

AMCHAM Update



AMCHAM - The Voice of American Business in India

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HIGHLIGHTS

- Presentation on Global Procurement Initiative: Understanding Best Value by Ms. Lauren Zeigler, Manager Global Procurement Initiative, USTDA and Ms. Mehnaz Ansari, USTDA Country Representative - South Asia
- Interaction with Mr. Ramesh Abhishek, Secretary, Department of Industrial Policy and Promotion, GOI, on Manufacturing
- Meeting with Director General (Acquisition) Ms. Smita Nagaraj, Ministry of Defence
- Meeting with Mr. Patrick Santillo, Minister Counselor for Commercial Affairs, U.S. Embassy
- Meeting with Ms. MaryKay Carlson, Charge d'Affaires, U.S. Embassy
- Meeting with Senator Coons (D-DE) and Senator Merkley (D-OR)
- Meeting with Dr. Amit Mitra, Minister for Departments of Finance and Industry, Commerce and Enterprises, Government of West Bengal
- AMCHAM's 25th Annual General Meeting

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NATIONAL EXECUTIVE BOARD 2017-18

Office Bearers

Chairman

Mr. Pratyush Kumar

President
Boeing India

Vice Chairmen

Mr. Arun M. Kumar

Chairman and CEO
KPMG in India

Mr. Gulshan Kumar Sachdev

Managing Director
Quaker Chemical India Limited

Hon. Secretary & Treasurer

Mr. Atul Dhawan

Regional Managing Partner
Deloitte Touche Tohmatsu India LLP

Board Members

Ms. Rekha M. Menon

Chairman and Managing Director
Accenture Services Pvt. Ltd.

Mr. Varun Khanna

Managing Director
Becton Dickinson India Pvt. Ltd.

Mr. Arun Kumar Jain

Managing Director
Fluor Daniel India Pvt. Ltd.

Mr. Kaher Kazem

President and Managing Director
General Motors India Pvt. Ltd.

Mr. Paresh Shah

Senior Vice President & General
Manager - India
Syniverse Technologies Services
India Pvt. Ltd.

Mr. Debdas Sen

CEO
TCG Digital Solutions Pvt. Ltd.

Mr. Krish Iyer

President and CEO
Wal-Mart India Pvt. Ltd.

Dr. Kiranmai Pendyala

CVP HR Greater Asia
AMD R&D Center India Pvt. Ltd.

Mr. Mahesh Krishnamurti

Managing Director
RGP India Private Limited

Mr. Madhu Poomalil

Managing Director
Arcesium India Pvt. Ltd. and
D. E. Shaw India Private Limited

Mr. Phil Shaw

Chief Executive - India
Lockheed Martin India Private
Limited

Mr. Iqbal Sait

Head of Asia Operations
Sagezza Inc.

Mr. Rajan Aiyer

Managing Director - GM, SAARC
Region
Trimble Information Technologies
India Pvt. Ltd.

Mr. Ramkumar Ramamoorthy

Senior Vice President,
Marketing, Corporate Affairs and
Communications
Cognizant Technology Solutions

Mr. Arijit Ghosh

President & Managing Director
Textron India Pvt. Ltd.

Ms. Kaku Nakhate

President & Country Head (India)
Bank of America N.A.

Ms. Vanitha Narayanan

Chairman
IBM India Pvt. Ltd.

Honorary Members

Mr. Patrick Santillo

Minister Counselor for Commercial
Affairs
U.S. Embassy

Mr. George N. Sibley

Minister Counselor for Economic
Environment, Science and
Technology Affairs
U.S. Embassy

Special Invitee

Mr. C. R. Dua

Chairman
Dua Associates



Chairman's Message

I am honoured to be elected as the Chairman of AMCHAM India for the year 2017-18 at its recently concluded 25th AGM. This is a special year as AMCHAM has completed 25 years of U.S. – India business partnership.

AMCHAM was established in 1992, a year after India was emerging from a reform process. A group of businesses from the U.S. decided to form a chamber, which was initially called the American Business Council. Now it has evolved to become AMCHAM India with over 400 member companies. The chamber's aim is to advocate for businesses, work to improve the ease of doing business, help to increase investments and become a better bridge for both countries. As this is our silver jubilee year, we have published *THE INDIA JOURNEY - AMCHAM India celebrates 25 years of American companies' contribution to India's economy, society and U.S. - India friendship* to encapsulate our journey and growth story.

Our member companies have also contributed to the community with numerous CSR projects, employment generation, exports, skill development, innovation and research and development. That is what I call 'doing well by doing good' and would like to thank everyone for their years of support in our endeavour.

In the past 25 years, the relationship has seen its ups and downs, economic liberalization, sanctions, civil nuclear agreement and a major defense partnership has led to businesses growing leaps and bounds. Even with the most conservative estimate, although there are no official figures, American companies have invested over \$50 billion in India. That has resulted into millions of people empowered by being gainfully employed and that is a remarkable investment. The jobs and technology brought to India are the key factors to a sustainable economic growth which is currently about an average of 7%.

I see immense potential in the U.S. – India partnership, the ever-growing trade between India and the United States has crossed \$110 billion per annum, however, we do have a long way to go to fully utilize our potential. Our mission is to help American companies to operate efficiently, compliantly, to facilitate ease of doing business in India, and to advocate for our member's issue.

AMCHAM has recently brought out a compendium *U.S. Companies – Partners in India's Inclusive Growth* showcasing the contribution of American companies operating in India. As Chairman, my goal will be to steer the chamber towards establishing U.S. industry's engagement in focus areas of the Government of India such as manufacturing, digital connectivity, smart cities, infrastructure build, skill development, entrepreneurship, and innovation.

The chamber is well positioned to partner with the Indian and the United States governments to help realize the full potential of U.S. – India cooperation in the coming years. In carrying out my responsibilities as the Chairman of AMCHAM, I will be ably supported by the newly constituted board which consists of CEOs of American companies based in India. I hope you will all participate in the activities of the chamber to contribute towards the growth of the Indian economy.

Pratyush Kumar
Chairman, AMCHAM

25th Annual General Meeting

On 4th May, 2017 AMCHAM celebrated its 25th anniversary at Hotel ITC Maurya in New Delhi. The theme of this event was *The Future of U.S.-India Economic Synergy*.

Ms. Ranjana Khanna, Director General, CEO, AMCHAM India gave the welcome remarks and presented the annual report to members in the presence of **Mr. Pratyush Kumar**, Chairman, AMCHAM India and President, Boeing India and **Mr. Atul Dhawan**, Honorary Treasurer & Secretary, AMCHAM India and Partner, Deloitte Touche Tohmatsu India LLP. This was followed by remarks by Mr. Pratyush Kumar, Chairman, AMCHAM and presentation and adoption of the audited accounts for 2016-17 by Mr. Atul Dhawan, Honorary Treasurer & Secretary, AMCHAM. Mr. Madhu Poomalil, Managing Director, D. E. Shaw India Private Limited, proposed the passing of accounts and Mr. Arun Kumar Jain, Managing Director, Fluor Daniel India Pvt. Ltd., seconded it.



Ms. Ranjana Khanna announced the appointment of M/s Walker Chandiok and Co. LLP as the auditors for 2017-18. She also announced the election results of the new National Executive Board for 2017-18 which was ratified by members of the general body. The following individuals were elected to the National Executive Board and they were elected unopposed:

1. **Mr. Arijit Ghosh**, President & Managing Director, Textron India Pvt. Ltd.
2. **Mr. Krish Iyer**, President and CEO, Wal-Mart India Private Limited

3. **Mr. Kaher Kazem**, President and Managing Director, General Motors India Pvt. Ltd.
4. **Ms. Vanitha Narayanan**, Chairman, IBM India Pvt. Ltd.
5. **Mr. Atul Dhawan**, Partner, Deloitte Touche Tohmatsu India LLP
6. **Mr. Arun Kumar Jain**, Managing Director, Fluor Daniel India Pvt. Ltd.
7. **Mr. Arun M. Kumar**, Chairman and CEO, KPMG in India
8. **Mr. Phil Shaw**, Chief Executive – India, Lockheed Martin India Private Limited
9. **Ms. Rekha M. Menon**, Chairman and Managing Director, Accenture in India
10. **Mr. Pratyush Kumar**, Immediate Past Chairman, AMCHAM and President, Boeing India

Nominees of AMCHAM's Regional Chapters

| Location | Chairman | NEB Member |
|-----------|---|--|
| Bangalore | Mr. Iqbal Sait Managing Director Saggezza India | Mr. Paresh Shah Managing Director Syniverse Technologies |
| Chennai | Mr. Ramkumar Ramamoorthy Senior Vice President, Marketing, Corporate Affairs and Communications Cognizant Technology Solutions | Mr. Rajan Aiyer Managing Director - GM, SAARC Region Trimble Information Technologies India Pvt. Ltd. |
| Delhi | Mr. Varun Khanna Managing Director BD India | ----- |
| Hyderabad | Dr. Kiranmai Pendyala Corp VP HR Greater Asia AMD R & D Center India Pvt. Ltd. | Mr. Madhu Poomalil Managing Director D. E. Shaw & Arcesium |
| Kolkata | Mr. Debdas Sen CEO TCG Digital Solutions Pvt. Ltd. | Mr. Gulshan Kumar Sachdev Managing Director Quaker Chemical India Limited |
| Mumbai | Mr. Mahesh Krishnamurti Managing Director Resources Global Professionals (I) Pvt. Ltd. | Ms. Kaku Nakhate President & Country Head (India) Bank of America N.A. |

In accordance with the Memorandum of Association and Rules of AMCHAM, two officials of the U.S. Embassy in India are nominated as honorary members on the National Executive Board of AMCHAM. The nominees from the U.S. Embassy are:

1. **Mr. George N. Sibley**, Minister Counselor for Economic, Environment, Science and Technology Affairs, U.S. Embassy
2. **Mr. Patrick Santillo**, Minister Counselor for Commercial Affairs, U.S. Embassy

Mr. Gulshan Sachdev, Vice Chairman, AMCHAM India and Managing Director, Quaker Chemical India Limited, in his vote of thanks, lauded the AMCHAM Secretariat team and presented appreciation mementos to **Ms. Mamta Uppal**,

Membership & Events Manager and **Mr. Aubrey Daniels**, Regional Director – Tamil Nadu Chapter, for a distinguished decade of service.

Opening Session: Pathway to the Defining Partnership of the 21st Century

Ms. Ranjana Khanna, Director General CEO, AMCHAM India, set the tone for the session and introduced Mr. Pratyush Kumar, Chairman, AMCHAM India. She also shared some introductory remarks about the ambassadors on the dais.

Mr. Pratyush Kumar, Chairman, AMCHAM India, began the day's proceedings mentioning it was the 25th year of AMCHAM India and that there was no better way to reflect on the 25 years in India than to have a few ambassadors, from both sides, to reflect on what's happened in the journey and discuss how to realize the full potential of this partnership. He mentioned that the U.S. – India relationship has never been better and emphasized the need for more manufacturing in India to sustain India's GDP growth.



Mr. Pratyush Kumar, Chairman, AMCHAM India and President, Boeing India, addressing members during the opening session

Ambassador Lalit Mansingh, former Foreign Secretary and Ambassador to the U.S., began his address by acknowledging the incredible journey during the last 25 years for Indo – U.S. relations and also for AMCHAM India. He emphasized the growth in the U.S. - India relationship and explained there was a time in Washington when India was an object of charity and not of strategic importance but today India has been labelled as the defining partnership of the 21st century, with bilateral trade that has grown 5 times in the past 10 years to a record of 109 million dollars in 2015. He also stated that the change of optics on the political front has been equally remarkable. He stated that the dialogue between India and the U.S. has seen a manifold increase marking progress between the Government of India and the administration of the U.S., which covers almost the entire spectrum of bilateral relations.

Ambassador Mansingh highlighted the 3 million strong Indian diaspora in America that is a visible and vibrant part of the American mosaic, with high ranking Indian-Americans serving in the government. He said, even though the Indo - U.S. strategic partnership is strong, robust and irreversible, there are doubts raised from time to time. He addressed the anxieties that every Presidential election raises, about present policies being trashed and old friendships being disrupted. He highlighted security and defense relations, President Trump's foreign policy stance, visa issues, 'America First' mentality, and he stated that he feels assured that the Indian industry and American industry will find a way of

resolving this conflict. Ambassador Mansingh also touched upon unresolved intellectual property issues, especially in the pharmaceutical sector with the government's latest move to replace branded pharmaceutical with generics, which is bound to meet with some resistance from the U.S.

He also acknowledged AMCHAM's special role as a facilitator for expanding U.S. - India economic relations and concluded with warm felicitations to AMCHAM India for completing 25 glorious years and wished for even greater success in the next 25 years.

Ambassador Richard Verma, former U.S. Ambassador to India, spoke of his experience attending AMCHAM meetings across India and expressed gratitude to AMCHAM's advocacy for the immense value, not only in India, but also in Washington DC. He appreciated the support that AMCHAM provides to the U.S Embassy in India.

Through his address, Ambassador Verma recognized two vital reasons why the U.S. – India relationship has continued to prosper: the public sector government to government work and the private sector engagement. He recalled the early 1990's with budding interest during President Clinton's term followed by the administrations of President Bush and President Obama. He mentioned the U.S. – India Strategic and Commercial Dialogue, which was started 2 years ago, and the Defense Technology and Trade Initiative (DTTI) between the U.S. and India. Ambassador Verma credited the private sector for having done the heavy lifting and being the driving force in the sectors of education, entrepreneurship, agriculture, IT, etc.



(L-R) Ms. Ranjana Khanna, Director General CEO, AMCHAM, Ambassador Richard Verma, Mr. Pratyush Kumar, Chairman, AMCHAM, Ambassador Meera Shankar and Ambassador Lalit Mansingh

In closing, he said we should not be complacent to think that the inward looking 'Make in India' and 'America First' would be a dividing factor in the U.S. – India relationship. Instead, he urged all those present to continue this dialogue with mutual respect. The Ambassador concluded by promising to be India's closest friend and partner as India goes on its journey, along with AMCHAM, as its driving partner.

Ambassador Meera Shankar, former Indian Ambassador to the U.S., began her remarks by mentioning two factors which helped to re-shape India - U.S. relations, the end of the cold war and the opening of the Indian economy. She explained that from India's point of view the U.S. is the largest trading partner for India, 115 billion in goods and services.

The U.S. is one of the few major economies with which India has a small trade surplus. She mentioned, for the U.S., India has become a partner in global collaboration and through collaboration with Indian companies, especially the IT sector, India has helped the U.S. to retain global competitiveness and to keep jobs in America.

Ambassador Shankar highlighted that the political relationship between both countries was very broad based with foundations in economics and growing strategic congruence, particularly in the Asia Pacific. She also touched on the defense partnership as a major area of growth over the past several years.

In closing, Ambassador Shankar emphasized that the partnership between the governments of India and the U.S. must ensure that whatever has been achieved remains as a strong foundation. With the new administration, there is still some ambiguity so it is crucial to have an early political summit which would enable the leaders of both countries to provide direction for the future of the relationship.

The Future of U.S. – India Economic Synergy

Ms. Ranjana Khanna, Director General CEO, AMCHAM India, introduced Ms. MaryKay Carlson, Chargé d'Affaires, U.S. Embassy, and requested Mr. Pratyush Kumar, Chairman, AMCHAM India, to introduce Mr. Jayant Sinha, Minister of State for Civil Aviation, Government of India.

Mr. Pratyush Kumar, Chairman, AMCHAM India, introduced Mr. Jayant Sinha, Minister of State for Civil Aviation, Government of India, and spoke about his diagnostic thinking that paves the way to transformational economic growth. He mentioned that CDA Carlson and the whole U.S. mission in India has been extremely supportive of U.S. businesses in India. Mr. Kumar also thanked Ms. Vanitha Narayanan, Immediate Past Chairperson, AMCHAM and Chairman, IBM India.

Ms. MaryKay Carlson, Chargé d'Affaires, U.S. Embassy, spoke about the bilateral economic and strategic engagement and the progress in trade ties over the last decade. She mentioned the Government of India's implementation of pro-business reforms that could boost trade ties even more. Aside from the economic ties, she highlighted that bilateral policy engagement has also led to increased cooperation in peacekeeping, disaster assistance, maritime security and countering violent extremism.



Ms. MaryKay Carlson, Chargé d'Affaires, U.S. Embassy, addressing members on the future of U.S. – India economic synergy

CDA Carlson talked about the following sectors as promising opportunities for growth and synergy: civil aviation, defense, education, energy, environmental technologies and travel and tourism. She mentioned that the 2017 SelectUSA Investment Summit will take place from 18th-20th June in Washington DC. CDA Carlson also talked about the ways that AMCHAM plays a vital role in advancing shared prosperity and goodwill between the U.S. and India. AMCHAM had recently, through a photo exhibition, highlighted the ways American companies are making a difference in India.

In conclusion, she expressed excitement about the transformative potential of the commercial relationship between the U.S. and India and identifying more policies and practices that could further improve the ease of doing business, such as enhancing the protection and enforcement of intellectual property rights and harmonizing standards with international best practices.

The AMCHAM compendium *U.S. Companies: Partners in India's Inclusive Growth* was released. The compendium offers a glimpse of how American companies have actively engaged in India's inclusive growth story and have created gainful engagement for more than 5 million people. Collectively, they are at the forefront of innovation and ground-breaking research and development across sectors, actively engaged with the MSME sector, committed to social upliftment, rural outreach, skill development, education, women's empowerment, as well as, health and sanitation across the country.



(L-R) Ms. Ranjana Khanna, Director General CEO, AMCHAM, Mr. Jayant Sinha, Minister of State for Civil Aviation, Government of India, Mr. Pratyush Kumar, Chairman, AMCHAM and President, Boeing India, Ms. MaryKay Carlson, Chargé d'Affaires, U.S. Embassy and Ms. Vanitha Narayanan, Immediate Past Chairperson, AMCHAM and Chairman, IBM India, releasing the AMCHAM compendium *U.S. Companies - Partners in India's Inclusive Growth* at AGM

In the keynote address, **Mr. Jayant Sinha**, Minister of State for Civil Aviation, Government of India, thanked AMCHAM and American businesses in India for taking bilateral trade up to 110 billion dollars, for U.S. foreign direct investment of 50 billion U.S. dollars and for creating 5 million jobs in the country. He said that this is an extraordinary achievement of American business in India. Mr. Sinha said that India and the United States are large countries and the ties are strong and intertwined, with Indian partnership in universities, businesses and personal ties. He added that there is no need to worry about the future of the India – U.S. relationship as this is a strong partnership and is doing very well.

Mr. Sinha mentioned that Spice Jet's purchase order of Boeing aircrafts in India will secure 108,000 jobs in America and that the U.S. has also always welcomed Indians by providing jobs. U.S. – India's strong foundation needs to be leveraged to help the world create a much more sustainable future. India's contribution to world GDP is going to

be almost equal to that of China at an estimated 11 trillion in the future. He emphasized that this strength of India needs to be leveraged to help build a frugal and sustainable future globally.



Mr. Jayant Sinha, Minister of State for Civil Aviation, Government of India, addressing members at AGM

Mr. Sinha also talked about how reforms 3.0 in the Indian government is allowing markets to flourish with an increased focus on ease of doing business and building a foundation in technologies. U.S. companies are already at the forefront of these businesses and he highlighted successful business stories of Boeing and Amazon, in India.



(L-R) Mr. Pratyush Kumar, Chairman, AMCHAM, Mr. Jayant Sinha, Minister of State for Civil Aviation, Government of India and Mr. Patrick Santillo, Minister Counselor for Commercial Affairs, U.S. Embassy

A commemorative volume entitled *The India Journey – AMCHAM India celebrates 25 years of American companies' contribution to India's economy, society and U.S. – India friendship* was released. The volume embodies the collective contribution of over 400 AMCHAM member companies. It is also a tribute to the U.S. Ambassadors to India in their capacity as honorary presidents of AMCHAM, past chairmen and countless well-wishers that have encouraged AMCHAM.



Mr. Jayant Sinha, Minister of State for Civil Aviation, Government of India with Mr. Pratyush Kumar, Chairman, AMCHAM

Ms. Vanitha Narayanan, Immediate Past Chairperson, AMCHAM and Chairman, IBM India, in her closing remarks, mentioned that a silver jubilee is a significant milestone and was thankful for the retrospective look into the past 25 years of AMCHAM. She emphasized that the U.S. – India relationship does have a solid foundation and that we are at the tipping point where the acceleration of collaboration and growth is evident across sectors and industries. Ms. Narayanan talked about, not only frugal development but also affordable innovation. She thanked the representative on the dais and thanked the embassy for their ongoing support.



The release of a commemorative volume entitled *The India Journey – AMCHAM India celebrates 25 years of American companies' contribution to India's economy, society and U.S. – India friendship*

Luncheon Keynote Address

Ms. Ranjana Khanna, Director General CEO, AMCHAM India welcomed the gathering and called upon the Chairman of AMCHAM India to introduce the keynote speaker for the afternoon. Mr. Pratyush Kumar introduced Mr. Suresh Prabhu, Union Minister of Railways, Government of India.

Mr. Suresh Prabhu, Union Minister of Railways, Government of India, mentioned in his keynote address that one of the largest FDI, one of the largest orders that the railways has ever placed, almost 7 billion dollars was placed by two companies --- GE for making diesel locomotives and Alstom, the French company, for making electrical locomotives. They are also working on a very ambitious program of making WIFI available on all public platforms and their partner for part of the project is Google, so U.S. companies are working with the railways.



▶ Mr. Suresh Prabhu, Union Minister of Railways, Government of India, giving the keynote address during the luncheon session

He spoke about the plans for taking the railways to a higher level and generating income in creative ways. Mr. Prabhu explained the changes being made in the freight sector --- separate freight corridors to be made to ensure that revenue generation continues to be churned. He talked about non-fare revenues, how the railways are getting more organized,



▶ Mr. Suresh Prabhu, Union Minister of Railways, Government of India, receiving a token of appreciation from AMCHAM

creating standards and having regular energy audits. He also mentioned that the creation and restoration of water bodies along the tracks not only makes sense for environmental reasons, but also for economic reasons. Mr. Prabhu mentioned how the railways has introduced enterprise resource planning which has the potential to increase revenues and save money.

In closing, Mr. Prabhu said that India and the U.S. must work together in many areas, not just economic and it is time to take the next step forward and take the relationship to a higher level for the global good. He mentioned that the chamber is vital for this and acknowledged the significant role businesses play in pushing this relationship.



AMCHAM members and government officials in the audience

Ms. Ranjana Khanna, gave the vote of thanks and introduced the U.S. Consul Generals and their successors who joined the networking lunch reception:

- **Ms. Katherine Hadda**, Consul General, U.S. Consulate General Hyderabad
- **Mr. Jonathan Kessler**, Director – North India Office, U.S. Embassy
- **Ms. Deborah Robinson**, Acting Consul General, U.S. Consulate General Chennai
- **Mr. Thomas Vajda**, Consul General, U.S. Consulate General Mumbai
- **Mr. Robert Burgess**, Director of the Office of Regional Affairs in the Bureau of South and Central Asian Affairs, U.S. State Department
- **Mr. Edgard Kagan**, Deputy Chief of Mission, U.S. Embassy Kuala Lumpur
- **Mr. Derek Westfall**, Deputy Director of the Office of Regional Affairs in the Bureau of South and Central Asian Affairs, U.S. State Department

** To view more photos of this event and download the transcripts of all speeches, please visit: <http://www.amchamindia.com/25th-annual-general-meeting/>

National Executive Board Members 2017 - 2018

Office Bearers

Chairman



Mr. Pratyush Kumar
President
Boeing India

Vice Chairmen



Mr. Gulshan Kumar Sachdev
Managing Director
Quaker Chemical India Limited



Mr. Arun M. Kumar
Chairman and CEO
KPMG in India

Honorary Secretary & Treasurer



Mr. Atul Dhawan
Partner
Deloitte Touche Tohmatsu India LLP

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IBM India Pvt. Ltd.



Mr. Phil Shaw
Chief Executive – India
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Regional Chapters

Bangalore Chairman



Mr. Iqbal Sait
Managing Director
Saggezza India

Bangalore NEB Member



Mr. Paresh Shah
Managing Director
Syniverse Technologies

Chennai Chairman



Mr. Ramkumar Ramamoorthy
Senior Vice President, Marketing, Corporate Affairs and
Communications
Cognizant Technology Solutions

Chennai NEB Member



Mr. Rajan Aiyer
Managing Director - GM, SAARC Region
Trimble Information Technologies India Pvt. Ltd.

Delhi Chairman



Mr. Varun Khanna
Managing Director
BD India

Hyderabad Chairperson



Dr. Kiranmai Pendyala
Corp VP HR Greater Asia, AMD /
AMD India Board of Director

Hyderabad NEB Member



Mr. Madhu Poomalil
Managing Director
D.E. Shaw & Arcesium

Kolkata Chairman



Mr. Debdas Sen
CEO
TCG Digital Solutions Pvt. Ltd.

Mumbai Chairman



Mr. Mahesh Krishnamurti
Managing Director
Resources Global Professionals (I) Pvt. Ltd.

Mumbai NEB Member



Ms. Kaku Nakhate
President & Country Head (India)
Bank of America N.A.

Honorary Members



Mr. George N. Sibley
Minister Counselor for Economic, Environment,
Science and Technology Affairs
U.S. Embassy



Mr. Patrick Santillo
Minister Counselor for Commercial Affairs
U.S. Embassy

Special Invitee



Mr. C. R. Dua
Chairman
Dua Associates

DELHI

Interactive Session on 'Impact of GST on e-Commerce and Services Sector'

AMCHAM and KPMG organized an interactive session on 'Impact of GST on e-Commerce and Services Sector' on 9th March 2017 at the KPMG office in Gurgaon.

Mr. Amarjeet Singh, Chairman – Tax and Tariff Committee, AMCHAM, and Partner, KPMG welcomed the members.

Mr. Priyajit Ghosh, Partner, Indirect Tax – KPMG; and Mr. Sudipta Bhattacharjee, Partner, Indirect Tax-Litigations, Advaita Legal, made presentations on the impact of GST on e-commerce and services sector.

AMCHAM and USIBC Roundtable with Senior Executives from the Business Executives for National Security (BENS) Delegation

On 15th March 2017, AMCHAM hosted the delegation from Business Executives for National Security (BENS), jointly with USIBC, for a roundtable. BENS is an impactful group of C suite executives who have a strong interest in U.S. National Security and can provide government leaders within the U.S. National Security Enterprise their perspectives on the challenges and opportunities inherent in the key strategic relationships of the United States and associated international partners. They wanted to gain an understanding of India's business environment

and perspectives on the security issues shaping U.S.-India relations. Mr. Pratyush Kumar, Chairman, AMCHAM India, led the discussions and invited fellow AMCHAM members to participate and share comments on India's counter-terrorism initiatives, the impact of India being designated as America's Major Defense Partner and government policies (tax and investment regulations, 'ease of doing business', etc.) that promote or hinder economic development and FDI in the defense sector.

Interaction with Mr. Ramesh Abhishek, Secretary, Department of Industrial Policy and Promotion, GOI, on Manufacturing

AMCHAM's Manufacturing Committee met with Mr. Ramesh Abhishek, Secretary, Department of Industrial Policy and Promotion, GOI, on 16th March in New Delhi. Ms. Ranjana Khanna, Director General CEO, AMCHAM, welcomed members. The Secretary acceded to AMCHAM's request to make ongoing interactions on a quarterly basis. Secretary Abhishek was accompanied by Mr. Rajiv Aggarwal, Joint Secretary, DIPP and Invest India.

Mr. Rampraveen Swaminathan, Chairman – Manufacturing Committee, AMCHAM and Managing Director, International Paper India, made opening remarks on the overall challenges to the manufacturing industry in India, such as, the need to have a modernized integrated port system, lack of GST clarity, consistent government policies without retrospective changes, delays caused by

multiplicity of government agencies, labor laws, and the manufacturing skills gap, among others.

Mr. Rampraveen Swaminathan also moderated a sector-wise dialogue that covered manufacturing challenges in agriculture and food processing, automotive, defense, electronics and ICT and forest-based industries. Some of the companies represented at the meeting included BAE Systems, Boeing, Carrier Midea, Corning Technologies, Deloitte, Dow Chemical, Edgewood Networks, Emerson Electric, Ford, HP, IBM, International Paper, IPM India Wholesale Trading, John Deere, KPMG, Lockheed Martin, PepsiCo and UTC. AMCHAM submitted a detailed document with company specific challenges and proposed solutions. To ensure future appropriate deliverables, all members are requested to send inputs on their issues to valerie@amchamindia.com.



AMCHAM members during an interaction on manufacturing with Mr. Ramesh Abhishek, Secretary, Department of Industrial Policy and Promotion, GOI

National Executive Board Meeting

A meeting of AMCHAM's National Executive Board was held on 22nd March 2017 in Kolkata under the chairmanship of Mr. Pratyush Kumar, President, Boeing India. The meeting was hosted by Mr. K. P. Sengupta, Chairman – Eastern Region, AMCHAM and Chairman, Data Core (India) Pvt. Limited.

This was followed by a meeting with Dr. Amit Mitra, Minister for Departments of Finance and Industry, Commerce and Enterprises, Government of West Bengal, followed by a networking reception hosted by U.S. Consul General, Mr. Craig Hall, for AMCHAM members as well as other American companies.



The NEB meeting in progress



(L-R) Mr. Krish Iyer, Walmart, Mr. Ramkumar Ramamoorthy, Cognizant, Mr. George Sibley, U.S. Embassy and Mr. Patrick Santillo, U.S. Embassy at the NEB meeting in Kolkata

HR Core Committee Meeting

On 24th March 2017, the HR Core Committee met to discuss the details of the Future of Work Conference 2017. The conference was planned for the second week of April. The committee deliberated on the requirements for the event and created a checklist. A detailed agenda was

finalized and coordinators were assigned to each session based on the design created by Mr. Sarthak Raychaudhuri, VP HR, Asia South, Whirlpool. This meeting was chaired by Mr. DP Singh, VP – HR (India/South Asia), IBM and co-chaired by Mr. Sameer Mathur, SVP-HR, Citibank N.A.

Defense Committee Meeting

On 24th March, AMCHAM's Defense Committee held a meeting. The members discussed recommendations that the group could submit to DIPP on ease of doing

business and the challenges being faced. The future engagements planned with the Ministry of Defence officials was also discussed.

Aviation Core Committee Meeting

The core group of AMCHAM's Aviation Committee met on 29th March and decided to map the member capabilities into the top 7 priority issues that needed to be taken up

for discussion and the top priority states that could be engaged with, to take forward the committee's agenda.

Agriculture & Food Processing Committee Meeting

AMCHAM's Agriculture & Food Processing Committee meeting took place on 29th March. The committee discussed the document they are preparing on agriculture

and food processing and how to expand the scope to make it more inclusive.

HR Committee's Future of Work Conference 2017

As a prelude to the conference, there were two webinars conducted on the future of work, a live twitter chat and a white paper competition held by AMCHAM. Many teams from member companies participated in this competition with two teams emerging as winners. Both teams showcased a millennial's perspective on the future of work. This conference was planned to be the first ever signature event of the HR Committee.

The Future of Work Conference 2017 was a full day event held at the Leela Palace, New Delhi on 10th April 2017. The opening remarks were given by Ms. Ranjana Khanna, Director General CEO, AMCHAM. She spoke about technology's impact on our work and workforce. She thereafter introduced Mr. DP Singh, Chairman – HR Committee, AMCHAM and VP – HR (India/South Asia), IBM and Mr. George N. Sibley, Acting Deputy Chief of Mission and Minister Counselor for Economic, Environment, Science & Technology Affairs, U.S. Embassy, New Delhi.

The first session was conducted on 'Future of Work' with two speakers, Mr. Sarit Bose, Practice Head for Digital Transformation, Protiviti India and Mr. Debabrat Mishra, Partner Consulting, Deloitte Touche Tohmatsu. This was followed by the second session on 'Future of Worker' with presentations given by Mr. Varun Aggarwal, Co-Founder, Aspiring Minds and Mr. Sarthak Raychaudhari, Vice President HR, Asia South, Whirlpool. A presentation was also given on 'New Collar Skills' by Ms. Joyeeta Das, IBM, explaining how skill training that begins in high school

can help young adults get better jobs.

The next session was conducted on 'Future of Workplace' with a presentation by Mr. Arjun Ravi Kolady, Workplace, Facebook and Mr. Kamal Singhani, Vice President and Sales Leader, Global Business Services, IBM India. The fifth session was a panel discussion on 'Future of Leadership' moderated by Ms. Ester Martinez, Co-Founder and Editor-in-Chief of People Matters Media. Panelists included Mr. Mohnish Sinha, Partner, Human Capital, Deloitte and Dr. Kiranmai Pendyala, Member of AMCHAM's National Executive Board and Corporate Vice President – HR, EMEA & Greater Asia Region, AMD R&D Center.

The last session of the day was a panel discussion on 'The Future of HR' moderated by Mr. DP Singh. Panelists included Ms. Vishpala Reddy, Vice President & Head HR, American Express, Mr. Pritpal Kular, Vice President – HR, General Motors, Mr. Shaswat Kumar, HR Effectiveness, Aon Hewitt and Ms. Ira Gupta, HR Head, Microsoft.

The event concluded with a presentation and award ceremony, felicitating the winners and runners up team of the Future of Work White Paper Competition 2017. The prizes were awarded by one of the jury members of the Future of Work White Paper Competition, Dr. Kiranmai Pendyala and the prizes were sponsored by Textron.

The event was very well attended and greatly appreciated by the audience. This event was sponsored by Aspiring Minds and IBM, with Deloitte as the knowledge partner.



Ms. Ranjana Khanna, Director General CEO, AMCHAM giving opening remarks at the Future of Work Conference in New Delhi



Mr. George Sibley, Minister Counselor for Economic, Environment, Science & Technology Affairs, U.S. Embassy, giving the keynote address at the Future of Work Conference



(L-R) Dr. Kiranmai Pendyala, Member of AMCHAM's National Executive Board and Corporate Vice President – HR, EMEA & Greater Asia Region, AMD R&D Center, Mr. Mohnish Sinha, Partner, Human Capital, Deloitte and Ms. Ester Martinez, Co- Founder & Editor-in-Chief, People Matters Media



Mr. Sameer Mathur, Co-Chairman - HR Committee, AMCHAM and Senior Vice President HR, Citibank N.A.



Mr. Gaurav Soni, Head – Human Resources, Protiviti introducing Mr. Arjan Kolady, Workplace by Facebook and Mr. Kamal Singhani, VP and Sales Leader, Global Business Services, IBM India



The audience at AMCHAM's Future of Work Conference, an initiative of the HR Committee



(L-R) Mr. DP Singh, Chairman - HR Committee, AMCHAM and VP - HR (India/South Asia), IBM, Ms. Vishpala Reddy, Vice President & Head HR, American Express, Mr. Pritpal Kular, Vice President - HR, General Motors, Mr. Shaswat Kumar, HR Effectiveness, Aon Hewitt and Ms. Ira Gupta, HR Head, Microsoft at the Future of Work Conference in New Delhi



Dr. Kiranmai Pendyala, Member of AMCHAM's National Executive Board and Corporate Vice President - HR, EMEA & Greater Asia Region, AMD R&D Center, felicitating the winners, Shreya Poojary and Arijit Chakraborty, of the future of work white paper competition from Whirlpool of India Ltd.



Dr. Kiranmai Pendyala, Member of AMCHAM's National Executive Board and Corporate Vice President - HR, EMEA & Greater Asia Region, AMD R&D Center, felicitating the runners up, Akhil Sharma and VJS Srivastav, of the future of work white paper competition from Citibank

Meeting with DG (Acquisition), Ministry of Defense

AMCHAM Defense Committee core team members engaged with DG (Acquisition) Ms. Smita Nagaraj on Tuesday, 11th April 2017. Discussion points revolved

around strategic partners, DDP issues, offset issues and others. The team is currently preparing recommendations for submission to her office.

Meeting with Senator Coons (D-DE) and Senator Merkley (D-OR)

AMCHAM members had a closed door roundtable with Senator Christopher Andrew "Chris" Coons, United States Senator from Delaware (Democrat) and Senator Jeffrey Alan "Jeff" Merkley, United States Senator from

Oregon (Democrat) on Tuesday, 18th April, 2017 at the U.S. Embassy. The members discussed the U.S. - India business climate and challenges and opportunities with a focus on the ease of doing business in India.



AMCHAM members with Senator Merkley and Senator Coons and senior officials from the U.S. Embassy, New Delhi



Senator Coons in conversation with Mr. Pratyush Kumar, Chairman, AMCHAM and President, Boeing India and Mr. Phil Shaw, Chief Executive - India, Lockheed Martin



Senator Merkley and Senator Coons at a roundtable discussion in New Delhi

Roundtable with Assistant USTR for South and Central Asia, Mr. Mark Linscott

AMCHAM hosted a breakfast roundtable for Mr. Mark Linscott, Assistant USTR for South and Central Asia, U.S. Trade Representative, during his inaugural trip to India on 19th April at the U.S. Embassy in New Delhi. The meeting was focussed on the U.S. – India economic relationship and future engagement on bilateral and multilateral trade policy.

The following USG officials were also present:

- Brendan Lynch, Director for India, Office of Central and South Asian Affairs, USTR
- George Sibley, Acting Deputy Chief of Mission and Minister Counselor for Economic Affairs and Environment, Science and Technology, U.S. Embassy
- Robert Kemp, Deputy Minister Counselor for Economic Affairs and Environment, Science and Technology, U.S. Embassy
- Robyn Kessler, Principle Commercial Officer – North India, U.S. Embassy
- Timothy Browning, Attorney-Advisor, Office of Policy and International Affairs, U.S. Patent and Trademark Office (USPTO)
- Chad Norberg, Trade and Technology Unit Chief, U.S. Embassy
- Komal Kalha, Senior Legal Counsel (Intellectual Property), USPTO, U.S. Embassy

Ms. Valerie Swope, Program Coordinator, AMCHAM made welcome remarks and introduced the USG officials. Mr. George Sibley made remarks and then turned it over to Mr. Prabal Chakraborty, Chairman – Medical Devices Committee, AMCHAM and Vice President and Managing Director, Boston Scientific India, who chaired the meeting from AMCHAM. Mr. Chakraborty gave an overview of the progress on some of the flourishing sectors and emphasized that the medical devices sector still faces price control challenges.

Mr. Linscott, in his opening remarks, mentioned that India is one of the countries that the U.S. has a trade deficit with in goods and agriculture goods. He explained that a trade report will be made on the countries with a trade deficit to determine the reasons and circumstances that

led to the deficit. There will be a hearing before Congress scheduled on 18th May and the report is due out on 29th June. He said his visit to India was basically to understand and identify tariff and non-tariff barriers such as dumping practices, IPR challenges, etc. so that the necessary assessments could be made.

AMCHAM members introduced themselves and talked about specific trade barriers their companies face. Some of the challenges included high import duties on raw materials, standards and regulations, in country testing requirements, arduous tax laws, offsets challenges, export potential across sectors, product categorization inconsistencies and interpretations from port to port, etc. Mr. Gaurav Mendiratta, Sector Manager – Medical Devices, AMCHAM, gave the vote of thanks.



U.S. government officials with (center) Mr. Mark Linscott, Assistant USTR for South and Central Asia



AMCHAM members in discussion with AUSTR Mr. Mark Linscott

Medical Devices Committee Meeting

On 21st April 2017, the AMCHAM Medical Devices Committee met under the Chairmanship of Mr. Prabal Chakraborty in New Delhi to discuss the agenda to be taken up by the committee in the year 2017-18. The committee also reviewed the work undertaken by the committee during the last year — successes and misses. It was discussed and decided that the internal outreach to neighboring countries should continue. The committee also felt that it is important to keep interacting with U.S. Embassy officials and raise concerns of the medical devices industry both during visits of USG officials to India and by company representatives in Washington D.C. when any Indian government official is travelling to the U.S.

The other point of discussion including approaching state governments through any of the consulting firms and trying to get an interaction with the State Health Department through them. The committee members also suggested that the activity can be clubbed with organizing a half day training program for the regulators if the visit gets finalized.

Other members present during the meeting included representatives from Abbott, India Medtronic, GE, CR Bard, Boston Scientific, BD, Johnson & Johnson and Edwards Life Sciences. Mr. Gaurav Mendiratta was present from the AMCHAM Secretariat during the meeting.

Meeting with Beth Urbanas, Deputy Assistant Secretary, U.S. Department of Energy

On 25th April 2017, Ms. Beth Urbanas, Deputy Assistant Secretary for Asia and the Americas at the Office of International Affairs, U.S. Department of Energy (DoE), participated in a roundtable discussion with AMCHAM members to discuss energy access, renewables energy efficiency, bio-fuels, energy security and energy technologies. Ms. Udaya Arun, Program Manager, AMCHAM, gave the welcome remarks and the discussion was led by Mr. Arun Kumar Jain,

Chairman – Infrastructure and Smart Cities Committee, AMCHAM and President & Managing Director, Fluor Daniel India. Ms. Urbanas is responsible for managing DoE's bilateral and multilateral engagements with Asian and American countries, hence the members also requested her support in advocating for potential areas of convergence between the two countries. Over 10 members engaged in the roundtable discussion with the USG officials.



AMCHAM members with Ms. Beth Urbanas, Deputy Assistant Secretary for Asia and the Americas at the Office of International Affairs, U.S. Department of Energy

MUMBAI

Presentation on Global Procurement Initiative: Understanding Best Value

The U.S. Trade Development Agency (USTDA) plans to launch their Global Procurement Initiative (GPI) in India shortly. As a precursor to this launch, AMCHAM India, in partnership with the Consulate General of the United States, Mumbai, organized a presentation on "Global Procurement Initiative: Understanding Best Value" on Wednesday, 22nd February 2017 in Mumbai.

The morning began with a welcome address and an introductory note by Mr. Chris Grossman, Chief Economic & Political Affairs, U.S. Consulate, Mumbai. Ms. Mehnaz Ansari, Country Representative – South Asia, USTDA, made an insightful presentation on USTDA's presence, projects, priority sectors, partnerships (government and industry) and initiatives in India.

USTDA is engaged actively on projects in infrastructure, energy, transportation and IT as well as providing in-depth training on conducting life-cycle cost analyses, pilot projects and feasibility studies. USTDA also partners with World Bank and collaborates with major multilateral development banks in the planning and execution of GPI. The agency's goal is to provide each GPI partner country with the access, opportunity and support it needs to structure sound infrastructure tenders that can foster sustainable economic growth.

Ms. Lauren Zeigler, Manager Global Procurement Initiative, USTDA, shared insight information on the Global Procurement Initiative that is proposed to be launched in

India shortly. Through the presentation, she highlighted:

- Key issues: Best Value determination, life cycle cost analysis, objective evaluation and professionalization
- Overarching goals of the GPI: sustainability and improved outcome
- The GPI model: Study tours to the U.S., training sessions and advisory support
- Partner Countries: Mexico, Colombia, Romania, Vietnam, Philippines, Ethiopia, Botswana, Panama
- Partnership criteria: USTDA seeks to partner with countries that are:
 - Committed to integrating best value determination in tenders
 - Open to fair and transparent international competition
 - Dedicated to the long term professionalization of their procurement workforce
- GPI in India: Potential partner states – Maharashtra, Andhra Pradesh, Rajasthan, Gujarat, West Bengal

An interactive Q&A session answered several queries on challenges and opportunities in the Indian procurement scenario. The roundtable event concluded with closing remarks and vote of thanks by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM.

Tour of the Jawaharlal Nehru Port Trust followed by an interactive meeting with Mr. Anil Diggikar, Chairman, JNPT

AMCHAM India, in partnership with the Consulate General of the United States, Mumbai, organized a site visit to the Jawaharlal Nehru Port Trust and interactive sessions with Chairman JNPT and Commissioners of Customs JNPT on Tuesday, 21st March 2017.

The site visit commenced with a briefing on the history and functions of the Jawaharlal Nehru Port and SEZ by

Mr. Sittarasu, CEO-JNPT SEZ. The briefing was followed by a roundtable meeting with Mr. Anil Diggikar (IAS), Chairman, JNPT and senior members of JNPT SEZ. The meeting began with a brief presentation titled 'JNPT-Anchor the Global Trade Together.' Mr. Gregory Taevs, Principal Commercial Officer, U.S. Commercial Service and Ms. Surabhi Wahal, Regional Director Western Region, AMCHAM, thanked Mr. Diggikar, Mr. Sittarasu



AMCHAM members in Mumbai for a tour of the Jawaharlal Nehru Port

and the JNPT team for the wonderful opportunity for the delegation to visit. Mr. Diggikar shared insights on the JNPT SEZ and port which is one of the most important priorities for the Ministry of Shipping, with a special focus on 'port led industrialization.' He shared that JNPT has notified multi-product Special Economic Zone (SEZ) and Free Trade Warehousing Zone (FTWZ), just outside of the port boundaries, for which the foundation stone was laid by Hon'ble Prime Minister Narendra Modi. Mr. Diggikar believed that the visit to the SEZ will help American companies get acquainted with their objective of making JNPT SEZ a successful project as well as would be instrumental in learning of the views of the participants that will help create a truly customer focused SEZ.

Some of the key highlights of JNPT SEZ include:

- Location advantage – part of the greater Mumbai area, with established road and rail network
- Minimal regulatory risks – SEZ is being setup in port owned land, no R&R issues for investors
- Execution Certainty – master planning and engineering completed, utility and infrastructure development currently in advanced stage
- Complete utility support – JNPT is providing uninterrupted power supply, water and road network right at the allotment stage itself
- SEZ incentives – SEZ and FTWZ notifications received

and tenants will be eligible for duty exemptions, tax exemptions and FDI norm relaxation

- Dedicated SEZ cell – JNPT has created a dedicated SEZ cell to provide environmental and other SEZ clearances on the port and invited AMCHAM members to share their queries and suggestions in the ease of doing business at JNPT

The meeting concluded with a vote of thanks by Mr. Mark Martyn-Fisher, Director- Special Projects, UPS Jetair Express Pvt. Ltd. Excitement buzzed on a breezy ferry ride showcasing a sea side view of JNPT.

The delegation went on to meet with senior members of the Customs Department at the JNPT Customs House. The roundtable meeting with Mr. Subhash Agarwal (Commissioner of Customs – General), Mr. Mohanty (Commissioner of Customs – NS II), Mr. Shrawan Kumar (Commissioner of Customs – NS III) along with senior members of the department, had members sharing challenges as well as benefits of the ease of doing business at the JNPT port, over a candid interaction. As a follow up of the meeting, officials welcomed the idea of a consolidated note on challenges faced by companies to enable swifter and smoother operational ease wherever permissible. The meeting and events of the day concluded with closing remarks by Mr. Gregory Taevs and Ms. Surabhi Wahal who urged AMCHAM members to reach out to the U.S. Consulate and AMCHAM as a platform for support on the ease of doing business in India.

ImPact 50-50 India: CSR Enabling Socio-Economic Transformation in 100 Districts in India

AMCHAM, in partnership with Habitat For Humanity India, organized 'ImPact 50-50 India: CSR Enabling Socio-Economic Transformation in 100 Districts in India' in Mumbai on Wednesday, 22nd March 2017.

The event began with opening remarks by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM India, followed by a special address by Consul General Thomas Vajda, U.S. Consulate General, Mumbai. A short audio-visual film sharing an overview on the journey and milestones of Habitat For Humanity was played.

The first keynote address of the event, Mr. Rajan Samuel, Managing Director, Habitat for Humanity India, shared insight into the CSR impact in housing and sanitation while focussing on the strategy impact 50-50: multi-sector, multi-year and multi-donor approach to make 'Housing for All' and Swachh Bharat Abhiyan a reality, district by district in India. Mr. Rick Hathaway, Area Vice-

President, Habitat for Humanity International, Asia-Pac made the keynote address on 'Impact Asia- Habitat's Strategic Direction in the Asia-Pac Region.'

A photo essay on beneficiary testimonials and impact achieved was highlighted by Ms. Lara Shankar, Director, Strategic Management Unit, Habitat for Humanity India. This was immediately followed by an interactive session with donors and partners of Habitat for Humanity India moderated by Mr. Sanjay Daswani, Sr. Director, Resource Development & Communications, Habitat for Humanity India. An engaging Q&A session answered several queries that were posed by the participants.

The event concluded with closing remarks by Mr. Sanjay Daswani and a vote of thanks by Ms. Shalini Raizada, HR Leader – Shared Services, Dow Chemical International Pvt. Ltd.



Participants at the AMCHAM and Habitat For Humanity CSR event 'ImPact 50-50 India: CSR Enabling Socio-Economic Transformation in 100 Districts in India' in Mumbai



Consul General Tom Vajda delivering the special address at a CSR event in Mumbai

Western Region Committee Meeting

On 29th March 2017, AMCHAM's Western Region Committee meeting was held at the Bank of America office in Mumbai. The meeting which was well attended commenced with welcome remarks by Mr. Mahesh Krishnamurti, Co-Chair AMCHAM WRC and opening remarks by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM India.

As part of the agenda a presentation of AMCHAM's Supply Chain & Logistics Committee (SCL) was made by Mr. Milind Tailor, Co-Chair, AMCHAM SCL Committee &

Head of Indirect Procurement & Electronic Security Asia Pacific, Diebold Systems Pvt. Ltd. The main focus of the WRC meeting was to discuss the forthcoming AMCHAM Open House and the Western Region signature event 'India: 2017 and Beyond.' Members were updated on the newly elected WRC Committee members w.e.f. 4th May 2017 (post AMCHAM India's 25th AGM).

The WRC meeting concluded with brief remarks by Ms. Surabhi Wahal.

Open House: An Interactive Evening with Mr. Subhash R. Desai, Minister – Industries & Mining, Government of Maharashtra and Mr. Apurva Chandra, Principal Secretary – Industries, Government of Maharashtra

AMCHAM India, in partnership with the U.S. Consulate General in Mumbai, organized an 'Open House: An Interactive Evening with Mr. Subhash Desai, Minister Industries & Mining, Government of Maharashtra and Mr. Apurva Chandra, Principal Secretary – Industries, Government of Maharashtra' on Friday, 7th April 2017 in Mumbai.

The event, which was well attended by senior leaders of U.S. companies, began with welcome remarks by

Consul General Tom Vajda, Consulate General of the United States, Mumbai. This was followed by an overview by Mr. Gregory Taevs, Principal Commercial Officer (U.S. Consulate) on services of the Foreign Commercial Services and Mr. Adam Branson, Chief, U.S. Agricultural Affairs, on the agriculture services.

Ms. Kaku Nakhate, National Executive Board Member, AMCHAM India and President and Country Head, Bank of America, through her address showcased

the services, activities and initiatives of AMCHAM India. While welcoming the Hon'ble Minister she highlighted significant initiatives of AMCHAM's Western Region, which included roundtables with Hon'ble Chief Ministers (Maharashtra, MP, Gujarat) and senior representatives of the state government (MIDC, DIPP, JNPT). She also invited and encouraged U.S. companies that are not members of AMCHAM to leverage the important association and become members of AMCHAM! Last but not least, Ms. Kaku Nakhate invited participants to the forthcoming annual event on innovation and technology on 19th April, the Western Region's signature event 'India: 2017 & Beyond' on 26th April and the 25th AGM of AMCHAM in New Delhi on 4th May 2017.

Mr. Apurva Chandra, Principal Secretary – Industries, Government of Maharashtra, began his address by commending AMCHAM's notable efforts and support of connecting the American businesses to the state government. His address mainly highlighted various policies such as IT, retail, defense, logistics and warehousing and the planned revisions in the near future and the development projects in the state focused on AURIC – Aurangabad Industrial City Project.

Mr. Subhash Desai, Minister Industries & Mining, Government of Maharashtra, in his keynote address stated that he foresees a great future for co-operation between U.S. and India. He urged U.S. companies to utilize the services provided by Maitri-Maharashtra Industry Trade & Investment Facilitation Cell, which is an initiative by the Maharashtra Government to facilitate domestic as well as international investors to submit regulatory documents at a single location and a single entity. Hon'ble Minister Desai also touched upon the development projects in the state – the Navi Mumbai International Airport, Trans Harbour Link and the Mumbai Coastal Road. An engaging Q&A session answered several queries that were posed by the participants.

Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM, presented copies of AMCHAM's CSR Compendium – Happily Going Miles for Their Smiles and Smart Cities: A Capability Deck of U.S. Companies in India to the Hon'ble Minister Shri Subhash Desai and Mr. Apurva Chandra and brought to light the contributions and expertise of AMCHAM members.

The event concluded with closing remarks by Consul General Mr. Thomas Vajda, who then invited the Hon'ble Ministers and the participants to an evening of networking.



Open House: An Interactive Evening with Mr. Subhash Desai Minister Industries & Mining and Mr. Apurva Chandra, Principal Secretary – Industries, Government of Maharashtra

Technology & Innovation Towards a Futuristic Value Chain 2025 Conference

AMCHAM India's Supply Chain and Logistic Committee and Manufacturing Committee organized its annual conference on 'Technology & Innovation – Value Chain 2025' on Wednesday, 19th April 2017 in Mumbai. The event was powered by CGN Association India Pvt. Ltd., Rhenus Logistics India Pvt. Limited, Portrucks Equipments Pvt. Ltd., International Paper APPM Ltd. and Timken India Ltd.

The evening was a convergence of bright future-focused minds to foster learning and inspiration. The event began with opening remarks by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM India, and was followed by remarks from Mr. Sanjay Koul, Co-Chairman – Manufacturing Committee, AMCHAM and Chairman and Managing Director, Timken India Ltd. Mr. Gregory Taevs, Principal Commercial Officer, U.S. Consulate General, Mumbai, made a special address.

Mr. Sanjay Sethi, CEO, Maharashtra Industrial Development Corporation (MIDC), made the keynote address with a presentation on 'Maharashtra Industrial Development Corporation – A Forward Looking Perspective' highlighting the DNA of next generation industries, policies, infrastructure, technologies and the outcome. Some of the key highlights from the presentation included:

- Economic impact of disruptive technologies by 2025
- 3 pillars of growth identified by MIDC to foster the rapid change:
 1. Liveable initiatives that focus on social infrastructure and well-being
 2. Initiatives that focus on making industry efficient and economically vibrant
 3. Social responsibility
- Snapshot of future service that will be offered by MIDC such as instrumentation and control, computing resources, data management, security and privacy, interoperability, connectivity and analytics

Mr. Subhendu Roy, Partner, AT Kearney, shared an in-depth outlook on 'Supply Chain 2025 - Trends and Implications for India.' Through the presentation he shared an in-depth understanding of trends that will shape the

future supply chain in India 2025 namely:

- More mega cities
- Proliferation of segments
- Improved supply chain infrastructure
- Better regulatory climate
- Stronger global connect
- Affordable and accessible technologies

Participants of the conference received a hardcopy of AT Kearney's study on the subject.

The first panel session of the evening moderated by Mr. Rohinton Sidhwa, Partner, Deloitte, featured an engaging discussion on 'Innovation and Technology Enabling Manufacturing and Supply Chain' which discussed emerging trends such as IOTs, drones, technology disruptions. The speakers included Mr. Sudhanshu Singh, Senior Vice President & Chief Operating Officer, Analytics & Research, Genpact, Mr. Ganesh Shinkre, General Manager – Sourcing, GE Transportation, India, Mr. Ramesh Kailasam, Managing Director, APCO Worldwide India Pvt. Ltd., Mr. Umesh Madhyam, National Head Infrastructure and Logistics, Hindustan Coca-Cola Beverages Pvt. Ltd. and Mr. Alagu Balaraman, Partner & India MD, CGN Association India Pvt. Ltd.

A presentation was made on 'Automation Solutions in Logistics and Supply Chain' by Mr. S. Gopalakrishnan, Co-Founder, Portrucks Equipments Pvt. Ltd. Portrucks presented their unique solution in automation, from products to roads, which is a high-density storage/sequencer and automated truck/container loader and unloader. A mini model of the system was displayed at the venue.

To understand 'Key Trends of the Future: 2025 Business and the Human Capital', the second panel session was moderated by Mr. Muthukumar Narayanaswamy, Senior Vice President & Whole Time Director, Meritor Inc. Automotive Axles Limited prophesized a vision of human capital 2025. The panel speakers included Mr. Shantanu Das, CHRO, Amway India, Mr. Kumar Kandaswami, Senior Director, Deloitte Touche Tohmatsu India Pvt. Ltd. and Mr. Mukund Menon, HR Director, International Paper.

An engaging Q&A session answered several queries

that culminated in a deeper understanding of significant perspectives to the subject.

Mr. Srinivasan Sarangapani, Chairman – Supply Chain & Logistics Committee, AMCHAM and Director Operations,

Timken Engineering & Research India Pvt. Ltd concluded the successful event with closing remarks and a vote of thanks to all the participants, the eminent speakers and the event sponsors. The event was followed by networking over cocktails and dinner.



(L-R) Mr. Sanjay Koul, Co-Chairman – Manufacturing Committee, AMCHAM and Chairman & Managing Director, Timken India Ltd., Mr. Sanjay Sethi, CEO, Maharashtra Industrial Development Corporation (MIDC), Ms. Surabhi Wahal, Regional Director - Western Region, AMCHAM, Mr. Gregory Taevs, Principal Commercial Officer, U.S. Consulate General Mumbai, Mr. Srinivasan Sarangapani, Chairman – Supply Chain & Logistics Committee, AMCHAM and Director Operations, Timken Engineering & Research India Pvt. Ltd and Mr. Milind Tailor, Co-Chairman – Supply Chain & Logistics Committee, AMCHAM, and Head – Supply Chain Management, Diebold Systems Pvt. Ltd.



Panel discussion on 'Innovation and Technology Enabling Manufacturing and Supply Chain' at an AMCHAM conference in Mumbai

HYDERABAD

Annual Day 2017

AMCHAM Hyderabad's Annual Day was held on 23rd February, 2017. The Consul General of the U.S. Consulate Hyderabad was the chief guest for the event. Dr. Kiranmai Pendyala, Chairperson – Hyderabad Chapter, AMCHAM, thanked the sponsors in her opening remarks and gave a brief on the activities of the Hyderabad Chapter. She mentioned the flagship event of the Hyderabad Chapter, AMCHAM Sports, which was only conducted by the Hyderabad Chapter. She spoke about the strong relationship of AMCHAM India with the U.S. Consulate and how AMCHAM has played a role in strengthening U.S. – India business ties over the last 25 years. Dr. Pendyala emphasized that if you are not willing to risk the usual, you will have to settle for the ordinary. American companies in India have created the relevant relationships and success they have today through the tenets of innovation and inclusive growth. As Hyderabad continues to play a key role in the growth of U.S. business in India, she mentioned that the best way to get started is to quit talking and begin doing.

Ms. Katherine Hadda, Consul General of the U.S. Consulate, Hyderabad, mentioned that AMCHAM is an incredible organization, active in everything from social responsibility initiatives to sports and cultural events — a

great partner to the consulate and great friends. CG Hadda said that these events were great examples of the strong community of leadership AMCHAM demonstrates in Hyderabad. She spoke about UTC and their involvement with the Hyderabad Metro. To learn more about all the things happening in Hyderabad, CG Hadda invited the audience to follow her on Twitter. She mentioned that the U.S. and India have agreed that the GES will be held somewhere in India this year. It would be a 3-day interaction focused on entrepreneurship with economic growth, social inclusion and securing communities. CG Hadda emphasized that it is the unique people to people ties between the citizens of U.S. and India which creates the foundations of the close relationship and that is true of the community in Hyderabad also, where many have family ties to the U.S. or have studied there.

Mr. B.V. Mohan Reddy, Chairman of Cyient, a Padmashri Awardee, was felicitated on this occasion. A total of 261 participants received awards as winners and runners up for AMCHAM Sports, which saw a record 1,400 participants representing 29 American companies. The event closed with a vote of thanks by Mr. Shashidhar Reddy, Vice Chairman – Hyderabad Chapter, AMCHAM.



Mr. Ian Harris of DST giving awards to the Deloitte Team



The Deloitte team were the winners of cricket during AmCham Sports 2016



Mr. V. Laxmikanth giving an award to the Broadridge basketball team as runners up



Release of the 4th Healthcare Conference Position Paper by Consul General Hadda along with the Healthcare Working Committee members during Annual Day in Hyderabad

5th AMCHAM Healthcare Conference – Committee Meeting

On 1st March 2017, the first committee meeting for the 5th AMCHAM HCC was held at the office of Phenomenex. The committee deliberated on what we need to touch upon this year and how we want the conference to shape up and what difference we would like to see. After much

brainstorming a tentative theme was decided upon – impact of current geo political situation on healthcare. The day's event would be split into three sessions – innovation, investment and values and outcomes.

Hyderabad Executive Committee Meeting

On 7th March 2017, AMCHAM's Hyderabad Chapter Executive Committee met at the office of Invesco to bid farewell for some of the board members who are moving on or have stepped down from their current positions. Wonderful experiences and memories with AMCHAM were shared. There was also a brainstorming session for board meetings, the annual event – AMCHAM Sports, Annual Day and the interaction they shared with members at large.



AMCHAM's Hyderabad Chapter Executive Committee bidding farewell to some of their board members

Meeting with Mr. James Schillenger, Secretary of Commerce, State of Indiana, U.S.

On 16th March, Mr. James Schillenger, Secretary of Commerce, State of Indiana, U.S. and his team met with the AMCHAM members in Hyderabad at The Westin, over breakfast. Mr. Schillenger shared the opportunities available for businesses in Indiana and mentioned that Governor Holcomb's 5 pillars of "Indiana a State that Works" are cultivate, fund,

develop, attack (drug epidemic) and provide. He also mentioned that Indiana has a balanced state budget.

Mr. Schillenger answered questions from members and informed members of the upcoming visit of the Governor of Indiana in September 2017.



Mr. James Schillenger, Secretary Commerce, State of Indiana, U.S. and his team with Mr. Shashi Reddy, Vice Chair - Hyderabad Chapter, AMCHAM and other members

5th AMCHAM Healthcare Conference – Committee Meeting

On 30th March 2017, the committee members met at the office of Abbott (St. Jude Medical) and discussed what we would like to see happen and how we could expand the committee to include other stake holders in healthcare. It was decided that each of the sessions

would have panellists who would be: policy makers, insurance, medical devices / technology, pharma / biotech, service providers and moderator.

We have requested Frost & Sullivan to be the knowledge partners pro-bono and their response is awaited.

Meeting with Ms. MaryKay Carlson, Chargé d'Affaires, U.S. Embassy

AMCHAM members met with Ms. MaryKay Carlson, Chargé d'Affaires, U.S. Embassy during her visit to Hyderabad on the 27th April at The Chambers, Taj

Krishna, over breakfast. The discussion revolved around a wide range of topics, such as, visas and diversity and inclusion.



AMCHAM members with Ms. MaryKay Carlson, Chargé d'Affaires, U.S. Embassy in Hyderabad

KOLKATA

Review on the L1 Blanket Visa Procedures with Mr. Peter Theis, U.S. Consular Officer

On 14th March 2017, the Consular Section of the U.S. Consulate, hosted a review of L1 blanket visa procedures at the American Center in Kolkata. Members of AMCHAM's Eastern Region were invited to attend this session. Consular Officer, Mr. Peter Theis, visiting from Chennai, briefed the participants on procedures and Consular Chief, Shelly Dittmar, explained the interview process. The participating members were given a greater understanding of the personal interview and what the full process entailed. The event was very well organized by the Consular Section and the officers interacted with members and addressed different issues companies often experienced.



Mr. Peter Theis, U.S. Consular Officer, reviewing L1 blanket visa procedures in Kolkata

Panel Discussion on Breaking the Glass Ceiling with Chief Guest, Ms. Usha Uthap, in honor of International Women's Day

On 15th March 2017, AMCHAM's Eastern Region, in association with Hyatt Regency Kolkata, organized a chat session for members and guests to celebrate Women's Day. The event was graced by eminent personalities from all walks of life who shared their experience in their journey to success through a panel discussion. The event was themed "Breaking the Glass Ceiling." Ms. Amada Kidwai, Regional Director

– Eastern Region, AMCHAM opened the session by welcoming the audience and panellists and mentioned that International Women's Day 2017 was celebrated on 8th March with the slogan "Be Bold for Change" and called for a more gender inclusive world. She said that each one of us can be a leader within our own spheres of influence by taking bold pragmatic action to accelerate gender parity.



(L-R) Ms. Usha Uthap, Padma Shree recipient 2011, Sister Cyril, Padma Shree recipient 2007, Ms. Ondrilla Dutt, CEO, Open Doors, Mr. K.P. Sengupta, Chairman - Eastern Region, AMCHAM, Ms. Brigit Holms, General Manager Hyatt, Ms. Lovey Burman, CEO, Kookie Jar, Dr. Mitul Sengupta, jazz, tap and Kathak dancer and Ms. Amada Kidwai, Regional Director - ER, AMCHAM

Mr. K.P. Sengupta, Chairman – Eastern Region, AMCHAM, in his opening address said, “Although we have progressed much in terms of women’s rights from what it used to be earlier, much remains to be covered. In cities, women and men work together, shoulder to shoulder but that is a thin upper crust when we consider the situation on an all India level where there is still infanticide of the girl child, a most heinous crime that goes on in the north of India, in particular. Thus, the awareness for women’s right needs to be spread in the districts and villages of India.” Mr. Sengupta said that women should not be ahead of us, nor behind us but with us.

Ms. Brigit Holms, General Manager, Hyatt Regency, in her welcome address spoke about her journey in the professional world of the hotel industry. The baton was passed on to moderator Ms. Ondrilla Dutt, CEO, Open Doors. The panellists were Ms. Brigit Holm, General Manager Hyatt Regency Kolkata, Ms. Usha Uthup, Chief Guest, Singer/Performer, and recipient of the Padma Shree Award in 2011 and Sister Cyril, an internationally

recognized educational innovator and recipient of the Padma Shri in 2007. Sister Cyril also started the Rainbow School where underprivileged children and street children are given free education. The remaining panellists included Ms. Shyamashree Sen, District Governor Rotary Club of Calcutta Metro City, Ms. Lovey Kapur, baker, chef and entrepreneur of Kookie Jar, the best bakery in the city and Dr. Mitul Sengupta, a jazz, tap and katha dancer, also known for her contribution in the field of movement therapy in Kolkata having worked with autism for more than 10 years to find the impact of movement in healing the problem areas related to autism.

The interactive session was both lively and thought provoking where panellists interacted with the audience for a very interesting dialogue/discussion session. Ms. Usha Uthup and Ms. Mitul Sengupta enthralled the audience with their singing and dancing. The session was concluded with Ms. Susmita Malik, Executive Committee member giving the vote of thanks.



Dancer Dr. Mitul Sengupta performing at an event honoring International Women's Day in Kolkata

Meeting with Dr. Amit Mitra, Minister for Departments of Finance and Industry, Commerce and Enterprises, Government of West Bengal

On 22nd March 2017, AMCHAM’s National Executive Board, led by Pratyush Kumar, Chairman, AMCHAM, had a closed-door meeting with Dr. Amit Mitra, Minister for Departments of Finance and Industry, Commerce and Enterprises, Government of West Bengal in Kolkata.

Mr. Rajiva Sinha IAS, Additional Chief Secretary, Department of Industry, Commerce and Enterprises, GoWB and Mr. Surendra Gupta IAS, Managing Director, WBIDC were also present. The AMCHAM delegation also included Mr. George Sibley, Minister Counselor for Economic

Affairs and Environment, Science and Technology and Acting Deputy Chief of Mission, U.S. Embassy and Mr. Craig Hall, Consul General, U.S. Consulate, Kolkata, along with members of AMCHAM's secretariat.

The Minister spoke about investment opportunities in the state, he discussed the different verticals where the state would like to have further investments in partnership with U.S. companies. He said that the government was very keen to work with a business body like AMCHAM and appreciated the work that was

being done by the chamber. U.S. companies present who had concerns/problems/suggestions or were looking at expanding their foot print in the state were given a hearing and Dr. Mitra addressed some of their queries. He requested companies send their concerns officially to the Additional Chief Secretary through the AMCHAM Secretariat to enable getting issues resolved in a timely manner. He also said that he was looking forward to having AMCHAM lead a global delegation for the next West Bengal Global summit slated for 17-18 January, 2018.



AMCHAM's National Executive Board, and other members, during an interaction with Dr. Amit Mitra, Minister for Departments of Finance and Industry, Commerce and Enterprises, Government of West Bengal



(L-R) Mr. Rajiva Sinha IAS, Additional Chief Secretary, Department of Industry, Commerce and Enterprises, GoWB, Dr. Amit Mitra, Minister for Departments of Finance and Industry, Commerce and Enterprises, GoWB and Mr. Pratyush Kumar, Chairman, AMCHAM

Networking Reception Dinner

The U.S. Consul General to Kolkata, Mr. Craig Hall, hosted a networking dinner reception for members of the AMCHAM National Executive Board (NEB) who were in Kolkata for the board meeting, members of AMCHAM's Eastern Region and representatives of American companies, not yet members of AMCHAM. This gave AMCHAM members the opportunity to interact and highlight the advantages of being a member. It also gave the NEB members the opportunity to interact with AMCHAM ER members in an informal gathering.

Mr. George Sibley, Minister Counselor for Economic Affairs and Environment, Science and Technology and Acting Deputy Chief of Mission, U.S. Embassy, and Consul General Craig Hall, in their address to the guests, spoke about the history of the Consulate in Kolkata, its

support to the American business community and the advantages of being part of AMCHAM's Eastern Region, as well as the importance of working together as a team to enhance U.S. business interests in India. They briefly touched upon the meeting with Dr. Mitra, Hon'ble Minister for Department of Finance, Industries, Commerce & Enterprises, Government of West Bengal.

This was followed by remarks by Mr. Pratyush Kumar, Chairman, AMCHAM, Mr. K.P. Sengupta, Chairman – Eastern Region, AMCHAM, and Mr. Gulshan Sachdev, Vice Chairman, AMCHAM. The vote of thanks was given by Mr. Debdas Sen, Vice Chairman – Eastern Region, AMCHAM. The social ambience for this session was very helpful as this enabled members and non-members to interact and highlight their presence in the state.



NEB members with Consul General Craig Hall in Kolkata

Eastern Region Executive Committee Meeting

On 3rd April 2017, the AMCHAM ER held their EC meeting at the Data Core Systems office. Mr. K.P. Sengupta, Chairman ER, updated members present on the NEB meeting held on March 22, 2017. He informed the EC that he had requested for clarification on points related to the process of election for EC membership from the Delhi Secretariat and from

Mr. Dua of Dua Associates. Forthcoming events were discussed and a review of the events/meetings held in 2016–17 was done. The review highlighted that though the ER had a small membership base 20 events were held apart from various meetings with the GoWB. The members present thanked Mr. Sengupta for his leadership during the 2016.

Presentation by U.S. Consular Section Chief, Shelly Dittmar, on Business and Work Visas

On 19th April 2017, Ms. Shelly Dittmer, Consular Section Chief, U.S. Consulate Kolkata, and Ms. Shoshauna Clark, Visa Chief/Non-Immigrant Visas, had an interactive session with members of AMCHAM's Eastern Region on the recent trends in the U.S. visa processing system. They explained the different types of visas that were issued daily and the importance of the applicants matching the fit. This interactive session

helped member companies understand the processing system and gave them the opportunity to interact at the networking session on issues pertaining to their organizations. Mr. K.P. Sengupta, Chairman – Eastern Region, AMCHAM, gave the opening remarks and introduced the members to the Consulate team. Ms. Amada Kidwai, Regional Director – Eastern Region, AMCHAM, gave the vote of thanks.

Meeting with Mr. Surendra Gupta, IAS Managing Director, West Bengal Industrial Development Corporation

Mr. Surendra Gupta, IAS Managing Director, West Bengal Industrial Development Corporation invited industry heads and chamber heads to a preparatory meeting on BGBS 2018. The meeting was attended by Additional Chief Secretary and Principal Secretary Commerce and Industry, Mr. Rajiv Sinha, who also chaired the meeting.

The meeting was to discuss and evolve a stakeholder partnership for investment opportunities in West Bengal. AMCHAM ER was represented by Mr. Dinesh Agarwal, immediate Past President of AMCHAM ER; Mr. Joydeep Datta Gupta, EC member and Ms. Amada Kidwai Regional Director, AMCHAM ER.

BANGALORE

Breakfast Meeting with U.S. Congressional Delegation led by Representative Bob Goodlatte, Chairman, U.S. House Judiciary Committee

A high-level U.S. Congressional delegation visiting Bangalore met up with the top management of U.S. companies at an exclusive breakfast meeting on 23rd February. This important group of U.S. lawmakers was led by the Chairman of the U.S. House Judiciary Committee, Representative Bob Goodlatte. The other members of Congress present at the meeting were: Rep. George Holding, Rep. Jason Smith, Rep. Dave Trott, Rep. Sheila Jackson Lee, Rep. Hank Johnson, Rep. David Cicilline, and Rep. Henry Cuellar.

The Chairman of AMCHAM's Karnataka Chapter and Corporate VP & MD, Synopsys South Asia, Dr. Pradip Dutta, led the proceedings. He welcomed the visiting delegation and gave a brief on the Karnataka Chapter and the business climate in India. Chairman Goodlatte then addressed the participants and especially touched on the H1B issue explaining that the U.S. would like to strike deals with India that are in the interest of both the nations, but there was a need to reassess Indo-U.S. policies to create jobs for Americans.

Mr. Sanjay Koul, Chairman and Managing Director

of Timken India, and a member of the Karnataka Chapter Executive Committee, AMCHAM, spoke on the manufacturing sector in India especially the prevalent labor laws. Ms. Debrati Sen, Managing Director, 3M India and 3M Sri Lanka, touched on IPR issues and Mr. Santhosh Kumar, Managing Director, Texas Instruments, spoke on how the IT sector had evolved in India, especially in Bangalore.

Among the eminent corporate heads at the meeting were Bala Bharadvaj, Managing Director, Boeing India Engineering & Technology Center; Naresh Shah, President, Hewlett Packard India Software Operation Pvt. Ltd.; Nyron Latif, COO, Goldman Sachs India; Atul Ujagar, Managing Director, Nike Sourcing; Anand Datta, President, Dover India; Yogen Karumbaya, Site Head – Bangalore, Thomson Reuters; and Mohan Sekhar, Senior Managing Director, Accenture Services.

The meeting closed with a vote of thanks from Mr. Iqbal Sait, Head of Asia Operations, Saggezza Inc. and Vice Chairman – Karnataka Chapter, AMCHAM.



Members of AMCHAM Karnataka Chapter with a U.S. Congressional delegation led by the Chairman of the U.S. House Judiciary Committee, Representative Bob Goodlatte



(L-R) U.S. Representative Shelia Jackson Lee, Dr. Pradip Dutta, Chairman - Karnataka Chapter, AMCHAM and Corporate VP & MD, Synopsys (India) and U.S. Representative Bob Goodlatte, Chairman, U.S. House Judiciary Committee

Session on U.S. Immigration: Understanding Impact for India Outbound in association with Deloitte

AMCHAM, in association with Deloitte, held a half-day seminar on “U.S. Immigration: Understanding the Impact for India Outbound” on 6th March 2017, at the Leela Palace in Bangalore. A presentation on immigration fundamentals, U.S. immigration overview and potential changes was made by Joel Guberman, Chair and Founding Partner, Guberman Garson LLP, an independent global immigration law firm allied with Deloitte LLP in Canada.

There was a panel discussion on “Is the Indian Technology and Services Industry Geared for the New Challenges Ahead?” The panellists were Mr. Anuj Sarin, Group Head Global Immigration Management

Services, Wipro Limited, Phanindra Kuruganty, Head – Global Compensation & Compliance, Tech Mahindra, Nandakumar Kirupanandam, Director – International Assignment Services, CapGemini, and Divya Baweja, Partner, Deloitte India.

This was followed by an animated Q&A session. Alok Agrawal, Senior Director, Deloitte India, made a presentation on India inbound immigration. The seminar was attended by over 100 professionals in the global mobility and immigration space from the top U.S. companies in Bangalore.

Visa Session with U.S. Consulate

On 14th April 2017, an important visa session was conducted by Consular Officer Ms. Nurit Einik, from the U.S. Consulate, Chennai at the J.W. Marriott. Heads of

immigration/HR attended the session. There were many questions raised on the H1-B issues and other challenges faced by the U.S. companies.

CHENNAI

Breakfast Meeting on Policy Initiatives by the Tamil Nadu Government to Promote Industrial Development

On 23rd February a breakfast meeting on the ease of doing business in Tamil Nadu was held in Chennai. The guest speaker was Mr. Vikram Kapur IAS, Principal Secretary to Government, Industries Department.

Mr. Ramkumar, Chairman -Tamil Nadu Chapter, AMCHAM, welcomed members and set the tone for the meeting by stating that traditionally, Tamil Nadu has always been in the forefront of industrialization with a strong presence in the manufacturing of engineering and auto components, textiles, leather, sugar etc. Tamil Nadu is one state with a strong agricultural base and has transitioned from agriculture to manufacturing and now to IT and services.

Mr. Vikram Kapur began his address by stating that people in the audience are responsible for the India and Tamil Nadu growth story. He went on to say that during the post liberalization period since 1991, the private sector began to take over the lead in the industrial development of the country. States started taking the initiative in the new and competitive environment and Tamil Nadu was one of the earliest to seize the opportunity by playing a supportive role and announced its industrial policy in 1992 itself. This policy became the cornerstone and laid the foundation for the rapid growth of new industries in the state. This policy became the harbinger of growth that facilitated the electronics and automobile industry revolution in Tamil Nadu by attracting major projects from Industrial giants. Major projects triggered a multiplier effect by attracting a large number of auto and other ancillary industries.

Mr. Kapur went on to mention that the policy of the government has been to maximize the welfare of the people of Tamil Nadu by creating gainful employment opportunities by achieving higher and sustainable economic growth with emphasis on balanced regional development through greater private and public investment in manufacturing and infrastructure development. He said that the telecom story is evidence of how the private sector can change the face of the communication industry where over 80% of the population has a mobile connection. This is an example of the government giving space to the private sector and the private sector took

the challenge. The government, in its avowed policy to make the ease of doing business, is working towards unshackling the fetters of the private sector.

Mr. Kapur said that Tamil Nadu set standards in many sectors such as a remarkable industrial growth story; public health which boasts of a fascinating story with universal coverage; pioneers in education with the 'aided schools' concept and the state has been the first to open up the education sector to private investment; social upliftment reforms and the noon meal scheme for school students which has been adopted by many states; free power to farmers bringing in growth in the agri sector despite the state being perennially drought prone.

On the governance front, Mr. Kapur said that the state is the most urbanized with over 50% of the population living in towns and cities. The state has a well-functioning bureaucracy supporting the political executive and a disciplined citizenry. The state has a growth of 9.0 to 9.25% which is 2% more than the national average, with the state GDP being second only to Maharashtra. On the industrial output the state is the 3rd largest with the largest number of factories, largest number of SME's and a 20 million workforce. He added that on the export front the state was the 3rd largest and for the period 2011 – 2016 the state received the 3rd highest FDI inflow.

The political and social culture in the state is reflected in the faith that business has reposed in Tamil Nadu which boasts of the finest infrastructure and having an extensive road network; rail network; 4 major ports and many minor ports and 4 international airports. The state has overcome its power shortages and today is self-sufficient in power with no major load shedding across the state.

The advantages of the state is in its urbanization which is a critical engine for growth; large pool of trained manpower with one million graduates yearly; the engineering colleges in the state produce over 2.5 lakh engineers every year and an equal number of engineering diploma holders and tradesmen from the Industrial training Institutes. 'India Today' ranked Tamil Nadu as the number 1 state

in terms of showing the most improvement in its socio-economic infrastructure.

Mr. Kapur attributed to the poor showing in the EODB rankings from 12th in 2015 to 18th place in 2016 due to the increase in the number of parameters from 240 to 600. He said that the ranking matrix needs a serious re-look.

On the e-governance front, Mr. Kapur stated that the public and businesses interface with 10 or 12 government departments, all of them are in a fairly advanced state of computerization.

To make life easier for businesses, some of the outcomes are the 'single window clearance' through the TN state Guidance Bureau which grants an in-principle approval after 30 days of submitting the complete proposal. Some of the challenges are in the CRZ clearance which is extremely strict; TNPCB which has strict norms and an online filing system; land clearances which many times get held up in litigation. The TN government, through its agencies like SIPCOT and TIDCO, have a large readily available land bank to cater to industry.

Mr. Kapur said that the NCAER gives the state a better ranking when compared to the DIPP rating which does not factor in industry feedback.

To improve the infrastructure the state has embarked on a plan to invest in logistics support by developing roads, rail networks, ports, power generation and distribution as outlined in the Vision Document 2023.

Mr. Kapur invited American businesses to invest in Tamil Nadu by stating that there are numerous opportunities for work in 'smart cities,' the aeronautical hub and manufacturing. In the recently held Global Investor Meet 2015, a total of 98 MOU's were signed with an investment of 242 lakh crore rupees over a period of 3 to 7 years. Of this, 62 projects have been implemented and 7 have already started commercial production.

He concluded by thanking the American companies for kick starting the industrial development in the state making a reference to Ford Motor Company which set up a manufacturing plant in Marai Malai Nagar near Chennai.

This presentation was followed by an interactive session, after which, the meeting concluded.

Meeting with Mr. Joseph M. Pomper, Minister Counselor for Consular Affairs, U.S. Embassy, New Delhi

On 8th March 2017, a select group of six AMCHAM members led by the Tamil Nadu Chapter Chairman, R. Ramkumar, met with Mr. Joseph Pomper, Minister Counselor for Consular Affairs, U.S. Embassy Mr. Charles Louma D'Overstreet, Chief of Consular Services and Vice Consul Nathan Leonard at the Taj Coromandel, to exchange notes on the recent developments on the U.S. visa situation.

Mr. Pomper gave an overview of the current developments on U.S. immigration and clearly mentioned that it is only the Congress which can make laws or effect any changes in the current immigration policy of the U.S. government. He added that consular work is bipartisan and as the executive they would have to implement the law. He further stated that it would not be proper to comment on the bills in Congress related to the H1B visa regime.

Mr. Pomper said that 27 out of the 60 additional visa officers are already at work, but due to the freeze on

federal hiring it may take a while to augment positions. His advice to all travelers to the U.S. is to apply for a US visa now, if they do not already have one. The current wait period is 15 days and this could increase in the coming months. He also said that the U.S. has over 165,000 students from India currently studying in the U.S. and this number is the second highest after China.

On the H1B visa, Mr. Pomper said that any change is subject to legislation and it would be risky for those whose visa has expired to remain in the U.S. It is best to return to India and get a fresh stamp and the process is not retroactive. Mr. Pomper also mentioned that the focus of any change is on numbers and market forces, such as salary levels. A person holding a degree from a U.S. university has a better chance of employment in the U.S. and that the U.S. is still a preferred destination for higher education.

In response, AMCHAM members stated that their

companies would comply with the laws in force and that the present developments have created a great deal of anxiety amongst those Indians living in the U.S. on a non-immigrant visa status.

Mr. Pomper requested AMCHAM to send a message to all employees and families that there is no need to be overly concerned and sought AMCHAM assistance to allay fears of the Indians living there.

Accordingly, AMCHAM has published the following VISA UPDATE in the daily news alert which is circulated to all members:

U.S. Visa Update

As advised by the Consular Section of the U.S. Embassy, all business travelers, tourists and students are requested to apply for their Non-Immigrant U.S. Visa as early as possible. The current wait time is around 15 days and is expected to be longer as the busy season begins.

Changes, if any, in the H1B immigrant visa is subject to legislation. There is no need for anxiety on this score. Current holders of the H1B visa employed in the USA whose visa validity is nearing expiry or has expired are advised that it is best to return to India and renew the visa, which will be processed under the current rules. It may not be possible to predict what changes will be made, if and when, the bills currently in Congress are made into law. Staying back in the USA with a visa that has expired is risky.

The U.S. continues to be the most preferred destination for Indian students who wish to study PG and doctoral programs. In the recent past several Indian students have secured admission for UG courses too. Students are welcome to plan for their higher studies in the USA, which has many reputed institutions offering a wide choice of course of study. Students who have higher education certification from a U.S. university stand a better chance of employment in the U.S.A.

Tamil Nadu Chapter Executive Committee Meeting

On 11th March 2017, a meeting of the Tamil Nadu Chapter Executive Committee was held at the Madras Club, under the leadership of Mr. R. Ramkumar as the Chairman. Mr. Rajan Aiyer, the newly elected Vice Chairman was also present.

The discussion mainly focused on the forthcoming events that could be organized in Chennai. Members present agreed that disruptive technologies, artificial intelligence, automation etc. are some of the recent developments which will alter the way we do our work. The following themes have been suggested:

- What do we do when machines do everything?
- Algorithmic CEO's
- Energy neutral offices and manufacturing plants – smart corporate offices
- Temporary employment

Members also discussed the issue of cyber security and decided that AMCHAM Tamil Nadu can organize an event on topic. The choice of speakers is to be decided.

Breakfast Meeting: Smart Business Infrastructure – Authorised Economic Operator, Customs & Central Excise

On 20th April 2017 AMCHAM's breakfast meeting on 'Smart Business Infrastructure – Authorised Economic Operator, Customs & Central Excise' was held at Hotel Westin Velachery in Chennai. Mr. Aubrey Daniels, Regional Director – Tamil Nadu Chapter, AMCHAM chaired the meeting. The guest speakers were Mr. Santosh Dalvi, Partner – KPMG, Mr. Sunil Kumar Sinha IRS, Commissioner of Customs & AEO Program Manager and Dr. Anchita Pandoh IRS, Assistant Commissioner of

Customs, AEO Program. The event was facilitated and sponsored by KPMG.

The tone for the meeting was set by Mr. Santosh Dalvi and MG Ramachandran of KPMG who mentioned that the Government of India was very keen to scale up on the World Bank's 'ease of doing business' rankings and to facilitate global trade through the 'Make in India' initiative.

Customs Commissioner, Mr. Sunil Kumar Sinha, made a presentation on the Authorised Economic Operator Program, an initiative rolled out by the World Customs Organisation with over 150 member countries presently. The U.S. has been promoting the C-TPAT for a long time, which is one layer in U.S. Customs and Border Protection's (CBP) multi-layered cargo enforcement strategy. Through this program, CBP works with the trade community to strengthen international supply chains and improve United States border security. C-TPAT is a voluntary public-private sector partnership program which recognizes that CBP can provide the highest level of cargo security only through close cooperation with the principle stakeholders of the international supply chain such as importers, carriers, consolidators, licensed customs brokers, and manufacturers.

Commissioner Sinha said customs organizations all over the world are tasked with the twin challenges of securing the borders from unlawful trade and at the same time facilitating the legitimate trade. Trade security and facilitation is one of the key determinants for the economic development of the countries. Customs, being the government organization that controls and administers the international movement of goods, is in a unique position to provide increased security to the global supply chain and to contribute to socio-economic development through revenue collection and trade facilitation.

With a view to secure the international supply chain, the World Customs Organization had in June 2005 adopted the SAFE Framework of Standards to secure and facilitate global trade. Since then, this unique international

instrument has ushered in modern supply chain security standards with the help of a closer partnership between customs and business in the form of the Authorized Economic Operator (AEO) Program.

The AEO program seeks to provide tangible benefits in the form of faster customs clearances and simplified customs procedures to those business entities who offer a high degree of security guarantees in respect of their role in the supply chain. An entity with an AEO status is considered a 'secure' trader and a reliable trading partner. There are three tier AEO programs for importers and exporters (AEO-T1, AEO-T2, and AEO-T3). Accordingly, the AEO Program Manager may, following an application by an economic operator, issue the following Authorized Economic Operator Certification subject to scrutiny of documents for the T1 and onsite verification for the T2 Certification. Logistics providers, custodians or terminal operators, customs brokers and warehouse operators shall be provided with an AEO-LO certification, subject to scrutiny of documents and on-site physical verification.

The AEO certification has many benefits for the importer/exporter, who can take his consignment directly from the port of entry to his facility for all imports and the factory sealed container can be directly loaded on to a vessel. Customs duty can be paid twice a month for all transactions from the 1st to the 15th and 16th to the end of the month. The AEO program reduces transaction costs and improves speed of the entire transaction in a transparent manner. Each customs office has a customer relationship manager who will provide immediate solutions for all AEO certified operators. Breakfast Meeting on



(L-R) Mr. Santosh Dalvi, Partner, KPMG, Mr. Sunil Kumar Sinha IRS, Commissioner of Customs and Dr. Anchita Pandoh IRS, Assistant Commissioner of Customs speaking on the Authorised Economic Operator Program in Chennai

Smart Infrastructure – Smart Corporate Offices and Energy Neutral Buildings

On 30th March 2017, AMCHAM's Tamil Nadu Chapter organized a breakfast meeting on energy neutral buildings and smart corporate offices at Hotel Westin Velachery in Chennai. The meeting was chaired by Mr. R. Ramkumar with guest speakers Dr. Prof. Benny Raphael, IIT – Madras and Dr. Chidambaranathan Velan, CEO, Tata Realty Infrastructure Limited and moderated by Mr. Ravi Bhattaram, Director-Engineering, CBRE South Asia Pvt. Ltd. Both guest speakers made presentations on the given topic. The following is a summary of the presentation:

Amid growing concerns about rising energy prices, energy independence, and the impact of climate change, statistics show buildings to be the primary energy consumer. This fact underscores the importance of targeting building energy use as a key to decreasing the nation's energy consumption. The building sector can significantly reduce energy use by incorporating energy-efficient strategies into the design, construction, and operation of new buildings and undertaking retrofits to improve the efficiency of existing buildings. It can further reduce dependence on fossil fuel derived energy by increasing use of on-site and off-site renewable energy sources.

The concept of a net zero energy building, one which produces as much energy as it uses over the course of a

year, recently has been evolving from research to reality. Currently, there are only a small number of highly efficient buildings that meet the criteria to be called "net zero." As a result of advances in construction technologies, renewable energy systems, and academic research, creating net zero energy buildings is becoming more and more feasible. While the exact definitions of metrics for "net zero energy" vary, most agree that net zero energy buildings combine:

- Exemplary building design to minimize energy requirements
- Renewable energy systems that meet these reduced energy needs

Both speakers emphasized that regardless of the definition or metric used for a net zero energy building, minimizing the energy used through efficient building design should be a fundamental design criterion and the highest priority of all net zero energy building projects. Energy efficiency is generally the most cost-effective strategy with the highest return on investment, and maximizing efficiency opportunities before developing renewable energy plans will minimize the cost of the renewable energy projects needed. Using advanced energy analysis tools, design teams can optimize efficient designs and technologies.



Mr. R. Ramkumar, Chairman - Tamil Nadu Chapter, AMCHAM, setting the tone for the breakfast meeting on "Smart Business Infrastructure – Energy Neutral Buildings & Smart Corporate Offices"

Energy efficiency measures include design strategies and features that reduce the demand-side loads such as high-performance envelopes, air barrier systems, daylighting, sun control and shading devices, careful selection of windows and glazing, passive solar heating, natural ventilation, and water conservation. Once building loads are reduced, the loads should be met with efficient equipment and systems. This may include energy efficient lighting, electric lighting controls, high-performance HVAC, and geothermal heat pumps. Energy conversion devices such as combined heat and power systems, fuel cells, and micro turbines do not generate renewable energy. Instead, they convert fossil fuel energy into

heat and electricity and can be considered energy efficiency strategies.

In summation, it was stated that the largest energy reductions can be achieved through design, including on-site renewable energy systems, building maintenance software systems and energy management systems. A peer review of the design for new projects is advisable. The payback on CAPEX is about 12 – 15 months if the right installations are done in the project state. For retro fitted buildings, payback would be 2-3 years. A building is considered a 'smart building' when all its equipment is on the 'hi-performance mode.'



(L-R) Dr. Benny Raphael, Professor at IIT Madras, Mr. Ravi Bhattaram, Director, CBRE and Dr. C. Velan, CEO, Tata Realty

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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 principal 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.

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

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