



American Chamber of Commerce in India

# Update

Focus: Homeland Security

Amcham ~ The Voice of American Business in India

April 2011 • Issue 03

## HIGHLIGHTS

- Indian Homeland Security Overview and Imperatives • Homeland Security - Managing a Complex Ecosystem
- Recent Provident Fund Amendments - A cause of concern for globally mobile employees • Amcham Events • Corporate News

## CHAIRMAN'S MESSAGE

**Dr. Dinesh A Keskar,**  
Chairman Amcham India,  
President Boeing India,  
Vice President Boeing  
International Corporation.



India is witnessing a growing focus on **Homeland Security** against the backdrop of robust economic growth and the threat of terrorism. Over the last few years, significant progress has been made to improve legislation, strengthen security forces and streamline procurement. The Mumbai terrorist attacks of 2008 increased public scrutiny of Homeland Security and that led to a strong political backing for much-needed reforms. Current reforms include a broader definition of terrorist attacks in the Indian legal system and the newly formed National Investigative Agency along the lines of FBI in the U.S.

The Indian Ministry of Home Affairs has also announced plans to create a National Information Grid to integrate 21 existing databases of intelligence and enforcement agencies across the country. In accordance with the increased focus on Homeland Security, the Government of India has also expedited the acquisition of critical equipment and items to improve the Homeland Security infrastructure. Globally, the private sector has played a significant role in meeting the Homeland Security requirements in various countries.

The U.S. Secretary of State Hillary Clinton, during her visit to India in 2011, plans to strengthen the counter terrorism initiative signed by India

and the United States in July 2010. Earlier in November 2010, U.S. President Obama and Indian Prime Minister Singh jointly stated that a new Homeland Security dialogue between the Indian Ministry of Home Affairs and the U.S. Department of Homeland Security would be initiated to deepen operational cooperation, counter-terrorism technology transfers and capacity building. They also emphasized the importance of close cooperation in combating terrorist financing and protecting global financial systems. In this context, the U.S. Secretary of State and the U.S. Secretary of Homeland Security highlighted the role of industry in making relevant equipment, hardware and software used for homeland security.

John Brennan, Assistant to the U.S. President for Homeland Security and Counter Terrorism, stated that India was one of the best counter terrorism partners of the United States. U.S. would like India to be a part of U.S. dialogue on the region's future. The cooperation extended in the David Coleman Headley case underscored the deep partnership between the two countries overseen by the Indian Home Minister when he visited New York and Washington in September 2009. Soon thereafter homeland security was discussed when Prime Minister Manmohan Singh visited Washington as a state guest.

A counter-terrorism security initiative was signed between the Indian Ministry of Home Affairs and the U.S. Department of Homeland Security, which among other things, provided for joint security efforts to guard sea ports and airports that acted as entry points to both the countries. As part of this the security agencies of both the countries were granted authority to scan all container goods that entered their respective sea ports and airports. This initiative helps in sharing real-time intelligence.

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# Possibilities Made Real

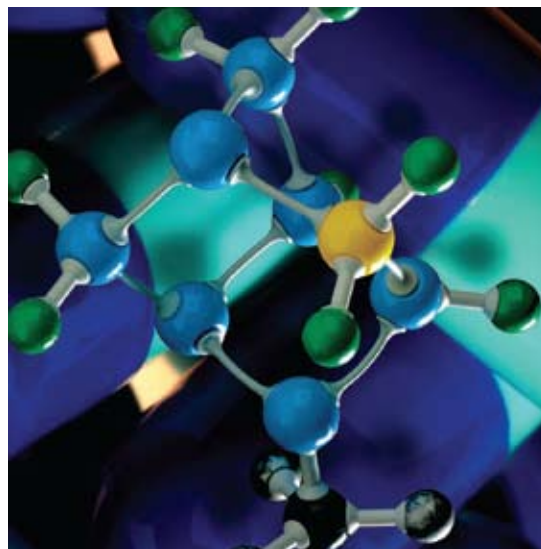
Corning is the world leader in specialty glass and ceramics, creating keystone components that enable high-technology systems for numerous industries. Time and time again, our breakthrough, life-changing innovations have proven that if it is possible, Corning will make it real.



## Telecommunications

Optical communication solutions that keep the world connected

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CORNING

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From LCD TV to cell phones and beyond, today's consumer electronics call for clear, vibrant images. Corning's revolutionary display glass makes that possible, helping manufacturers improve the form, capabilities and environmental friendliness of their electronic devices.

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### Executive Director

- Ajay Singha

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U.S. companies can play a role by providing India with modern state-of-the-art surveillance systems, sophisticated mine detectors, anti-hijacking software, guns etc. There is also a need for equipment to scan the country's border against infiltration by extremist elements. Business opportunities for the American security companies could be worth billions of dollars. A delegation of top American companies visited India in late 2010 to discuss collaboration and best practices in Homeland Security with their Indian counterparts.

Progress was noticeable when the Indian National Security Advisor (NSA) Shivshankar Menon visited Washington in January 2011 to facilitate the implementation of decisions that were taken during the November 2010 visit of President Obama to India. In a rare gesture, the U.S. President visited a meeting of the Indian NSA with U.S. officials. Just after NSA Shivshankar Menon returned, the Indian Foreign Secretary Nirupama Rao visited Washington on February 13 and 14 to prepare the ground for the forthcoming visit of Secretary of State Hillary Clinton who will be accompanied by the U.S. Homeland Security Secretary Janet Napolitano. Political apprehensions have further diluted after the U.S. government removed the Indian government organizations mainly DRDO and ISRO from the entities list.

Between these official level exchanges, two delegations of the American industry involved in homeland security related equipment met with the Ministry of Home Affairs and the Secretary G.K.Pillai. The time is ripe for the industry to surge ahead.

## Indian Homeland Security Overview and Imperatives



**William L. Blair**  
President, Raytheon India  
Chairman, Amcham  
USIBC Homeland Security  
Committee

### Introduction

The Government of India has embarked on an ambitious plan to modernize and upgrade its internal security, recognizing its diversity, geo-political situation, terrorism threats emanating from borders, and insurgency groups. This is recognized as a critical initiative to ensure stability and peaceful growth of the country. The 26/11 attacks in Mumbai have galvanized the Indian government in this direction and is being seen in terms of increased National, State and Local Government engagement and spending on Internal Security. Sources estimate the security market in India to grow to \$10 to \$15B over the next 5 years

with a CAGR of 9%. Over the past five years, the Government of India has embarked on a major initiative to revamp the Homeland Security framework including the National Disaster Management Authority (NDMA), Aadhaar (UID), National Counter Terrorism Center (NCTC), National Intelligence Grid (NATGRID), National Investigation Agency (NIA), Crime and Criminal Tracking Network & Systems (CCTNS), Coastal Security and Police and Paramilitary force modernization.



Government of India focus areas and priorities

**Counter Terrorism / Anti-Naxal:** India has a long history of terrorist incidents. However, the recent incidents show sophistication, planning, exploitation of technology and determined execution. The Maoist or Naxal spread and menace is increasing in Eastern India, showing sophistication and savage execution.

**Border Security:** India has 15000 kms of land borders, some of it disputed. With cross border terrorism, migration from Bangladesh and periodic infiltrations border security is a key priority. The Border Security Force (BSF) and other paramilitary forces protect the borders. The task consists of fencing borders, setting up land ports with neighbors and immigration control systems to tackle the problem.

**Critical Infrastructure Protection:** To sustain and expand economic growth, it is vital to protect all transport, energy, political, historical, IT, food security assets in the public and private domains. Central Industrial Security Force (CISF) is the elite force that protects most of the critical public infrastructure. It is necessary to assess the threats and vulnerabilities of these assets and plan advance responses on high value or high causality basis.

**Maritime Security:** India has 7500 kms of coastline running along nine states and 4 Union Territories. 26/11 Mumbai terrorists exploited an extremely vulnerable point in these porous borders. To counter such threats the GOI has embarked on a program of key acquisitions and upgrading of Indian Coast Guard and Coastal Security Scheme with modern gadgets like sensors. 131 police stations have been aligned to reduce these weaknesses.

**Intelligence and Cyber Security:** A key focus area for governments across the world is prevention of terrorist incidents by generating data through SIGINT, COMINT and other databases, and then integrating and analyzing the data available for 'actionable intelligence'. The National Intelligence Grid (NATGRID) is a major initiative that will help Indian intelligence agencies face terrorism challenges by gaining access to 21 categories of data sources and turning that into actionable intelligence. Another major aspect is Cyber Security for all IT assets involved in enabling critical assets in the public and private domain.

**Police and Paramilitary Modernization:** Modern and well trained police and paramilitary forces are key operational apparatus for Internal Security. MHA is allocating central funds addressing the requirements of all States including surveillance, communications, forensics, weaponry, vehicles, computerization and training infrastructure.

**Safe City Surveillance:** Major cities need to be equipped with Surveillance Cameras and remote Command and Control Centers for integrating agencies, addressing crime issues and managing disaster. MHA is driving the Safe City initiative through special fund allocations.

U.S.-India Govt- to- Govt. Collaboration in Counterterrorism and Security

Counterterrorism is of international character and governments have to work actively with the international community, public and private sectors to share intelligence and best practices to negate terrorist efforts and increase deterrence measures. During the visit of Prime Minister Manmohan Singh to the U.S. in November 2009, the President and PM committed to redouble collective efforts to efficiently deal with terrorism, while protecting both countries' common ideals and shared values. In pursuit of this shared objective, the Counterterrorism Cooperation Initiative (CCI) established specific areas where the two countries will work together to expand collaboration on counterterrorism such as transportation security, border security, money laundering, terror financing and mega city policing. On July 23, 2010 U.S. Ambassador to India Timothy J. Roemer signed the Counterterrorism Cooperation Initiative (CCI) Memorandum of Understanding with the Secretary, Ministry of Home Affairs, G.K. Pillai. President Barack Obama reiterated the mutual interests and commitment for cooperation during his historic visit to India in November last year. These initiatives will be energized in early 2011 coinciding with government- to- government exchanges and dialogues.

Role of Industry Engagement

Amcham-USIBC jointly established a Homeland Security Committee including seven sub-committees in line with the focus areas defined by the Indian government. Also, in support of the broader Government- to- Government dialogue, there was a first ever USIBC Homeland Security Executive Mission from 6th to 9th September 2010. The Mission included premier defense, security and IT companies from the U.S.. Industry is uniquely placed to collaborate and develop technologies, solutions and training to address the priorities defined through the joint U.S.-India government engagement. The Amcham-USIBC Homeland Security Committee provides an effective forum for collaboration, engagement and collective interface with the government sector.

Integrated Approach to Security

With the high impact of so called Low Intensity Conflicts (LIC), only a holistic approach towards security of a country, its assets and lives can increasingly deter evolving threats.

While largely civilian agencies are responsible for Homeland Security, these agencies confront a diverse and complex series of problems. These agencies have to assess the threats, address vulnerabilities, establish effective response protocols, plan for periodic technology upgrades and provide continuous security related training and testing.

When assisting customers in the security market, it is important to gain a thorough understanding of their current operations, threats, constraints and objectives and to devise solutions that include not just technology but also the right mix of policy, processes, personnel, procedures, intelligence, infrastructure and training. System oriented solutions capable of predicting, deterring,

identifying, classifying, responding and resolving a wide range of current and emerging threats is critical for a robust internal security network. These solutions, adapted locally, need to be part of the larger interlocking systems for actionable intelligence to prevent attacks.

Policy Imperatives

Pre-requisite for an effective Homeland Security is an effective policy framework and regulatory environment. Cutting edge systems, transparent and effective procure-ment policies, public-private partnerships, capacity building and focused execution are needed for a secure India.

Homeland Security - Managing a Complex Ecosystem

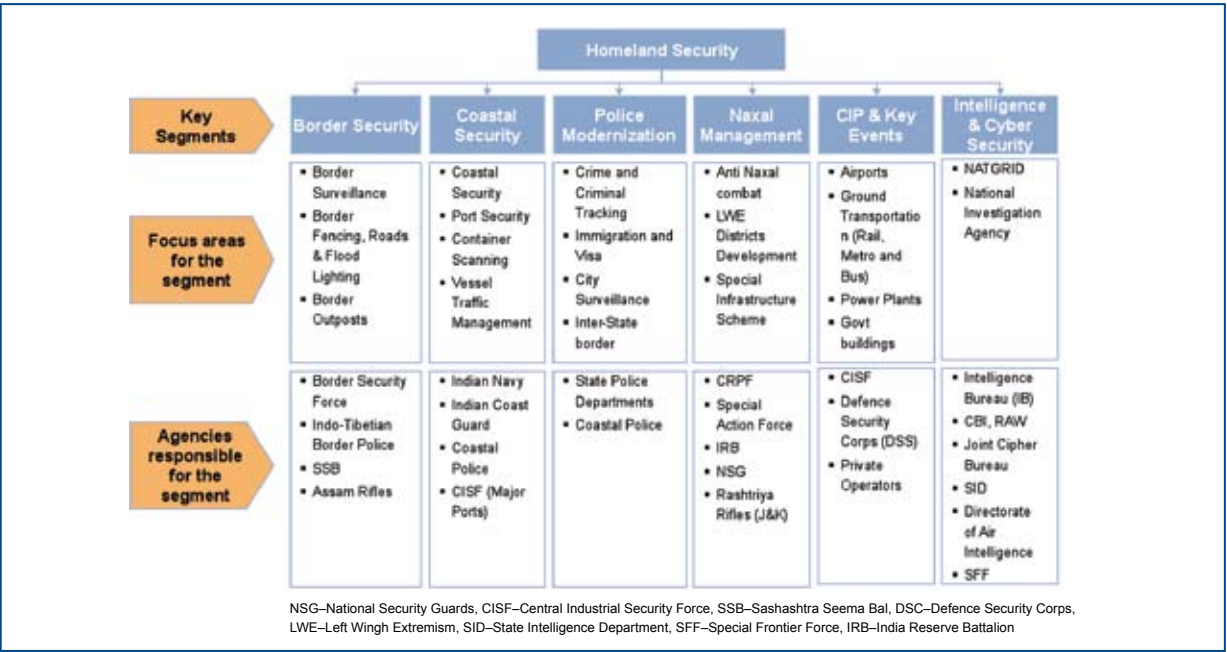


Shalini Pillay  
Partner, KPMG Advisory  
Services Pvt. Ltd.

Homeland security has the unique characteristic of being one of the very few national subjects that encompasses as many complex individual subjects, across the centre, state and local jurisdictions, defined by the borders of the homeland yet challenged by unique local conflicts, spanning every nook and cranny of the country's vast and diverse topography.

Simplistically defined under the aegis of the Ministry of Home Affairs, the subject of homeland security spins a complex web around an ecosystem comprising local, state and central governments, players across the private sector and the public sector, including law enforcement officers, protective agencies, and intelligence agencies.

Homeland security is today handled by a multitude of bodies with complex functional and reporting relationships. Law and order is a state subject and the state police are responsible for maintaining law and order internally. The Ministry of Home Affairs is responsible for internal security, management of paramilitary forces, border management, Centre-state relations, administration of union territories and



disaster management. The Ministry of Defence obtains policy directions of the government on all defence and security related matters and communicates them for implementation, disaster management and maintenance of law and order. The Ministry of External Affairs is involved with foreign policy formulation and in matters relating to disarmament and international security.

A subject that spans across matters of grave national interest like defending the country's borders to those of local priority at a city level, i.e. critical infrastructure like a monument of religious significance; from matters of brick and mortar like physically protecting our coastline to fighting the downsides of technological advancements like Cybercrime- this is indeed a vast and dynamically evolving subject, which is managed by a network of empowered authorities.

Notionally it would seem as if each element and player mentioned in the above matrix has a designated role for affecting a smoothly operating homeland security system. However in reality, over the years, the operational effectiveness of the homeland security system has degenerated to an extent that its day to day functioning can be likened much more to a cacophony than an orchestra. In effect there are several formidable problems, some very unique to India – communication, coordination, infrastructure, diversity, political system, legal nuances– that need to be addressed in order to extricate the homeland security system from the clutches of dysfunction.

One of the greatest challenges is the coordination across all of these agencies thus enabling the Ministry of Home Affairs to take a truly national approach to homeland security.

So, what will it take to manage a concerted, coordinated and truly integrated national effort:

- The national homeland security vision and agenda to be comprehensively defined and then cascaded down to the state and local level.
- An understanding by all levels of the system, of their role, mandate and specifically how they can support

the national agenda, given their local and state level jurisdictions and where necessary to bring about the requisite realignment of local reforms.

- Reforming, realigning and building upon the existing security structures at all levels so as to support the national agenda, allowing a more distributed yet coordinated model.
- Greater levels of trust between inter-governmental departments and closer coordination between the Center and the State, which requires clarity on role, minimizes overlaps and conflicts and allows adequate empowerment.
- Factoring in state and local level nuances and the demand made on the state/local security infrastructure. An alignment with the agenda driven from the center will also require prioritization based on state level exigencies.
- Clearly laid out processes for budgeting of resources and investments, allocation and deployment of funds, bring in greater transparency, reducing the time required from need identification to sanctioning of budget, etc. would facilitate greater traction and speedy execution.
- Intelligent data sharing across the network, with handling of information being decentralized and managed by the originating departments, through setting forth clear objectives, guidelines and protocols.
- Greater private sector involvement and participation, involving industry but percolating right down to the community level. Being a subject that impacts and influences every responsible citizen, one could clearly leverage upon the power of the community in identifying, mitigating and proactively working as part of the ecosystem to fight security challenges.

Some of the above aspects need to be planned and executed so as to help manage this complex ecosystem while orchestrating the various factions to harmoniously deliver on the National Homeland Security agenda.

## Recent Provident Fund Amendments - a cause of concern for globally mobile employees

### Background

The Indian Government has, over the last two years, introduced a host of amendments in the Indian social security scheme which comprises the Employees' Provident Fund Scheme ('EPFS') and the Employees' Pension Scheme ('EPS').

### Amendments in 2008

In October 2008, fundamental changes were made in the EPFS and EPS by making it compulsory for International Workers ('IWs') to contribute to these schemes. However, an exception was made for expatriates (foreign nationals) from countries with which India had signed Social Security



Vineet Agarwal  
Director, KPMG

Agreements ('SSA') and where such expatriates were contributing to social security schemes of their country of origin / citizen / resident.

The Indian regulations thus made it mandatory for all eligible IWs to contribute to the Indian Provident Fund Scheme at 12 percent of salary and also required the employer to make a matching contribution of 12 percent.

Out of the 12 percent contribution from the employer, 8.33 percent (subject to a maximum of Rs 6,500 per annum) was contributed to pension and the balance to Provident Fund.

As no SSAs between India and other countries were in force at the time these amendments were introduced, all IWs, irrespective of which country they came from, generally had to contribute to Provident Fund in India as well as to social security in their home country.

### Recent Amendments in 2010

With effect from September 11, 2010, the Indian Government further amended the EPFS and EPS vis-à-vis IWs.

**EPFS** - The key amendments are with respect to withdrawal of Provident Fund, which may be blocked for many years in India. The amendments have specified the following situations in which IW can withdraw the Provident Fund accumulations:

- On retirement from service in the establishment at any time after the attainment of 58 years of age
- On retirement on account of permanent and total incapacity
- On suffering from tuberculosis, leprosy or cancer
- In respect of the member covered under a SSA, on such grounds as specified in such agreement

**EPS** - A significant amendment is removing the upper limit on which pension is computed. It thereby means that 8.33 percent of salary in entirety will go to Pension Fund which was earlier restricted to Rs 6,500 per annum. The Indian Government will also no longer make any contributions to the Pension Fund. Further, IWs deputed from a country with which India does not

have a SSA, will not be allowed to withdraw their pension contributions.

Prima facie it appears that huge funds will get blocked in India till the contributree attains age of 58 years (subject to other conditions mentioned above).

### Consequences for non-compliance

There are several implications for non-compliance of social security laws which can be in the form of:

- Interest (12% per annum) for non payment/short payment of PF liability by employer
- Damages for default in payment of any contribution by the employer
- Prosecution in extreme conditions

### Impact on companies and employees

The above amendment is causing financial hardship to expatriates who were earlier contributing to Provident Fund under the impression that they could withdraw the accumulations (contributions and Interest) once they complete their Indian assignment. Considering that the foreign workers usually come on an agreed net take home salary the employer may be left with no option but to compensate the expatriates the additional cost.

The withdrawal of money is difficult because foreign nationals are required to maintain a bank account in India to collect the withdrawal proceeds. Keeping a bank account open after the foreign national has left India will be difficult.

The only breather appears to be that such contributions would continue to earn Interest (which at present is 8.5% per annum) till the time such account is not classified as an Inoperative Account.

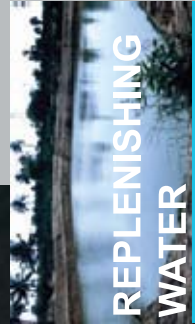
### Conclusion

It appears that the intention is to persuade the countries with which India has not yet entered into SSAs to join the scheme. Till date, India has entered into SSA with 11 countries, of which only the SSA with Germany and Belgium is effective.

The Indian Government is in discussions with the U.S. and other countries for signing SSAs. The current restriction with U.S. is primarily because of the difference in the existing social security set-up in both the countries. If an SSA is signed in future, it will be a happy situation for all globally mobile employees.

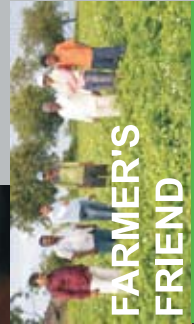


# Quenching India's thirst for progress



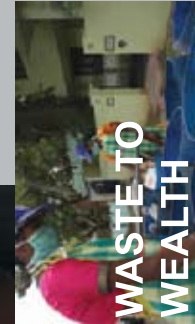
## Positive Water Balance in 2009

In 2009, PepsiCo India gave back more water than it consumed. Through its pioneering initiatives such as 'Direct Seeding' of paddy and many other programs covering water recharge through community programs and harvesting water within its manufacturing plants, **PepsiCo saved over 6 bn litres of water in 2009.**



## Benefitting more than 22,000 farmers

PepsiCo India continues to strengthen its partnerships with farmers across the country to boost their productivity and income by providing 360 degree support to the farmers through quality seeds, disease control packages, bank loan & insurance support and technological interventions.



## Benefitting 450,000 people

PepsiCo India's award winning partnership with NGO Exnora for Household Waste Management helps recycle 97% of household waste across seven cities, benefitting more than 450,000 people.



**Awards**

- CII National Award for Excellence in Water Management
- UNESCO - supported Water Digest Award in CSR for Water Practices
- Golden Peacock Award for Innovative Product/Services for 'Direct Seeding' initiative
- Best Practices in CSR Award by the Bombay Stock Exchange, NASSCOM Foundation & Times Foundation



## Breakfast Meeting with Gary Locke, U.S. Commerce Secretary



Mr. Sanjeev Kakkar, Director, Business Development, Military Systems, GE Aviation, receiving Certificate of Appreciation from Secretary Locke.

Amcham organized a Breakfast Meeting with Gary Locke, U.S. Commerce Secretary, and the accompanying delegates from 24 U.S. businesses on High-Tech Trade Mission to India on 7th February, 2011 at New Delhi. The meeting was chaired by Dr. Dinesh Keskar, Chairman,



Amcham India. Secretary Gary Locke delivered the Keynote Address and presented Certificates of Appreciation to a few American companies like Boeing, GE and Lockheed Martin as also to Amcham for outstanding contribution in supporting U.S. businesses in India.

## U.S. Commerce Secretary meets FICCI-Amcham



Speaking at an Interactive Roundtable organized by FICCI jointly with Amcham India, in Mumbai on 10th February, 2011, U.S. Secretary of Commerce, Mr. Gary Locke, said, "The scope for American companies in supporting the Indian Government's efforts to meet development challenges ranging from upgrading of infrastructure to medical devices, improving energy situation and the quality and standard of life of the people of India is huge".

Praising the economic reforms initiated by the Government of India over the years, Mr. Gary Locke said, "Reducing tariff and non-tariff barriers, lifting restrictions on Foreign Direct Investments, improving IPR protection, and further opening up of the economy would help greater economic growth of India".

Mr. Gary Locke was accompanied by a delegation comprising over 24 U.S. companies working in the areas of civil nuclear, hi-tech security, civil aviation, information, communication and technology.

Mr. Paul Folmsbee, U.S. Consul General in Mumbai, called for greater efforts to improve two-way trade between India and the U.S. as the potential for bilateral trade is huge.

Earlier, Mr. Harsh Mariwala, President (Elect), FICCI and Chairman and MD, Marico Ltd., said that the visit of Mr. Gary Locke, U.S. Secretary of Commerce, following the recent visit of U.S. President, Mr. Obama, testifies to the great interest U.S. has for India and the importance it attaches to the relationship.

AMCHAM  
EVENTS



## Breakfast meeting with ECP members



Amcham organized a breakfast meeting on 8th February 2011 of the U.S India Energy Cooperation Program, (ECP members) with the USTDA Director Leocadia Zak and the accompanying delegation visiting India on a High Tech Trade Mission.

The agenda of this meeting was to help gain insights on the USTDA funding process to support ECP activities with special reference to the Exchange programs and projects suggested by members.

Mr. Zubin Irani, Senior Managing Director, United Technologies Corporation India Private Limited, has taken over as the Chairman of ECP. Mr. Zubin Irani is Senior Managing Director of UTC's commercial companies in India and is responsible for developing and leading strategies to accelerate the growth of businesses in India.

*Zubin Irani, Senior Managing Director, Commercial Companies, United Technologies Corporation of India Private Limited*

## Amcham Business Delegation to Bangladesh



A 20-member Amcham Business Delegation led by Mr. Aniruddha Lahiri, Vice-Chairman, Amcham India, and CEO, Skytech Solutions Pvt. Ltd., visited Bangladesh from 8th to 11th February 2011, to explore the business environment and identify opportunities for trade and investment.

Besides visiting the U.S. Trade Show organized by Amcham Bangladesh and the U.S. Embassy, the delegation had fruitful meetings with Ministers and senior officials of the Government. The Amcham delegation also met with members of the Federation of Bangladesh Chambers of Commerce and Dhaka Chamber of Commerce.



*Amcham India delegates at the reception hosted by the U.S. Ambassador HE Mr. James F. Moriarty on the occasion of the U.S. Trade show 2011 organized jointly by Amcham Bangladesh and U.S. Embassy in Bangladesh from 10 - 13th February 2011. The leader of the Amcham India delegation, Mr. Aniruddha Lahiri, is seen with U.S. Ambassador and Mr. Aftab ul Islam, President, Amcham Bangladesh.*

## The Annual Day of the Amcham Hyderabad Chapter



The Annual Day of the Amcham Hyderabad Chapter was held on Feb 11, 2011 at the Marriot Hotel & Convention Centre. There were around 250 attendees. The Chief Guest was Mr. K Aravinda Rao, the DGP. The Guests of Honor were: Ms. Katherine Dhanani, U.S. Consul General, U.S. Consulate Hyderabad and Mr. Randall Winn, Executive

Managing Director, Capital IQ Inc. New York.

Awards were distributed to the runners up and winners of the Sports Meet 2010 of the Hyderabad chapter. About 1200 employees from 22 member companies participated in the 10 sporting events.

## Meeting with Mr. Tapas K. Gupta and Mr. Darin Phaovisaid

A few members of Amcham met with Mr. Tapas K. Gupta, Economic / Commercial Specialist, and Ms. Darin Phaovisaid, Economic / Commercial Officer, from the

Embassy of the United States of America in Nepal on 22nd February 2011. The meeting focused on the possibilities for American companies to operate in Nepal.

## Meeting of Amcham's IPR Committee with U.S. Embassy officials

The IPR Committee of Amcham had a meeting with U.S. Embassy officials to update them of IPR developments on 25th February 2011. The meeting was chaired by Mr. Deepak Maheshwari, Chairman, Amcham's Committee on IPR, and Director - Corporate Affairs, Legal & Corporate Affairs, Microsoft Corporation (India) Pvt. Ltd. Mr. Sandeep Gupta, Chairman, Amcham's Committee on Pharmaceuticals,

and Chairman and Managing Director, Eli Lilly and Company (India) Private Limited, also presented his views. Other participating companies were Monsanto, Corning, Edelman and Dua Associates. From the U.S. Embassy, Mary Tarnowka, Deputy Economic Counselor, chaired the meeting.



## Singapore Delegation



This was a Regional Business Summit in Singapore of American Companies operating in the Asia Pacific Region. The summit had extensive interactions between U.S. Government officials responsible for trade promotion in Asia Pacific and representatives of American Companies who are active in the region. There was healthy comparison of the investment climate between Asian countries and discussions on strategies for increased U.S. engagement in the Asia Pacific Region.

The Amcham delegation was in Singapore from March 2-4, 2011.

## Post Budget Interactive Session



Amcham organized a Post Budget Interactive Session to analyze the impact of the Union Budget 2011 on 7th March 2011 at New Delhi.

Mr. S.D. Majumder, Chairman, Central Board of Excise & Customs, Mr. V.K. Garg, Joint Secretary (TRU-II), Central Board of Excise & Customs and Mr. Ashutosh Dikshit, Joint Secretary (TPL-I), Central Board of Direct Taxes, addressed the participants and interacted with them.

Presentations on direct and indirect taxation as also on macro economic analysis and sectoral impacts were made by the representatives of Deloitte, EY, KPMG and PwC.

Mr. Amitabh Singh, Chairman, Amcham's Committee on Tax, Tariff & Regulatory Affairs, & Partner, Tax & Regulatory Services, Ernst & Young Pvt. Ltd., chaired the Session and made a theme presentation.

## Meeting U.S. Asst Secretary Mr. Jose Fernandez



Amcham members met with U.S. Asst Secretary Mr. Jose Fernandez on 8th March, 2011 at Taj, Mumbai. Mr. Paul Folmsbee, U.S. Consul General was also present for the meeting.

Following were the Amcham members who attended this event.

**Mr. Raj Kapur**

**Mr. Jamie Smith** - KROLL

**Ms. Kaku Nakhate** - President & Country Head - BAML

**Mr. Richard Dailly** - Sr. Managing Director - KROLL

**Mr. Tarun Anand** - MD and Sr. Company Officer - Thomson Reuters

**Mr. Sunil Mehta** - Country Head and CEO - AIG

**Mr. Tarang Gopani** - Regional Head - Crown Worldwide

## Breakfast Meeting with U.S. Ambassador to Nepal



Amcham organized a Breakfast Meeting with H.E. Mr. Scott H. DeLisi, U.S. Ambassador to Nepal, on 18th March 2011 at U.S Embassy, New Delhi. He was accompanied by Mr. Timothy P. Trenkle, Political / Economic Chief, from the U.S. Embassy in Nepal and officials from the U.S. Embassy in India.

Ambassador DeLisi, in his address, spoke about the political situation, role for private sector, and opportunities for U.S. corporations in Nepal.





## U.S. National Day Celebration



The U.S. Embassy celebrated its biggest National Day event in years, throwing an all-American red, white, and blue party in honor of Presidents' Day. Hundreds of the



U.S. Embassy's friends and contacts in business, politics, and culture attended and enjoyed the lively American jazz music, culture, and food.

## Singapore Business Mission to India



Amcham Singapore organized a business mission to India from 15th to 18th March ,2011, chaired by U.S. Ambassador to Singapore David Adelman .The delegation comprised of senior executives from various American companies operating in Singapore.

The delegation traveled to both Mumbai and Delhi to interact with senior executives of U.S Companies operating in India and various government officials.

## Aero India 2011





# OUR COMBINED STRENGTH DELIVERS THE ADVANTAGE

CORPORATE  
NEWS

Understanding



Innovation



Confidence



Power



Performance



When it comes to defense and security solutions, Textron Systems provides a powerful combination of unique capabilities and proven expertise to solve our customers' vital requirements.

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LYCOMING

OVERWATCH

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TEXTRON Systems

## Jubilant FoodWorks Ltd brings the world's leading baked goods and coffee chain, Dunkin' Donuts, to India

Jubilant FoodWorks Ltd., (JFL) India's largest Food Service Company, announced the signing of a Master Franchise Agreement with the international subsidiary of Dunkin' Donuts to bring Dunkin' Donuts restaurants to India in New Delhi on 24th February. With this agreement with Dunkin' Donuts, JFL, which already has rights for Domino's Pizza, has now significantly strengthened its portfolio. JFL is well poised to address two distinct non-competing segments of the Food Service Industry in India, namely the home delivery of Pizza's market and the all day part dine-in restaurant, food and beverage market.

Commenting on the development, Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited said, "We are delighted with this partnership and are excited about bringing the Dunkin'

Donuts brand to India. We strongly believe that the Dunkin' Donuts brand is extremely relevant for India not only for its strength in donuts and coffee, but also due to a differentiated food and beverage menu. Dunkin' provides flexibility in localizing recipes, and we have strengths in food and culinary which we intend to leverage. We will provide an excellent all-day food, coffee, beverage and donut menu, suited to Indian taste buds".

Dunkin' Donuts is the world's leading baked goods and coffee chain with total global system-wide sales of U.S. \$6 billion. Dunkin' Donuts has more than 9,700 restaurants globally in 31 countries. Dunkin' Donuts has rapidly expanded in 2010, opening 574 net new global locations, making it the fastest growing QSR in the world last year.

## Raytheon International Inc. opens new office in Delhi



Raytheon International Inc, a subsidiary of Raytheon Company (NYSE: RTN), has moved its Liaison Office to a new, expanded facility in New Delhi. The Raytheon International Liaison Office, located in the Radisson Commercial Plaza in New Delhi, will support Raytheon Company's efforts to deepen its relationships across India. Raytheon International formally unveiled the new office in a private reception on Feb 22, 2011.

"For more than 60 years, Raytheon has collaborated with the Indian Government and has been a valued partner across civil aviation, air traffic management, satellite navigation and defense," said William L. Blair, President of Raytheon International Inc's India operations. "As we look toward the

future, our new office will enable Raytheon International to further support Raytheon Company's efforts to meet the requirements of its customers and suppliers in India."

As part of the office opening reception, Raytheon International featured interactive demonstrations highlighting key capabilities of interest to India. These included integrated fighter, integrated air and missile defense, and global intelligence, surveillance and reconnaissance. These fully interactive, touchscreen demonstrations allowed users to more fully experience the capabilities that Raytheon's solutions deliver. In addition, Raytheon discussed additional capabilities of value to customers globally, including cyber security.

Raytheon Company, with 2010 sales of \$25 billion, is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world. With a history of innovation spanning 89 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing, effects, command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 72,000 people worldwide.



## National Export Initiative - India focus Export Workshops

Organised by Amcham India in cooperation with KPMG India and supported by the Foreign Commercial Services, U.S. Dept. of Commerce (9-13 May, 2011 - USA)

To support the U.S. President's National Export Initiative (NEI), Amcham India will launch special "India focus - Export Workshops" in the U.S. The workshops will address key challenges faced by American exporters while entering the Indian market with their range of products and services. The main purpose is to equip and prepare medium and small sized U.S. companies for entering the Indian market by giving them first hand information from successful and experienced India based managers of American companies.

### Date | City

9th May 2011 | Chicago  
10th May 2011 | Houston  
11th May 2011 | Atlanta  
12th May 2011 | Boston

### The focus sectors for this workshop are :

Healthcare • IT & ITES • FMCG • Energy and Natural

Resources • Aerospace and Civil Aviation  
• Homeland Security and Defence



### Export Workshops

SESSION 1 - THE INDIAN OUTLOOK  
SESSION 2 - REGULATORY ENVIRONMENT  
SESSION 3 - MARKET ENTRY

### Workshop Speakers

Company Name	Speakers
Boeing	Dr. Dinesh A. Keskar
Brown Forman	Mr. Amrit Kiran Singh
Dua Associates	Mr. Ranji Dua
Xerox	Mr. Andrew Horne
FCS / U.S. Embassy	Mr. Dale Tasharski
Lockheed Martin	TBD
Raytheon	TBD
UTC	Mr. Zubin Irani
KPMG in India	Mr. Richard Rekhy

For information log on to [www.amchamindia.com](http://www.amchamindia.com)

Email: [amcham@amchamindia.com](mailto:amcham@amchamindia.com)

## American Chamber of Commerce in India



Established in 1992, the American Chamber of Commerce in India (Amcham India) is an association of American business organizations operating in the country.

Amcham India has around 500 members, spread across the nation. The Chamber enjoys a close relationship with the U.S. Embassy, which supports its objectives and helps in fulfilling them. The incumbent U.S. Ambassador to India is the Honorary President of Amcham.

### Mission

Amcham's principle objectives are to:

- Promote activities that encourage and stimulate investment by U.S. companies in the country.
- Support the business operations of its members.
- Encourage bilateral trade between India and the U.S.

These primary objectives are fulfilled by:

- Providing a forum for U.S. - based business organizations to discuss and identify common issues, economic and commercial interests in India and /or the U.S.
- Instituting Sectoral Committees which implement the primary objectives in their respective sectors.
- Reviewing policies and procedures in various sectors that affect the members as well as growth of foreign direct investment.

### Affiliations

Amcham is affiliated to the following Chambers in the U.S.:

- Chamber of Commerce of USA in Washington, D.C.
- Asia Pacific Council of American Chambers of Commerce (APCAC)
- Amchams in other countries.

### Regional Chapters

Amcham's National Secretariat is based in New Delhi with six Regional Chapters in Bangalore, Chennai, Delhi, Hyderabad, Kolkata and Mumbai.

### American Chamber of Commerce in India

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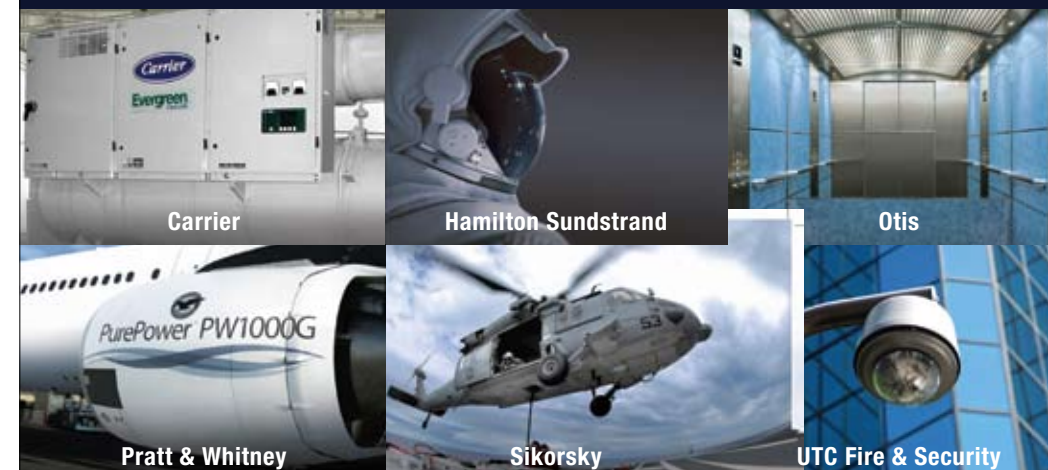
Published by Ajay Singha,  
Executive Director, Amcham India

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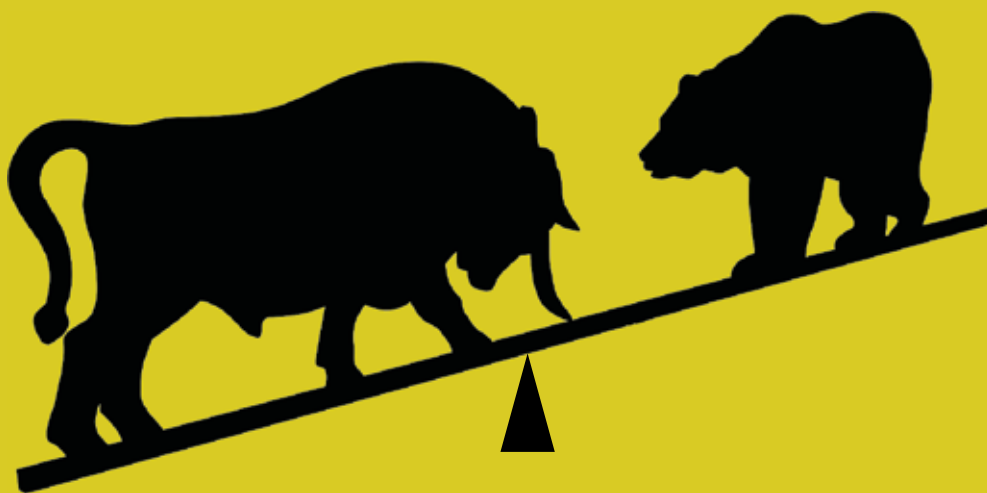
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