



Consulate General of India Osaka-Kobe



INVEST INDIA
World's most awarded IPA



JETRO



25TH FEBRUARY (MON)

10:00~13:00

KRP KYOTO RESEARCH PARK

4F, BUILDING#1

Understand and Leverage Your Competitive Advantage in India

Specific Market Entry and expansion strategies essential to be successful in India.



Many Japanese companies have been actively seeking other geographical areas for the purpose of investment. These companies are targeting Asian countries, as these are viewed as culturally and geographically closer to Japan. In this regard, India in particular has the requisite market size and economic growth potential. As a result, Japanese companies are increasingly looking to the Indian market as a key investment destination.

According to a UN report, India is estimated to hold the largest population in the world by 2022, with an expected population of 1.7 billion citizens by 2050. According to the Asian Development Bank, India's economic growth rate is estimated to be 7.6% in 2019. Furthermore, India has significantly improved in its "Ease of Doing Business" rankings by the World Bank, from 142 in 2014 to 77 in 2018.

While considering to invest into India, Japanese companies might face differences in business styles, culture, and employee management etc.

In this seminar, we will provide an overview of the Indian market, market entry options, detailed solutions for problems relating to personnel and organization, and finally, actual Success stories of market entry.

Recommended for companies

- Considering market entry into India
- Already present in India but facing challenges
- Looking for increasing market share in India
- Looking for expanding presence in India
- Interested in E-Commerce

Key takeaways

- Overview of Indian market
- Opportunities and true potential of Indian market
- Market entry options
- Common personnel issues and solutions
- Differences of business culture between India and Japan
- Success case studies of foreign companies in India

Direct interactions with market entry specialists

- Private meeting at a different room in the same venue after seminar
- You can speak to prestigious associations and specialists from
Consulate General of India Osaka Kobe / Invest India / Chamber of Commerce and Industry / JETRO / M+V
- You can ask relevant questions about India and doing business in India
- Translator will support the conversation



Invest India is the national investment promotion and facilitation agency for India, promoted by Department of Industrial Policy & Promotion (DIPP), Ministry of Commerce and Industry, Government of India. Invest India serves as the first point of reference for foreign and Japanese investors.



M+V provides consulting and outsourcing service and supported over 1200 foreign companies for market entry into India and business expansion in India. M+V has offices in New Delhi, Pune, Bangalore and Chennai and has more than 150 employees. M+V through its potential is present in the Japanese market since August 2016.



Continued on Reverse Side



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Overview

Date: 25th February 2019 (Mon) (Venue opens at 9:30)
Seminar 10:00~13:00 / **One-to-One Meeting (Consultation)** 13:20~17:00
Main Organizer: Consulate General of India Osaka-Kobe, Invest India
Co-Organizer: Kyoto Chamber of Commerce and Industry, JETRO Kyoto
Support: M+V Japan
Venue: KRP Kyoto Research Park, 4th Floor, Building#1,
 Science Hall (Seminar) / Room D (One-to-One Meeting (Consultation))
 134 Chudoji, Minamimashi, Shimogyo-ku, Kyoto, 600-8813
Capacity: 100 People **Fee:** Free

Seminar

- 09:30** Venue Opens
- 10:00** **Welcome Remarks**
Mr. Kubota Hiroyuki
General Manager, Economic and Industrial Division
The Kyoto Chamber of Commerce and Industry
- 10:05** **Outline of India**
Dr Vaibhav A. Tandale
Consul Commercial, Consulate General of India
Osaka-Kobe
- 10:25** **Make in India and Business Opportunities in India**
Ms. Madhumitha Ramanathan
Co-Head, Global Outreach, Invest India,
- 10:45** **Trend of Japanese companies in India and Introduction of Industrial Park**
Mr. Tomofumi Nishizawa
Research Manager, Overseas Research Department,
Asia and Oceania Division, JETRO
- 11:05** Break
- 11:10** **Market Entry Strategy into India and Challenges of Japanese Companies**
Mr. Atul Khurana
Head Consulting, M+V
- 11:40** **Business Culture in India and Challenges of Personnel and Organization**
Ms. Samriti Parashar
Head Executive Search, M+V
- 12:10** **Q&A**
- 12:20** **Networking** with food and drink
- 13:20** **One-to-One Meeting (Consultation)**

[Speaker Profile]



Dr Vaibhav A. Tandale
(Consul Commercial, Consulate General of India Osaka-Kobe)
 Dr Tandale, a member of Indian foreign Service is working in Japan for more than 4 years (in Embassy in Tokyo and now at Consulate) and is fluent in Japanese. During last 4 years, he has been involved in more than 40 business/ investment events held on the occasion of incoming delegations from State/ Central Government in India, Indian Industry in association with Japanese prefectural/ city chambers of commerce, JETRO etc. Dr Tandale has helped Japanese companies to coordinate with various stakeholders in India and Japan, for better coordination and output.



Ms. Madhumitha Ramanathan
(Co-Head, Global Outreach, Invest India)
 From India. She manages the global investor outreach focusing on markets from Asia, Middle East, Africa and Oceania region across all sectors. She has been advising companies to invest in India and has been associated with Invest India since 2016.



Mr. Tomofumi Nishizawa
(Overseas Research Department, Asia and Oceania Division, JETRO Tokyo)
 While assigned at India for 4 and half years, he researched policy/economy of India and investment environment as a research manager. Also, he had a role to consult Japanese companies. At present, he manages research of South East Asia focusing on India in JETRO Overseas Research Department. He has experience of providing seminars about India more than 140 times since he returned to Japan.



Mr. Atul Khurana
(Head Consulting, M+V)
 From India. He heads the Consulting Division at M+V and has 15 years of consulting experience providing an invaluable insight into India's development and its business environment. He has a rich experience of assisting more than 150 companies to explore India as an opportunity and instrumental in setting up operations of many client's in India.



Ms. Samriti Parashar
(Head Executive Search, M+V)
 From India. She has 15 years experience in executive search industry and worked for HR firms, specifically supporting Japanese people, in India and Indonesia. She has been positioned in key posts in major search firms. She has a history of high performance in employment matters for multiple industries such as retail, manufacturing, mining energy, IT and hospitality etc. Present at M+V since 2015.

One-to-one Meeting (Consultation)

Panel of Experts: Consulate General of India Osaka-Kobe // Invest India // JETRO// Chamber of Commerce and Industry // M+V

Overview

Attendees are able to meet individually with a panel of 5 experts from the associations mentioned above, to directly discuss questions and concerns regarding business in India, such as issues within the represented company, unclear points and the process of joining the Indian job market.

*Translator will provide simultaneous interpretation to support discussion.

Time 13:20-17:00 (5 professionals will discuss with a company for 20 minutes)

How to apply Please apply from seminar application form below.

How to Apply

Please fill in the form in the website below.

We will send you an email with a seminar ticket 1 week before the seminar.

* We shall decline your application once reaching capacity of venue.

<https://www.maiervidorno.jp/seminar-2019-kyoto/>

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※ Provided information by applicants will be shared between main organizer, co-organizer, and supporting company through supporting company and utilized for administration of this seminar as well as communication and information sharing (including seminar notification email) by main organizer, co-organizer, and supporting company. Provided information will be shared with presenters. These will be treated as agreed by applicants.

