



IATA Cargo in Emerging Markets Series India 2006

Can India Fulfill Its Promise?

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5-6
December 2006
New Delhi
India



Often positioned as the new Cargo Promised Land, India will have to prove that it can sustain its growth and develop the necessary infrastructure to support this increase. Similar to other emerging markets such as China, Eastern Europe and Latin America, India's booming demand for air cargo transportation presents serious challenges to its infrastructure.

As air cargo carriers, integrators or freight forwarders, you are targeting India to support your own development. But many pitfalls still remain: domestic regulation, security and safety standards, lack of technologies and adequate facilities, local customs procedures, to name a few.

Commencing with the Indian Market, the Cargo in Emerging Markets Series will provide solutions to overcome the challenges facing the air cargo industry in these fast growing markets.

Exclusive data
and unparalleled
networking
opportunities!

The only forum offering all you need to know about doing cargo business in India!

- » Unveiling the Indian Government's cargo development plan: First-hand information from **Minister of Civil Aviation, India**
- » Let's talk frankly: Picture vs. reality
- » What is different about doing business in India? - The complete checklist
- » First mover stories: UT Worldwide India, British Airways World Cargo and DHL

Who You Will Meet

- » **Cargo business professionals including:** COOs, Heads of Cargo, VPs, Senior Executives, Directors, Managers, Analysts
- » **Working for:** cargo airlines, shippers, integrators, forwarders, logistics providers, warehousing, express operators, airports, investment banks, insurance companies, law firms, consulting companies and trade organisations
- » **Responsible for:** cargo, operations, strategy, market/business development, government affairs, legal/finance

Networking Events

IATA Cargo Achievement Celebration Cocktail

Meet your future cargo business partners at the cocktail where IATA will celebrate new cargo achievements in India with cargo professionals from all around the world.

Benefits of Attending

- » Excellent networking opportunities! Meet with top-level speakers and delegates from all over the world and from the region.
- » Get the best overview of this market and its environment to align your development strategy successfully.
- » Keep up with the latest trends and strategies of the key players in this fast-growing market.
- » Hear industry leaders discuss the key principles underlying their success in the region.
- » Learn about the solutions for overcoming the approaching air cargo industry challenges in these growing markets.

Programme

Day One December 5, 2006

0900-0905

Chairman Opening

Erik Visser, Director, Global Cargo Solutions, IATA

0905-0910

Welcome Remarks

Vipul Jain, CEO & Managing Director, Kale Consultants Ltd.

0910-0915

IATA Opening Remarks

Aleks Popovich, Global Head of Cargo, IATA

0915-0945:

“India's Cargo Future is Starting Now”: Indian Civil Aviation Commitments and Plans

India has not given very high priority to the air transport industry in the past. Though Cargo has been completely neglected, it seems that this situation is about to change. The past two years have seen many new dynamic and aggressive policies developed and implemented in Civil Aviation. The Indian Government has made huge commitments and plans for the air transport industry, and Air Cargo in particular. Examples include the cargo hub in Nagpur, the development of cargo-related infrastructures, facilitating foreign investments, etc.

Praful Patel, Minister for Civil Aviation, Government of India

0945-1015

Air Cargo in Numbers: What's Going On?

Be informed of the most reliable and up-to-date figures and forecasts for the Air Cargo industry around the globe, in emerging markets and specifically the Air Cargo trends and outlook for India.

Brian Pearce, Chief Economist, IATA

1015-1100

Let's Talk Frankly!

What is the reality behind the words? Of course, figures are incredible, potential growth is outstanding and plans miraculous, but do you get paid for your services, what ground-handling and maintenance support could you rely on, etc.? Please, let's talk frankly!

Vijai Kondath, President, ACAAI

Tulsi Nowlakhia Mirchandaney, Senior Vice President, Marketing & Projects, Blue Dart Express Ltd.

Representative from a local airline to be announced

1100-1115 Q&A

1115-1145 Coffee Break

1145-1245

Seeking Market Opportunities?

Asia is in the spotlight of the international cargo industry. With the strong support of its government to completely restructure its air cargo network, India is considered by many as the new Cargo Promised Land. After reading between the policy lines, what are the real market opportunities for foreign cargo airlines?

Hemant Bhattbhatt, Partner, Deloitte Haskins & Sells

Des Vertannes, Head of Cargo, Gulf Air Cargo

Snehal Parikh, Managing Director, Lemuir Group & Board Director, DHL Danzas Lemuir Pvt. Ltd.

1245-1300 Q&A

1300-1430 Lunch

1430-1530

What is Different About Doing Business in India?

India is a very complex country and society in term of ethnic and linguistic diversity, because it brings together a vast number of different social, regional and economic groups with distinct cultural practices. Doing business in India requires a good understanding of its cultural and business practices. Understanding its particularities and adapting your approach to them is the very first step to doing business in India.

Ram Menen, Divisional Senior Vice President Cargo, Emirates

Kaushik Shaparia, Managing Director, Head of Global Transaction Banking India, Deutsche Bank AG

Yuan-Liu Huang, Partner, Egon Zehnder

1530-1600 Q&A

1600-1630 Coffee Break

1630-1730

Strengths and Weaknesses in the Supply Chain in India

Is it already possible to achieve the well known seven Rs in India - the right product in the right quantity and condition, at the right place, at the right time, for the right customer at the right cost?

Let's make a 360-degree check of the supply chain in India, including efficient handling & customs clearance, airports' capacity, safety, perishable goods, live animals, etc.

K. K. Jalan, Secretary-General, Apparel Export Promotion Council

Stephan Widrig, Chief Commercial Officer, Bangalore International Airport Limited

Peter Chong, Cargo Director, Asia Pacific, IDFS, IATA

1730-1800 Q&A

1930-2230

IATA Cargo Achievement Celebration Cocktail

Exclusive
Presentation!

Exclusive
New Analysis!

» Can India Fulfill Its Promise?

Day Two December 6, 2006

0900-0945

Emerging Markets: Thinking outside the box as your business strategy

How creativity and innovation are key to future success in the rapidly evolving emerging air cargo markets

The air cargo market is rapidly growing and evolving in line with customer needs, competitive pressures and emerging technologies. To succeed, creativity and innovation are required for all aspects of your business strategy – customer offerings, supply chain integration, technology, business processes. The ability to think outside the box will be a hallmark of industry leaders and their success in emerging markets.

Mr. Jain will discuss the need for creativity and innovation and relate examples that will shape the business model of the future.

Vipul Jain, CEO & Managing Director, Kale Consultants Ltd.

0945-1000 Q&A

1000-1045

Success Story: UT Worldwide India

UT Worldwide (India) Pvt. Ltd., a subsidiary of UTi Worldwide, established operations in India during a tough period and had to start from scratch. Today, they have grown their business exponentially, to become the country's largest airfreight forwarder. Their success reflects a strong blend of organic growth and growth through acquisitions. Their success secret: staying connected with the customer's supply chain requirements, and working with a blend of people, processes, and technology to make that happen.

Raajeev A. Bhatnagar, Managing Director, UT Worldwide (India) Pvt. Ltd.

1045-1100 Q&A

1100-1130 Coffee Break

1130-1245

International Funding

Heinrich C. Bofinger, Air Transport Consultant, The World Bank
Tejpreet P. Chopra, President & CEO, GE Commercial Finance India

1245-1300 Q&A

1300-1430 Lunch

1430-1500:

Success Story: British Airways World Cargo

India is a key link in British Airways World Cargo's business. British Airways World Cargo [BAWC] has undertaken significant expansion in India recently with increases in freighter, truck and airline capacity. This has been driven by socioeconomic factors in India and her trading partners. Freight forwarders have reacted positively to BA World Cargo, and are open to comment on our strengths. The economic growth of India is leading to greater demand for logistics services that reflect the increasing sophistication of exports, and new products introduced by BA World Cargo this year have been adopted early. The impact of China's large exporting economy presents a challenge to India, and BAWC has an important presence in that market also. However, we have learned that every market is different both culturally and in business terms, and we reflect that difference in our approach to emerging markets.

Baba Devani, Vice President Sales and International Customer Services, British Airways World Cargo

1500-1515 Q&A

1515-1545

Success Story: DHL Express India

DHL was the first player in India to be a pure express player. Since the brand was a well-known name, the company built on its credibility to leave its imprint on the entire country. DHL was also the first to invest in infrastructure at the airports in Delhi. As for marketing, DHL has aggressively implemented innovative strategies for exports and imports. And finally, they have massively invested in local companies and are managing their acquisitions.

Senior representative, DHL Express India Pvt. Ltd. (TBA)

1545-1600 Q&A

1600-1630 Coffee Break

1630-1715

Looking to the Future

IATA has played a part in changing Reso in India, moving to CASS and in due course of time to get India on the e-freight map. But a lot of work is still required to strengthen Air Cargo in India. Working together with Freight forwarders, Airlines & Government is the key to air cargo development in India. As part of India's future, IATA will also be supporting the Government to look ahead and change policy in order to develop the export and import movements of Freight.

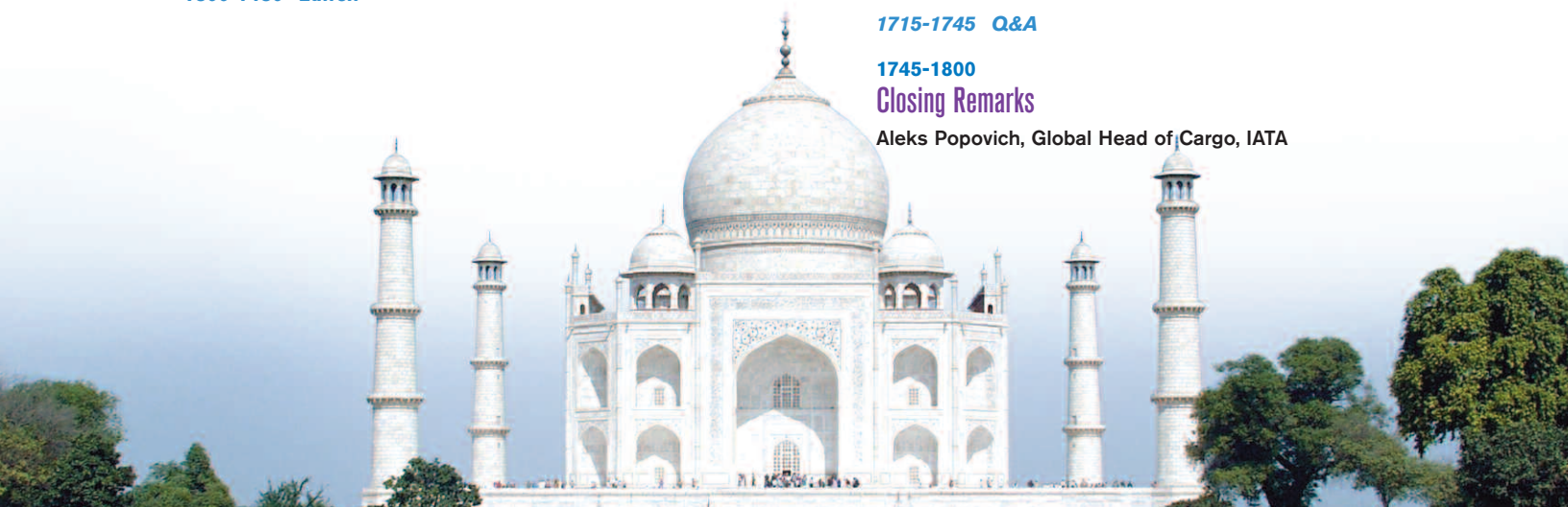
Sunil Chopra, Manager, IDFS India, IATA

1715-1745 Q&A

1745-1800

Closing Remarks

Aleks Popovich, Global Head of Cargo, IATA



Venue



New Delhi, the capital and one of India's fastest growing cities, is a fusion of the ancient and the modern. Standing along the West End of Gangetic Plain, the capital city, Delhi, unwinds a picture rich

with culture, architecture and human diversity, deep in history, monuments, museums, galleries and gardens. Comprising of two contrasting yet harmonious parts, the Old Delhi and New Delhi, the city is a travel hub of Northern India. Narrating the city's Mughal past, Old Delhi, takes you through the labyrinthine streets passing through formidable mosques, monuments and forts. The imperial city of New Delhi displays the finely curved architecture of British Raj. It generates a mesmerizing charm reflecting well-composed and spacious streets under the shade of beautifully lined avenues of trees and tall and imposing government buildings.

Hotel



The Taj Mahal Hotel, New Delhi is one of the most distinguished addresses in the national capital. It is located in the exclusive residential area of Lutyens' Delhi, close to the seat of government

and minutes away from the bustling city centre. Graceful Mughal architecture blends aesthetically with modern facilities. The hotel is a city landmark, centrally located, in close proximity to key areas. It is a 40-minute drive from the airport and near the bustling city centre, Connaught Place, Pragati Maidan, Government offices and Diplomatic missions. All 296 executive rooms including 27 suites are complete with state of the art technology yet retaining the true essence of India with its rich and warm texture. Featuring six meeting rooms for business meets and cocktails or receptions and luxuriant gardens, the hotel also boasts four specialty restaurants and the city's most eclectic lounge bar. The Taj Mahal Hotel has been awarded the 5 Star Diamond Award by the American Academy of Hospitality.



Register NOW!

Book your seats **ONLINE**
www.iata.org/events/cem2006
or **FAX** the registration form overleaf:
+1 (514) 874 2654

Sponsorship & Exhibition

Sponsoring and exhibiting at IATA Cargo in Emerging Markets Series - India 2006 provides an ideal opportunity to meet with a focused and targeted audience, outstanding networking opportunities, as well as association with the IATA brand, a world class global endorsement.

For further information, please contact:

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Registration Form

IATA Cargo in Emerging Markets Series – India 2006

5-6
December
2006

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Complete this form using BLOCK LETTERS

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Last name: _____

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Registration Fees (US DOLLARS)

Please select one:

Registration Fee

(before 14th September, 2006) \$1,095.00 + 12.24% VAT = \$1,229.03

(after 14th September, 2006) \$1,295.00 + 12.24% VAT = \$1,453.51

IATA Member Airlines and Strategic Partners CNS Subscribing Carriers and Agent Forwarders Government Authorities

(before 14th September, 2006) \$ 795.00 + 12.24% VAT = \$ 892.31

(after 14th September, 2006) \$ 995.00 + 12.24% VAT = \$1,116.79

IATA Developing Nation Airlines:

To apply for IATF (International Airline Training Fund) sponsorships, please contact **Mr. Oscar Haro** at haroo@iata.org

Register 2 delegates and get the third one for free!

(To benefit from this promotion, all 3 registrations MUST BE FROM THE SAME ORGANISATION, SENT AND PAID AT THE SAME TIME.)

Please register me for this event. I agree to abide by the terms stated herein and acknowledge that upon registration I am liable for payment pursuant to the terms.

Signature: _____

* Local tax is subject to change.

Register ONLINE at www.iata.org/events/cem2006

or FAX the completed form to: +1 514 874 2654

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- Via the IATA Clearing House (Members of IATA Clearing House and ACH only)
- By direct bank transfer to:
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Account Number: 400- 9387
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Terms

* **IATA has a 30-day payment policy and reserves the right to refuse entrance to any event.** Within 30 days prior to the event, invoices will be issued on a "payment upon receipt" basis only. Conference fees include attendance at the event, all conference documentation, lunches, morning and afternoon refreshment breaks, cocktail receptions and dinners, if applicable. It does not include accommodation or breakfast. In the event of bad debt, and where a Debt Collector's services are required, an additional cost of 35% will be levied to the outstanding balance.

* **Cancellation Policy:** Cancellations must be received in writing 2 weeks before the event (**21 November 2006**) and will be subject to a cancellation administration fee of 20% of the applicable fees unless a substitute Delegate is found. In the case of credit card payments, an additional charge of 6% will apply to cover credit card charges. After this date, the full registration fee will apply (suitable substitutions will, however, be accepted). There will be no refund for no shows.

* **Privacy Policy:** IATA occasionally makes its delegate lists available to selected industry third parties upon your permission.

Yes, I would like to receive industry-related information from a third party.

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