

3rd US - India Conference
A Transforming India: Tapping Growth Opportunities
Friday, 7th September, 2018: Spieker Forum, Haas School of Business, UC Berkeley

CONFERENCE AGENDA
(as on 27 August, 2018)

0815 – 0900 hrs	Registration
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0900 – 1015 hrs	Inaugural Session
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Welcome Address	Carol Christ Chancellor, University of California, Berkeley
Introductory Remarks	Rekha Sethi Director General, All India Management Association
Address	Catherine Wolfram Acting Associate Dean for Academic Affairs and Cora Jane Flood Professor of Business Administration, Berkeley Haas
Address	T V Mohandas Pai President, AIMA and Chairman, Manipal Global Education Services and Former Director of Infosys, India
Address	Sunil Kant Munjal Conference Chairman and Chairman, The Hero Enterprise
Special Address	Ambassador Venkatesan Ashok Consul General of India, San Francisco
Keynote Address	Dinesh Trivedi Former Minister of Railways and Member of Parliament, Lok Sabha, India
Concluding Remarks	Solomon Darwin Executive Director, Garwood Center for Corporate Innovation, Haas School of Business, University of California, Berkeley

1015 – 1115 hrs
Plenary Session 2

Digital India: An El Dorado for Start-up Investors

Wal-Mart's purchase of Flipkart, India's domestic online retailer, for \$16 billion is a big moment for India's start-up sector. It vindicates the faith shown by global investors in Indian start-ups' potential. Since 2014, local and foreign funds have put in more than \$33 billion in nearly 3,000 start-ups in India. The sector is evolving rapidly and the bulk of the money is going into the successful start-ups. India has immense potential for disruptive start-ups in every area and it has an unbeatable

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combination of a huge consumer market and an enormous supply of technology talent. The government is supportive of the start-up sector and it has launched a Start-up India programme to digitize the country's economy. There are immense opportunities for technological interventions in several high growth areas, such as retail, transportation, logistics, education, energy etc and it is a gold rush that no tech investor can afford to miss.

- What kind of investment opportunities are available in India's start-up sector?
- How can India make its start-ups more attractive to the global investors?
- How can the American investors compete against the Asian investors for the best Indian start-ups?

Chairman

Sunil Kant Munjal

Conference Chairman and
Chairman, The Hero Enterprise

Keynote Speaker

John T Chambers

Founder and CEO, JC2 Ventures and
Chairman Emeritus, Cisco

Interaction with Audience

1115 – 1145 hrs

Networking Tea / Coffee Break

1145 – 1245 hrs

Plenary Session 3

Panel Discussion: Envisioning India's Digital Economy

India already has about half a billion internet users and their number is expected to double by 2025. The government is digitizing public services and private finance with an aim of taking the country's digital economy from \$400 billion to \$1 trillion mark in the next 6-7 years and then to \$5 trillion by 2030. The biggest American and Chinese digital companies are vying for a piece of the action in India and they are also funding the country's fast-growing start-up sector. Digitization has already taken roots among consumers, particularly in the areas of communication, entertainment, banking, finance, retail, and travel. Digitization is also changing manufacturing, agriculture, healthcare, education etc. Still, India has only scratched the surface of its digital potential. However, to grow faster, India's digital economy requires a regulatory regime that creates trust among the users and simultaneously opens the economy to greater data flows. Without that balance, digitization could end up making the economy more bureaucratic and restricting growth.

- What does India need to do to achieve its target of \$1 trillion digital economy in the next few years?
- How can the start-ups become the leaders of India's economic growth?
- How can India ensure rapid growth and innovation in its digital economy while ensuring its digital security?

Chairman

Vikram Chandra

Founder, Editorji Technologies

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Panellists

T V Mohandas Pai

President, AIMA and
Chairman, Manipal Global Education Services and
Former Director of Infosys, India

Vivek Wadhwa

Distinguished Fellow at Harvard Law School and Carnegie Mellon
University's College of Engineering at Silicon Valley

Akhil Bansal

Deputy CEO, KPMG in India

Solomon Darwin

Executive Director, Garwood Center for Corporate Innovation,
Haas School of Business, University of California, Berkeley

Interaction with Audience

1245 – 1330 hrs

Networking Lunch

1330 – 1430 hrs

Plenary Session 4

Panel Discussion: India's Healthcare Sector: Feeling Alright

India's healthcare sector is booming and it offers tremendous opportunities for both investors and the innovators. The sector's annual revenues are getting close to \$200 billion and with a CAGR of more than 16%, its business is likely to double within five years. The hospitals sector alone is generating revenues exceeding \$65 billion and its size is expected to double by 2022. Since opening up the sector to FDI in 2000, India has received \$5 billion investment in it. Though the healthcare sector is tightly regulated, there is a tremendous scope of participation for investors and innovators across the board, particularly in hospital management services, medical equipment & devices, robotics & AI, diagnostic services, medical tourism, analytics and consultation offshoring and alternative healthcare systems.

- *What US companies could do to participate in the sector's growth and also to make it truly equitable and inclusive?*
- *How developed economies like the US could nurture a new genre of innovation to address the impediments that stand in way of making healthcare much more accessible, affordable and accountable?*
- *How can technology be leveraged to use India's healthcare talent for global markets while also improving healthcare affordability in India?*

Chairman

Munis D Faruqi

Chair of India Studies, Director, Institute for South Asia Studies, UC Berkeley

Panellists

Preetha Reddy

Vice Chairperson, Apollo Hospitals

Eric Goosby

UN Secretary-General's Special Envoy on TB and
Professor of Medicine at UCSF School of Medicine

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Clifford Samuel

Sr. Vice President - Access Operations & Emerging Markets, Gilead Sciences

Interaction with Audience

1430 – 1530 hrs
Plenary Session 5

Panel Discussion: Shaping and Governing Globalization: Forging New Growth Partnerships

The escalating trade war between the US and its large trading partners is threatening to disrupt the rule-based trade order. The protectionist turn of the involved powers is sucking in others too and it threatens to unleash a full-scale world trade war. The growing tendency to disregard the multilateral forums and take unilateral actions is eroding the legitimacy of the existing global trade regulator. The resurgent nationalism is also interfering with the digital integration of the world economy, which is eating away some of the growth potential. However, Asia and Europe are still willing to bet on lower trade restrictions, exemplified by the EU-Japan free trade agreement. China is even reinventing globalization through its Belt & Road initiative. Yet, without the world's largest economy, there cannot be any meaningful global trade order. The world desperately needs to reimagine trade governance and partnerships for the sake of global peace and prosperity.

- *What will it take to prevent a world trade war in these times of competitive victimhood and protectionism?*
- *What are the key changes required in trade governance to address the concerns of national sovereignty and local jobs?*
- *How is digitization reshaping globalization?*

Chairman

Jay Stowsky

Senior Assistant Dean for Instruction, Haas School of Business, UC Berkeley

Panellists

Rajeev Gowda

Member of Parliament, Rajya Sabha, India

AnnaLee Saxenian

Dean of the School of Information, UC Berkeley

Sanjay Kirloskar

Vice President, AIMA and
Chairman and Managing Director, Kirloskar Brothers Ltd

Sudhir Jalan

Chairman & Managing Director, Meenakshi Tea Co. Ltd

Sean Randolph

Senior Director, Bay Area Council Economic Institute

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1530 – 1630 hrs
Plenary Session 6

Panel Discussion: How to Spot a Unicorn: Scaling up the Start-ups

Too much speculative money chasing too few genuine ventures has made the start-up ecosystem resemble a casino. After two decades of searching and rearing rare unicorns, the VCs need to bring discipline to funding disruption. It is wasteful to spray capital across the field and hope that some of it finds a beanstalk. For the later stage investing to grow, it is important to identify and nurture the start-ups with real businesses and the start-ups that can actually turn disruptive ideas into industry dominance.

- *How can the investors spot potential unicorns early and rear them?*
- *What can the American VCs do to tap India's latent start up potential?*
- *Can India's domestic entrepreneurs emulate the success of the Indian start up founders in the US?*

Chairman

Toby Stuart

Faculty Director, Berkeley-Haas Entrepreneurship

Panellists

Anil Kamath

Fellow and Vice President of Technology, Adobe

Ajeet Singh

Co-Founder and Executive Chairman, ThoughtSpot

Parthsarathi Trivedi

Co-Founder and CEO, Skylo Technologies, Inc.

Venktesh Shukla

General Partner Monta Vista Capital; ex Chair, TiE Global

B V Jagadeesh

Managing Partner, KAAJ Ventures

Interaction with Audience

1630 hrs

Conference concludes with Networking High Tea

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