

## Workshop – “Doing Business in India”

29 June 2016 in Cologne

Location: Luther Rechtsanwaltsgesellschaft mbH, Anna-Schneider-Steig 22, 50678 Cologne

Please indicate which workshop you are interested in. Participation is free of charge, but seats are limited. All workshops will be conducted in English. The workshops are followed by a get-together with finger food and drinks. Please send your response until 22 June 2016.

### 9:00 – 10:30 a.m. Workshop Session 1

#### **Workshop 1 A: New Wave of India Investments under the New Government?**

The new Indian government emphasized its commitment to comprehensive reforms with reductions of bureaucracy and the abolishment of other market entry restraints. Our workshop will highlight the legal challenges when entering the Indian market and also address the current FDI policy and planned reforms in India.

- India's FDI policy and PM Modi: major changes
- Ease of doing business: Is it getting better?
- Make in India campaign – Impact on foreign investment
- Budget 2016 – Key Changes
- Overhaul of dispute resolution landscape
- Labour law reforms: a paradigm shift
- Digital India – renewed focus on electronics manufacturing

*Rishi Jain, Principal, BMR Legal, Gurgaon/India*

*Thomas Weidlich, Partner, Luther, Cologne*

*Alexander Koczian, Director, Luther, Gurgaon/India*

#### **Workshop 1 B: Operational Due Diligence & Unvorhersehbare Aspekte bei M+A in Indien**

- Target Identifikation & Hintergrundprüfung
- Aufdeckung potentieller Risiken
- Supply-Chain-Screening
- Produktion (Prozess & Verfahren)
- Vertrieb, Marketing & After-Sales-Setup
- Gesundheits- & Sicherheitssysteme
- Umweltfaktoren i.S.d.W.
- Integration von Personal & Supply-Chain-Management

*Francesco Motka, Chief Operational Officer, Maier + Vidorno GmbH*

*Torsten Gosch, Senior Manager Business Development, Maier + Vidorno GmbH*

11:00 – 12:30 a.m.

## Workshop Session 2

### Workshop 2 A: Legal / Tax / Financial Due Diligence – Key Factors for a successful M&A Transaction

A thorough due diligence process is a "must" for any M&A transaction in India. The findings often have an impact on the transaction structure.

- Information Gap: how can due diligence help?
- Problems resulting from less-than-diligent review
- Corporate health check: Typical shortcomings in Indian entities
- Impact of DD findings on the transaction and strategies to address diligence issues - the Indian context
- Contractual Negotiations – Do's & Don'ts in the Indian context

*Ashish Gulati, Partner, BMR Advisors, Gurgaon/India*

*Philipp Dietz, Partner, Luther, Cologne*

*Andreas Hüchting, Managing Director, Translink*

### Workshop 2 B: Erfolgsfaktor „Marktwissen Indien“ – Alles was Sie vor Markteintritt beachten sollten

- Gründe für eine Analyse des indischen Marktes
  - Worüber ausländische Investoren sich vorher informieren sollten
  - Kritische Parameter und hervorstechende Merkmale des Marktes – erfolgreiche Methodologie
  - Wie erhält man zuverlässige Informationen über den indischen Markt
  - Chancen und Herausforderungen
  - Beispiel für einen "praktischen" Fahrplan in Indien
- Welches ist die richtige Indienstrategie?
  - Strategiealternativen für ausländische Unternehmen
  - Wie Sie die beste Option auswählen – Business Scenario Analyse
  - Fallstudien zu verschiedenen Einstiegsmodellen

*Thomas Breiting, Senior Manager Business Development, Maier + Vidorno GmbH*

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Please send your response to Ms. Katja Kaufhold via email to [katja.kaufhold@luther-lawfirm.com](mailto:katja.kaufhold@luther-lawfirm.com) or via fax to +49 221 9937 110.

Workshop Session 1

1A

1B

Workshop Session 2

2A

2B

Company \_\_\_\_\_

Name \_\_\_\_\_ Position \_\_\_\_\_

Telephone \_\_\_\_\_ E-Mail \_\_\_\_\_