



General Union of Chambers
of Commerce, Industry & Agriculture



Federation of Arab Businessmen



Ministry of External Affairs
Government of India



League of Arab States



Federation of Indian Chambers of
Commerce and Industry



Partnership Conference

New Horizons in Investment, Trade and Services

26-27 November, 2014 : New Delhi



Background

The paradigm re-alignment in global economic order is leading to a new dynamic perspective on how India and the Arab world should cooperate to define their relations in the future decades to come. Today, India has emerged as a major economic power with immense potential to mould the future path of global business dynamics, the time has come to further deepen and re-define its economic and cultural relations with the Arab world. The ongoing global economic slowdown has indeed fuelled the process. To stimulate this cooperation three Partnership Conferences were held in, 2008, 2010, 2012 and will be followed by the forthcoming conference this year. The Federation of Indian Chambers of Commerce and Industry, in association with Ministry of External Affairs of India, League of Arab States and Federation of Arab Businessmen is organising the 4th India-Arab Partnership Conference during 26th and 27th November, 2014 at New Delhi.



The Vision

The Conclave is a flagship event for both FICCI and the member states of LAS (FICCI's and Arab Leagues) that aims to practically implement the Government of India's policy in extending a conducive and enabling platform to Indian and Arab Business communities. The event envisions enhancing and exploring numerous business and investment opportunities in both (each other's) regions.

Objective

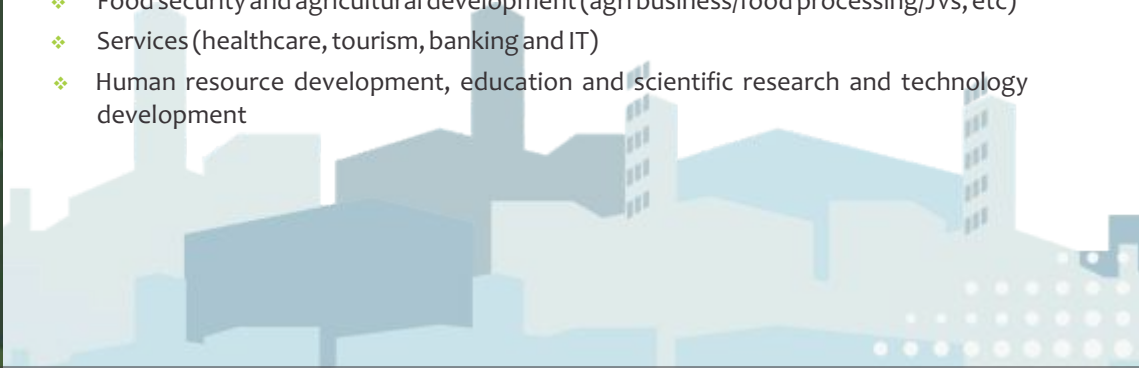
To promote bi-directional flow of investments and to facilitate the process of seeking investable projects across sectors open to joint business ventures. In addition to mutually providing an ideal platform to promote exports of Indian expertise and technical know-how to the member states of LAS (League of Arab States) and act as examples for setting up identical business models and improve their human resources.

The Conclave Framework

- ❖ To identify core competencies of both the regions and leveraging them for mutual benefit
- ❖ Participation by the League of Arab States & Indian States
- ❖ Participation of Indian and Arab Industry leaders
- ❖ Networking opportunities and partnerships through B2Bs

Sectoral Sessions

- ❖ Investment and manufacturing (pharma, infrastructure etc)
- ❖ Energy with focus on renewal energy
- ❖ Food security and agricultural development (agri business/food processing/JVs, etc)
- ❖ Services (healthcare, tourism, banking and IT)
- ❖ Human resource development, education and scientific research and technology development



Retrospective

3rd India-Arab Partnership Conference: 22-23, May 2012, Abu Dhabi

- ❖ The Conclave firmly established itself as the nodal platform to discuss trade and investment opportunities existing in India and the Arab region.
- ❖ Eight ministers led the delegations from different Arab countries and India.
- ❖ More than 400 businesses participated in the conference from 15 countries.
- ❖ Over 40 Indian businesses travelled to Abu Dhabi for attending the conference.
- ❖ Projects worth US\$ 30 billion in infrastructure development, real estate, SMEs, healthcare, higher education, food processing etc., both from India and the League of Arab States tabled during the Conclave.
- ❖ Over 600 B2Bs organised leading to generation of over 300 business leads.
- ❖ The Conclave proved an important platform for showcasing investible projects from 8 Indian States.
- ❖ Received wide support and patronage from various Government, investment and Specialized agencies of the League of Arab States.



Who Should Participate

- ❖ Business Leaders
- ❖ Development and Regulatory Institutions
- ❖ Government Officials
- ❖ Representatives of Public and Private Enterprises
- ❖ Financial Institutions
- ❖ Free Trade Zones
- ❖ Various Indian States

Special Plenaries

- ❖ Country session
- ❖ Indian States

Participation Package

Early Bird offer till 31st October, 2014

Per Delegate	INR 10000/-+ 12.36% Service tax
Additional delegate from the same company	INR 8000/-+ 12.36% Service tax

** The Registration fee includes Conference paper, lunches, dinner and B2B meetings.*

Please note:

There is no refund upon cancellation for delegates registering under early bird offer. However, the registration is transferable within the same company. Such changes if any, to be intimated to FICCI on or before Nov 15th' 2014.

Registration Fee after 31st October 2014

Per Delegate	INR 12500/-+ 12.36% Service tax
Additional delegate from the same company	INR 11000/-+ 12.36% Service tax

** The Registration fee includes Conference paper, lunches, dinner and cultural event.*

Please note:

Cancellation can be availed till November 15th, 2014 upon written communication to FICCI. However, 20% of the registration fee shall be deducted towards service tax, and other charges etc.





Partnership Conference New Horizons in Investment, Trade and Services

26-27 November, 2014 : New Delhi

Registration Form

Closing Date : November 15, 2014

(*) Marked fields are mandatory

General information

- Title
- First name*
- Middle Name:
- Last Name*
- Date of Birth: (DD/MM/YY)/...../.....
- Gender* Male Female
(Mark(x) in appropriate box)
- Designation*
- Company Name*
- Mailing Address*
..... City
Zip/Pin State Country
- Telephone*
Country Code Area Code Tel No.
- Fax*
Country Code Area Code Tel No.
- E-mail*
- Mobile
- Line of Business*
- Sectors of Interest*
- Payment Details: For Indian Participants only

Early Bird offer till 31st October, 2014

Per Delegate	INR 1000/-+ 12.36% Service tax
Additional delegate from the same company	INR 8000/-+ 12.36% Service tax

* The Registration fee includes Conference paper, lunches, dinner and B2B meetings.

Please note:

There is no refund upon cancellation for delegates registering under early bird offer. However, the registration is transferable within the same company. Such changes if any, to be intimated to FICCI on or before Nov 15th 2014.

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Please note:

- (a) Cancellation can be availed till November 15th, 2014 upon written communication to FICCI. However, 20% of the registration fee shall be deducted towards service tax, and other charges etc.

16. Mark (x) your Mode of Payment* :

Cash Demand Draft Credit Card

17.1 If by demand draft: Please furnish following details (Draft should be in favour of "FICCI" payable at New Delhi)

Cheque/Draft Number	Draft Date	Drawn on bank	Amount of Bank Draft in INR

17.2 If by Credit Card : Please furnish following Details:

Mark (x) your card: VISA ☐ MASTERS ☐
(only above mentioned cards are acceptable)
(Fill-in the bank authorized from provided below)

*Registration Fee includes conference paper, Lunches and dinner



Partnership Conference New Horizons in Investment, Trade and Services

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Bank Authorisation Form

(For credit card users only)

I hereby authorize FICCI, Federation House, Tansen Marg, New Delhi, India, to charge my credit card for the amount of INR/USD
(in words

.....) towards the registration fee(s) for the India-Arab Partnership Conference, November 26-27, 2014, New Delhi, India

My Credit Card details are as follows :

Name of the delegate (s):

Name of the cardholder:

Date of birth of the cardholder:

Credit Card Number:

C V V code/ Credit Card :

Pin Code

(This is a 3-digit number which follows the 16 digit card number on the back of the credit card)

Credit Card Authority:
(Visa/Masters)

Date of Expiry :

Address as given in the :
Credit Card

Signature of the card holder
as given in the credit card

Phone (Office): Fax:

(Mention country and city code along with phone and fax nos.)

Phone (Residence):

(Mention country and city code along with phone no.)

Email:

Date

Please return this form duly filled in along with the Registration Form to :

FICCI, Federation House, Tansen Marg, New Delhi – 110 001, India.
Tel: +91-11-23487507 (D), Fax : +91-11-23320714, 23721504
E-mail : alok.azad@ficci.com; kurnal.kapoor@ficci.com

**You can also register online for the
event on our website: www.iapc2014.com**

Business-to-Business Information Form

Name
 Designation
 Organisation
 Address

 Phone
 Fax
 Email
 Website
 Activities / Sector

 Year of Establishment
 No. of Employees
 Field of Business
 (Importer / Exporter / Manufacturer / Distributor / Agent / Wholesaler
 or Service Provider)
 Annual Turnover
 Main Products / Services

 Main Importing Countries
 Main Exporting Countries
 Main Importing Product
 Main Exporting Product
 Business Interest

YOUR COMPANY IS INTERESTED IN:

Searching for partner to invest in India
 Searching for partner to invest in Arab region
 Technology Transfer
 Searching for JV partners for market Access

Business-to-business Information Form

SPECIFIC PROJECT(S) OFFERED FOR INVESTMENT(S) :

Name of the project(s):

Approximate value of the Project(s)(million \$)

Total Project(s) Investment requirement (millions \$)

Seeking investment(s) from business partner as a % share of
total investments required (millions \$):

Looking at Equity or Debt participation

Expected IRR on investments (millions \$)

Project(s) Implementation & completion Plan (months)

List of Product(s)/ service(s) to be targeted by the project(s) ...

Catchment Market(s) for the project(s) output.

Projects Information Profile:

We seek to receive the brief information about the projects being offered/open for investments in the format given below. We shall ensure complete secrecy in terms of:

- 1) The project information shall be kept out of public domain and will only be disclosed to the potential/interested Investors participating in the Conclave
- 2) No information will be divulged of the promoter(s) or the name of the company who owns the envisaged project(s) which is/are open to investments.
- 3) Initially, a basic outline of the project(s) in the attached format will be required for categorizing and for sharing with potential investors and promoters.

Based on the above mentioned information under the sub-heads provided, we will seek interested Investor(s)/businesses for one-on-one matchmaking during the Conclave.

Please send this Filled-in business-to-business information form to:
Federation of Indian Chambers of Commerce and Industry (FICCI)
 FICCI, Federation House, Tansen Marg, New Delhi 110 001, India.
 Tel: +91-11-23487507
 Fax: +91-11-23320714, 23721504
 Email: alok.azad@ficci.com; kurnal.kapoor@ficci.com



About FICCI

Established in 1927, FICCI is one of the largest and oldest apex business organizations in India. FICCI's history is closely interwoven with India's struggle for independence, industrialization and emergence as one of the most rapidly growing global economies. FICCI has contributed to this historical process by encouraging debate, articulating the private sector's views and influencing policy.

A not-for-profit organization, FICCI is the voice of India's business and industry.

FICCI draws its membership from the corporate sector, both private and public, including MNCs; FICCI enjoys direct and indirect membership of over 2,50,000 companies from various regional chambers of commerce and through its 70 industry association. FICCI provides a platform for sector specific consensus building and networking and is the first port of call for Indian industry and the international business community.

Our Vision

To be the thought leader for industry, its voice for policy change and its guardian for effective implementation.

Our Mission

To carry forward our initiatives in support of rapid, inclusive and sustainable growth that encompasses health, education, livelihood, governance and skill development.

To enhance the efficiency and global competitiveness of the Indian industry and to expand business opportunities both in domestic and foreign markets through a range of specialized services and global linkages.



For more details please contact

Arab Division

Federation of Indian Chambers of Commerce and Industry (FICCI)

FICCI, Federation House, Tansen Marg, New Delhi 110 001, India.

Tel: +91-11-2348 7507

Fax: +91-11-2332 0714, 2372 1504

Email: alok.azad@ficci.com; kurnal.kapoor@ficci.com

Website: www.iapc2014.com