



# AMCHAM Update



AMCHAM - The Voice of American Business in India

November 2019 | Vol VIII | Issue 3



(L-R) Ms. Ellen Lord, Under Secretary of Defense (Acquisition and Sustainment), Ambassador Tina Kaidanow, Senior Advisor, International Cooperation, Mr. Scott Baum, Principal Director, Industrial Policy, Mr. Michael Koch, Chairman – Defense Committee, AMCHAM and Vice President - India, Boeing Defense, Space and Security and Ms. Ranjana Khanna, Director General CEO, AMCHAM

## HIGHLIGHTS

- Make in India – Exporting to Global Markets
- Western Region Signature Event - The India Opportunity: Accelerating Growth
- 7th Annual Healthcare Conference
- AMCHAM partners at the 2nd Asian Women in Leadership Summit 2019
- Breakfast Meeting on Investing in Tamil Nadu – New Government Policy on Industry





CORNING

Automotive

*Helping to drive the trend toward cleaner,  
safer, more connected vehicles*

Building on more than four decades of leadership in clean-air technologies, Corning continually develops new innovations for emissions control, including gasoline particulate filters. We are also enhancing vehicle exteriors and interiors with innovations in automotive glass that enable lightweight, damage-resistant windows and displays with the sophistication you've come to expect from your smartphone.

# Contents



11

11

U.S.-India ICT Dialogue: B2G Interaction



32

32

Diversity & Inclusion (D&I) Committee's LGBTQ Chapter Meeting



37

37

Hyderabad Chapter Sports 2019



39

39

Signature Lecture Series: Open Data, Cross Border Privacy Rights with Mr. Daniel David Castro, Vice President, Information Technology and Innovation Foundation (ITIF) and Director of ITIF's Center for Data Innovation, USA



40

40

Interaction with Mr. Waller Leif, Chief of the Consular Information Unit, U.S. Consulate Chennai

47

Breakfast Meeting on the 'State of the Economy: An Industry Perspective'



## Office Bearers

### Chairman

#### **Mr. Karanjit Singh Bajwa**

MD and RGM India  
& South Asia  
IBM India

### Vice Chairpersons

#### **Ms. Kaku Nakhate**

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

#### **Mr. Sanjay Koul**

Chairman & Managing Director  
Timken India Limited

### Hon. Secretary & Treasurer

#### **Mr. Atul Dhawan**

Chief Strategy Officer  
Deloitte Touche Tohmatsu  
India LLP

### Immediate Past Chairman

#### **Mr. Krish Iyer**

President and CEO  
Wal-Mart India

### Board Members

#### **Ms. Rekha M. Menon**

Chairman and Senior  
Managing Director  
Accenture in India

#### **Mr. Sanjay Bhutani**

Managing Director - India &  
SAARC  
Bausch & Lomb India

#### **Mr. Ravinder Dang**

Managing Director  
Baxter (India)

#### **Mr. Salil Anil Gupte**

President  
Boeing India

#### **Mr. Ramkumar Ramamoorthy**

Chairman and Managing  
Director, Cognizant India  
Cognizant Technology Solutions

#### **Mr. Rajesh Janey**

President & Managing Director–  
Enterprise India  
Dell EMC

#### **Mr. Sudhir Shenoy**

CEO  
Dow Chemical International  
Pvt. Ltd.

#### **Mr. Luca Visini**

Managing Director  
Eli Lilly and Company Indian  
Sub-Continent

#### **Mr. Som Satsangi**

Managing Director  
Hewlett Packard Enterprise  
India

#### **Mr. Arun M. Kumar**

Chairman and CEO  
KPMG in India

#### **Mr. Gulshan Kumar Sachdev**

Managing Director  
Quaker Chemical India Limited

#### **Mr. Shashidhar Reddy**

Vice President – Engineering  
Qualcomm India

#### **Mr. Abhishek Tomar**

Managing Director  
S&P Global

#### **Mr. Iqbal Sait**

Head of EMEA Operations  
Saggezza India

#### **Mr. Subrata Bagchi**

President  
TCG Digital Solutions Pvt. Ltd.

#### **Mr. Rajan Aiyer**

Managing Director – Trimble  
India & SAAARC Region  
Trimble Information  
Technologies India

### Honorary Members

#### **Mr. J. Robert Garverick**

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

#### **Ms. Aileen Nandi**

Minister Counselor  
for Commercial Affairs  
U.S. Embassy

### Special Invitees

#### **Mr. C.R. Dua**

Chairman  
Dua Associates



## Chairman's message

---

I am honoured to be elected as the Chairman of AMCHAM India for the remainder of 2019-20 at its recently concluded board meeting in November. My goal will be to continue to steer the chamber towards establishing U.S. industries' engagement in focus areas of the Government of India such as manufacturing, digital connectivity, smart cities, infrastructure development, 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 Chairman of AMCHAM, I will be ably supported by the board which consists of Country Heads of American companies based in India. I would like to thank my predecessor, Phil Shaw, for steering AMCHAM India and making it the premier organization that has helped businesses in India and the U.S. forge stronger ties.

The past two months have been very exciting with various government meetings, including an interaction with Senator Ted Cruz. AMCHAM supported the U.S. Ambassador's business delegation to the Indo-Pacific Business Forum 2019 led by U.S. Secretary of Commerce, Wilbur Ross in Bangkok, Thailand.

AMCHAM's Defense Committee met with Dr. Ajay Kumar, Secretary, Ministry of Defence, Government of India and Mr. Sanjay Jaju, Joint Secretary (DIP), Ministry of Defence, Government of India. The committee interacted with Dr. Md. Nazmuddin, Economic Advisor & Joint Secretary, Defence Offset Management Wing (DOMW), Department of Defence Production, Ministry of Defence and Mr. Praveen Kumar, DDG & OSD, DOMW. They discussed the current challenges faced by U.S. defense companies in doing business in India. Later an interaction was organized with Ms. Ellen Lord, Under Secretary Defense, U.S. Department of Defense, to hear the commitment from the U.S. to strengthen its partnership with India while furthering military-to-military relationships and cooperation.

AMCHAM's Western Region welcomed the new U.S. Consul General to Mumbai, Mr. David J. Ranz. The Consul General expressed his strong advocacy for diversity and inclusion and stated his intent to support and partner with AMCHAM's Diversity and Inclusion Committee. The Western Region organized their signature event under the overarching theme 'The India Opportunity: Accelerating Growth.'

We welcome the Energy Committee's new leadership, Mr. Robert Garverick, Honorary USG Chair - Energy Committee, AMCHAM and Minister Counselor for Economic, Environment, Science and Technology Affairs, U.S. Embassy and Ms. Preetha Nair, Chairperson - Energy Committee, AMCHAM.

Supporting the G2G dialogue, AMCHAM organized an interaction at the Ministry of Electronics and Information Technology, addressed by Mr. Ajay Prakash Sawhney, Secretary, Ministry of Information and Mr. Rob Strayer, Deputy Assistant Secretary of State, U.S. Department of State.

The newly formed Healthcare Services Committee leadership of Ms. Aileen Nandi, Honorary USG Chair - Healthcare Services Committee, AMCHAM and Minister Counselor for Commercial Affairs, U.S. Embassy, met to discuss the current situation of the pharma and MedTech industry along with a few issues that were categorized as long, mid and short term.

The CSR Committee organized the 2nd annual CSR Conference: Capacity Building in the CSR Ecosystem that brought together key stakeholders in corporate social responsibility — policymakers, government, corporates, NGOs, social and developmental impact agencies, for cross-sectoral panel discussions that identified and addressed challenges, opportunities and avenues for capacity building in CSR.

The 7th Annual Healthcare Conference with the theme 'Evolving Models of Healthcare Delivery in the Digital Era' was held in September in Hyderabad with Consul General Joel Reifman as the guest of honour. This was followed by the commencement of the Hyderabad Chapter Sports 2019. AMCHAM's Tamil Nadu Chapter held a meeting with guest speaker Dr. K.P. Karthikeyan IAS, Executive Director, Guidance Bureau, Government of Tamil Nadu.

Going forward AMCHAM would be organizing bimonthly briefings with both Embassy officials and their respective sections. I hope you will all participate in the activities of the chamber to contribute towards a collective growth.

**Karan Bajwa**  
Chairman, AMCHAM

## DELHI

### Interaction with AmCham Hong Kong Apparel and Textile Delegation to India

AMCHAM hosted an interactive session with AmCham Hong Kong's apparel and textile delegation on September 4th in New Delhi. The delegation included representatives from many large U.S. brands in the apparel, footwear and logistics sector based in Hong Kong for the Asia Pacific region. Ms. Ranjana Khanna, Director General CEO, AMCHAM India and Ms. Tara Joseph, President, AmCham Hong Kong, made opening remarks. The delegation included Carter's, Gap, PVH India Limited, Ralph Lauren and VF Asia Limited, among others. There was a lively discussion on export incentives, infrastructure challenges, ethical sourcing, perception of India from other countries and taxation.

From KPMG in India the following experts addressed the delegation: Mr. Naveen Aggarwal, Partner and COO –Tax, Partner in-charge, U.S – India Corridor, Mr. Nikhil Sethi, Partner, Management Consulting, Mr. Sameer Jain, Partner, Infrastructure, Government and Healthcare, Mr. Manpreet Singh, Partner - Climate Change and Sustainability and Mr. Harpreet Singh, Partner – Indirect Tax. Based on the discussion, AMCHAM India invited delegates to become members and start a working group on textiles and apparel which would have an industry chair driving the agenda and working with AMCHAM to create a knowledge paper going forward



(L-R) Mr. Naveen Aggarwal, Partner and COO –Tax, Partner in-charge, U.S – India Corridor, KPMG in India, Ms. Ranjana Khanna, Director General CEO, AMCHAM India, Ms. Tara Joseph, President, AmCham Hong Kong, Mr. Mark Green, Executive Vice President, Global Supply Chain, PVH Far East Limited and Mr. Gareth Brooks, Managing Director, VF Asia Pacific Sourcing, at an interaction with AmCham Hong Kong in New Delhi

### Interactive Session with Dr. Kevin Petty: Empowering Organizations with Deep Weather-based Intelligence for Better & Faster Decisions

On September 10th, as part of AMCHAM India's Signature Lecture Series, the Agriculture and Food Processing Committee of AMCHAM India organized a session in New Delhi on 'Empowering Organizations with Deep Weather-based Intelligence for Better & Faster Decisions' with Dr. Kevin Petty, Director of Science and Forecasting and Head of Public-Private Partnerships at The Weather Company, an IBM Business. Mr. Himanshu Goyal, India Business Leader at The Weather Company, an IBM Business,

welcomed participants and introduced Dr. Kevin Petty. Dr. Manish Modani, Senior Meteorologist & Technical Lead at The Weather Company, an IBM Business, gave a comprehensive presentation on the use of weather analytics across sectors, especially in agriculture. In his address, Dr. Petty spoke about the importance of differentiating the benefits of weather analytics to the end user, general population versus companies. He said that in a complicated business like agriculture the aim is to



benefit the entire value chain. Dr. Petty also spoke about the increasing use of artificial intelligence in forecasting sciences that would help in delivering accurate and timely

solutions in areas like crop stress, soil assessment and risk management. The session was followed by Q&A.



AMCHAM's Signature Lecture Series on Empowering Organizations with Deep Weather-based Intelligence for Better & Faster Decisions: An Interactive Session with Dr. Kevin Petty in New Delhi



Members interacting with Dr. Kevin Petty, Director of Science and Forecasting and Head of Public - Private Partnerships at The Weather Company, an IBM Business, during Q&A

## Meeting with Officials from Defence Offset Management Wing (DOMW), Department of Defence Production

AMCHAM's Defense Committee called upon Dr. Md. Nazmuddin, Economic Advisor & Joint Secretary, Defence Offset Management Wing (DOMW), Department of Defence Production, Ministry of Defence and Mr. Praveen Kumar, DDG & OSD, DOMW on September 12th to appraise them of the current challenges faced

by U.S. defense companies in doing business in India. Mr. Michael Koch, Chairman – Defense Committee, AMCHAM and Vice President - India, Boeing Defense, Space & Security, Mr. Gaurav Mehndiratta, Co-Chairman – Defense Committee, AMCHAM an Partner and Head – North India, Corporate & International Tax, KPMG

India, Mr. Kamal Deep Sanan, Defense Offsets, BAE Systems and Ms. Udaya Arun, Director – Aerospace & Defense, AMCHAM India joined the discussions. The

primary discussion revolved around offsets. The meeting concluded with the agreement to reconvene soon.

## Energy Committee Meeting

A meeting of AMCHAM's Energy Committee was held on September 13th at the U.S. Embassy and was chaired by its new leadership, Mr. Robert Garverick, Honorary USG Chair - Energy Committee, AMCHAM and Minister Counselor for Economic, Environment, Science and Technology Affairs, U.S. Embassy, Ms. Preetha Nair, Chairperson - Energy Committee, AMCHAM and Head Asia, True North Venture Partners and Ms. Dinah McDougall, Honorary USG Chair - Energy Cooperation Program, AMCHAM and Commercial Officer, U.S. Embassy. The chairpersons gave their perspectives

on the energy sector. The committee deliberated on opportunities and concerns of members in oil and gas, energy storage, renewables, etc. and decided to prioritize sub-sectors and programs with further inputs from members for the next 6 to 12 months. Some of the areas discussed were carbon to chemicals, bringing best practices in procurement, engagement with Centre for High Technology and suggestions on how the secretariat could support the business interests of its members going forward.



Energy Committee members in New Delhi



(L-R) Mr. Robert Garverick, Honorary USG Chair - Energy Committee, AMCHAM and Minister Counselor for Economic, Environment, Science and Technology Affairs, U.S. Embassy, Ms. Ranjana Khanna, Director General CEO, AMCHAM, Ms. Preetha Nair, Chairperson - Energy Committee, AMCHAM and Head Asia, True North Venture Partners and Ms. Dinah McDougall, Honorary USG Chair - Energy Cooperation Program, AMCHAM and Commercial Officer, U.S. Embassy



## Make in India – Exporting to Global Markets

AMCHAM organized a brainstorming session on 'Make in India – Exporting to Global Markets' on September 17th in New Delhi. The first session was on 'Accelerating Electronics Manufacturing in India: U.S. Companies.' Ms. Ranjana Khanna, Director General CEO, AMCHAM made opening remarks and welcomed participants. Mr. Richard Hopkins, Global President, Flex Group, set the scene and theme for the deliberations. Mr. Amit Bansal, Co-Chairman – Manufacturing Committee, AMCHAM and Managing Director, Corning India, made remarks. Ms. Anubhuti Bhrany, Head – Government Relations, India, HP India, facilitated the conversation. Mr. Sanjay Kumar Rakesh, Joint Secretary, Ministry of Electronics & Information Technology and Dr. Arabinda Mitra, Scientific Secretary, Office of the Principal Scientific Adviser to the Government of India, joined the session.

The second session focused on 'Exports for India's Growth to a \$5 Trillion Economy.' Mr. Ashwini Aggarwal, Director – Government Affairs, Applied Materials India, set the scene and Mr. Arijit Sen, Co-Chairman – Manufacturing Committee, AMCHAM and Senior Director, Global Government Affairs and Public Policy, Flex Group, facilitated the conversation. Ms. Asha Nangia, Senior Director, Ministry of Electronics & Information Technology and Ms. Anna Roy, Sr. Adviser, NITI Aayog participated in the brainstorming session.

The conversation revolved around how the electronics manufacturing in the country could be given a boost

through incentivizing exports and positioning India as part of the global value chain. Some topics that were touched upon included MEIS, enhancing the ecosystem of component manufacturing, vocational training, expansion of mega projects, utilization of SEZs, phased manufacturing program for select sectors, introduction of competitive benchmarking, R&D tax benefits, integrating into the global value chain and tax policy recommendations, among other topics.

AMCHAM would prepare a whitepaper to carry the discussions forward. The session was followed by networking over cocktails. The event was sponsored by Flex and Applied Materials.



## Defense Committee Meeting

AMCHAM's Defense Committee met on September 18th, 2019 in New Delhi. The meeting was chaired by Mr. Michael Koch, Chairman – Defense Committee, AMCHAM and Vice President - India, Boeing Defense, Space & Security and co-chaired by Mr. Nik Khanna, Co-Chairman – Defense Committee, AMCHAM and Managing Director, India, BAE Systems and Mr. Gaurav Mehndiratta, Co-Chairman – Defense Committee, AMCHAM and Partner and Head – North India, Corporate & International Tax, KPMG India. From the U.S. Embassy, CAPT Daniel Fillion, Honorary USG Chair – Defense Committee, AMCHAM

and Chief, Office of Defense Cooperation, chaired the meeting.

AMCHAM welcomed new USG members, Ms. Ann Mason, Trade and Technology Unit Chief, U.S. Embassy and MAJ Matthew Murphy, Director, Air Force Programs, ODC, U.S. Embassy to the discussions. The deliberations began with brief readouts on recent AMCHAM member meetings with the Government of India, upcoming meetings with both governments and preparation of agenda for submissions to the government.

## Cyber Security Committee Meeting

The 2nd meeting of AMCHAM's Cyber Security Committee was held on September 20th, 2019 under the leadership of Mr. Deepak Maheshwari, Chairman – Cyber Security Committee, AMCHAM and Director – Government Affairs, India, ASEAN & China, Symantec Corporation and Mr. Kishore Balaji, Co-Chairman – Cyber Security Committee, AMCHAM and Director – Public Policy & Government Relations, Intel Technology India. Mr. Deepak Maheshwari, welcomed the new Honorary USG Chair, Mr. Rob Garverick, Counselor for Economic

Affairs and Environment, Science and Technology and industry Co-Chair, Mr. Amrit Singh Deo, MD, FTI Consulting. Mr. Garverick shared the U.S. government perspective on cyber security issues. Mr. Amrit Singh Deo, along with colleague, Mr. Prasanto Roy, presented the whitepaper to the committee which is being co-authored by AMCHAM and FTI Consulting. After a comprehensive deliberation, the committee requested members to share inputs to be incorporated in the report.



(L-R) Mr. Kishore Balaji, Co-Chairman - Cyber Security Committee, AMCHAM and Director – Public Policy & Government Relations, Intel Technology India, Ms. Ann Mason, Economic Unit Chief, U.S. Embassy, Mr. Rob Garverick, Honorary USG Chair - Cyber Security Committee, AMCHAM and Minister Counselor for Economic, Environment, Science and Technology Affairs, U.S. Embassy and Mr. Deepak Maheshwari, Chairman - Cyber Security Committee, AMCHAM and Director – Government Affairs, India, ASEAN & China, Symantec Corporation

## Healthcare Services Committee Meeting

A meeting of AMCHAM's Healthcare Services Committee was held on September 20th in New Delhi under the

leadership of Ms. Aileen Nandi, Honorary USG Chair - Healthcare Services Committee, AMCHAM and Minister

Counselor for Commercial Affairs, U.S. Embassy. The meeting encompassed discussions on the positioning of AMCHAM with the Government of India, U.S. government and industry, along with an update on the key issues and priorities of the pharma sector by Mr. Sarthak Ranade, Chairman – Pharma Working Group, AMCHAM and Managing Director, Janssen India and Ms. Jyotsna Ghoshal, Co-Chairperson – Pharma Working Group, AMCHAM and Senior Director – Corporate Affairs, MSD Pharmaceuticals. This was followed by an overview of the advocacy and regulatory landscape for the medical technology sector by Ms. Meenakshi Nevatia, Chairperson - Medical Technology Working Group, AMCHAM and Managing Director, Stryker India.

During the meeting members had an interactive session with Ms. Aileen Nandi, Minister Counselor for Commercial Affairs and Dr. Preetha Rajaraman, Health Attaché, U.S. Embassy, where members pointed out the current situation of the pharma and MedTech industry along with a few issues that were categorized as long, mid and short term.

Some of the key points that were discussed included AMCHAM's pharma and MedTech value proposition, suggesting measures for ease of doing business for shaping policies, increasing AMCHAM's membership base and a proposed roundtable on healthcare. The meeting concluded with closing remarks and vote of thanks by Ms. Meenakshi Nevatia and Mr. Sarthak Ranade.



(Center) Ms. Aileen Nandi, Honorary USG Chair - Healthcare Services Committee, AMCHAM and Minister Counselor for Commercial Affairs, U.S. Embassy and Dr. Preetha Rajaraman, Health Attaché, U.S. Embassy at a Healthcare Services Committee meeting

## U.S.-India ICT Dialogue: B2G Interaction

Supporting the G2G dialogue, AMCHAM organized an interaction on October 1st at the Ministry of Electronics and Information Technology in New Delhi. The interaction was addressed by Mr. Ajay Prakash Sawhney, Secretary, Ministry of Information and Mr. Rob Strayer, Deputy Assistant Secretary of State, U.S. Department of State. It was followed by a welcome address and vision statement by Mr. Som Satsangi, Chairman – ICT Committee, AMCHAM and MD, Hewlett Packard Enterprise and Ms. Debjani Ghosh, President, NASSCOM. Participants deliberated across a range of issues over 3 thematic areas: a) India and U.S. in the IT sector: job creator and addressing the skills gap b) U.S.-India readiness and competitiveness to integrate with the global value chain c) Data: privacy, data flows, cloud

policy, AI, digital economy, data strategy, regulatory issues with key AMCHAM speakers: Mr. Ambrish Bakaya, Co-Chairman – Infrastructure and Smart Cities Committee, AMCHAM (HPE), Mr. Tabrez Ahmad (Dell), Mr. Arijit Sen, Co-Chairman – Manufacturing Committee, AMCHAM (Flex Group), Mr. Harish Krishnan, Chairman – CSR Committee, AMCHAM (Cisco), Ms. Anubhuti Kaul Bhrany (HP), Mr. Naveen Tandon, Co-Chairman – ICT Committee, AMCHAM (AT&T), Mr. Chetan Krishnaswamy (Google), Mr. Ashutosh Chadha (Mastercard) and Mr. S. Chandrasekhar (Microsoft) over a panel discussion moderated by Amrit Singh Deo, Co-Chairman – Cyber Security Committee, AMCHAM and MD, FTI Consulting and Ms. Valsa Williams, Advisor, AMCHAM.





Ambassador Robert Strayer, Deputy Assistant Secretary for Cyber and International Information Policy, U.S. Department of State, addressing participants at the U.S.-India ICT Dialogue: B2G Interaction in New Delhi



U.S.-India ICT Dialogue: B2G Interaction (L-R) Mr. Som Satsangi, Chairman – ICT Committee, AMCHAM and MD, Hewlett Packard Enterprise, Mr. Amrish Bakaya, Co-Chairman – Infrastructure and Smart Cities Committee, AMCHAM (HPE) and Mr. Tabrez Ahmad (Dell)



U.S.-India ICT Dialogue: B2G Interaction (L-R) Dr. A.K. Garg, Scientist F, MeitY, Mr. Rajiv Kumar, Joint Secretary, MeitY, Mr. Ajay Prakash Sawhney, Secretary, MeitY and Ms. Debjani Ghosh, President, NASSCOM



(L-R) Ms. Valsa Williams, Advisor, AMCHAM, Ms. Anubhuti Kaul Bhrany (HP), Mr. Arijit Sen, Co-Chairman – Manufacturing Committee, AMCHAM (Flex Group), and Mr. Harish Krishnan, Chairman – CSR Committee, AMCHAM (Cisco)

## Anti-Corruption & FCPA Compliance Core Committee Meeting

On October 3rd, the Anti-Corruption & FCPA Compliance Core Committee met at the Hindustan Coca-Cola Beverages office in Gurugram. Ms. Komple Sharma, Manager, AMCHAM, welcomed participants and shared an overview of the recently conducted FCPA master class. Opening remarks were given by Ms. Bhawna A. Ranganadhan, Co-Chairperson – Anti-Corruption & FCPA Compliance Committee, AMCHAM and Vice President, Legal and Compliance, Genpact. The committee shared their feedback on the master class and suggested

themes for the next edition. Members discussed their best practices in designing compliance programs with a focus on vendor compliance management, which is a common problem area across sectors. Members brainstormed on various possible topics for future webinars under the ambit of the committee. It was suggested to draft a paper on generic best practices followed by member companies. The closing remarks and vote of thanks were given by Ms. Bhawna A. Ranganadhan.



Anti-Corruption & FCPA Compliance Core Committee members at a meeting in Gurugram



## Defense Committee Meeting with Dr. Ajay Kumar, Defence Secretary, Government of India

AMCHAM's Defense Committee called upon Dr. Ajay Kumar, Defence Secretary, Government of India on October 11th in New Delhi. Ms. Dipti Mohil Chawla, Joint Secretary and Acquisition Manager (LS) and Maj Gen HS Shanbhag, Technical Manager (LS), were also present in the discussions. Industry participants included Mr. Nik Khanna, Co-Chairman – Defense Committee, AMCHAM and Managing Director, India, BAE Systems, Mr. Gaurav Mehndiratta, Co-Chairman – Defense Committee, AMCHAM and Partner and Head – North India, Corporate & International Tax, KPMG India, Mr. William Blair, Vice President and Chief Executive, Lockheed Martin India Pvt. Ltd. and Mr. Sanjeev Kakkar, Director - Business

Development, GE Aviation. From the U.S. Embassy, Capt. Daniel Fillion, Honorary USG Chair – Defense Committee and Chief, Office of Defense Cooperation, joined the meeting. From the secretariat Ms. Ranjana Khanna, Director General CEO, AMCHAM India and Ms. Udaya Arun, Director – Aerospace & Defense, AMCHAM were present. Ms. Ranjana Khanna opened the meeting by thanking Dr. Kumar for his leadership roles and steered the discussions towards aligning AMCHAM activities and submissions towards the government's vision. Dr. Kumar briefly discussed meetings between the U.S. Government and Government of India and advised on preparation of agenda for submissions to the government.



(L-R) Mr. Sanjeev Kakkar, Director - Business Development, GE Aviation, Mr. Gaurav Mehndiratta, Co-Chairman – Defense Committee, AMCHAM and Partner and Head – North India, Corporate & International Tax, KPMG, Ms. Udaya Arun, Director – Aerospace & Defense, AMCHAM, CAPT Daniel E. Fillion, Chief, Office of Defense Cooperation, U.S. Embassy, Ms. Ranjana Khanna, Director General CEO, AMCHAM, Dr. Ajay Kumar, Secretary, Ministry of Defence, Government of India, Mr. Nik Khanna, Co-Chairman – Defense Committee, AMCHAM and Managing Director, India, BAE Systems, Mr. William Blair, Vice President & Chief Executive, Lockheed Martin India and Ms. Deepti Mohil Chawla, Joint Secretary & Acquisition Manager (Land System), Ministry of Defence

## CSR Committee Best Practice Site Visit – Honeywell Safe Schools

AMCHAM's CSR Committee organized a best practice site visit to a CSR project by Honeywell, with their NGO partner SEEDS India, on October 10th in New Delhi. CSR specialists from member companies attended the event to experience first-hand the success of this unique project. Members interacted with the principal and teachers of the school, Dr. Anshu Sharma, Co-Founder, SEEDS and Mr. Naveen Shukla, Program Manager, Honeywell Safe

Schools. Ms. Sangita Ghalay, Co-Chairperson – CSR Committee, AMCHAM and Head – CSR, Honeywell India, shared about Honeywell's pan India partnership with SEEDS.

Members interacted with incredibly bright students who have been putting their newfound safety knowledge into practice, not only at their school, but also at home and in



their communities. The site visit included a school tour, demonstrations and drum circle with students.

Honeywell Safe Schools takes a comprehensive approach to school safety. It seeks to ensure that children go to school without fear, remain safe in school, and return home safely. This is a pioneering school safety program that brings a tailor-made approach to address

the unique issues of each school or location involving structural assessment of each school by engineers and architects, evaluation of risk perception, and examination of preparedness in the face of any natural or manmade disaster. Between 2017 and 2022, the program will reach 83,000 children, 90,000 parents, and 2,900 teachers in 150 government schools across Delhi and Uttarakhand states.



Members at the CSR Committee Best Practice Site Visit - Honeywell Safe Schools with representatives from SEEDS, school principal and teachers at Govt. Co-Ed Secondary School in Khichipur, New Delhi



Dr. Anshu Sharma, Co-Founder, SEEDS, briefing CSR Committee members at a site visit to a Honeywell Safe Schools project

## Interaction with Senator Ted Cruz (R-TX)

AMCHAM organized an interaction with Senator Ted Cruz in New Delhi on October 11th. Senator Cruz was on a multi country tour in Asia to visit the friends and allies of the U.S. surrounding China. Mr. Matt Ingeneri, Economic Growth Unit Chief, U.S. Embassy, introduced the Senator and made opening remarks. Participants introduced themselves and their companies. Mr. Phil Shaw, Chairman,

AMCHAM, gave an overview of the U.S.-India defense partnership and the significant gains over the years. The discussion touched on various aspects of the U.S.-India partnership including, defense, energy, ICT and cyber security. Data localization, fintech, renewable energy, tax and regulatory reforms, state government challenges and areas of concern in the partnership were discussed. Ms.

Ranjana Khanna, Director General CEO, AMCHAM and Ms. Ambika Sharma, Managing Director, India, USIBC, made closing remarks. The Senator was accompanied by his

staff, Ms. Samantha Leahy, Senior Legislative Assistant, Mr. Garrett Exner, Military Legislative Assistant and Mr. David Engelman, Army Legislative Assistant.



Participants at an interaction with Senator Ted Cruz (R-TX) in New Delhi



Senator Cruz addressing AMCHAM leadership in New Delhi

## Taxation, Tariff & Regulatory Affairs Committee Meeting

AMCHAM's Taxation Tariff & Regulatory Affairs Committee met under the leadership of Mr. Sandeep Chaufla, Chairman – Taxation Tariff & Regulatory Affairs Committee, AMCHAM and Partner, Corporate & International Tax, PwC, in New Delhi on Oct 11th. Highlighting the many changes in taxation and regulations over the past few months, as well as the government's

efforts in leapfrogging into a wider use of technology in taxation, the meeting discussed three important areas of interest that has been generated in the taxation domain. Broad contours of the 'Faceless Assessments Scheme,' updates and developments in the GST arena and major recent regulatory changes in India, were the main points of discussion at the meeting.





Taxation, Tariff & Regulatory Affairs Committee meeting in progress

## Signature Lecture Series: Insights on Advance Pricing Agreement (APA) Programs in India and the U.S. with Mr. Steven Wrappe, National Technical Leader, Transfer Pricing, Grant Thornton U.S.

Multinational Companies doing business in India have, for years, faced extraordinary levels of transfer pricing litigation and controversies regarding cross border transactions between related parties. India's tax administration launched an APA program in 2012 which has till date concluded 297 APAs, including 32 bilateral APAs with taxpayers from multiple industries. AMCHAM India organized an interactive technical session on 'Insights on Advance Pricing Agreement (APA) programmes in India and the U.S.' under AMCHAM's Signature Lecture Series on October 14th in New Delhi. The guest speaker was Mr. Steven Wrappe, National Technical Head, Transfer Pricing, Grant Thornton U.S. The session was attended by 13 AMCHAM member companies.



Mr. Steven Wrappe, National Technical Head, Transfer Pricing, Grant Thornton U.S. addressing members in New Delhi



Members at the Signature Lecture Series on APA on October 14th in New Delhi



## AMCHAM – ORF Roundtable on U.S.-India Defense Cooperation

AMCHAM and ORF jointly organized a roundtable on U.S.-India defense cooperation. The aim of the interaction was candid sharing of information and thoughts amongst officials from the Indian government, U.S. government, representatives of the armed forces, AMCHAM members and academia. The discussion focused on the upcoming dialogue at the next Defense Trade and Technology Initiative (DTTI) meeting to be held in the coming week. Roundtable participants discussed the bilateral defense trade relationship and deliberated how more opportunities for co-production and co-development of defense equipment could be created.

Mr. Sanjay Jaju, Joint Secretary (DIP), Ministry of Defence, Government of India, RDML Eileen H. Laubacher, Defense Attaché, U.S. Embassy, CAPT Daniel E. Fillion, Chief, Office of Defense Cooperation, U.S. Embassy,

AVM Vikram Singh, Assistant Chief of Air Staff, Projects, Maj Gen A. K. Channan, ADG Army Design Bureau, Rear Admiral Sanjay Vatsayan, ACNS Perspective Planning, members of the National Security Council Secretariat and U.S. defense industry participants were present in the deliberations. Mr. Phil Shaw, Chairman, AMCHAM and Mr. Michael Koch, Chairman – Defense Committee, AMCHAM and Vice President, Boeing Defense, Space and Security, made remarks on behalf of the U.S. defense industry and highlighted the OEM perspective recommending win-win proposals for the overall success of DTTI for both government and industry. Mr. Sunjoy Joshi, Chairman, ORF, initiated the discussions by briefly outlining the U.S.-India defense relationship and Dr. Raji Rajagopalan, Distinguished Fellow, ORF, moderated the discussions



Mr. Sanjay Jaju, Joint Secretary (DIP), Ministry of Defence, Government of India (far right) at the AMCHAM – ORF Roundtable on U.S.-India Defense Cooperation



(L-R) Mr. Phil Shaw, Chairman, AMCHAM, RDML Eileen H. Laubacher, Defense Attaché, U.S. Embassy, CAPT Daniel E. Fillion, Chief, Office of Defense Cooperation, U.S. Embassy and Mr. Michael Koch, Chairman – Defense Committee, AMCHAM and Vice President, Boeing Defense, Space and Security

## Interaction with Ms. Ellen Lord, Under Secretary of Defense (Acquisition & Sustainment), U.S. Department of Defense

AMCHAM's Defense Committee members met with Ms. Ellen Lord, Under Secretary Defense, U.S. Department of Defense for an interaction on October 24th prior to the 9th U.S.-India Defence Technologies and Trade Initiative (DTTI) group meeting. It was encouraging to hear the commitment from the U.S. to strengthen its partnership with India while furthering military-to-military relationships and cooperation and the level of excitement on the prospects of the bilateral defense trade between the two countries expected to reach USD 18 billion by the year end from zero in 2008. The Strategic Trade Authority-1 status granted by the U.S. government helps U.S. companies to export a greater range of dual-use and high end technology items to India while providing India with greater supply chain efficiency leading to advancing

the shared vision for the Indo-Pacific with defense rightfully becoming the most important segment of the U.S.-India business partnership. Ms. Ranjana Khanna, Director General CEO, AMCHAM, opened up the session followed by comments from Mr. Phil Shaw, Chairman, AMCHAM and National Executive, Lockheed Martin India. The opening remarks were given by Mr. Michael Koch, Chairman – Defense Committee, AMCHAM and Vice President - India, Boeing Defense, Space and Security, followed by special remarks from USD Lord, while the summing up of the session and closing remarks were given by Mr. Nik Khanna, Co-Chairman - Defense Committee, AMCHAM and Managing Director – India, BAE Systems..



Members and USG representatives at an interaction with Ms. Ellen Lord, Under Secretary of Defense (Acquisition and Sustainment), Department of Defense on October 24th in New Delhi





(L-R) Mr. Nik Khanna, Co-Chairman - Defense Committee, AMCHAM and Managing Director – India, BAE Systems, Brig Gen Brian Bruckbauer, Director, Air Force Security Assistance and Cooperation Directorate, Mr. Michael Vaccaro, Director, International Armaments Cooperation, Mr. Phil Shaw, Chairman, AMCHAM and National Executive, Lockheed Martin India, Ms. Ellen Lord, Under Secretary of Defense (Acquisition and Sustainment), Ambassador Tina Kaidanow, Senior Advisor, International Cooperation, Mr. Scott Baum, Principal Director, Industrial Policy, Mr. Michael Koch, Chairman – Defense Committee, AMCHAM and Vice President - India, Boeing Defense, Space and Security and Ms. Ranjana Khanna, Director General CEO, AMCHAM

## Industry Briefing Post U.S.- India ICT Dialogue

A briefing with AMCHAM members post the U.S.- India ICT Dialogue (held on October 1st) was organized on October 30th at the U.S. Embassy in New Delhi with Mr. Rob Garverick, Honorary USG Co-Chair ICT and Cyber Security Committees, AMCHAM and Minister Counselor for Economic Affairs and Environment, Science and Technology, U.S. Embassy. Mr. Som Satsangi, Chairman – ICT Committee, AMCHAM and Mr. Deepak Maheshwari, Chairman - Cyber Security Committee, AMCHAM, were present.

Mr. Rob Garverick provided inputs from the G2G meeting between the U.S. and Indian government and mentioned thematic areas such as cyber security, implementation of the Cloud Act and MLATs. For ICT, issues such as

data localization were discussed, the committee thereby suggested to reach out to the standing committee of Data Privacy and suggest to meet industry representatives for their inputs. Other topics such as 5G, capacity building initiatives, H1B visas, implementation of AI and IoT in India, were discussed. Mr. Garverick also mentioned that the Indian government would promote local R&D to promote innovation and development in India, such as creation of domestic AI centres. Mr. Som Satsangi raised the point of IP in India and it was decided that the issue would be raised during the committee meeting and the U.S. government would take it up during their G2G meetings. Mr. Deepak Maheshwari spoke of India's stand at the UNGGE and other international forums for cyber security.



Briefing post the U.S.- India ICT Dialogue with Mr. Rob Garverick, Honorary USG Co-Chair, ICT and Cyber Security Committees, AMCHAM and Minister Counselor for Economic Affairs and Environment, Science and Technology, U.S. Embassy





(L-R) Mr. Deepak Maheshwari, Chairman - Cyber Security Committee, AMCHAM, Mr. Som Satsangi, Chairman – ICT Committee, AMCHAM, Mr. Rob Garverick, Honorary USG Co-Chair ICT and Cyber Security Committees, AMCHAM and Minister Counselor for Economic Affairs and Environment, Science and Technology, U.S. Embassy and Ms. Ranjana Khanna, Director General CEO, AMCHAM

## Indo-Pacific Business Forum 2019

AMCHAM India supported the U.S. Ambassador's business delegation to the Indo-Pacific Business Forum

2019 led by U.S. Secretary of Commerce, Wilbur Ross on November 4th in Bangkok, Thailand.



AMCHAM supported the U.S. Ambassador's business delegation to the Indo-Pacific Business Forum 2019 led by U.S. Secretary of Commerce, Wilbur Ross on November 4th in Bangkok, Thailand



AMCHAM members with U.S. Ambassador Mr. Kenneth I. Juster during Indo-Pacific Business Forum 2019 on November 4th in Bangkok, Thailand

## 2nd CSR Conference: Capacity Building in the CSR Ecosystem

AMCHAM's CSR Committee organized the 2nd CSR Conference: Capacity Building in the CSR Ecosystem that brought together key stakeholders in corporate social responsibility — policymakers, government, corporates, NGOs, social and developmental impact agencies, for cross-sectoral panel discussions that identified and addressed challenges, opportunities and avenues for capacity building in CSR. The day-long event was held on November 6th at Aloft in New Delhi.

The welcome address was given by Mr. Harish Krishnan, Chairman - CSR Committee, AMCHAM and Managing Director, Public Affairs & Strategic Engagement, India & SAARC Cisco Systems India. While welcoming participants, he gave an overview of the CSR Committee and spoke of the commitment of AMCHAM supporting USAID's mission to eradicate TB by inviting American companies to sign the Corporate TB Pledge. In the special address delivered by Mr. Rajesh Aggarwal, Director General (Training), Ministry of Skill Development & Entrepreneurship, Government of India, he informed participants that the three most important areas of focus for CSR included health, education and skilling. He also spoke about the importance of soft skills in today's corporate scenario. It was followed by the keynote address by Mr. Edgard Kagan, Deputy Chief of Mission, U.S. Embassy, who spoke about the importance of all stakeholders working together in problem solving. He highlighted the CSR activities being done by American companies and encouraged AMCHAM and member to project them. Mr. Ramanathan Ramanan, Mission Director of Atal Innovation Mission, NITI Aayog, in his special address, spoke about the Mission's objectives of self-employment and talent utilization to promote innovation and entrepreneurship. The closing remarks of the session were given by Mr. Harish Krishnan who expressed his gratitude to the Co-Chairs of the CSR Committee and the AMCHAM secretariat for organizing the conference.

In 'Session 1: Collaborative Skilling Models,' Ms. Kshitija Krishnaswamy, Co-Chairperson – CSR Committee, AMCHAM and Director, Corporate Citizenship, Accenture India moderated with panellists Mr. Rajesh Aggarwal, Director General (Training), Ministry of Skill Development & Entrepreneurship, Ms. Rohini Kamath, Program Manager, Corporate Affairs, Cisco India and Mr. Aakash Sethi,

CEO, Quest Alliance. The panellists discussed the Skill India mission including short term, long-term trainings and digital skill training. The panellists enumerated some of the major challenges being faced in imparting skilling such as wage difference in cities and states, early girl marriages and heavy migration of skilled labours from different parts of India.

'Session 2: Best Practices in Monitoring and Evaluation' was moderated by Mr. Vikas Gambhir, Director, Grant Thornton with panellists Ms. Sangita Ghalay, Co-Chairperson – CSR Committee, AMCHAM and Head – CSR, Honeywell India, Mr. Anuj Alphonson, Director - Livelihoods & Partnerships, Magic Bus India Foundation, Mr. Nitin Sharma, Legal Counsel, South Asia, Becton Dickinson and Ms. Sapna Moudgil, Director, NIIT Foundation. The discussion was focussed on the relevance of monitoring, evaluation with data, data analysis and action on the information received from data followed by the screening process and frequency of reports.

'Session 3: Innovating for Social Impact' was a plenary session with presentations by Ms. Ramona El Hamzaoui, Deputy Mission Director, USAID/India, Ms. Neelam Makhijani, Country Director, ChildFund India and Mr. Sanjay Podder, Managing Director, Accenture Labs – Asia Pacific, Accenture. While Ms. Ramona El Hamzaoui mentioned the positive demographic dividend available in India and how concerned Indian youth are more concerned than ever before about development. Ms. Makhijani discussed the feasibility of impact bonds for CSR and cited an example project through USAID. Mr. Sanjay Podder explained how Accenture has used technology as the innovating factor in creating a social impact.

'Session 4: Public Private Partnerships for Sustainable Outcomes' was moderated by Colonel Ashwini Channan, Senior Director, Government Relations, Honeywell India, with panellists Mr. Keith Simmons, Acting Mission Director, USAID/India, Ms. Kritika Sangani, Senior Lead, Organizational Development, Indus Action and Dr. Ishaprasad Bhagwat, Program Manager for MIYCN Projects, Tata Trusts. The session focussed on the need for private financing as public initiatives alone are



not viable enough. The session also brought out the importance of having an inclusive society.

The conference concluded with closing remarks from Ms. Kshitija Krishnaswamy, Co-Chairperson – CSR

Committee, AMCHAM. Ms. Valerie Swope, Program Coordinator, AMCHAM, thanked the partners for this event – Accenture, Cisco and Honeywell.



Inaugural Session of the 2nd CSR Conference (L-R) Mr. Rajesh Aggarwal, Director General (Training), Ministry of Skill Development & Entrepreneurship, Government of India, Mr. Edgard Kagan, Deputy Chief of Mission, U.S. Embassy, Mr. Harish Krishnan, Chairman - CSR Committee, AMCHAM and Managing Director, Public Affairs & Strategic Engagement, India & SAARC Cisco Systems India and Mr. Ramanathan Ramanan, Mission Director of Atal Innovation Mission, NITI Aayog



Best Practices in Monitoring and Evaluation (L-R) Mr. Vikas Gambhir, Director, Grant Thornton, Ms. Sangita Ghalay, Co-Chairperson – CSR Committee, AMCHAM and Head – CSR, Honeywell India, Mr. Anuj Alphonson, Director - Livelihoods & Partnerships, Magic Bus India Foundation, Mr. Nitin Sharma, Legal Counsel, South Asia, Becton Dickinson and Ms. Sapna Moudgil, Director, NIIT Foundation



Collaborative Skilling Models (L-R) Ms. Kshitija Krishnaswamy, Co-Chairperson – CSR Committee, AMCHAM and Director, Corporate Citizenship, Accenture India, Mr. Rajesh Aggarwal, Director General (Training), Ministry of Skill Development & Entrepreneurship, Mr. Aakash Sethi, CEO, Quest Alliance and Ms. Rohini Kamath, Program Manager, Corporate Affairs, Cisco India



Innovating for Social Impact (L-R) Ms. Ramona El Hamzaoui, Deputy Mission Director, USAID/India, Ms. Neelam Makhijani, Country Director, ChildFund India and Mr. Sanjay Podder, Managing Director, Accenture Labs – Asia Pacific, Accenture





Public Private Partnerships for Sustainable Outcomes (L-R) Colonel Ashwini Channan, Senior Director, Government Relations, Honeywell India, Ms. Kritika Sangani, Senior Lead, Organizational Development, Indus Action, Dr. Ishaprasad Bhagwat, Program Manager for MIYCN Projects, Tata Trusts and Mr. Keith Simmons, Acting Mission Director, USAID/India



Representatives of IPE Global and The Union with Mr. Keith Simmons, Acting Mission Director, USAID/India promoting the Corporate TB Pledge

## Agriculture & Food Processing Committee Meeting

AMCHAM's Agriculture & Food Processing Committee organized its second meeting on November 8th at the Grant Thornton office in New Delhi. Mr. Simon George, Chairman - Agriculture & Food Processing Committee, AMCHAM and President, Cargill, welcomed participants. Mr. Chirag Jain, Associate Director, Grant Thornton, gave a synopsis of the report on 'Enhancing Rural Prosperity in India.' Members provided their feedback on the report and it was decided to have individual sessions with each of the member companies to enable them to give focused

insights to the report. Members also discussed organizing an event focusing on agri-technology under the aegis of the Agriculture & Food Processing Committee. It was discussed to prepare a paper on the scope of terminal markets in India and subsequently submit the same to the Ministry of Agriculture. A presentation on the recent FPO developments was given by the Grant Thornton team. The meeting concluded with a vote of thanks by AMCHAM India.



AMCHAM's Agriculture & Food Processing Committee under the leadership of Mr. Simon George, Chairman - Agriculture & Food Processing Committee, AMCHAM and President, Cargill, at the Grant Thornton office in New Delhi

## National Executive Board Meeting

The third meeting of AMCHAM's National Executive Board for 2019-2020 was held on November 20th, 2019 in Mumbai. Deputy Chief of Mission Edgard Kagan, U.S. Embassy and Consul General David J. Ranz, U.S. Consulate General Mumbai, addressed board members on the U.S-India partnership. With the elevation of the

current Chairman and his moving back to the U.S., National Executive Board members elected Mr. Karan Bajwa, Managing Director and Regional General Manager India & South Asia, IBM India, as Chairman of AMCHAM. The agenda was taken up for discussion with participation from all members present.



National Executive Board members in Mumbai with Deputy Chief of Mission Edgard Kagan, U.S. Embassy, Consul General David Ranz, U.S. Consulate General Mumbai and other U.S. Consulate officials





(L-R) Ms. Ranjana Khanna, Director General CEO, AMCHAM, Consul General David Ranz, U.S. Consulate General Mumbai, Mr. Karan Bajwa, Chairman, AMCHAM, Deputy Chief of Mission Edgard Kagan, U.S. Embassy, Ms. Kaku Nakhate, Vice Chairperson, AMCHAM and Mr. Sanjay Koul, Vice Chairman, AMCHAM



(L-R) Mr. Karan Bajwa, Chairman, AMCHAM and Managing Director and Regional General Manager India & South Asia, IBM India, Mr. Robert Garverick, Minister Counselor for Economic, Environment, Science and Technology Affairs, U.S. Embassy, Mr. Sanjay Koul, Vice Chairman, AMCHAM and Chairman & Managing Director, Timken India and Mr. Sudhir Shenoy, Chairman - Western Region, AMCHAM and CEO, Dow Chemical International

## U.S. Government Bimonthly Briefing

On December 2nd, Honorary National Executive Board Members of AMCHAM, Ms. Aileen Nandi, Minister Counselor Commercial Affairs, U.S. Embassy and Mr. Robert Garverick, Minister Counselor EEST, U.S. Embassy, briefed members on the current state of U.S.-India bilateral relations. Members found the session and candid discussions very useful. Procurement related

issues, labour reforms, Data Privacy Bill, price control issues of the medical devices sector, market access issues in agriculture, telecom testing and so forth, were topics discussed and members requested support from the U.S. Embassy on challenges. Going forward AMCHAM would organize similar bimonthly briefings with both Embassy officials and their respective sections.



U.S. Government bimonthly briefing with Honorary National Executive Board Members of AMCHAM, Ms. Aileen Nandi, Minister Counselor Commercial Affairs, U.S. Embassy and Mr. Robert Garverick, Minister Counselor EEST, U.S. Embassy



(L-R) Mr. Tabrez Ahmad, Group Director Government Affairs & Public Policy, Dell, Ms. Aileen Nandi, Minister Counselor Commercial Affairs, U.S. Embassy, Ms. Ranjana Khanna, Director General CEO, AMCHAM, Mr. Robert Garverick, Minister Counselor EEST, U.S. Embassy, Mr. Matt Ingeneri, Economic Growth Unit Chief, U.S. Embassy and Mr. Amit Singh, Director Government Affairs, Indian Sub-continent, Medtronic

## Pre-Budget Consultation Meeting with Mr. Pramod Chandra Mody, Chairman CBDT, Ministry of Finance

AMCHAM's Taxation, Tariff & Regulatory Affairs Committee consisting of a team from PwC, KPMG and AMCHAM, attended a meeting chaired by Mr. Pramod Chandra Mody, Chairman CBDT, Ministry of Finance on December 6th to discuss suggestions for Budget

2020-21. A shortlisted set of points from the suggestions already forwarded to Gol were presented by AMCHAM and discussed at the meeting. The Gol has appreciated the suggestions made and will be looking into them.



## MUMBAI

### Western Region Committee Meeting

The 3rd meeting of AMCHAM's Western Region Committee 2019-2020 was held on September 4th in Mumbai. The meeting began with a welcome address by Ms. Ursula Thakkar, Chairperson – Western Region, AMCHAM and Managing Director, Lubrizol Advanced

Materials India Pvt. Ltd. She shared a brief update with the committee members on the recently concluded board meeting which was held in Hyderabad. Members further ideated on the WR signature event.

### Diversity and Inclusion Committee's Differently Abled Chapter Meeting

The first meeting of the Differently Abled Chapter of AMCHAM's Diversity & Inclusion (D&I) Committee was held on September 17th in Mumbai. The meeting commenced with a welcome address by Ms. Ursula Thakkar, Co-Chairperson – D&I Committee, AMCHAM and Managing Director, Lubrizol Advanced Materials India. This was followed by an address by Ms. Vandita Gupta, Chapter Leader – D&I Committee Differently Abled Chapter, AMCHAM and Franchise Head, Global Public Health, Janssen India, Johnson & Johnson Private Limited. A round of self introductions followed where

members shared an overview of the D&I journey of their respective organizations. As part of the agenda, members ideated on the key areas of focus for the chapter, defined a roadmap for forthcoming chapter initiatives and decided on the frequency of chapter meetings. The meeting concluded with closing remarks and vote of thanks by Ms. Surabhi Wahal, Regional Director - Western Region, AMCHAM who thanked participants for their valuable inputs and thanked Johnson & Johnson Private Limited for hosting the meeting.



Members of the Differently Abled Chapter of AMCHAM's Diversity & Inclusion (D&I) Committee

## Welcome Reception in Honour of Consul General David J. Ranz, U.S. Consulate General Mumbai

On September 30th, AMCHAM's Western Region welcomed the new U.S. Consul General to Mumbai, Mr. David J. Ranz, at a roundtable with distinguished members of the region. The event commenced with a round of introductions by all participants showcasing the wide array of industry representation. This was immediately followed by welcome remarks and a presentation showcasing AMCHAM India and Western Region membership, objectives, vision, past present and future roadmap by Ms. Ursula Thakkar, Chairperson - Western Region, AMCHAM and Managing Director, Lubrizol Advanced Materials India. Ms. Kaku Nakhate, Vice Chairperson, AMCHAM and President & Country Head, India, Bank of America N.A., made an address and introduced Consul General Ranz.

Consul General Ranz began his remarks by stating the critical importance of partnership between AMCHAM India and the U.S. Consulate. He briefly shared his experiences from his previous postings and the perspectives he brings vis-a-vis U.S.-India trade relations because of them. He also stated that he is optimistic

about the U.S.-India relationship without brushing under the rug the real challenges in the system. Through his address he touched upon the effects of volatile tariff rates and tax structures, liberalization of economic policies and the need for better consultation between the government and the private sector. The Consul General expressed his strong advocacy for diversity and inclusion and stated his intent to support and partner with AMCHAM's Diversity and Inclusion Committee. He also highlighted that one of his main focus points during his tenure, apart from building U.S.-India trade relations, is to promote education and women empowerment at the workplace.

In the interactive discussion with Consul General Ranz, members shared their organization's efforts in encouraging gender diversity at technology centres and in manufacturing units. Members also shared an overview of successes and challenges with regard to reforms by the state government. The welcome reception concluded with a vote of thanks and concluding remarks by Mr. Sudhir Shenoy, Co-Chairman - Western Region, AMCHAM and CEO, Dow Chemical International.



Consul General David J. Ranz, U.S. Consulate General Mumbai (seated center) with members of AMCHAM's Western Region at a welcome reception in Mumbai



## Western Region Committee Meeting (Concall)

A meeting of AMCHAM's Western Region Committee 2019-2020 was held on October 1st via concall. As per the agenda of the meeting, members ideated and discussed

the next steps for the Western Region signature event to be held on November 20th in Mumbai. Members discussed the theme, venue, format, speakers etc.

## Supply Chain & Logistics Committee Meeting

A meeting of AMCHAM's Supply Chain and Logistics Committee was held on October 15th in Mumbai. The meeting commenced with opening remarks by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM, followed by a brief welcome address by Mr. Kumar Kandaswami, Chairman – Supply Chain &

Logistics Committee, AMCHAM and Partner, Deloitte Touche Tohmatsu India LLP. As part of the agenda, members planned the course of action for forthcoming events, set timelines and brainstormed on topics and initiatives of the committee.

## Signature Lecture Series: Insights from the Prism of Global Tax Arena with Ms. Kate Barton, Global Vice Chair – Tax, EY

On October 16th, as part of its Signature Lecture Series, AMCHAM organized a roundtable interaction on 'Insights from the Prism of Global Tax Arena' with Ms. Kate Barton, Global Vice Chair – Tax, EY. The session began with a warm welcome by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM, followed by remarks by Mr. Viral Damania, CFO, Bank of America N.A. Through an insightful dialogue and a presentation, the keynote speaker Ms. Kate Barton shed light on U.S. tax reforms with a focus on key global tax developments. She highlighted the changing U.S. tax regime and the global impact on

businesses, BEPS 2.0 and putting Tax 2.0 to work in a transformative age. This was followed by a session on potential opportunities and implications of the corporate tax reduction in India by Mr. Sudhir Kapadia, Partner & National Tax Leader, EY India. Mr. Kapadia shared a brief overview of the economic landscape – globally as well as of India and the impact on investments post the tax rate cut. An engaging Q&A followed. The event concluded with closing remarks and a vote of thanks by Mr. Srinivas Krishnan, Managing Director – South Asia, Crown Worldwide.



Participants at the AMCHAM Signature Lecture Series: Insights from the Prism of Global Tax Arena held on October 16th in Mumbai



(L-R) Mr. Srinivas Krishnan, Managing Director – South Asia, Crown Worldwide, Mr. Viral Damania, CFO, Bank of America N.A., Ms. Kate Barton, Global Vice Chair - Tax, EY, Mr. Sudhir Kapadia, Partner & National Tax Leader, EY India and Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM

## Diversity & Inclusion (D&I) Committee's LGBTQ Chapter Meeting

A meeting of the LGBTQ Chapter of AMCHAM's Diversity & Inclusion (D&I) Committee was held on 8th November 2019 in Mumbai. The meeting commenced with opening remarks by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM, followed by a welcome address by Mr. Sudhir Jain, Chapter Leader – LGBTQ Chapter of the D&I Committee and Managing Director,

Chief Risk Officer, Bank of America N.A. As part of the agenda, members planned the course of action and created working groups for forthcoming events and initiatives of the chapter. Members present also shared success stories of LGBTQ inclusion and sensitization initiatives undertaken at their respective organizations.



Members of the LGBTQ Chapter of the Diversity & Inclusion (D&I) Committee in discussion at the chapter meeting held on November 8th in Mumbai



## Western Region Signature Event - The India Opportunity: Accelerating Growth

On 20th November 2019, AMCHAM's Western Region organized its signature event under the overarching theme 'The India Opportunity: Accelerating Growth.' Ms. Ranjana Khanna, Director General CEO, AMCHAM, welcomed the august gathering of industry leaders, AMCHAM's National Executive Board members and representatives of the U.S. Mission and set the tone for the evening through her opening remarks. This was followed by a welcome address by the newly appointed Chairman of AMCHAM Mr. Karan Bajwa, Managing Director and Regional General Manager India & South Asia, IBM India. Through his keynote address Deputy Chief of Mission Edgard D. Kagan, U.S. Embassy, touched upon the U.S.-India trade relationship and the importance of working together as American businesses in India to build better U.S.-India ties. He also stated his pride in knowing that CSR is in the DNA of American companies and specially thanked AMCHAM member companies that participated in the Corporate TB Pledge.

The evening then moved on to its first panel with a distinguished set of industry stalwarts who shared their expert insights on 'India Capturing Opportunities in Global Uncertainties.' The panellists included Mr. Thomas K. Montag, Chief Operating Officer and Member of Executive Management Team, Bank of America, Mr. Sanjay Nayar, CEO, KKR India and Mr. Nilesh Shah, Managing Director, Kotak Mahindra

Asset Management. The session was moderated by Ms. Kaku Nakhate, Vice Chairperson, AMCHAM and President & Country Head, India, Bank of America N.A.

The next panel discussion was on 'Diversity & Inclusion.' The panel was represented by Consul General David J. Ranz, U.S. Consulate General Mumbai, Ms. Zainab Patel, Director Diversity & Inclusion, KPMG in India and Mr. Divyanshu Ganatra, Founder, Adventures Beyond Barriers Foundation. The session was moderated by Mr. Sudhir Shenoy, Chairman – Western Region, AMCHAM and CEO, Dow Chemical International. The discussion was a deep and sobering realization of the need for corporates to build an inclusive workplace and provide equal opportunities for women, LGBTQ and differently abled individuals. The session was followed by a Q&A interaction.

The event concluded with a vote of thanks and closing remarks by Ms. Ranjana Khanna, Director General CEO, AMCHAM. The event was supported by gold sponsors: Dow Chemical International and Johnson & Johnson and bronze sponsors: Bank of America, N.A., Ernst & Young LLP, KPMG in India, Lubrizol Advanced Materials India, Resources Global Professionals (India) and UPS Express. The signature event concluded with networking and conversations over cocktails and dinner.



Deputy Chief of Mission Edgard Kagan, U.S. Embassy, delivering the keynote address at the Western Region's signature event in Mumbai



'India Capturing Opportunities in Global Uncertainties' (L-R) Mr. Nilesh Shah, Managing Director, Kotak Mahindra Asset Management, Ms. Kaku Nakhate, Vice Chairperson, AMCHAM and President & Country Head, India, Bank of America N.A., Mr. Thomas K. Montag, Chief Operating Officer & Member of Executive Management Team, Bank of America and Mr. Sanjay Nayar, CEO, KKR India



'Diversity & Inclusion' panel (L-R) Mr. Sudhir Shenoy, Chairman – Western Region, AMCHAM and CEO, Dow Chemical International, Consul General David J. Ranz, U.S. Consulate General Mumbai, Ms. Zainab Patel, Director Diversity & Inclusion, KPMG in India and Mr. Divyanshu Ganatra, Founder, Adventures Beyond Barriers Foundation

## Knowledge Sharing Session on Government e-Market Place (GeM) with Mr. Bhaskar Choradia, DCEO, Government e-Market Place, Government of India - An Initiative of the Supply Chain & Logistics Committee

On 27th November, AMCHAM's Supply Chain and Logistics Committee organized a knowledge sharing session on Government e-Market Place (GeM). The session began with opening remarks by Ms. Surabhi Wahal, Regional Director – Western Region, AMCHAM India who also introduced the session speaker Mr. Bhaskar Choradia, DCEO, Government e-Market Place, Government of India. Through his welcome address, Mr. Praveen Gosain, Co-Chairman – Supply Chain and Logistics Committee, AMCHAM and Director (Supply Chain India), Corning Technologies India Private Limited, set the tone for the session and stated the need to partner with initiatives such as GeM for the growth of respective

organizations and the country.

Through an insightful and detailed presentation Mr. Choradia highlighted the efficient, transparent and inclusive GeM business model. He further elaborated on the evolution and key stakeholders of GeM, advantages for buyers and sellers, its category driven catalogue system and tools and the multiple modes of learning to master the usage of GeM. The presentation was followed by an engaging Q&A session. The session ended with concluding remarks and a vote of thanks by Mr. Srinivasan Sarangapani, Director - Supply Chain, Timken India Limited.



## HYDERABAD

### 7th Annual Healthcare Conference

AMCHAM's 7th Annual Healthcare Conference with the theme 'Evolving Models of Healthcare Delivery in the Digital Era' was held on September 20th, 2019 at Westin Mindspace in Hyderabad. The inaugural session began with Mr. Shashi Reddy, Chairman - Hyderabad Chapter, AMCHAM giving an overview on the day's program. Consul General Joel Reifman was the guest of honor and he said the theme of the conference was in line with the U.S-India partnership of providing accessibility and affordability healthcare both in the urban and rural areas. Mr. Kaivaan Movdawalla of Ernst & Young showcased the healthcare delivery landscape in India and the three key imperatives to provide universal healthcare to all. He spoke on the rising dual disease burden – communicable diseases and non-communicable diseases.

The first panel 'Sustainable Healthcare Delivery Models to Ensure Inclusiveness' had panellists from various walks of life with Mr. Movdawalla of EY as the moderator. The panellists were Mr. Sarang Deo, ISB, Mr. NS Vishwanath, Mfine, Mr. Hari Thalapalli, Call Health and Mr. Ambuj Chaturvedi, Medtronic. They discussed how technology would give more options and the qualitative factor was more important than the quantitative factor. It is not about price control only but also about process and quality control. Challenges include information asymmetry, quality of care and customer behaviour. Medical support and capability can be achieved only through technology.

Technology is an important way to bridge access to rural areas and help in continuity of care.

In the second session 'Patient Centric Models,' Mr. Srikanth Potturi, EY, moderated. The panellists were Dr. Pramod Gaddam, Fernandez Foundation (dealt with challenges), Mr. Matruprasad P, Medtronic (dealt with the technology aspect) and Mr. Murali Rao, EY (dealt with privacy issues in a patient centric model). A patient centric model is about keeping the patient in the centre, lowering costs and getting the best medical outcomes. Technology enables us to connect all stakeholders. Technology has been an enabler but patient privacy is important. Empathy for the patients was stressed.

In the third panel 'Make in India – A Case for Frugal Innovation,' Dr. Ambuj Chaturvedi was the moderator with panellists Ms. Nita Sachan, Cyient, Mr. Arun Shankar, PAREXEL, Mr. Renu John, IIT Hyderabad and Mr. Kartikeya Misra, Government of Andhra Pradesh. The panel discussed how technology plays a role from a standpoint of Make in India. Technology should be made simple so that the last mile person could use it. The panel discussed how academia should come to the forefront to support technologies for medical innovations. Train the human resource base on the what industry requires so that talent for AI, ML would bring healthcare to a really different level. Government and industry could work together to bridge the gap.



Inaugural session of the 7th Annual Healthcare Conference in Hyderabad (L-R) Mr. Shashi Reddy, Chairman - Hyderabad Chapter, AMCHAM, Consul General Joel Riefmann, U.S. Consulate Hyderabad and Mr. Kaivaan Movdawalla, EY



Sustainable Healthcare Delivery Models to Ensure Inclusiveness (L-R) Mr. Kaivaan Movdawalla, EY, Mr. Sarang Deo, ISB, Mr. NS Vishwanathan, Mfine, Mr. Hari Thalapalli, Call Health and Mr. Ambuj Chaturvedi, Medtronic



Make in India – A Case for Frugal Innovation (L-R) Mr. Ambuj Chaturvedi, Medtronic, Ms. Nita Sachan, Cyient, Mr. Arun Shankar, PAREXEL, Mr. Renu John, IIT Hyderabad and Mr. Kartikeya Misra, Government of Andhra Pradesh



Patient Centric Models (L-R) Mr. Srikanth Potturi, EY, Dr. Pramod Gaddam, Fernandez Foundation, Mr. Matruprasad P, Medtronic and Mr. Murali Rao, EY



## Session on D&I - Demographic, Cultural & Generational Challenges

AMCHAM's Hyderabad Chapter organized a session on 'D&I – Demographic, Cultural & Generational Challenges' on October 11th in Hyderabad. The meeting began with Mr. Prakash Bodla, Executive Director, Carrier HRDC, the moderator for the session, introducing panellists. The session began with Ms. Rajita Singh, Head HR, Broadridge, speaking on the demographic challenges followed by Mr. Tanay Kediya, VP, Wells Fargo, speaking on cultural challenges while Ms. Kiranmai Pendyala,

Site Director, ICE, touched on generational challenges. Though D&I commonly refers to the gender perspective, with the expanding workforce bringing in diverse groups, cultures and people of various ages, there is a generational gap that exists between the newer entrants and the existing ones. The panel discussed how policy making is not enough. The panel discussion was followed by Q&A with the audience.



At a D&I session in Hyderabad (L-R) Ms. Rajita Singh, Head HR, Broadridge, Mr. Tanay Kediya, VP, Wells Fargo, Ms. Kiranmai Pendyala, Site Director, ICE and Mr. Prakash Bodla, Executive Director, Carrier HRDC

## Hyderabad Chapter Sports 2019

AMCHAM's Hyderabad Chapter Sports 2019 began on September 21st with cricket, followed by basketball. This is an opportunity for the employees of member companies to have some healthy competition. Badminton was held in on November 2nd and 3rd and table tennis

on November 9th and 10th. Volleyball was scheduled for October but has been postponed to December due to ground conditions. This year a total of 28 companies have participated in this sports edition.



Badminton matches in progress at Hyderabad Chapter Sports 2019



Mr. Hari Kiran of IBM 40+ men's singles in action

# AMCHAM Events



Men's doubles match in progress



Basketball game in progress



Basketball



More basketball



Cricket



A cricket match



A heated match of table tennis men's doubles



## KOLKATA

### Eastern Region Executive Committee Meeting

Mr. Subrata Bagchi, Chairman – Eastern Region, AMCHAM hosted the Executive Committee meeting at his office. An update on the NextGen Leadership Program and future sessions were discussed. A membership drive

with the focus on startups was tabled. Meetings with the state government were taken up and it was decided that the Eastern Region of AMCHAM would be represented at all meetings when invited.

### Signature Lecture Series: Open Data, Cross Border Privacy Rights with Mr. Daniel David Castro, Vice President, Information Technology and Innovation Foundation (ITIF) and Director of ITIF's Center for Data Innovation, USA

The U.S. Consulate Kolkata, in collaboration with AMCHAM's Eastern Region hosted open data and privacy rights expert, Mr. Daniel Castro, Vice President, Information Technology and Innovation Foundation (ITIF) and Director of ITIF's Center for Data Innovation, in Kolkata on November 1st. Mr. Daniel Castro addressed members on 'Open Data, Cross Border Privacy Rights' under the U.S. government's Indo-Pacific strategy theme. He widely discussed India's privacy policies, the digital India program, and data integration policies in smart cities while assessing open data policies globally. He also spoke on the risks and opportunities of open data and cloud computing versus data localization in the global scenario. Mr. Kris Das, Deputy Director American Center and Public Affairs Officer attended the session and addressed members on the role of the American Center in Eastern India and its programs. Mr. Subrata Bagchi, Chairman – Eastern Region, AMCHAM, gave

the welcome address, Mr. K.P. Sengupta gave the concluding remarks and vote of thanks and Ms. Amada Kidwai, Regional Director – Eastern Region, AMCHAM, did the introductions.



Mr. Subrata Bagchi, Chairman - Eastern Region, AMCHAM



(L-R) Mr. Subrata Bagchi, Chairman - Eastern Region, AMCHAM, Ms. Amada Kidwai, Regional Director - AMCHAM, Mr. Daniel Castro, Vice President, Information Technology and Innovation Foundation (ITIF) and Director of ITIF's Center for Data Innovation, Mr. Krish Das, Deputy Director, American Center and Mr. K.P. Sengupta, Eastern Region Executive Committee Member, AMCHAM

## BENGALURU

### Interaction with Mr. Waller Leif, Chief of the Consular Information Unit, U.S. Consulate Chennai

AMCHAM's Karnataka Chapter hosted an interaction for members on September 9th over breakfast in Bengaluru with Mr. Waller Leif, Chief of the Consular Information Unit, U.S. Consulate Chennai. Mr. Leif met with leaders, HR leads and mobility leads to discuss pertinent visa

related issues faced by member companies. The event was attended by companies like Northern Trust, Hewlett Packard Enterprise, Morgan Stanley, Fragomen, Ernst & Young and others.



Mr. Waller Leif, Chief of Consular Information Unit, U.S. Consulate Chennai, interacting with AMCHAM's Karnataka Chapter in Bengaluru

### IMA (Institute of Management Accountants) Regional Conference – Effective Finance Leadership in the Digital Age

AMCHAM partnered with IMA (Institute of Management Accountants) for their 7th Middle East and India Regional conference on September 21st, in Bengaluru, where renowned speakers from top tier organizations like Mphasis, Wipro and Microsoft addressed the topic of digital transformation. There was a clear call to action for management accountants regarding effective finance leadership in the digital age, emerging trends of AI and ML in finance and much more. With AMCHAM as an Association Partner, representatives from member companies attended and benefited from the expertise at the conference.



AMCHAM, association partner, for IMA (Institute of Management Accountants) Regional Conference in Bengaluru



## Changing Labour Laws in India by Khaitan & Co

AMCHAM's Karnataka Chapter hosted a presentation and discussion over breakfast at Renaissance by Marriott in Bengaluru for member companies on 'Changing Labour Laws in India' with a focus on Karnataka. This session focussed on helping American company leaders by providing a brief overview on labour laws in India and its applicability to manufacturing sectors and IT/ITES establishments, proposed consolidation of laws, wage code and occupational safety, health and working conditions code and recent developments. The Supreme Court's judgement on provident fund and how it affects companies, as well as what data can be sought from employees and how to safeguard employee data, were also covered. This was followed by a Q&A session. The speakers from Khaitan & Co were Mr. Rajiv Khaitan, Partner – Bengaluru and Mr. Vinay Joy, HR Partner – Bengaluru.



Mr. Indraneel Roy Choudhary, Executive Director, PwC addressing the audience



Members at a session on 'Changing Labour Laws in India' in Bengaluru

## Signature Lecture Series: Insights on Advance Pricing Agreement (APA) Programs in India and the U.S. with Mr. Steven Wrappe, National Technical Leader, Transfer Pricing, Grant Thornton and Ms. Fatima Hunaid, Partner – Tax, Grant Thornton India LLP

Multinational companies doing business in India have for years faced extraordinary levels of transfer pricing litigation and controversies regarding cross border transactions between related parties. India's tax administration launched an APA program in 2012, which has till date concluded 297 APAs, including 32 bilateral

APAs with taxpayers from multiple industries. AMCHAM's Karnataka Chapter, in partnership with Grant Thornton, on October 17th, as part of AMCHAM's Signature Lecture Series, hosted guest speakers from Grant Thornton, Mr. Steve Wrappe, National Transfer Pricing Technical Leader and Ms. Fatima Junaid, Partner – Tax, to talk to AMCHAM

member companies about the Advanced Pricing Agreement and how it impacts American companies doing business in India. Attendees were from MOOG,

Synopsys, CBRE, Bank of America, High Peaks Software and others.



Members in Bengaluru at a Signature Lecture Series by Grant Thornton experts on APA

## Karnataka Chapter CEO Breakfast Series – New Business Models in Water as part of 'Water Matters'

AMCHAM' Karnataka Chapter hosted the 7th edition of the monthly CEO breakfast mornings on October 18th, in partnership with the U.S. Consulate Chennai as part of the series titled 'Water Matters.' Water Matters is a collaborative project of the U.S. Consulate General Chennai, Care Earth Trust, the Smithsonian Institute and the Science Gallery, Bengaluru. The project aims to utilize different mediums to educate, advocate and support South India in addressing water challenges.

As part of the project, a session was held exclusively for AMCHAM member companies in Bengaluru where

eminent speakers, Dr. Sudhir Murthy CEO, NewHub and Mr. Mehul Patel, Executive Director Operations, Orange County Water District, addressed the need for large corporations to develop fundamentally new approaches for transactions in water within operations, engineering and finance, thus meeting water quality targets. The session focussed on more intelligent approaches to directly connect water management practice to prosperity and was a futuristic view presented to businesses operating in Bengaluru. The event was well attended with representation from companies like U.S. Technology Solutions, IBM, Accenture, Nike, GE and others.



Members at the Karnataka Chapter CEO Breakfast Series – New Business Models in Water as part of 'Water Matters'





(L-R) Dr. Sudhir Murthy CEO, NewHub and Mr. Mehul Patel, Executive Director Operations, Orange County Water District, addressing members in Bengaluru

## Karnataka Chapter Executive Committee Farewell for Mr. Naresh Shah and Mr. Paresh Shah

AMCHAM's Karnataka Chapter Executive Committee hosted a farewell dinner for Mr. Naresh Shah, Former President R&D at Hewlett Packard Enterprise and Mr. Paresh Shah, Former Director at Syniverse Technologies,

as they stepped down from their posts as Executive Committee members of the Karnataka Chapter. The dinner was hosted by venue partner Conrad in Bengaluru on Oct 18th.



Karnataka Chapter Executive Committee members at a farewell for Mr. Naresh Shah and Mr. Paresh Shah in Bengaluru

## AMCHAM partners at the 2nd Asian Women in Leadership Summit 2019

AMCHAM's Karnataka Chapter partnered with the 8th Edition of the Asian Women in Leadership Summit 2019, hosted at Shangri-La Bengaluru on November 15th, which aimed to discuss the barriers to women advancement in leadership roles and accelerating change in boardroom

diversity and women in leadership positions. The event was well attended and speakers covered eminent leadership from Dell, Goldman Sachs, Britannia and other large multinationals in India.



AMCHAM's Karnataka Chapter partnered with the 8th Edition of the Asian Women in Leadership Summit 2019

## Karnataka Chapter Annual Dinner 2019

AMCHAM's Karnataka Chapter hosted the annual dinner on November 16th as an occasion to bring together members, potential new member companies, partners and supporters of the chapter. The event was sponsored by Indeed, MarqLand and DBS Bank with Renaissance by Marriott Race Course Road as the venue partner and Pernod Ricard as the pouring partner. The event

was attended by over a hundred guests with leadership from ChildFund, Accenture, Goldman Sachs, Saggezza, Hewlett Packard and more present. The event was an evening of networking along with a 45 minute session on tai chi and leadership by Mr. Soke Avinash followed by a performance by Fernandes Fusion.



Mr. Iqbal Sait, National Executive Board Member, AMCHAM and Head EMEA & Managing Director India, Saggezza



Mr. Ravi Krishnan, Vice Chairman - Karnataka Chapter, AMCHAM and Chief Administrative Officer, Goldman Sachs





A captive audience at the Karnataka Chapter Annual Dinner listening to Mr. Soke Avinash

### Karnataka CEO Breakfast Morning – Risk Management & Internal Controls with Ms. Doreen Remmen, Senior Vice President Operations & CFO, IMA

On November 19th, AMCHAM's Karnataka Chapter, in partnership with IMA, hosted the monthly edition of the CEO breakfast morning with guest speaker Ms. Doreen Remmen, CMA, CSCA, CAE, Senior Vice President Operations & Chief Financial Officer, IMA, on the topic of risk management and internal controls. The session focused on recognizing the importance of using a recognized control framework to assess the effectiveness of a company's control over financial reporting and defining the roles and responsibilities within an organization related to internal control and the importance of aligned accountability. The session was attended by companies like Accenture, Aryaka Networks, PwC, Swagelok, Hewlett Packard and others



AMCHAM, association partner, for IMA (Institute of Management Accountants) Regional Conference in Bengaluru

## CHENNAI

### Breakfast Meeting on Investing in Tamil Nadu – New Government Policy on Industry

AMCHAM's Tamil Nadu Chapter held a breakfast meeting on September 26th in Chennai with guest speaker Dr. K.P. Karthikeyan IAS, Executive Director, Guidance Bureau, Government of Tamil Nadu. Dr. Karthikeyan began his presentation by describing the state of Tamil Nadu – its strategic location and climate conducive to year-round port operations with three modern ports and 16 minor ports; two of those — Chennai and Thoothukudi which have container handling facilities. He said that the state was well connected with an extensive road and rail network, besides modern telecommunications infrastructure.

The other points made in the presentation included: Tamil Nadu has the third largest economy among the Indian states. Currently, the state's official gross domestic product (GDP) exceeds US\$ 23 billion; the average growth rate in Tamil Nadu has remained around 6-7%, which is much higher than the average growth rate of Indian states.

In the 2018 NCAER (National Council of Applied Economic Research) – State Investment Potential Index Overall Rankings report, Tamil Nadu was ranked the second most attractive state in India for investments. Tamil Nadu has become a popular investment destination on the basis of its unique economic structure. The state is home to more than 100 industrial parks, including developed land, for those who want to start a new business. Unlike many other states in India, where all economic resources

are concentrated in one or two regions, Tamil Nadu's economic resources are well distributed across the state.

The state has a large number of windmills that it relies on to generate electricity. It is one of the few states in India that sells electricity to others. Tamil Nadu generates more than half of India's wind energy. The state government operates many large public sector companies in diverse fields like watch-making and paper mills. Tamil Nadu has a high per capita income and is one of the most stable and urbanized regions in the country. It is India's second largest software exporter, in terms of value. The state has the potential to become a preferred international destination for investments and manufacturing. Through a combination of talent, technology and incentives, the state has all the ingredients to achieve its global ambitions of delivering world class products and services. Tamil Nadu's growth is driven by the automotive, automotive components, textile, manufacturing, defense and aerospace, biotechnology, health, energy, pharmaceutical, animation and the visual effects industries, as well as other areas of IT.

Dr. Karthikeyan said that the Business Facilitation Act provides for an online single window clearances in a time bound manner, online tracking of approvals, deemed approvals for clearances upon reaching the given timelines, prompt grievance redressal mechanism, state level committee for large industries and district level committee for SME's and covers pre-establishment clearances, pre operational clearances, renewals and



Participants at a breakfast meeting in Chennai with guest speaker Dr. K.P. Karthikeyan IAS, Executive Director, Guidance Bureau, Government of Tamil Nadu



incentives. The presentation concluded with a very interesting interactive session.

Consul General Robert Burgess addressed members giving them an update on the visa application process

and wait times, U.S. – India business relations, the Howdy Modi event and the visit to the U.S. of a Tamil Nadu government delegation led by the Chief Minister.

## Breakfast Meeting on the ‘State of the Economy: An Industry Perspective’

AMCHAM's Tamil Nadu Chapter organized a breakfast meeting on October 24th in Chennai with guest speaker Mr. A Viswanathan, President, Delphi TVS. The meeting commenced with a welcome by Mr. Rajan Aiyer, Chairman – Tamil Nadu Chapter, AMCHAM. Mr. Aiyer mentioned that there is something wrong with the economy and no one is coming up with the solutions to fix issues to set right matters. He mentioned that every sector of the economy feels the pinch and the ripple effect of government decisions and global affairs.

Mr. Viswanathan began his presentation by stating that today, when two or more people meet, the first thing discussed is no longer the weather but the economy. Everyone has an opinion of what's happening and how it affects them. Mr. Viswanathan made a very insightful presentation starting with decoding the macro elements and said the growth engines for the economy included: investment, net exports, private consumption. He said that due to lack of confidence the consumer was holding back, leading to a rapid fall in rural consumption. The other factors influencing it included: erosion of demand generated by unaccounted income as the economy moves into an era of higher formalization; issues with accessing funding; uncertainty due to job losses and future business incomes; deceleration in growth of income levels; wealth effect; H1B visa tightening; falling interest rates and lower inflation trends.

The government has begun a journey of fiscal prudence by formalizing the economy through: direct benefit transfer; tackling corruption; transaction reporting; tax intelligence strengthening; tax linkage and demonetization. Examining the other factors affecting the slowing of credit, Mr. Viswanathan opined that this is due to: the collapse of the non-banking finance sector; PSU banks not well geared to accelerate retail credit; introduction of accountability in banks; introduction of credit scoring system; and reduction in unorganized credit.

Explaining what is needed in the short term, Mr. Viswanathan said that, individuals should have more disposable income; rural incomes should rise; GST rates to be lowered selectively; government to increase infrastructure spending; re-introduce investment incentives; aggressively drive exports and provide confidence on policy stability. While long term course corrections should focus on privatization; position India for a China plus one strategy; promote tourism aggressively; encourage labour intensive exports; revamp education and organize overseas placement to countries such as middle Europe, Japan and SE Asia.

While speaking on the recovery path, Mr. Viswanathan stated that social sector reforms in employment generation; health care delivery; quality of education and social security are of great importance and no economy can grow without attention to this sector. He said that the government has taken many measures in this connection, some of which include: pumping liquidity into the lending mechanism; bank weddings; rollback of FII surcharge; DA increase for government employees; release of government payments; implement major infrastructure projects and rate cuts. He added that the long term fundamentals remain intact and is an advantage that India has.

Dwelling on what companies should do, Mr. Viswanathan said that businesses should remind ourselves on the long term fundamentals and stay positive; manage cash well; cut back on working capital; cut back on discretionary spend; improve internal efficiencies; be lean and agile; continue to focus on growth strategies; negotiate for better rates; talent acquisition and development and that MNC units in India should promote India as the next manufacturing hub. More importantly, he added that companies should not: cut back on product development; allow talent drain; let short term setbacks derail long term thinking; freeze long term capex plans; lose connect with customer and market and not pull out of the country.

In conclusion, he said that this slowdown is different from the earlier ones and that it is a mix of cyclical, structural and episodic factors. The impact he said is widespread with many key industries contracting, some decelerating and few still doing better. He went on to say that the economy can get back to over 6% growth in the next two quarters, but that is not enough for India. A range of short term and long term measures are needed to put the economy

into a higher trajectory as the long term fundamentals are intact. Giving the last punch Mr. Viswanathan said that as companies, "We need to think simultaneously about surviving in the short term and thriving in the long term." The meeting ended with a Q&A session and Mr. Rajan Aiyer thanking Mr. Viswanathan for this very detailed presentation on the state of the economy.



Participants at the October breakfast meeting in Chennai



## AMCHAM Welcomes New Members

### Corporate Members



**Mr. Milind Palsule**  
Managing Director - India & Middle East  
Ametek Instruments India Pvt. Ltd.



**Mr. Vish Ganti**  
Managing Director  
Autogrid India Pvt. Ltd.



**Mr. Dinesh Kumar Kori**  
Director  
ChargePoint Technologies India Pvt. Ltd.



**Mr. Aleksejs Histjajevs**  
Director  
Dyninno India LLP



**Mr. Ravindra Kasinadhuni**  
VP, Product Development & India  
Site Leader  
F5 Networks Innovation Pvt. Ltd.



**Mr. Venkat R. Ramamoorthy**  
Senior VP, Senior Managing  
Director, Operations – India  
FactSet Systems India Pvt. Ltd.



**Mr. Poomkuzhimannil Zachariah John**  
Director  
Garrett Motion Engineering Solutions Pvt. Ltd.



**Mr. Puneet Gosain**  
Director - Business Development  
Gerson Lehrman Group India Pvt. Ltd.



**Mr. Vipin Goel**  
Managing Director  
Grace Davison Chemicals India Pvt. Ltd.



**Ms. Kiranmai Dutt Pendyala**  
Head of HR & Site Administration  
ICE Data Services India Pvt. Ltd.



**Mr. Faisal Khan**  
Executive Director –Corporate Services & Site  
Management  
Morgan Stanley Advantage Services Pvt. Ltd.



**Ms. Marielle Bostrom**  
Vice President & Managing Director  
Ralph Lauren Sourcing India LLP

## AMCHAM Welcomes New Members

### Corporate Members



**Mr. N. Senthil Kumar**  
Vice President – India Operations  
Revature Consultancy Services Pvt. Ltd.



**Mr. Rakesh Mishra**  
Country Head & Director  
Sate-Lite Technologies (P) Ltd.



**Mr. Ramesh Kaza**  
SVP/Senior MD  
State Street Corporate Services  
Mumbai Pvt. Ltd.



**Mr. Shiju T. Verghese**  
Branch Manager - India Office  
VF Sourcing India Pvt. Ltd.

### Additional Members



**Mr. Nikhil Agarwal**  
Finance Director  
Ametek Instruments India Pvt. Ltd.



**Mr. Shailendra Naidu**  
Executive Director  
CBRE South Asia Pvt. Ltd.



**Mr. Reuben Kataria**  
General Manager  
JW Marriott Hotel Bengaluru



**Mr. Ragendra Kumar Mishra**  
Director  
Micron Technology Operations India LLP



**Mr. Harilal Neelakantan**  
Center Head  
US Technology International Pvt. Ltd.





## AMCHAM Team

### National Secretariat

**Ms. Ranjana Khanna**

Director General, CEO

Email: ranjana.khanna@amchamindia.com

**Wg Cdr Rajiv Anand**

Program Director

Email: rajiv.anand@amchamindia.com

**Ms. Mamta Uppal**

Membership & Events Manager

Email: mamta.uppal@amchamindia.com

**Mr. Amitabh Kumar**

Program Director

Email: amitabh.kumar@amchamindia.com  
ecp@amchamindia.com

**Ms. Komple Sharma**

Manager

Email: komple.sharma@amchamindia.com

**Ms. Valerie Swope**

Program Coordinator

Email: valerie@amchamindia.com

**Ms. Udaya Arun**

Director - Aerospace & Defense

Email: udaya@amchamindia.com

**Ms. Ishita Sengupta**

Program Director

Email: ishita.sengupta@amchamindia.com

**Mr. Shanky B. Xavier**

Manager

Email: shanky.xavier@amchamindia.com

**Mr. L.N. Agarwal**

Senior Manager & OSD

Email: laxmi@amchamindia.com

**Ms. Tanya Paul**

Communication Director

Email: tanya@amchamindia.com

**Mr. Yeshi Dorjee**

Manager - Administration & Publications

Email: yeshi.dorjee@amchamindia.com

**Ms. Simmi Malhotra**

Assistant Manager

Email: simmi@amchamindia.com

### Regional Secretariat

**Mr. Aubrey Daniels**

Regional Director - Tamil Nadu Region

Email: aubrey@amchamindia.com

**Ms. Amada Kidwai**

Regional Director - Eastern Region

Email: amada@amchamindia.com

**Ms. Ruth Sandya Rodrigues**

Regional Director - Hyderabad Chapter

Email: sandya@amchamindia.com

**Ms. Payal Satish**

Regional Director - Karnataka Chapter

Email: amchambangalore@amchamindia.com

**Ms. Surabhi Wahal**

Regional Director - Western Region

Email: mumbai@amchamindia.com



## AMERICAN CHAMBER OF COMMERCE IN INDIA

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

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

### Mission

AMCHAM's 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.

### Affiliations

AMCHAM is affiliated to the following Chambers :

- Chamber of Commerce of U.S.A in Washington, D.C.
- Asia Pacific Council of American Chambers of Commerce (APCAC)
- AMCHAM's in other countries.

### Regional Chapters

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

Published by: American Chamber of Commerce in India

Address: PHD House, 4th Floor, 4/2, Siri Institutional Area, August Kranti Marg, New Delhi - 110 016

Printed at Multiplexus (India), C-440, Narela Industrial Park, DSIIDC, Narela, Delhi - 110040

Editor: Tanya Paul, tanya@amchamindia.com