energy (Renewable)</p> <p><i>Clean and Renewable energies are the future of this world. LAC has no dearth of resources. India and LAC can work on cooperation projects in clean and renewable energy where India can provide technology and industrial capabilities. This session would thus focus on the combined strategies and pathways the two sides can discover and implement and challenges the two sides can overcome together regarding this sustainable goal.</i></p>
1500 – 1600 hrs.	<p>Session on Agro-Industry, Food Processing and Chemicals</p> <p><i>The Latin American Countries have abundant land and resource and can feed India's growing population. Agribusiness in a major export oriented industry in the LAC region. Indian companies in the LAC region have also invested in the food production and agri markets as well. Considering challenges such as growing population, limited resources and climate change, this session would focus on how India and the LAC countries can develop a mutually profitable trade and bilateral relationship using the Agri-industry.</i></p>	<p>Information Communications and Technology/Business Process Outsourcing Services</p> <p><i>In the 21st century, Latin America and India have shown great interest in the IT and Services industry. Information communication technology (ICT) products and services are essential, integrated aspects of today's world. India is the largest supplier of ICT products and services to LAC. India IT and Services firms have established a global delivery centers in Latin America. Indian ICT companies in LAC employ about 35,000 Latin Americans in the Region. Indian and LAC companies' partnership is rapidly expanding in this sector. This session will also focus on how India and LAC countries can work together in this sector.</i></p>



1600 – 1615 hrs.	Tea/Coffee Break
1615 – 1715 hrs.	<p><u>Plenary Session: The Role of Regional Groups</u></p> <p><i>Regional group are increasingly becoming significant in trade and bilateral relationship. MERCOSUR is a customs union comprising Argentina, Brazil, Paraguay, and Uruguay. The Pacific Alliance is a free-trading, free-market grouping of countries comprising of Mexico, Colombia, Peru, and Chile operating with their own trade policies. The Central American Integration System (SICA), the economic and political organization of Central American states. CARICOM, a customs union, is a group of 15 Caribbean countries, mostly islands. CARICOM, considering the recent high-level visit from India to this region, has started to look at India to increase their bilateral trade. This session will manly focus on these three regional blocs: MERCOSUR, Pacific Alliance, SICA and CARICOM and how India can work closer with these blocs.</i></p>
1900 – 2100 hrs.	ICCR Cultural Programme, Gandhi Jayanti Celebrations and Gala Dinner

Draft Programme, Day 2: Santiago, Chile

0830 – 0930 hrs.	Registration	*Meeting of India Business Forum for Latin America and the Caribbean Region (invite-only)
0930 – 1700 hrs.	B2B meetings	
0930 – 1035 hrs.	<p>Session on Automotive, Auto parts and Machinery</p> <p><i>Indian companies' investment in the Manufacturing sector has been close to 60% of the total Indian FDI in LAC. Indian companies have made investment in almost 30 different manufacturing plants in the LAC region. The LAC Companies have also made investments in India in this sector. India-LAC companies have good cross-border cooperation because of the fact that both India and the LAC countries are important part of the global value chain in the automobile and auto-components sectors. But, the is a huge scope for the Indian companies in Automobile, Auto-components and Machinery sectors to increase the investments in the LAC</i></p>	<p>Session on Infrastructure and Engineering</p> <p><i>India is one of the top destinations for engineering and services. While the LAC region has engineering and infrastructure projects worth billions of dollars which have been unveiled lately. Also, the interest in public-private partnerships (PPP) for realizing infrastructure projects is growing rapidly in the LAC region. All the big economies in the LAC region including Brazil, Mexico, Argentina, Colombia, etc. have floated Railway or Roadways infrastructure tenders or are in the process of floating such tenders. The region is in need of multinational contractors, sub-contractors and suppliers of different tiers. Thus, the</i></p>



	<i>Region and vice-versa in India by the LAC Companies. This session will discuss on how India and LAC companies cooperate further in this sector? Can joint research and development institutes be setup in this sector in India and in LAC? Can both the countries use their trade agreements to create mutually beneficial partnerships?</i>	<i>infrastructure session will address these sectors such as Railways, Roadways, etc. and will project India as a technological and engineering partner to the LAC region. The session will also debate on the financial options available for Indian multinationals to execute these big infrastructure projects in the LAC region.</i>
1035 – 1050 hrs.	Tea/Coffee Break	
1050 – 1155 hrs.	Plenary Session: Chile	
1155 – 1255 hrs.	<u>Valedictory Session</u>	
1255 – 1400 hrs.	Lunch	

Suggested Programme, Day 3

0900 – 1700 hrs.	OPTIONAL: Site visits to Valparaiso or Iquique Free Trade Zone
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