Conference on OPPORTUNITIES IN DEFENCE
Trends and Outlook, Issues and Challenges
March 15, 2016, The Grand, Vasant Kunj, New Delhi
OPPORTUNITIES IN DEFENCE

Mission

- India’s defence industry has been growing steadily for the past few years. This growth is poised to accelerate, presenting attractive and significant opportunities for Indian and foreign companies. Around $130 billion-$150 billion is expected to be spent on defence modernisation in the coming decade. The defence electronics segment will offer a $70 billion opportunity over the next decade and a half.

- The government has a clear intention to increase the role of the private sector in developing capabilities and capacities in defence manufacturing in India. It is re-designing and re-aligning the ecosystem to make it more industry-friendly, in line with its “Make in India” vision.

- A number of tangible initiatives are being taken to establish a level playing field between the private and the public sector. The entry barriers for the defence industry have been lowered. The foreign direct investment (FDI) norms have been relaxed, allowing FDI up to 49 per cent through the automatic route. The restrictions on foreign institutional investor funding have been removed to facilitate investments. Many products have been taken off the prohibited list and are now open to manufacturing by the private sector. In addition, the industrial licencing process has been streamlined and the licence validity has been extended from 7 years to 15 years.

- Some of the initiatives taken so far have started showing early results. In 2014-15, over 60 per cent of the defence contracts were bagged by Indian vendors. The target of 70 per cent indigenisation in defence manufacturing by 2027 hence seems achievable.

- Meanwhile, the private sector has proved its competitiveness in the manufacturing and technology space. A number of big business groups have started to build capabilities in air, land, naval and communication systems. Further, over 80 industrial licences have been granted since June 2014.

- Going forward, the policies and procedures are expected to be simplified and restructured. The new Defence Procurement Procedure (DPP) to be released in March 2016 will incorporate these features. A final policy on defence electronics is also expected this year.

- However, the way forward is not without significant obstacles. Inadequate investment in innovation, bureaucratic delays in procurement and lack of tax incentives are some of the key challenges.

The mission of this conference is to highlight the new opportunities, analyse the impact of recent policy initiatives, and examine the key challenges. The conference will also showcase the most promising technologies and innovations.

Target Audience

The conference is targeted at:

- Defence equipment manufacturers (OEMs)
- Government agencies
- Defence PSUs
- Defence electronics manufacturers
- Legal firms and attorneys
- Ordnance factories
- Defence offset management agencies
- Shipyards
- International trade law consultants
- Communication and technology providers
- Offset consultants
- Financial institutions
- Research organisations
- Regulatory authorities
- Etc.

Delegate Viewpoint

This session will feature a discussion on the topics raised during the conference. Selected delegates will also have an opportunity to make two-minute addresses on their areas of interest or concern.

Register Now!

- The delegate fee is Rs. 22,500 for one delegate; Rs. 37,500 for two; Rs. 52,500 for three; and Rs. 67,500 for four.
- There is a special low fee of Rs 5,000 per participant for the defence PSUs.
- A 14.5 per cent service tax is applicable on the registration fees.
KEY TRENDS AND OUTLOOK
- What are the recent trends and developments in the defence industry in India?
- What are the upcoming market opportunities?
- What are the key issues and challenges? What is the future outlook?

INDUSTRY PERSPECTIVE
- What has been the industry experience so far?
- What are the key issues and challenges in doing business in India?
- What are the expectations from the government?
- What are the investment and expansion plans? What is the future outlook?

FOCUS ON DEFENCE AEROSPACE
- What is the current state of the defence aerospace industry? What are the key trends?
- What are the recent technology developments and innovations in India or globally?
- What are the market opportunities?
- What are the key issues and challenges? What is the outlook?

OPPORTUNITIES IN DEFENCE ELECTRONICS
- What is the current state of the defence electronics industry? What are the key trends?
- What are the market opportunities from the proposed defence electronics policy?
- What are the key issues and challenges? What is the outlook?

SPOTLIGHT ON EQUIPMENT (ARMY)
- What is the equipment demand and supply scenario for the Indian Army? What are the key trends?
- What are the recent technology developments and innovations in India and globally?
- What are the market opportunities?
- What are the key issues and challenges? What is the outlook?

UPDATE ON DEFENCE OFFSETS
- What are the key features of the defence offset policy? What has been the impact of recent amendments?
- What are the international best practices? What lessons can be drawn for India?
- What are the opportunities for the private sector?

REQUIREMENT FOR COMMUNICATION SYSTEMS
- What are the key requirements for communication systems for defence?
- What are the opportunities in the upgradation and modernisation of these systems?
- What are the key issues and challenges? What is the way forward?

FOCUS ON DEFENCE SHIPBUILDING
- What is the current state of defence shipbuilding? What are the key trends?
- What are the recent technology developments and innovations in India or globally?
- What are the opportunities for public and private shipyards?
- What are the key issues and challenges? What is the outlook?

LEGAL AND TAXATION ISSUES
- What is the legal and tax structure for the defence industry?
- What are the current tax incentives?
- What are the key issues? What steps can be taken to address them?
Registration Form

I would like to register for the conference. I am enclosing Rs_____________________________ vide cheque/demand draft no.___________________ drawn on __________________________ dated ______________ in favour of India Infrastructure Publishing Pvt. Ltd. payable at New Delhi.

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Note: All prices are inclusive of 14.5 per cent service tax.

- There is a special low fee of Rs 5,000 per participant for the defence PSUs.
- Registration will be confirmed on receipt of the payment.
- To register online, please log on to http://indiainfrastructure.com/conf.html

Payment Policy:

- Full payment must be received prior to the conference.
- Conference fee includes lunch, tea/coffee and conference materials.
- Conference fees cannot be substituted for any other product or service being extended by India Infrastructure Publishing Pvt. Ltd.

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