



**Under Secretarial  
Business Development Mission to India  
November 29-December 5, 2006**



**Frequently Asked Questions**

**Why India?**

India is the world's fastest growing free-market democracy, presenting lucrative opportunities for all types of businesses - especially U.S. companies. In 2005, U.S. merchandise exports to India were almost \$8 billion, nearly doubling since 2002.

U.S. companies have the chance to make or increase sales in this booming market by joining the U.S. Department of Commerce's **Business Development Mission to India**. **The Department of Commerce's** Under Secretary for the International Trade Administration, Franklin L. Lavin, will lead the Mission with coordination by the U.S. Commercial Service in the United States and India.

**What is the Mission?**

The Mission has two parts: the Mumbai Business Summit, and the Spin-off missions to key cities.

**The Mumbai Business Summit**

*November 29 - 30, 2006*

Summit participants will have access to India's high-level business, industry, and government representatives and opportunities to gain insights into the country's trade and investment climate during strategic breakout sessions.

**Spin-off Missions**

*December 4-5, 2006.*

After the Business Summit, the U.S. Company can pick **one** of the following cities for 2 days of targeted, matchmaking meetings:

- Bangalore
- Kolkata
- Chennai
- Hyderabad
- Mumbai\*
- New Delhi

The U.S. Commercial Service will arrange market briefings, networking receptions, and one-on-one business appointments with prospective agents, distributors, partners, and end-users for each U.S. company.

**Mumbai Special Option:** If Summit attendees would like to include one day of matchmaking meetings in **Mumbai on December 1**, immediately following the Summit and before traveling to other cities for spin-off mission, a special one day of matchmaking meetings is offered. This is in addition to the 2 days of spin-off meetings on December 4-5.

### **How to Register**

Go to [www.export.gov/indiamission](http://www.export.gov/indiamission) and fill out the initial registration form. A Commercial Service representative will then get back to you with the specific application process. If you have any questions you can call 1-800-USA-TRAD(E) x21.

### **How Much Will This Cost?**

If your company is selected to participate in the Commercial Service-led mission, the cost to attend **the Mumbai Summit is \$500 dollars.**

If you choose to participate in any of the **Commercial Service-led matchmaking missions** it would be an **additional fee of \$1,600.**

If you choose the **Mumbai Special Option** of one day of matchmaking meetings on **December 1**, the fee is **\$900**

### **What If I Want To Attend More Than One Matchmaking Mission?**

The matchmaking missions are being run at the same time (12/4-12/5) so each individual can only participate in one city mission. If a company would like to send multiple representatives to different cities, then it is a fee of \$1,600 for each city selected.

### **What City Should I Go To?**

We recommend that you speak with your local US Commercial Service Office to see if your product is appropriate for the market. You can use the following market briefs as a general guide.

**Bangalore:** Known as the Silicon Valley of India, Bangalore is India's information technology center. In addition, it's the hub to India's aerospace, electronics, machine tools, automation and food processing industries.

**Chennai:** Formerly known as Madras, Chennai is fast becoming the "Detroit of India," with Ford, Hyundai, and Mitsubishi manufacturing outside the city for both the local and export markets. Other notable companies such as Nokia, Motorola, and Flextronics also have manufacturing facilities just outside Chennai, as do many IT and ITS companies. Strong opportunities exist for medical equipment and technology sales.

**Hyderabad:** Is home to prestigious institutions such as the Indian School of Business, and a number of key Indian public sector and defense enterprises. Many U.S. companies

have set up operations in the city, such as Microsoft's India Development Center, and Google's India Center.

**Kolkata:** Formerly known as Calcutta, Kolkata is the main commercial and finance hub of eastern India. IT, real estate, retail, food-processing, banking, and insurance, chemicals and petrochemicals, and healthcare are burgeoning sectors in and around Kolkata.

**Mumbai:** Formerly known as Bombay, Mumbai is the commercial, financial, and entertainment capital of India. Key opportunities exist in the sectors of entertainments, process controls/instrumentation, machine tools, pollution control, renewable energy, consumer goods, processed foods, infrastructure, airport and ground support equipment, and education.

**New Delhi:** New Delhi is India's capital. Key opportunities exist in the sectors of defense, energy, environment, healthcare, IT, telecommunications, and transportation.

### **Who from the Indian private and public sector support this summit/mission?**

- The US & FCS are cooperating with the Government of India and private sector business organizations including:
  - Ministry of Commerce and Industry- Department of Policy and Promotion.
  - Federation of Indian Chambers of Commerce and Industry (FICCI).

### **At which hotel will the Mumbai Business Development Summit take place and will accommodations be made available?**

- The summit will be held at the Grand Hyatt Mumbai.
- At this time, room rates for the Grand Hyatt in Mumbai are expected to be \$225 for single occupancy and \$235 for double occupancy per night.
- The website for the hotel is <http://mumbai.grand.hyatt.com>.

### **Will there be hotel arrangements for the spin-off missions?**

- Post is evaluating options for hotels for the spin-off missions.
- Determined hotels include:
  - Chennai: Taj Coromandel hotel.
  - Bangalore: ICT Windsor Sharaton hotel.
  - Hyderabad: Taj Krishna hotel.
- Information will be provided as it becomes available.

### **What flight arrangements will be made available?**

- Options for international and domestic air travel are being researched.
- Information will be provided as it becomes available.

### **Are any other countries involved besides the US?**

- No. The US & FCS and the Government of India are exclusively organizing the summit; no other countries are involved.

\*Information on the summit, including a schedule, break-out sessions, and speakers are still being prepared by post in cooperation with FICCI and the Government of India and will be made available when it is finalized.