



Swiss-Indian Chamber of Commerce

PROMOTION OF SWISS SME TRADE & INVESTMENT IN INDIA

Mission to India for Swiss Companies in the Machinery and Life Sciences Sectors October 24 to 31, 2010

INTRODUCTION

India's past growth, coupled with its relative resistance to the global economic downturn and political stability has generated an increased interest among Swiss SMEs in the country as a business destination. However, due to what are perceived as the operational complexities of the Indian market, Swiss SMEs are often hesitant to take first steps or uninformed about what these steps should be. Once in India, they often face the challenge of adequately protecting their interests.

SICC's Roadshow in Switzerland and Mission to India aims to assist Swiss SMEs in their efforts to export to and/or invest in India. The envisioned support will bring the following benefits to Swiss SMEs:

- Invest limited resources in a more strategic manner in order to achieve better business results in India.
- Add value to local Indian products, and/or introduce new products in response to the need for equipment and technologies.
- Identify and mobilize the right partners (managers and/or joint-venture partners).

The roadshow and mission is for SMEs in the following sectors:

- Equipment and machinery manufacturing (precision, electrical and non-electrical)
- Life sciences, pharmaceutical, bio-tech, med-tech and allied industries

The target sectors in India have been identified according to the following considerations:

- Compatibility with sectors where Switzerland has proven leadership and expertise;
- Sectors in India where existing consumer demand has not adequately been met;
- Sectors in India where potential market demand has been identified but remains dormant. In the latter case, Swiss SMEs have the opportunity to create new niche markets in the country.

SICC Partners



This event is being supported by Osec with funding from the Confederation's Stabilization Program (special funding package) and designed to provide immediate and effective assistance to the Swiss economy.

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Machinery Sector

Life Sciences Sector

**Monday,
Oct. 24, 2010**

→ **Arrival in Delhi (early morning)**
Afternoon Sightseeing Tour (Optional)
Evening Orientation/Briefing Session and Welcome Cocktail

**Monday,
Oct. 25, 2010**

Hotel: ITC Luxury Collection, Delhi

Visits to companies – Huber + Suhner Electronics and Sona Koyo	Visits to life science companies – Ranbaxy, Panacea Biotech Ltd. or Biogen Idec Biotech India Visit to All-India Biotech Association
Dinner at the Embassy of Switzerland hosted by Ambassador Philippe Welti	

**Tuesday,
Oct. 26, 2010**

Hotels:
 WelcomHotel, Vadodara;
 ITC Kakatiya, Hyderabad

Visits to machine-manufacturing company – Müller Martini India Meetings with representatives of FICCI & CII → Flight to Vadodara (late afternoon)	→ Flight to Hyderabad (early morning) Visits to companies – Aurobindo Pharma, Shantha Bio or Matrix Laboratories Ltd. B2B: Networking dinner with representatives of the Federation of Andhra Pradesh Chambers of Commerce & Industry and CII
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**Wednesday,
Oct. 27, 2010**

Visits to companies – ABB, Econix Hitech Components, Integra India B2B: Dinner with CII, Gujarat Government Industries representative and local SMEs	Visits to companies: Shapoorji Pallonji Biotech Park B2B: Indo-Swiss Life Science Roundtable hosted by SICC and the Swiss Business Hub.
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**Thursday,
Oct. 28, 2010**

Hotels:
 WestinPune, Pune;
 ITCWindsor, Bangalore

→ Flight to Pune (early morning) Visit to companies – Burckhardt Compression, Bobst India Pvt. Ltd., Atlas Copco India B2B: Networking Dinner with local Indian & Swiss companies in machine sector; presentations by representatives of CII and Maharata Chamber of Commerce	→ Flight to Bangalore (early morning) Visits to companies – Biocon; Novo Nordisk B2B: Indo-Swiss Life Science Roundtable hosted by SICC and the Swiss Business Hub.
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**Friday,
Oct. 29, 2010**

Hotel:
 ITC Central, Mumbai

Visit to companies – Perfect Machine Tools, Rieter Textile Machinery Visit to Credit Suisse Center of Excellence	Visit to companies -- Sartorius India, Advinus Therapeutics Visit to ABLE – Association of Biotechnology-Led Enterprises → Flight to Mumbai (late afternoon)
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**Saturday,
Oct. 30, 2010**

Visit to company – Tata Auto Comp Systems → Drive to Mumbai	Visit to company – Novartis India
Debriefing & Wrap-Up Dinner: SICC Mumbai	
→ Late Night Departure for Zurich	



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Registration

I wish to participate in the mission to India. Please register me.

Participation Fee per Person

The price categories are determined by a company's annual turnover (VAT will be added if applicable). The prices below cover the following in India: **domestic travel (bus and air), hotel accommodation incl. breakfast, 5 lunches and 5 dinners**. They do not cover the cost of the roundtrip air ticket Switzerland/India, visa processing fee, communications (telephone, e-mail, fax) and other business center expenses, drinks/snacks from the hotel mini-bar or purchased between meals in India. The costs of any one-on-one meetings and customized individual company visits including transportation costs will be charged separately.

- Companies with an annual turnover of up to CHF 5 million: **CHF 2500**
- Companies with an annual turnover from CHF 5 million to 50 million: **CHF 3400**
- Companies with an annual turnover of over CHF 50 million: **CHF 4800**

Cancellations received up to 20 days before the travel date will be charged 50% of the participation fee. Thereafter, payment is due in full. You are free to send a replacement at no extra charge until the domestic flights in India have been booked.

Participants are kindly requested to book their own roundtrip tickets Switzerland/India and arrange their visas for travel to India themselves.

**Please fax this form to +41 44 221 0085.
The registration deadline is September 5, 2010.**

Company/Organization:.....

First Name:.....Last Name:.....

Address:

Telephone:Email.....

Nationality.....

Your company's sector of operation: Machinery

Life SciencesOther.....

Your purpose in joining the mission and particular interests:.....

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Signature:Date:

Questions? Please contact Dorit Sallis, Managing Director, Swiss-Indian Chamber of Commerce in Zürich:
Email dorit.sallis@sicc.ch or Telephone +41 44 226 90 61.

More information about SICC: www.sicc.ch



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Additional Logistical Information

Flights

The following Swiss Air Lines flights would be most convenient for mission participants to take:

Flight to India

Departure: Saturday, 23.10.2010, 12:40 from Zurich

Arrival, Saturday, 23.10.2010, 23:50 in Delhi

Flight to Switzerland

Departure: Sunday, 31.10.2010, 01:50 from Mumbai

Arrival: Sunday, 31.10.2010, 06:15 in Zurich

Insurance

We recommend that you purchase the following insurances:

Travel insurance

Accident insurance

Luggage insurance

Visa Instructions

All participants are responsible for arranging their visas to India. Please note that you should request a **TOURIST VISA**. This should be done no later than **three weeks** before the date of departure.

For visa processing, please contact the following company:

Consular Service FLY GmbH

Postfach 7760

3001 Bern

info@consular-service.ch

Tel: 031 888 80 80

The following documentation is required:

- A passport valid for at least 6 months after the end of the India mission
- A completed and signed visa application form: www.consular-service.ch → Downloads → Indien
- Two passport photos
- Confirmation of return trip
- For non-Swiss nationals: A copy of Swiss residence permit

Health Recommendations

Participants are responsible for getting vaccinated. Please consult a doctor or the website www.safetravel.ch where the following vaccinations are recommended: diphtheria, tetanus, poliomyelitis, measles, hepatitis A and B, abdominal typhus, rabies and Japanese encephalitis.

You should under no circumstance consume raw fruit or vegetables, freshly-squeezed fruit juices and tap water (including ice cubes). Stick to properly cooked food, preferably Indian rather than Western cuisine.

Official Mission Language

English

Dress Code for Company Visits and Networking Events

Open neck shirt and jacket, or shirt and tie with jacket for men.

Currency

Travellers checks and credit cards are recommended. Be aware that cash machines are only readily available in big cities. Foreign currency in the amount of USD 5000 (in the form of cash or travellers checks) must be declared when entering the country.