

INDIAN STAKEHOLDER DINNER HOSTED BY LIBERTY HOUSE GROUP

Date and Time of Engagement	<p>Sunday 3rd December 2017 20.00 – 22.00 The event will follow a drinks reception with the university delegation accompanying DFM</p>
Where	<p>Gateway Room, Taj Mahal Palace Hotel, Mumbai</p>
Who	<p>Indian stakeholder dinner hosted by Liberty House Group (LHG) with DFM, Paul Lewis and Universities delegation.</p> <p>The event will be attended by key stakeholders to support bilateral relations between Scotland and India, particularly within trade and investment. Contacts will be personally invited by the LHG.</p>
Key Purpose / Message	<p>Opportunity to gather real time and ‘off the record’ insights from senior decision makers and influencers on their investment plans for the UK and beyond and highlight Scotland’s core strengths as a business location. LHG will welcome guests and there will be an opportunity for Deputy First Minister and Paul Lewis to make some informal remarks.</p> <ul style="list-style-type: none"> • Scotland’s highly skilled workforce, pipeline of graduates, world class research and development, and culture of innovation delivers the right environment for Indian organisation’s growth ambitions in the UK and Europe. • Recent investment successes by Genpact, Wipro Digital and Wipro Ltd. are testimony to the opportunity and ecosystem that Scotland presents which enables companies to move up the value chain whilst delivering transformational services to their clients. • However in general, Indian companies are missing out on the benefits Scotland can offer. (The UK is the leading country in Europe for investment from India but comparatively low investment into Scotland) • Scotland’s expertise in sectors critical to India’s future economic growth and quality of life and our world class universities have much to offer businesses and consumers in India. • The Scottish Government will continue to do all it can to protect Scotland’s interests during the UK’s negotiations to leave the European Union. • London is an important strategic partner for Scotland and SDI can help London based Indian operations maximise their growth in the UK.
Top Facts / Figures	<ul style="list-style-type: none"> • Scotland as the most attractive UK location for FDI, outside London for last 5 years (EY). • 10 Indian companies have invested and are operating successfully in Scotland • Highly educated, skilled workforce with a strong work ethic. Graduate pipeline from 5 of the world’s top 200 universities. • Operational cost savings of up to 30-40% compared to

	<p>London can be made by locating in Scotland.</p> <ul style="list-style-type: none"> • Edinburgh and Glasgow have more new startups than London and Scotland has more computer science startups than Oxford and Cambridge combined. • Scotland 2nd top place to visit in the world in 2017 (Rough Guide) and Edinburgh voted UK's Top City by Guardian Travel awards 13 consecutive years. • Exports to Scotland £215m (\$268m) in 2015.
Sensitivities	Implications of Brexit
Media Handling	No media
Official Support	<p>Paul Lewis Interim Chief Executive, Scottish Enterprise [Redacted]</p> <p>Cherise Mascarenhas, India Country Head, Scottish Development International [Redacted]</p>
Dress code	Business
Briefing contents	<p>Annex A: Summary page</p> <p>Annex B: Speaker notes</p> <p>Annex C: Key guest profiles</p> <p>Annex D: Full guest list</p> <p><i>Please also refer to 'Key messages for business events' in briefing pack.</i></p>

SUMMARY PAGE

Purpose

Indian stakeholder dinner hosted by Liberty House Group (LHG) with DFM, Paul Lewis and Universities delegation.

The event will be attended by key stakeholders to support bilateral relations between Scotland and India, particularly within trade and investment. Contacts will be personally invited by the LHG.

Opportunity to gather real time and 'off the record' insights from senior decision makers and influencers on their investment plans for the UK and beyond and highlight Scotland's core strengths as a business location.

Key facts

- Scotland as the most attractive UK location for FDI, outside London for last **5** years (EY).
- **10 Indian companies have invested and are operating successfully in Scotland**
- Highly educated, skilled workforce with a strong work ethic. Graduate pipeline from 5 of the world's **top 200 universities**.
- Operational cost savings of up to **30-40%** compared to London can be made by locating in Scotland.
- Edinburgh and Glasgow have more new startups than London and Scotland has more computer science startups than Oxford and Cambridge combined.
- Scotland 2nd top place to visit in the world in 2017 (Rough Guide) and Edinburgh voted UK's Top City by Guardian Travel awards 13 consecutive years.
- Exports to Scotland **£215m (\$268m) in 2015**.

Lines to take

- Scotland's highly skilled workforce, pipeline of graduates, world class research and development, and culture of innovation delivers the right environment for Indian organisation's growth ambitions in the UK and Europe.
- Recent investment successes by Genpact, Wipro Digital and Wipro Ltd. are testimony to the opportunity and ecosystem that Scotland presents which enables companies to move up the value chain whilst delivering transformational services to their clients.
- However in general, Indian companies are missing out on the benefits Scotland can offer. (The UK is the leading country in Europe for investment from India but comparatively low investment into Scotland).
- London is an important strategic partner for Scotland and SDI can help London based Indian operations maximise their growth in the UK.
- For instance, many companies which have their front office in London rely on Scotland and its strong talent pool to deliver middle and back office functions.
- Scotland's expertise in sectors critical to India's future economic growth and quality of life and our world class universities have much to offer businesses and consumers in India.
- The Scottish Government will continue to do all it can to protect Scotland's interests during the UK's negotiations to leave the European Union.

SPEAKER NOTES

No formal speaking role however there will be an opportunity for DFM to make informal remarks at the start of the engagement.

- India and Scotland long history of friendship and co-operation. People from India have been coming to Scotland since before India's independence and Scotland has benefited enormously from our business, education and cultural links with India.
- Committed to strengthening these links. India Plan recognises focuses on four key areas - tourism, education and science, trade and investment, and cultural links.
- India is Scotland's second largest international market for further and higher education students. 3,000 Indian graduates remained in Scotland after completing their studies, working under a dedicated Scottish visa.
- 16 Scottish higher education institutions have over 70 unique links with India, including student exchange programmes, research partnerships and joint course provision.
- Business links also growing. Last year, SDI supported 120 Scottish companies to collaborate and trade with India and established a dedicated unit to help even more do the same.
- Seeing real success – 10 Scottish companies visited India in August 2017 to look at how our expertise in water and waste water could support India's ambition to transform its mightiest river, the Ganges. While here will be witnessing an MoU with Ministry of Water Resources to enable those companies to deliver innovation demonstration projects in India.
- Also seeing more investment from India into Scotland.
- Recent investment Genpact, Wipro Digital and Wipro Ltd. are testimony to the opportunity and ecosystem that Scotland presents which enables companies to move up the value chain whilst delivering transformational services to their clients.
- Globally, 2016 was 5th consecutive year Scotland was named as the top performing region in the UK outside London for FDI by EY. Scotland is now also first in the UK for attracting R&D investment.
- This success is driven by the skills of our workforce, the strengths of our universities and our competitive offering in those sectors which are driving economic growth globally.
- Innovation is critical for both Scotland and India. Number of companies that are innovating in Scotland is increasing and in 2015 there was a 65% leap in companies investing in R&D versus 2010.
- Every year our 19 universities work with over **19,000** different organisations, (10,000 in Scotland), to develop new products and processes.
- Partnership with overseas organisations and businesses crucial. Estimated that by 2030, 1/4 of global labour force will be Indian.
- Many further opportunities for partnership, for connections and for innovation. No limits to our mutual success if we work openly together and looking forward to hearing your views today.

KEY GUEST PROFILES

Ravi Trehan Board Member of LHG's India business and Gupta Family Group Foundation (GFG Foundation)	
Aim & key points to note <ul style="list-style-type: none"> • Acknowledge Ravi's efforts for working with SDI team in planning and coordinating the dinner for DFM's visit • DFM met Ravi in Scotland in 2016 	
Profile (LHG profile mentioned above) <ul style="list-style-type: none"> • Ravi Trehan is a post graduate in management with over 35 years experience in manufacturing and trading businesses worldwide. • Ravi has been a Patron of the National Liver Foundation in India for 20 years, working extensively on organ donor campaigns as well as Patron of the world's largest 'Walk against blindness' event in Mumbai. • Ravi also supports a number of initiatives that provide poor and marginalised children with access to education and medical support. 	
Douglas Dawson Chief Executive Officer, Liberty Industries Group and Alumnus of Glasgow Caledonian University	
Aim & key points to note <ul style="list-style-type: none"> • Acknowledge LHG's investment in Scotland 	
Profile <ul style="list-style-type: none"> • Douglas is the Chief Executive of Liberty Industries Group, he is also a member of the Board of the \$7bn a year Gupta Family Alliance. • A native of Glasgow, graduated in mechanical engineering from Glasgow Caledonian University in 1982, began his career as Naval Engineering Officer reaching the rank of Chief Engineer, before moving on to take up senior management roles with BTR Industries, a diversified UK based global industrial conglomerate. 	
Gopalan Rajagopalan Head-Tata Consultancy Service Scotland(TCS), United Kingdom/Ireland-Sales Director GlobalScot	
Aim & key points to note <ul style="list-style-type: none"> • Acknowledge TCS's investment in Scotland • Acknowledge Gopalan's support as a Global Scot and seek his input to building prospects for inward investment leads 	
Profile <ul style="list-style-type: none"> • Gopalan started his IT career with TCS in 1990 and has undertaken various technical and managerial assignments for TCS UK customers before taking over as the Regional Manager (Scotland) in 1996. • Successfully grew the region for TCS over a 4 year period developing and managing several long standing client relationships including Royal Bank of Scotland, Standard Life, Aegon (Scottish Equitable) and Scottish Life. • Gopalan subsequently joined Sopra Group (then Newell & Budge) where he worked for 10 years undertaking several senior IT and business management roles. Gopalan re-joined TCS in 2011 as their head of a now considerably expanded Scottish operations. • TCS is an Indian MNC IT service, consulting and business solutions company HQ in Mumbai. 	

Subsidiary of the Tata Group with operations in 46 countries.

- TCS's operations in Scotland: In 2012, TCS opened an office in South Gyle, Edinburgh. The current TCS operating model in Scotland has TCS staff working for number of customers in the Banking, Financial, Insurance and Utilities sectors. TCS are developing other new sectors including Energy, Food and Drink and Life Sciences
- TCS has around 500 staff working in Scotland (of which around 20% are local hires) and 2,500+ people offshore providing services to Scotland based customers.
- Turnover for TCS in Scotland is estimated at £110 million
- TCS have recently signed a MoU with SDI which will address research in IT, wearable technologies, metagenomics, metabolic disease and microbiomes.

PV Srinivas

Head, API R&D at Cipla Ltd. (Picture not available)

Aim & key points to note

- SDI has been engaged with Cipla for proposed investment plans in the UK.
- Dr Srinivas recently met with SDI in the UK to explore opportunities in continuous manufacturing process, Scotland's academic strengths in respiratory medical devices and Biocatalysis. Cipla have the Integrated Product Development (IPD) team which has a programme for adopting principles of Green Chemistry with a vision for developing processes that are friendly to the environment, like the use of enzymatic transformations, reducing waste generation and recycling of suitable inputs.



Profile

- Dr Srinivas joined Cipla Limited in 2014. He is the Head of API and Research and Development at Cipla
- Dr Srinivas alumni of University of Mumbai. PhD in organic Chemistry
- Dr Srinivas comes with vast experience and knowledge in the research and development of API manufacturing and worked in niche project with CSIR-Department of Science Technology joint initiative for identification and commercialization of bioactive molecules from plant sources. He has several patents and research publications to his credit.
- Cipla is the third largest pharmaceutical company in India and ranked 9th among generic companies in the US in terms of total prescriptions. 23,000+ employees with a turn over of USD 2.2 billion. Presence in over 80 countries. Cipla offers a range of products in Europe Respiratory, HIV, Vaccines, OTC, API, Plain Generics and Hospital products. Cipla is focused on adding innovative elements, products and services by building direct-to-market presence in several countries.

Dr. Kiran Marthak

Member of Board of Directors and Global Head – Clinical Development, Lambda Therapeutics Limited

Aim & key points to note

- SDI have had preliminary discussions with Dr. Marthak regarding Lambda Therapeutics operations and investment plans for the UK.
- Dr. Marthak has chaired a thought leadership panel organised by Express Pharma and SDI to raise awareness on Scotland's strengths in Life Sciences/Pharma Services.



Profile

- Dr. Marthak has more than 30 years of experience in the field of clinical research.
- Member of the Faculty for Pharmaceutical medicine – University of London, Fellow member – American College of Chest Physician, and Fellow member – Royal Society of Medicine.
- Actively engaged with regulatory authorities like US FDA, UK MHRA, China SFDA, South Africa MCC, MHCW and India – DCGI.
- Lambda provides full spectrum drug development services and bespoke services under the Clinical Research domain for all Pharmaceutical companies world-wide. Lambda Therapeutic Research Limited is a leading global Clinical Research Organization (CRO) headquartered in Ahmedabad, with facilities and operations in Mumbai and Delhi (India), Toronto (Canada),

Warsaw (Poland), London (UK) and USA.

- Lambda is a subsidiary of Intas Pharma and has an existing investment in London. The CRO's operations in London manages Lambda's Pharmacovigilance services.

Sudhir Sethi

Founder & Chairman, IDG Ventures India Advisors

Aim & key points to note

- Discuss how Sudhir's networks can support FDI lead generation



Profile

- Founder and Chairman of IDG Ventures India Advisors.
- Has held leadership positions at HCL, Wipro and Cyient, as well as Country Head of Walden International India.
- Leading venture capitalists in the country and among the Top Ten IT Professionals by Dataquest and "Visionary Venture Capitalist" by Bloomberg UTV.
- Serves on the Asia Advisory Board of EMPEA (Emerging Markets Private Equity Association) and as Advisor on the Technology Innovation and Productivity Council of the GMR Group.
- IDG Ventures is a private-equity and venture capital firm. IDG manages over US\$6 Billion globally and has a portfolio of over 200 technology companies.
- Key investments of IDG ventures include FlipKart (India's leading e-Commerce player), Myntra (Fashion & Sports e-Commerce), Manthan (a global Analytics product play), Perfint (a global leader in image guided oncology), Aujas (a global security firm), Newgen (a global software product leader), Yatra (a leading Online Travel Company) and Mindtree Consulting.

FULL GUEST LIST*(+1 indicates that spouses will join the attendees)*

Name	Title	Company	Sector	Presence in Scotland	RSVP
Ravi Trehan	Strategic board member - Gupta Family Group Foundation (GFG Foundation)	Liberty Group	Conglomerate	Yes	Y+1
Douglas Dawson	Chief Executive Officer	Liberty Industries Group	Conglomerate	Yes	Y
Satish Mathur	Director general of police, Maharashtra	Maharashtra Police	Government of Maharashtra	No	Y +1
Kapil Bagla	Former CEO	Adlabs	Entertainment	No	Y
Hemlata Bagla	Principal	KC College	Education	No	Y
Vikram Tannan	Director	Geltec Private Limited	Life Sciences	No	Y +1
Sudir Sethi	Founder and Chairman	IDG Ventures	Private Equity	No	Y +1
Daksesh Parikh	Executive Editor at Business India	Business India	Media	No	Y
Romiel Moses	Owner	Garnet International	Infrastructure and Finance	No	Y
Sameer Sata	Chairman, Special Projects Group	Reliance Industries	Conglomerate	No	Y
Prashant Maniar	Managing Director	Omega DX (Asia), Pvt Ltd	Life Sciences	Yes	Y+1
Anil Chandhok	Director	Chenab Impex Pvt Ltd	Food and Drink	No	Y+1
R Kannan	Head Corporate Performance Monitoring and Research	Hinduja Group India	Conglomerate	No	Y
Gopalan Rajagopalan	Head, TCS Scotland & UK/I Sales Director	TATA Consultancy Services	Global Business Solutions	Yes	Y
PV Srinivas	Head, API R&D	Cipla India	Life Sciences	No	Y

Kiran Marthak	Member of Board of Directors and Global Head – Clinical Development	Lambda Therapeutics Limited	Life Sciences	No	Y
Firuz Parikh	Jaslok Hospital, IVF	Jaslok Hospital	Healthcare	No	Y
Ramesh Bijlani	Chairman	Supreme Group	Finance	No	Y+1
Rajkiran Rai	Managing Director	Union Bank of India	Financial Services	No	Y+1
Surendera Kumar	Owner	Garnet International	Infrastructure and Finance	No	Y
Paresh Shah	Founder	PP Shah and associates	Finance	No	Y
S K Jain	Head of Corporate Finance (Ex chairman of Union Bank)	Liberty Group	Conglomerate	Yes	Y
Rajiv Bajaj	Executive Director Business Development	Liberty Group	Conglomerate	Yes	Y
Urmila Shah	COO India	Liberty Group	Conglomerate	Yes	Y
Sanjay Vazirani	CEO MD	Food Link	Conglomerate	No	Y+1
[Redacted]			RaviTrehan's Family	No	Y
Renu Shome	Director	The Council of EU Chambers of Commerce in India	Intermediary	No	Y
Ashwini Bhide, IAS	Managing Director, MMRC	Mumbai Metro Rail Corporation Ltd.	Infrastructure	No	
Aditya Puri	Managing Director, HDFC	HDFC (in partnership with Standard Life)	Finance	No	
Kewal Handa	Chairman, Union Bank of India	Union Bank Of India	Finance	No	
Ratan Tata	Industrialist, Investor, Philanthropist	Tata Group	Conglomerate	No	
Rishi Agarwal	Managing Director	ABG Shipyard	Ship Building	No	
JayaKumar	Managing Director and CEO	Bank of Baroda	Finance	No	

Dinabandhu Mohapatra	Managing Director and CEO	Bank of India	Finance	Yes	
Arundhati Bhattacharya	Former Chairman	State Bank of India	Finance	No	
Chanda Kochhar	Managing Director and CEO	ICICI	Finance	No	
Praveen Pardeshi	Additional Chief Secretary, CMO	Maharashtra Government	Government of Maharashtra	No	