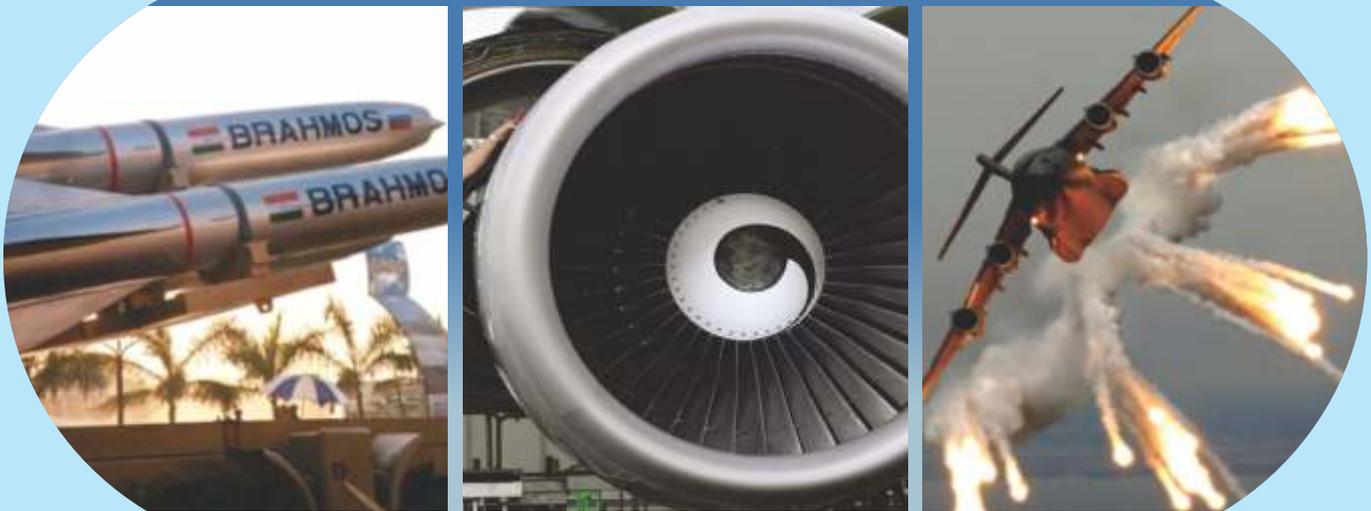


International Conference on Defence Offsets

"Leveraging Opportunities to create capabilities
in Defence and Homeland Security manufacturing"



Date: 10th January 2013 | **Time:** 1030 hours

Venue: Radisson Blu Hotel Ahmedabad, Near Panchvati Cross Roads,
Off C.G. Road, Ambawadi, Ahmedabad, Gujarat

Event Partner



Knowledge Partner



Knowledge Paper Partner



Organizers



Defence sector in India

The Indian aerospace and defence market presents an attractive and significant opportunity for Indian and foreign companies across the supply chain.

- The defence expenditure of the Government of India accounts for approximately 13% of its total expenditure. India's defence spending has grown tremendously to 38 billion USD in 2012 as against 30.52 billion USD in 2009 at a compounded annual growth rate (CAGR) of 7.6%.
- The country's spending on defence sector is expected to exceed USD 100 billion over the next 5 years.
- With around 75% of defence requirements being met through imports currently, the Government of India has set a target of meeting 70% of defence needs internally in the next 5 years. This opens up a huge opportunity in this sector.

As per India's Ministry of Defence (MoD), in the last five-and-a-half years, India has signed 17 defence offset contracts worth approximately USD 4.28 billion. Offset contracts worth approximately USD 3.44 billion were signed while procuring aircraft and systems for the Indian Air Force. Indian Navy booked total offsets worth USD 843 million while acquiring fleet tankers, maritime reconnaissance aircraft, radars and UAVs.

The announcement of revised defence offset policy by the country's Ministry of Defence (MoD) opened a plethora of opportunities for the foreign players as well as domestic defence sector. The objectives of the offset policy have been spelt out clearly, making it easier for vendors to structure their offsets. These changes are likely to make the offset burden less onerous and encourage technology transfers and setting up of production units in the country. As per the revised guidelines, transfer of technology (ToT) has been made eligible for offsets, multipliers allowed; banking provisions liberalized, and time frames for the discharge of offsets has been relaxed.

With India's military and civilian contracts to overseas customers starting to take off, a massive aerospace manufacturing and services eco-system is expected to emerge in India in the coming days. Further, the recent changes in the offset policy is likely to provide a major thrust to the development of the country's private, small and medium enterprises (SMEs) in procurement of defence equipment. It will also facilitate these firms in accelerating their specific business units.

Immense opportunity is now available to the original equipment manufacturers and their suppliers to leverage India's competitive advantages in manufacturing and information technology as well as benefit from the revised offset obligations in setting up units in India.

Synergies for growth in defence offsets sector in Gujarat: huge potential for the SME sector

Gujarat has emerged as a state with excellent infrastructure facilities and can offer both forward and backward supply chain linkages to the defence offset and homeland security equipment manufacturing sector. Gujarat has a plethora of companies manufacturing precision engineering goods which can be further aligned with the defence offset sector's requirement. The homeland security equipment manufacturing, which involves a lot of advanced technologies, also offers a great opportunity for the state based SMEs which are ready to align themselves with the latest technologies. The Small and Medium Enterprise (SME) in Gujarat has an imperative at the base of the Aerospace and Defence.

Gujarat has a strong SME sector which has shown its robust growth even during the recessionary times. The global integrators in India may provide value added trainings and certifications to the local SME supplier base which can be developed in Gujarat. Specific clusters dedicated to precision engineering can be developed across the state which will ensure that the state benefits the most out of this opportunity. Gujarat should also explore setting up Centres of Excellence, along with best in class infrastructure for product testing and validation, dedicated to the defence sector.

Gujarat's advantage in emerging as a strong defence manufacturing base

Robust infrastructure with surplus power

Skilled manpower availability and least manpower loss

Presence of a matured Engineering sector

Robust manufacturing SME sector

Strong Government focus and support for the sector

Key drivers for the defence sector

Government support

Emphasis on technology enabled manufacturing

Focus on R&D for sustainable growth

Promoting the growth of SMEs in the defence offset sector

Developing effective human resource skills

“Leveraging Opportunities to create capabilities in defence and homeland security manufacturing”

With a view of bringing together the SMEs of Gujarat and the global and Indian defence industry on a single platform, Federation of Indian Chambers of Commerce & Industry (FICCI) and Government of Gujarat are pleased to announce ‘International Conference on Defence Offsets’ on the eve of Vibrant Gujarat on January 10, 2013 in Ahmedabad.

The conference will revolve around the theme of ‘Leveraging Opportunities to create capabilities in defence and homeland security manufacturing’ and suitable business regulatory framework for making Gujarat integral to indigenization and defence industrial base in the country.

It will bring together officials from the Ministry of Defence, Gol, Gujarat government, global OEMs, Indian industry, defence and homeland security industry experts and SMEs on a common platform to create a momentum towards striking successful partnership and joint ventures that will pave the way for creating the defence industrial base in the state. Towards this end, the conference will also have B2B and B2G meetings.

PROGRAMME STRUCTURE

Thursday, 10 January 2013, 1030 Hrs – 1600 Hrs

1000 hrs	Registration
1030 hrs	Inaugural Session
1100 hrs	Tea / Coffee
1115 hrs	Plenary Session on Defence Offsets: Leveraging Opportunities to Create Capabilities
1245 hrs	Networking Lunch
1330 hrs	Panel Discussion on Opportunities and Business Regulatory Framework for Defence Manufacturing
1500 hrs	Interactive Session with Honourable Chief Minister of Gujarat
1530 hrs	Interaction between Honourable Chief Minister of Gujarat and Defence Industry Delegation
1600 hrs	End of Conference

Vibrant Gujarat Summit is a biennial event organized by the Government of Gujarat aimed at bringing together business leaders, investors, thought leaders, policy and opinion makers to learn and explore business opportunities in Gujarat.

Vibrant Gujarat Summit 2013 – January 11 - 13, 2013

GUJARAT India's growth engine

- Strategic location
- Robust physical, social and industrial infrastructure
- Home to many of India's most ambitious projects
- Abundant natural resources
- Transparent, business-friendly policies
- Land bank availability for industrial use
- The right work-life balance
- Large pool of skilled human resources
- Pro-active governance

FOCUS AREAS

- **Manufacturing with focus on Engineering, Auto, Gems & Jewellery, Technical Textiles, Specialty Chemicals, Pharmaceuticals & Biotechnology, Defense Offset and ESDM**
- **Sustainable Development with focus on Urban development**
- **Innovation and Knowledge with focus on R&D and Human Capital**
- **Service Sector with focus on IT, ITeS, KPO & BPO, Tourism, Financial Services**
- **Ports, Ship building & related Industries**
- **Renewable Energy and Technologies**
- **Agribusiness & food processing**

Focus on Business & Networking – Summit to Summit Promotion

Focus on Business & Networking + Development Agenda

2003

2005

2007

2009

2011

2013

Reestablishing Gujarat as Investment Destination

Making Gujarat as Preferred Investment Destination

Making Gujarat as Most Preferred Investment Destination

Showcasing Gujarat – The Growth Engine of India

The Global Business Hub

The Global Business Hub

Innovation, Sustainability, Skill and Knowledge sector focus

- The Vibrant Gujarat Summits have succeeded in establishing Gujarat as the most favoured investment destination of India and a networking platform for sharing of knowledge and technology from across the world
- The exhibition during Vibrant Gujarat is an ideal platform to showcase products and services
- One-on-one meetings, roundtable sessions, conferences etc. between investors and government officials are the highlights of the summit



For more information and sponsorship, please contact:

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