



WORLD TRADE CENTER LEEUWARDEN AND THE
CONSULTATE GENERAL OF THE KINGDOM OF
THE NETHERLANDS IN BENGALURU PRESENT
THE WEBINAR SERIES:

OPPORTUNITIES WITH INDIA'S IT AND DIGITAL INDUSTRY

INTRODUCTION

India is the leading global sourcing destination across the world for IT. India has become the digital capabilities hub of the world with around 75 percent of global digital talent present in the country. India has the IT experience and counts for several global players like Infosys, Wipro, TCS, Mindtree and Tech Mahindra. Already several Dutch companies are using Indian IT talent. This webinar series is to familiarise the Dutch businesses on how they can leverage business potential and opportunities in India in the area of Information Technology. The series will give an overview of all the key elements about this sector in India and how they can go about doing business in India. The webinar series is especially of interest to those Dutch companies looking for IT solutions, IT talent, cooperation, contacts, outsourcing and the way to do business with the Indian IT sector.

TOPICS

Webinar 1: How Dutch majors and SME's can leverage business opportunities with Indian IT and digital expertise

2ND JUNE, 2020

Webinar 2: Exploring distinct ways of collaboration between Indo-Dutch in the area of IT

9TH JUNE, 2020

How Dutch majors and SME's can leverage business opportunities with Indian IT and Digital expertise

WEBINAR 1

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KEY TAKEAWAYS:

- Overview of India's geography, demography, cultural and economic landscape
- Emerging Trends and Opportunities in the area of IT and Digital Sector in India
- Opportunities emerging from COVID related challenges in India
- Overview of market entry strategies which can be adopted by Dutch companies to enter India
- Overall legal insights for Dutch companies undertaking business with/and in India
- Key insights on IP and HR related laws in India relevant from the Dutch business perspective
- Overview of exit strategies, Funding and repatriation of Income in a tax efficient manner to the Netherlands from India

2ND JUNE

SPEAKERS:

11:00 - 12:10

- Representative from PwC India
- Mr. Huzefa Tavawalla – Head: Disruptive Technologies Practice group at Nishith Desai Associates
- Ms. Amudavalli Kannan – Senior Member, Corporate Practice Group at Nishith Desai Associates

TIME AGENDA

- | TIME | AGENDA |
|-------|--|
| 11:00 | <ul style="list-style-type: none">• Welcome address by Deputy Consul General Heine Lageveen – Consulate General of the Kingdom of the Netherlands in Bengaluru |
| 11:05 | <ul style="list-style-type: none">• Key note address by (TBC) |
| 11:10 | <ul style="list-style-type: none">• Presentation by Representative from PwC in India |
| 11:30 | <ul style="list-style-type: none">• Presentation by Huzefa Tavawalla - Head: Disruptive Technologies Practice group at Nishith Desai Associates |
| 11:50 | <ul style="list-style-type: none">• Q&A |
| 12:05 | <ul style="list-style-type: none">• Closing Remarks and Introduction Virtual Trade Mission to Bengaluru by Evert Jan Schouwstra (Managing Director WTC) |
| 12:10 | <ul style="list-style-type: none">• End of session |

How Dutch majors and SME's can leverage business opportunities with Indian IT and Digital expertise

WEBINAR 2

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KEY TAKEAWAYS:

- How to invest in India
- Outsourcing services and Technology Development to India
- Points to keep in mind while entering into a JV with an Indian company
- Identifying tech/channel partner in India
- How to initiate and advance operations of a small to medium sized tech company in India from the Dutch perspective?
- How to Identify talent from India to work for a tech company in the Netherlands

SPEAKERS:

9TH JUNE

11:00 - 12:30

- Representative from PwC India
- Mr. Anand Kailash - Head of Technology at Viteos India (An Intertrust Group)
- Mr. Bhushan Patil - Founder at Multiply Ventures (Ex-Paytm, Alibaba, Yahoo)
- Mr. Huzefa Tavawalla - Head: Disruptive Technologies Practice group at Nishith Desai Associates
- Ms. Amudavalli Kannan – Senior Member, Corporate Practice Group at Nishith Desai Associates
- Mr. Ramakrishna Puranam - Senior General Manager (Strategic Partnerships and Alliances) at Wipro

TIME AGENDA

- | TIME | AGENDA |
|-------|---|
| 11:00 | • Welcome address by Consul General Gert Heijkoop – Consulate General of the Kingdom of the Netherlands in Bengaluru |
| 11:05 | • Key note address by (TBC) |
| 11:10 | • Panel Discussion on "Exploring distinct ways of collaboration between Indo-Dutch in the area of IT" |
| 12:00 | • Q&A |
| 12:20 | • Closing Remarks and Introduction Virtual Trade Mission to Bengaluru by Evert Jan Schouwstra (Managing Director WTC) |
| 12:30 | • End of session |