

WEBINAR

INDIA INFRASTRUCTURE MARKET ACCESS PROGRAM (I2MAP)

ABOUT THIS WEBINAR

The webinar will provide a snapshot on the Indian market, managing risks and challenges of operating in the region and export opportunities to India. The webinar will also provide an overview on India Infrastructure Market Access Program.

WHY YOU SHOULD ATTEND

- Learn about current market opportunities in infrastructure, urban development and future transport from Mr. Munish Sharma Commercial Consul and Trade Commissioner, South Asia;
- Learn about key market challenges and managing risks when operating in India
- Learn about Austrade's India Infrastructure Market Access Program culminating into market visit during Ministerial-led mission to India in February 2020
- Hear directly about the Indian scale-up ecosystem and role of innovation hubs like Maker's Lab from Mr. Nikhil Malhotra, Global Head of Innovation at Tech Mahindra, the AUD7bln Indian multinational subsidiary of the Mahindra Group

SPEAKERS

- **Mr. Munish Sharma**
Commercial Consul and Trade Commissioner, South Asia
- **Mr. Nikhil Malhotra**
Global Head of Innovation at Tech Mahindra and creator of Maker's Lab

MARKET INSIGHTS

According to "An India Economic Strategy to 2035" report submitted to the Australian Government, India offers opportunities for niche services in smart city development, including urban planning, transport management, road safety, water and sanitation. The report also makes reference to some of the challenges of doing business in India, noting for example that 'India marches to its own tune'.

Important information

Date: 21st Nov 2019
Time: DST 3.30 to 4.30 pm
(Sydney Time Zone)
Register by: 18th Nov 2019

Cost: Free

Who should attend?

Innovative Australian Infrastructure Scale-up/SME's, operating in following areas:

- Smart cities
- Water resource management
- Smart grids
- Telecom Infrastructure
- Intelligent Transport Systems
- Road, Rail, Airports, Ports
- Logistics
- Future transport

Urban development and associated infrastructure investment is a major source of growth for India. Australia can provide expertise in niche services for smart cities development including urban planning, transport management, road safety, water and sanitation and waste management.

India Economic Strategy

In this context, Austrade in collaboration with key partners, have curated a three month I²MAP program for innovative Australian infrastructure scale-ups & SMEs.

Program Benefits:

- Gain insights on doing business in India & industry information through briefings, boot camps & webinars (virtual)
- Opportunity to validate & refine your business model through discussions with industry mentors, who are business leaders and entrepreneurs (virtual),
- Access to potential customers, government agencies and connect with service providers
- Opportunity to pitch to potential investors and strategic partners
- Five day market visit program coinciding with Australia India Business Exchange (AIBEX) in February, 2020

India is well positioned to boasts of one the largest scale-up ecosystems in the world with 40k active and running home grown enterprises, about 300 incubators and accelerators, including more than 30 corporate incubators, about 14 international exchange missions and multiple collaborations with academia and corporates across the global.

MORE ABOUT THE SPEAKER/S

Details



Munish Sharma is based in Chennai, India where he commenced his posting as Commercial Consul and Trade Commissioner for Infrastructure -South Asia in January 2018. Munish has held numerous positions with the Australian Trade & Investment Commission over the past 20 years, both in Australia and internationally. Prior to taking up his posting in India, he was Manager of the Advisory Services and Consumer sector in Sydney. He was also previously the National Manager for Infrastructure and ICT teams in Australia. Munish holds a Bachelor of Business from University of South Australia and Masters of Business Administration from the Australian Graduate School of Management (UNSW).



Nikhil Malhotra is the global head of innovation and creator of **Maker's Lab**, a unique **Thin-q-bator** space within **TechMahindra**. Nikhil has been working with TechMahindra for the past 11 years and is now leading the growth of AI and machine learning within the organization. Nikhil's area of personal research has been natural language processing, enabling machines to talk the way humans do. Nikhil has also designed an indigenous robot in his lab, as a personal assistant. He lives by a dream of creating smart machines that would wed human emotions with artificial intelligence to make lives better. He is also a leading speaker on practical use of AI and the future that AI beckons.

LIMITED PLACES - REGISTER NOW

Register now to this free webinar [rsvp - ashwini.shah@austrade.gov.au](mailto:ashwini.shah@austrade.gov.au). The registration confirmation email will include all webinar log-on information. If you require help with registration, please call 13 28 78.

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