



THE CANADIAN CHAMBER OF COMMERCE
LA CHAMBRE DE COMMERCE DU CANADA

Boosting Economic Ties and Cutting Barriers Strategies for Closer Economic Relations

2007 Canadian Chamber of Commerce India Business Forum

Monday February 5, 2007
Toronto Board of Trade, Toronto

Keynote Presentations:



Sandra Pupatello
Minister of Economic
Development and Trade and
Minister for Women's Issues
Government of Ontario



Gary Comerford
Vice President & Managing
Director, International
Sun Life Financial

Partners:



The Toronto
Board of Trade

Canada-India
Business Council



Conseil de Commerce
Canada-Inde



Chambre de Commerce
Indo-Canada
Chamber of Commerce

Title Sponsor:



Summit Sponsor



Associate Sponsor

BOMBARDIER

Heenan Blaikie LLP
Lawyers | Patent and Trade-mark Agents

Lunch Sponsor

Deloitte.



2007
Canadian Chamber of Commerce
India Business Forum

The business world is rapidly awakening to the potential of India. Now the 10th largest economy in the world, the 4th largest in terms of purchasing power parity and with recent growth rates in the 8 percent range, India has rapidly become an important economic player.

Canada is not well represented in this growing market and we lag other countries in looking for opportunities. Currently India represents less than 0.5 percent of Canadian exports and less than 1 percent of Canadian imports. Moreover, India is but a small part of Canada's destinations for foreign direct investment (FDI), registering less than half a percent of Canada's total FDI outflows. While there are notable exceptions, India does not figure as significantly as it should in the business plans of many Canadian companies.

There are opportunities for Canadian business to do much more with India. And there are opportunities for Indian business and investment in Canada but we do not seem to be on India's radar screen in a significant way. What is standing in the way of a greater two-way economic partnership?

To answer this question, the Canadian Chamber has undertaken an India project that includes research, expert consultations, a business forum and member discussions. The results of those initiatives will culminate in the publication of a major research paper that will guide the Canadian Chamber's advocacy work aimed at significantly increasing economic activity between our two countries.

To register visit www.bot.com

Program

Boosting Economic Ties and Cutting Barriers – Strategies for Closer Economic Relations

7:15 a.m. Registration opens

7:30 a.m. Breakfast
Keynote Presentation



Gary Comerford
Vice President &
Managing Director, International
Sun Life Financial

9:20 a.m. **Canadian Interests and India –
The Offence and the Defence**
Business is being urged to have an
India strategy, not only to take
advantage of the opportunities in
India but also to prepare for the
competition from India. In practical
business terms, what stands in their
way from increasing business in India
or being better prepared for the
Indian onslaught?



Yuen Pau Woo
President and Co-CEO
Asia Pacific Foundation of Canada

General Session

8:40 a.m. **Opening Remarks**
Sean Finn, Chair
Canadian Chamber of Commerce
Senior Vice President, Public
Affairs, Chief Legal Officer and
Corporate Secretary, CN



8:45 a.m. **Canada's Current Economic
Interaction with India: Integrative
Trade and the Indian Tiger**
Canada's businesses can improve
their competitiveness and
productivity by using India-based
manufacturing and production
facilities. India represents a \$1
billion market for Canadian goods
and is becoming an increasingly
attractive destination for foreign
investment. Integrative trade is
becoming the norm. What barriers
stand in the way of Canadian
businesses using these platforms to
their advantage?



Stephen Poloz
Senior Vice-President, Corporate
Affairs and Chief Economist
Export Development Canada

10:05 a.m. **Health Break**

10:20 a.m. **Breaking Down the Barriers: The
Policy Agenda for Success**
Many Canadian companies from
various industrial and service sectors
are evaluating what opportunities
India presents. Indian companies
seek markets and investment
opportunities in Canada. Do we have
the right policy framework and
infrastructure to deal with India's
opportunities? What needs to change
if Canada is to be a real player in
India's domestic and investment
growth?



David Good
Chief Representative, North
America
The TATA Group



Karen Oldfield
President & CEO
Halifax Port Authority

To register visit www.bot.com

Program

Boosting Economic Ties and Cutting Barriers – Strategies for Closer Economic Relations

11:15 a.m.

Regulation and Investment: Understanding the Different Environment

Two-way trade is important for closer economic relations between Canada and India. But, business has concerns about the excessively burdensome regulation, labour laws, protection, transparency and similarly, is Canada as welcoming of Indian investment as it should be? What issues must be addressed in both countries?



Murray Jans
President
M.A. Jans & Associates



Shaleish Verma
President & CEO
State Bank of India
(Canada)

Luncheon

12:15 p.m.

Luncheon and Keynote Presentation



Sandra Pupatello
Minister of Economic Development and
Trade and Minister for Women's Issues
Government of Ontario

1:30 p.m.

Forum Conclusion

Recommendations? What is needed?
Where to from here for business and
government?



Nancy Hughes Anthony
President & CEO
Canadian Chamber of Commerce

To register visit www.bot.com