INVITATION
WORKSHOP ON
ESTABLISHING SALES AND MANUFACTURING SET-UP IN INDIA
THURSDAY, 20 FEBRUARY 2020, IHK HANNOVER

MIIM Programme Team and IHK Hannover cordially invite you for a workshop on ‘Establishing Sales and Manufacturing Set-up in India’ on 20 February 2020 from 10:00 AM to 14:00 PM at IHK Hannover.

The Workshop will give insights into ‘Doing Business in India’ and give an overview of the latest legislations, tax structures, financing solutions and success factors of building business in India.

The details and agenda of this workshop are enclosed below.

Click here to register

About MIIM
Make in India Mittelstand (MIIM) is a Business Support Programme launched by the Embassy of India in Berlin for Mittelstands for their entry into the Indian market. So far, 135 German companies are supported as part of the MIIM Programme.

MIIM PROGRAMME PARTNERS
# Agenda: MIIM Workshop with IHK Hannover

"Establishing Sales and Manufacturing Set-up in India"

**Thursday, 20 February 2020, IHK Hannover**

## Programme

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<th>Time</th>
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<td>09:30 – 10:00 hrs</td>
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| 10:00 – 10:10 hrs | Opening Remarks  
*By Dr. Michael Seitz, India Desk, IHK Hannover* |                                               |
| 10:10 – 10:20 hrs | Introduction to Make in India Mittelstand Programme  
*By EAC- Euro Asia Consulting* |                                               |
| 10:20 – 10:50 hrs | Tax and Legal Perspective on Operating Models for India – Sales Subsidiary / Joint Venture / Local Manufacturing  
*By Mr. Tilmann Ruppert, Partner, Roedl & Partner* |                                               |
| 10:50 – 11:20 hrs | India Market Entry Success Factors: Entry Options to Building Business in India  
*By Mr. Unmesh Lohite, Principal, EAC- Euro Asia Consulting* |                                               |
| 11:20 to 11:50 | Coffee Break                                                                 |                                               |
| 11:50 – 12:10 hrs | Banking and Financing Solutions in India  
*By Mr. Martin Foerster, Director/ Head Corporate Banking, Deutsche Bank AG* |                                               |
| 12:10 – 12:40 hrs | India Experience Sharing  
*By MIIM member company - TBD* |                                               |
| 12:40 – 12:50 hrs | Case Study – Automotive: Local to Global Procurement  
*By Mr. Unmesh Lohite, Principal, EAC- Euro Asia Consulting* |                                               |
| 12:50 – 13:00 hrs | Closing Remarks  
*By representative from Consulate General of India, Hamburg* |                                               |
| 13:00 -14:00 hrs | Networking Lunch                                                                 |                                               |