



DOING BUSINESS
GLOBAL
BALLY
IN THE DIGITAL AGE

BANGALORE, 24 APRIL 2018 | MUMBAI, 27 APRIL 2018



Time	Session title	Speakers/location
1:00 pm	Registration and luncheon	Conrad Bangalore/St. Regis Mumbai
1:45 pm – 2:10 pm	Doing business globally in the digital age: setting the context	<p>Ashok Lalwani Principal, Head - International Capital Markets Group and Chair India Practice, Baker McKenzie, Singapore</p> <p>Gary Seib Chair Asia Pacific, Baker McKenzie</p> <p>Radha Ahluwalia Managing Director, IMA</p>
2:15 pm – 3:15 pm	<p>The rise of the digital century</p> <p>The digital age is overwhelming in the scope of change it is engendering; that change is silent, and it is fast. It has overtaken how we live, and will transform how we work. This era coincides with transformative trends underway also in the geo-political and regulatory domain. How will global industry respond? What are the country's finest businesses seeing as opportunity in these times, what are the calls to action internally that will be demanded? Will a borderless world get the greatest fillip because of digital, pushing back on nationalist agendas because technology does not recognize borders? Will India's global competitive edge rise and if so then what will define that new era from an internal excellence standpoint? Which risks remain attendant? Engage with two of India's finest business minds on the fundamentals that you will need to unlearn before you learn how to excel, how to win, in this brave new world.</p>	<p>Chaired by Radha Ahluwalia Managing Director, IMA</p> <p>Bangalore: Bhaskar Bhat Managing Director, Titan Industries</p> <p>Anand Kripalu Managing Director, United Spirits</p> <p>Mumbai: Anish Shah Group President Strategy and Member of the Group Executive Board, Mahindra Group</p> <p>D Shivakumar Group Executive President - Strategy and Business Development, Aditya Birla Group</p>
3:15 pm – 3:45 pm	Coffee break	



Time	Session title	Speakers/location
3:45 pm – 4:30 pm	Breakout sessions: series I Breakout I Digital consumers: changing paradigms <p>The digital economy's greatest opportunity is its hyper-personalized access to a massive world of consumers, bigger and easier to scale than ever before. The flip side lies in the fact of a complete shift of power over your brand to the consumer – there is quite literally, nowhere to hide; organizations must live their promises and every stakeholder now has a say in your future. Access is two-ways, or must be, and liability, if you get it wrong, can be crippling. What are the new rules of the game to build sustainable consumer relationships; how must the bulwark of responsible engagement and right to access now be built? How will this change going forward? Engage on these key issues with those for whom these already are existential questions.</p>	<p>Moderator: Michael Mensik Partner, Baker McKenzie, Chicago</p> <p>Bangalore and Mumbai:</p> <p>Jaspreet Bindra Digital Transformation Expert, former CDO, Mahindra Group</p> <p>Lothar Determann Partner, Baker McKenzie, Palo Alto</p>
	<p>OR</p> Breakout II Supply chains: excellence 2.0 <p>Businesses are being reinvented at the customer end in the digital age. Even more so, however, are global supply chains. As digital access enables truly competitive supply chains to form, the intricacies of global supply chain management itself will change. Whilst one component of this is regulatory oversight, the other really is operational strategy, as both structures and time to market morphs in today's hyper competitive arena. Talk through how the supply chain eco-system will evolve in the next few years, creating a web of online access and physical footprints like never before.</p>	<p>Moderator: Sonia Baldia Partner, Baker McKenzie, Washington DC</p> <p>Bangalore: Shekar Viswanathan Vice Chairman, Toyota Kirloskar</p> <p>Mumbai: Tanushree Bagrodia CFO and VP - IT, NRB Bearings</p> <p>Jon Cowley Partner, Baker McKenzie, Hong Kong</p>



Time	Session title	Speakers/location
	<p>OR</p> <p>Breakout III Compliance: the 'must win'</p> <p>The transformative impact of the digital economy is only just being felt in India. That said, the 'borderless' nature of digital commerce as indeed, digital companies, whilst lending formidable competitive advantage, is increasingly under the regulatory scanner, as governments across the world seek to ensure that the 'game' is fair and the taxman's due is rightfully claimed. India's 'equalization levy' is among its first signals of how the nation will review both goods and services transfers in this era. Talk through how this environment is evolving and how your business must prepare itself to operate in a powerful, virtual world of both financial transactions and customer promise.</p>	<p>Moderator: Richard Dean Partner, Baker McKenzie, Washington DC</p> <p>Bangalore: Chandrashekhar Thyagarajan CFO, IBM</p> <p>Mumbai: Subbiah Kumar CFO, CEAT</p> <p>AS Kumar General Counsel and Executive VP Corporate Affairs, Cipla</p> <p>Mini vandePol Partner, Baker McKenzie, Hong Kong</p>
4:30 pm – 4:45 pm	Change of hats	



Time	Session title	Speakers/location
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4:45 pm – 5:30 pm

Breakout sessions: series II

**Breakout IV
Talent & workforces: quantum change, quantum gain**

The greatest impact of the digital age is possibly on talent, on workforce and organizational structures – and for good reason. The rise of a digital consumer/customer landscape now demands both a new set of skills within our teams, just as it demands a lightening fast pace of response to expectations. The rise of AI will change our need for talent by quantity, but it will also demand new skill sets altogether, as digital consumers and greater machine automation tilt the balance in favour of some organizations versus others. Competitors and collaborators will merge, and how you engage and create internal culture will define your sustainability. How will tomorrow's organizations be structured? Will individual agents who excel in their field but won't be tied down to a single organization actually be harnessed from anywhere in the world? How sharp a change do you need to make in your existing teams, first in mindset and then in capabilities? Engage on this most crucial issue as you think through the human fabric of your organization in this high potential, but high risk, new world.

Moderator: **Sonia Baldia**
Partner, Baker McKenzie,
Washington DC

Bangalore and Mumbai:

S Venkatesh
Group President HR, RPG Group

Bangalore:

Parag Pande, MD
Global HR Geographic Services
Delivery Lead, Accenture

Shannon Donnelly
Partner, Baker McKenzie,
Washington DC



Time	Session title	Speakers/location
4:45 pm – 5:30 pm	<p>Breakout V M&A: layered opportunity</p> <p>In the next decade, a bulk of acquisitions, both global and domestic, will be driven by the need for scale, but most so, by the need for relevance. Firms will acquire capabilities in the digital arena because they cannot be home built. Those acquisitions will be for products, or services and for talent that is native to this digital reality. That is however, easier said than done. How do you identify the cultural match, how do you arrive at the right valuations, how will you run due diligence when the diligence is of technology and of data, how do you identify the cultural match and how do you then integrate that business into your own. What are some emergent structures that can be brought into play; how will organizational growth now stem from this necessary avenue? Discuss the 'how' of this high potential avenue from the perspective of both opportunity and risk.</p> <p>OR</p> <p>Breakout VI Digital payments: the new normal</p> <p>In May 2017, the world's cryptocurrencies crossed the crucial USD 100 billion market capitalization mark. Despite a rising acceptance, countries are still coming to terms with what cryptocurrencies and the technologies that underpin them actually mean. In many ways, this is a logical way to take forward a rising 'virtual world'. When you engage online, you may as well transact online, and digital funds flow can morph, despite strong regulatory pushback, into cryptocurrencies. How does this world actually work? Will digital payments now also begin to include currencies like the Bitcoin and enable transactions in the real and not just the virtual world? How do you regulate your business, with which attendant risks and which opportunities? As India's government itself encourages digital payments, how will guiderails be put to ensure value creation and not destruction? Engage with a future-focused panel that reviews how digital payments and cryptocurrencies are changing the rules of the game.</p>	<p>Moderator: Samantha Mobley Partner, Baker McKenzie, London</p> <p>Bangalore: Vineet Agrawal Chief Executive, Wipro Consumer Care and Lighting</p> <p>Mumbai: Sushil Agrawal Group CFO, Aditya Birla Group</p> <p>Philippe Reich Partner, Baker McKenzie, Zurich</p> <p>Tim Sheddick Partner, Baker McKenzie, London</p> <p>Moderator: Radha Ahluwalia Managing Director, IMA</p> <p>Bangalore: Manish Dewan Executive Vice President, SBI Card</p> <p>Mumbai: Rajiv Rai Chief Digital Officer, Edelweiss Finance</p> <p>Gavin Raftery Partner, Baker McKenzie, Tokyo</p>



Time	Session title	Speakers/location
	<p>Breakout VII Cybersecurity: rising threat</p> <p>At a recent IMA CEO Forum, a former Home Secretary to the Government of India outlined cyber crime as the greatest attendant threat to the nation. The ability of cyber criminals to de-rail organizations (both actual transactions and reputation are at risk), India's most sensitive installations (of energy, water and academia) and government is strong – and rising. Some of the world's biggest brains are hackers, and entire industries it is said, flourish in country after country with the sole purpose of negative disruption; the cybercrime economy is in fact, flourishing. It is not just a nuisance, but also a risk, to personal safety and to personal, organizational and national wealth. How do you ready yourself for the risk to cyber security? Debate needed best practices with experts and practitioners as they weigh in on what we need to do, and what not, in this time when crime itself is now on a new plane.</p>	<p>Moderator: Michael Mensik Partner, Baker McKenzie, Chicago</p> <p>Bangalore and Mumbai: Burgess Cooper Partner, Information and Cyber Security, EY India</p> <p>Bangalore: Tanushree Bagrodia CFO and VP - IT, NRB Bearings</p> <p>Lothar Determann Partner, Baker McKenzie, Palo Alto</p>
5:30 pm – 6:00 pm	Coffee break	



Time	Session title	Speakers/location
6:00 pm – 7:15 pm	<p>Nationalism: the rise of a protectionist world</p> <p>Decadal sluggishness of growth, of job creation in most countries across the world has reflected in the rise of an era of nationalism, of greater protectionism as both politician and policy maker seek to protect 'turf'. Equally, there is a palpable sense in both multilateral regulators and national ones to better 'govern' big enterprise, even more, global enterprise in a bid to ensure higher compliance on every plane, and higher governance. Little typifies this more than the United States of America that has in just over a year changed multiple paradigms – in taxation, in tariffs and in employment opportunities. Europe is equally a cauldron of change as the EU tries to remain 'together' and the UK readies for Brexit. The opportunities for corporations in Europe are multiple, but they demand a review of changing paradigms, again on almost every plane. This is most so given the rise of digitalization that is, by its very nature, sans barriers. For businesses with a global footprint – or aspiration – business strategies will need to respond in ways not even considered just a few years ago. Engage with an authoritative panel at the closing of Doing Business Globally 2018 as they talk through the specifics of what these changes mean for businesses and as they illustrate how the world's most durable firms are reacting and redefining opportunity in this most unusual of eras as the world returns to a higher growth orbit.</p>	<p>Chaired by Radha Ahluwalia Managing Director, IMA</p> <p>Pramit Pal Chaudhuri Foreign Editor, HT</p> <p>Jon Cowley Partner, Baker McKenzie, Hong Kong</p> <p>Richard Dean Partner, Baker McKenzie, Washington DC</p> <p>Samantha Mobley Partner, Baker McKenzie, London</p>
7:15 pm	Cocktails and dinner	

IMA India reserves the right to alter the programme as necessary.

IMPORTANT:

As you are aware, IMA adheres strictly to session timings as a mark of courtesy to both speakers and delegates. We would request your attention to this.

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