



Confederation of Indian Industry



# BRIDGE

CONNECTING INDIA WITH USA AND CANADA

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## Events Update

### Maryland Governor's Delegation to India: 28 November, Hyderabad



*Mr. Martin O'Malley, Governor of Maryland, USA with Mr. Jay Galla, Chairman, CII Andhra Pradesh & Managing Director, Amara Raja Batteries Ltd. (Photo Source: The Hindu Business Line).*

Confederation of Indian Industry Andhra Pradesh organized a luncheon meeting with **H.E. Mr. Martin Joseph O'Malley**, Governor of Maryland, US and the accompanying 100 member delegation on 28 November, 2011. The meeting was attended by more than 250 participants, including **Ms. Aruna Kumari Galla**, Minister for Geology & Mines, Government of Andhra Pradesh.

Addressing the meeting, Mr. O'Malley outlined the various business opportunities in the areas of Life-sciences, Biotechnology, IT & Cyber Security, and Clean & Green Technology that are present in Maryland. He noted that infrastructure, workforce and connections are the three pillars of successful business relationships. Hence creating these connections would lead to economic prosperity and the addition of new jobs for both sides.

The meeting was also addressed by **Mr. Rushern L Baker**, Prince George’s County Executive, Maryland; **Mr. Isiah Leggett**, Chief Executive, Montgomery County, Maryland; **Ms. Reta Jo Lewis**, Special Representative, Global Intergovernmental Affairs, US Department of State; and **Ms. Katherine Dhanani**, Consul General, US Consulate, Hyderabad. The session was chaired by **Mr. Jay Galla**, Chairman, CII Andhra Pradesh & Managing Director, Amara Raja Batteries Ltd.

**CII Defense Council Meeting with Maryland Governor’s Delegation: 2 December, New Delhi**



The CII Defense Council held a meeting with the delegation led by Mr. Martin O’Malley, Governor of the State of Maryland, USA on 2 December in New Delhi. Also present at the interaction were Mr. Gurpal Singh, DDG, CII, Air Marshal Ajit Bhavnani, Chairman, CII Committee on Defense Aerospace, Maj. Gen. (Dr.) Bhupendra Yadav (Retd.), and Mr. Christian S Johansson, Secretary, Maryland Department of Business and Economic Development.

***L to R: Mr Gurpal Singh, DDG, CII, Mr Christian S Johansson, Secretary, Maryland Department of Business and Economic Development, Honb’le Governor of Maryland, US Mr Martin O’Malley, Air Marshal Ajit Bhavnani, Chairman, CII Committee on Defence Aerospace, Maj Gen (Dr) Bhupendra Yadav (Retd.)***

They discussed the current state of the bilateral defense relationship between the two countries, and with the State of Maryland specifically. Explored

were some of the challenges faced on both sides, as well as the opportunities for greater collaboration. Possible areas of enhanced cooperation, from both a commercial and strategic standpoint, were also examined. The meeting concluded with the mutual understanding for broadened engagement to find areas of shared benefit.

**Government of Andhra Pradesh Delegation’s Visit to the US: 1-5 December, New York, Washington DC, Houston**

A delegation from the Government of Andhra Pradesh led by Mr. T S Appa Rao, Principal Secretary, Industries & Commerce Department, travelled to the United States to promote investments into the State of Andhra Pradesh. The also took the opportunity to invite business leaders to the Partnership Summit being organized by CII in Hyderabad from 11-13 January 2012. The Confederation of Indian Industry organized roadshows for the visiting delegation in New York and Washington DC in partnership with the US-India Business Council, and in Houston in partnership with the Indo-American Chamber of



***Mr. Ron Somers, President, US-India Business Council welcomes the Govt of Andhra Pradesh at a CII-USIBC roundtable on 2 December in Washington DC. Seated: Mr. Appa Rao; Mr. G Sudhir, IAS., Spl. Chief Secretary, Health Medical & Family Welfare Department and Mr. Karikal Valaven, IAS, Commissioner of Industries.***

Commerce of Greater Houston. The members of the delegation interacted with industry leaders and showcased the types of opportunities present in various sectors in the State Andhra Pradesh.



**Mr. T S Appa Rao, IAS, Principal Secretary, Industries, Government of Andhra Pradesh speaks to companies and investors at a CII-USIBC roundtable on 2 December in Washington DC.**

The other members of the delegation consisted of Mr. C R Biswal, IAS, Principal Secretary, (Food Processing), Department of Industries and Commerce, Government of Andhra Pradesh; Mr. Dinesh Kumar, IAS, Principal Secretary, Energy Department, Government of Andhra Pradesh; Mr. G. Sudhir, IAS, Special Chief Secretary, Health Medical & Family Welfare Department, Government of Andhra Pradesh; Mr. Sutirtha Bhattacharya, IAS, Principal Secretary, Infrastructure & Investment Department, Government of Andhra Pradesh; Mr.

B R Meena, IAS., Vice Chairman & MD, APIIC Limited, Government of Andhra Pradesh and Mr. Karikal Valaven, IAS, Commissioner of Industries, Government of Andhra Pradesh.

**Interactive Sessions with Ambassador Nirupama Rao: 22 December, Kochi; 27 December, Bangalore**

CII hosted Ambassador Nirupama Rao for interactive sessions with industry members in Karnataka and Kerala, who have commercial interests in the United States. She took the opportunity to provide an overview of the current market scenario in the US for existing and expanding businesses.

Amb. Rao acknowledged that India continues to be an attractive export market for the US and vice versa, but the commercial ties have transcended the narrow confines of trade. She outlined the numerous ways in which the two sides have been collaborating—from joint work in R&D to the commercialization of new and innovative technologies.



**L to R: Mr Jose Dominic, Chairman, CII Kerala State Council; Ms Nirupama Rao, Ambassador of India to the US; Mr V.K. Mathews, Vice-Chairman, CII Kerala State Council.**

Amb. Rao explained that this cooperation has led to increased competitiveness and growth of US companies globally, and hence it will continue to grow at a considerable pace. To underscore this entrenched relationship she highlighted US companies that have made investments in India, and cited the CII survey that showed an overwhelming majority of workers employed in the US operations of CII member companies to be US citizens.



**L to R: Mr S Chandrasekhar, Chairman, CII Karnatak State Council; Ms Nirupama Rao, Ambassador of India to the US; Mr K Ramesh, Director, CII Karnataka.**

To further strengthen this bond she suggested expanding and diversifying India’s export basket to the US, and increasing the cooperation between sector specific clusters. Amb. Rao reiterated the Embassy’s commitment to aiding Indian industry on a range of issues such as identifying M&A opportunities, as well as determining specific products for export to the US market.

**Breakfast Meeting with Ms. Reta Jo Lewis: 2 December, Pune**

CII hosted Ms. Reta Jo Lewis, Special Representative, Global Intergovernmental Affairs, US Department of State, for a breakfast meeting with CII members including Mr. Ashwini Malhotra, Mr. Raja Kochar, Mr. Pradeep Bhargava and Mr. M S Unnikrishnan in Pune. The discussions focused on the proposed sister city relationship between Louisville, Kentucky and Pune, Maharashtra. The members conveyed their enthusiasm for the proposal as they noted that a city to city connection could be developed far easier than the more complex state to state relationship which requires greater coordination. The members also expressed their intent to relay the initiative to the local political authorities for consideration. To help materialize this vision it was suggested that initially the focus should be on areas of core competencies for the cities, such as solid waste disposal and biodiversity. Such opportunities for collaboration would yield mutual benefits for both the sister cities.



***Ms. Reta Jo Lewis, Special Representative, Global Intergovernmental Affairs, US Department of State, meeting with CII Members in Pune, 2 December.***

**CII SME Member Meeting with Mr. Mitul Desai: 22 December, Ahmedabad**



***L to R: Mr Atul Garg, Chairman, CII Gujarat State Council & Chief Operating Officer, InteQ IT Services Pvt. Ltd.; Mr. Mitul Desai, Senior Advisor for Strategic Partnerships, South & Central Asian Bureau, US Department of State; Mr Dev Ranjan Mukherjee, Head, CII Gujarat State.***

CII held an interaction between Mr. Mitul Desai, Senior Advisor for Strategic Partnerships, US Department of State's South & Central Asian Bureau, and industry members to discuss opportunities for US-India strategic business partnerships in Gujarat.

The State was recognized as an entrepreneurial hub of India where the US can partner and nurture the MSMEs sector by providing financial support, adding to IT skills, and through technology transfer. Integration of US MSMEs with Gujarat to develop businesses by facilitating the exchange of ideas, models and operating methods was discussed. Also proposed were sector focused MSME delegations from Gujarat to visit site locations

and sector specific clusters in the US. These would help forge new ties and serve as a knowledge gathering initiative to understand the latest technologies and existing methods.

Mr. Desai also shared that the US is preparing a searchable online database containing a vetted list of transparent and accountable Indian non-government bodies to allow philanthropists to safely donate funds to the NGOs in India. By matching certified Indian NGOs with potential American donors, the US aims to create an online philanthropy marketplace.

## US Consulate Hosts Reception for CII Young Indians: 9 December, Chennai

The Executive Council members of Yi Chennai were invited for a reception at the Residence of the Consul General of the USA, Ms. Jennifer McIntyre, on 09 December 2011. In addition to 14 members of the Executive Council, several officials from the US Consulate were present for the interaction. In attendance were Vice Consuls Ms. Sarah J. Talalay, Ms. Michelle L. Zjhra and Ms. Alexis Haftvani. Also present at the gathering were Ms. Anjana Chatterjee, Political/Economic Specialist, Mr. Maxwell Hamilton, Political and Economic Officer, Mr. Anand Krishna, Information Officer Public Affairs Section, Ms. Maya Sivakumar, Regional Officer, United States – India Educational Foundation, Mr. George Mathew, Economic Specialist, Ms. Malarvizhi Parimelazhagan, Commercial Assistant, Ms. Ratna Mukherjee, Cultural Affairs Specialist Public Affairs Section, and Corinna E. Ybarra Arnold, Acting Public Affairs Officer.

At the reception, several Yi projects such as Teacher's Training Workshops, Adopt a Neighborhood, Health Cards, Green Debate and E-Waste Collection drives were discussed to find possible areas of collaboration. It was agreed that Yi and the US Consulate share many of the same goals and hence many opportunities for joint activities exist. The Public Affairs Section of the US Consulate will work with Yi Chennai to periodically share a list of experts visiting Chennai, to enable members to have closed-door sessions on specific topics.

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## CII-India Business Forum Member in the News

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**India's Ranbaxy launches Lipitor generic in U.S., shares surge:** Ranbaxy Laboratories said on Thursday it has launched the first generic version of the cholesterol-lowering Lipitor in the U.S., the largest selling drug of all time, sending its shares surging over 11 percent. India's largest drug firm by sales, also said it has entered into a pact with Teva Pharmaceuticals USA whereby a portion of the profits from sale of the generic version during Ranbaxy's 180 day first-to-file exclusivity period will be paid to Teva. [More](#)

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## INDIA-US ECONOMIC AND POLICY WATCH

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**US senators confident of 'true partnership' with India:** Expressing confidence in the future of India-US relations, key members of the US Senate have highlighted the "true partnership" and the expanding cooperation between the "world's oldest and largest democracies". At an event at the Capitol Hill Tuesday to formally welcome India's new Ambassador Nirupama Rao, the Republican and Democrat co-chairs of the Senate India Caucus, John Cornyn and Mark Warner, also spoke of the former Indian foreign secretary's contribution in promoting India-US relations. [More](#)

**US approves faster green cards for Indian workers:** In a move that may allow more highly skilled immigrants from India and China to obtain the so-called green cards faster, the US House of Representatives has passed a bill modifying the visa system. [More](#)

**Caucus to urge US for bilateral investment treaty with India:** The US Senate India Caucus will shortly write to President Obama urging him to push for a bilateral investment treaty with India, the Democratic co-chair of the Caucus, Senator Mark Warner of Virginia said here on Tuesday. [More](#)

**US to help set up 30 agri hubs in Indian eastern states:** To take the bilateral economic partnership forward, the US today said it will provide assistance to India in setting up 30 agri hubs in the Eastern states to galvanise their growth in the farm sector. "We will provide technical assistance in setting up 30 agri hubs in the Eastern states of India to help the region achieve second green revolution," USAID Administrator Rajiv Shah said at a CII function here. [More](#)

**US plans \$1 trillion investment in India:** The United States will invest one trillion dollars for infrastructure development in India, said Nirupama Rao, India's ambassador to the US. Apart from political and strategic cooperation, energy, education, agriculture, science and technology, healthcare, space technology and skill development are the other areas which will be given prominence in the bilateral relations between the two nations. [More](#)

**US university to launch residency programme in India next month:** A Southern California based doctoral research university is launching its third global residency programme next month in India and has plans to add two more in the future. "The Indian Economy and the Epicentre of Globalization" is a one-week residency in Mumbai from Jan 1 to 8 for University of California, Riverside School of Business Administration undergraduate students, graduate students and alumni. [More](#)

**US-India ties to promote English study:** A delegation led by Ann Stock, assistant secretary, US department of state's bureau of educational and cultural affairs, visited the Regional Institute of English (RIE) in Sector 32 on Wednesday. The delegation expressed eagerness to build strong relations with the institute and engage in more tie-ups in the near future. [More](#)

**US commerce chief to lead infrastructure trade mission to India:** US Commerce Secretary John Bryson, a key member of President Obama's economic team, will lead a delegation of 20 to 25 infrastructure companies on a business development mission to India, officials said on Monday. The trade mission will make stops in Delhi, Jaipur and Mumbai between March 25 and 30, 2012 and focus on infrastructure opportunities in India. The US business leaders will meet Indian government officials, prescreened potential partners, distributors and licensees. [More](#)

**This site gets US funds to Indian NGOs:** An online portal providing information of more than 500 Indian non-profit organisations will be launched in 2012 to help donors in the US channelise their funds to India. Guidestar, an international non-profit organisation, will launch the website with the help of the US government, said Mitul Desai, senior advisor for strategic partnerships, US State Department. [More](#)

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## INDIA-US CORPORATE WATCH

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**Clinigene partners US firm for speciality biomarkers:** Clinigene International, a clinical research subsidiary of Biocon, and Pacific Biomarkers, a Seattle, Washington-based company, has announced a collaborative agreement to address the speciality biomarker and high-end clinical trial laboratory needs of the global pharmaceutical and biotech industry. [More](#)

**Praxair plans to invest Rs 1,200 cr in India; make Bangalore lab global hub for pharma industry:** US-based industrial gas company Praxair plans to invest about Rs 1,200 crore over the next two years in its Indian operations. It has also set up a new research and development lab here. The new lab will also act as a global hub for offerings for the pharma industry. [More](#)

**GAIL inks 20-year LNG import deal with US firm Sabine Pass Liquefaction:** State-run Gail has signed a 20-year deal with Sabine Pass Liquefaction to import liquefied natural gas from the US from 2017 to secure longterm supplies at prices linked to the US benchmark Henry Hub, company executives said. [More](#)

**Billionaire Ambani Invests in Gates-Funded Nuclear Company:** Reliance Industries Ltd., operator of the world's biggest oil refinery complex, has invested in Terra Power LLC, a nuclear design and engineering company partly funded by Microsoft Corp. Chairman Bill Gates. The minority investment was made through a unit and is one of various in the "broader energy sector," Reliance said in an e-mailed statement today. [More](#)

**Reliance Power in Fund-Raising Talks With U.S., Chinese Banks:** Reliance Power Ltd. is talking to U.S. and Chinese banks to raise funds for two power projects in central and eastern India that are estimated to cost about 440 billion rupees (\$8.27 billion). The company of Anil Ambani-led Reliance Group will buy equipment from China and the U.S., and that will help it secure loans from those countries. [More](#)

**Energetic Lighting in carbon credit finance deal with C-Quest Capital:** Energetic Lighting India has entered into a carbon credit finance agreement with US-based C-Quest Capital to supply compact fluorescent lamps to Indian government. Energetic Lighting India, a joint venture of US-based Energetic Lighting and China's Yangkong Group, has bagged Rs 130 crore order to supply 13 million CFLs under the Indian government's Bachat Lamp Yojna scheme. [More](#)

**India, US aluminium bodies sign pact:** The Aluminium Association of India and its US counterpart, The Aluminium Association, concluded an MoU to promote the use of metal in emerging sectors on the concluding day of the three-day INCAL here on Thursday. The memorandum will also facilitate exchanging of information on effective recycling of the metal in these sectors. [More](#)

**Hero Eco spreads its wings to North America:** The Hero Eco Group, largely known for manufacturing electric scooters under the Hero Electric brand, has firmed plans to treble yearly business to Rs 1,500 crore over the next five years. To scale up operations, the Vijay Munjal-promoted company has readied an investment of Rs 450 crore to set up an electric vehicle manufacturing unit in North America and a bicycle manufacturing facility in India over the next 18 months. [More](#)

**Dell to increase focus on small & medium businesses:** In a bid to tap into the increasing IT usage by small and medium businesses (SMBs), Dell today announced it would be increasing focus on this rapidly growing market segment. Dell is the number one brand in the consumer and SMB segments in the country. [More](#)

**IBM in research tie-up with IIT-Guwahati:** IBM India is entering into a collaboration with IIT Guwahati for research on solutions for the differently-abled as part of its university connect initiative. Through the partnership, the company will provide grants to work on developing IT solutions for people who face hearing and speech problems. [More](#)

**Infineria plans to expand R&D in India:** Digital optical networking company Infineria, which has around 300 of its 1,200 worldwide employees in India, plans to expand its sales and R&D activities in the country. Addressing the media, Mr Tom Fallon, President and Chief Executive Officer, Infineria, said, "We are currently investing around 23-24 per cent of our revenues in R&D. I want to bring it down to 20 per cent by growing the top line and I want to expand R&D in India." [More](#)

**Online Resources sets up research centre in Bangalore:** US-based Online Resources (ORCC), a provider of software and applications that enable online transactions, is setting up its R&D centre in Bangalore as part of its plans to expand its services to the Asia-Pacific regions. [More](#)

**Mu Sigma raises \$108 mn from General Atlantic:** Mu Sigma, an analytics and decision support service provider, on Wednesday closed a \$108-million investment round led by General Atlantic. This is said to be the biggest private-equity investment in the emerging market for analytics services. Sequoia Capital, which invested \$25 million in Mu Sigma in April, also participated in the latest round, the company said in a statement. [More](#)

**US PE fund GCA plans to invest \$200 mn in India:** San Francisco-based private equity fund Gerken Capital Associates is looking to foray into the Indian markets with an initial corpus of \$200 million. GCA, which manages funds for institutional and high net-worth clients, will enter India with its emerging markets private equity fund of funds. [More](#)

**Online shopping a big draw in India:** India consumers continue to turn to the web to shop for and purchase items, and retailers continue to increase their online visibility through active marketing campaigns. Amazon sites led as the top retail destination in India reaching 6.8 million visitors, representing 14.7 per cent of the online population. [More](#)

**PE Sequoia Capital to invest \$4 million in FreeCultr:** In a deal that marks rising interest by private equity players in funding premium brands created for internet commerce, blue chip investment firm Sequoia Capital has invested in FreeCultr, an online apparel brand. [More](#)

**In 20 years, India among top 3 countries for us: Marriott International COO:** India will see enormous growth in travel and tourism in the next 10 to 15 years, says Mr Arne Sorenson, President and Chief Operating Officer, Marriott International Inc. "Your Incredible India campaign is incredibly brilliant," he said in his brief 15-minute interview to Business Line. [More](#)

**UOR Hotel to set up Indian restaurants in US and Mideast:** Under One Roof (UOR) Hotel Consultants Friday said it is setting up more than three restaurants in the Middle East and another two in the United States, keeping in view the rising popularity of Indian cuisine. UOR Hotel Consultants provides turnkey solutions to any restaurant and hotel venture, from concept to commissioning. [More](#)

**Landmark in talks to bring Krispy Kreme, PF Chang's to India:** Landmark Group's leisure arm Citymax India is expected to open doors for two iconic American restaurant chains, Krispy Kreme Doughnuts and PF Chang's China Bistro, by early next year, said sources close to the development who did not want to be named. [More](#)

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