



John R. Kasich, Governor

Department of Development

Christiane Schmenk, Director



Ohio Department of Development India Trade Mission 2012

The Ohio Department of Development invites you to take part in a trade mission to New Delhi and Mumbai (Bombay), India from April 21 – April 27, 2012. The mission will be led by the Ohio Department of Development’s Office of Export Assistance. The purpose of the mission is to assist Ohio small businesses with exporting their products and services to this dynamic and rapidly growing market.

Ohio Mission Participants Will Receive:

- **Business Matchmaking:** Customized one-on-one business appointments with prospective agents, distributors, or buyers in each city. Participants will average three to five business appointments each day, depending upon the company’s products, services, and objectives.
- **Market Research:** Valuable market research including industry sector information and target company profiles.
- **In-country Business Briefings:** Briefings by local business and government officials will provide extensive market knowledge.
- **Trade Office Staff Support:** Global Trade Manager Lindsay Beckman will be available to assist with preparation for the mission as well as post-mission follow-up. The Ohio India Office staff will provide in-country support services.
- **Ground Transportation:** Group transportation from airport to hotel will be provided.
- **Group-rate Accommodations:** Block hotel bookings will be available.
- **Business Service Support:** Assistance finding and arranging drivers and interpreters will be available.

Trade Mission Itinerary

Saturday, April 21	P.M. Depart U.S. for India
Sunday, April 22	P.M. Arrive in New Delhi, India
Monday, April 23	A.M. India Country Briefing/Working Breakfast Individual Business Meetings in New Delhi
Tuesday, April 24	Individual Business Meetings in New Delhi
Wednesday, April 25	Individual Business Meetings in New Delhi P.M. Depart for Mumbai, India
Thursday, April 26	Individual Business Meetings in Mumbai P.M. Networking Reception
Friday, April 27	Individual Business Meetings in Mumbai P.M. Depart Mumbai for U.S.



India Gate in New Delhi, India

Why Export to India?

- World's largest democracy, with 12 billion people
- Rapid economic growth, with the gross domestic product increasing by 9 percent in 2011–12
- Skilled labor force and strong knowledge base, with a significant English speaking population
- India is Ohio's 12th largest export market. In 2010, Ohio exported \$570.1 million worth of products to India, representing a 50 percent increase from 2009
- Untapped market potential

Opportunities

- India's infrastructure, transportation, energy, environmental, health care, high-tech, and defense sector requirements for equipment and services will continue to increase as India's economy globalizes and expands.
- India's gross domestic product, currently growing at more than 9 percent, makes it one of the fastest growing economies in the world. Construction of nearly everything, from airports to container ports to teleports, is setting the stage to remake India. India's entrepreneurs and technologists have the vitality and knowledge to make the country a global economic powerhouse, and the infrastructure requirements present numerous trade opportunities for Ohio companies.

Focusing on Energy and Aerospace

- The Power and Energy Infrastructure sector in India is poised for a major takeoff. Currently, the sector is in a revolutionary growth phase with a vision to provide reliable, affordable, and quality power for all of India by 2012. The Accelerated Power Development and Reforms Program has mandated a capacity addition of more than 15,600 MW per annum.
- In 2010, Ohio exported \$29.4 million worth of aircraft and spacecraft equipment to India. The U.S. Export Control Reform Initiative, as well as billion-dollar wins by Lockheed and Boeing in India, have encouraged Western defense companies to become more optimistic about the India defense market.



Mumbai, India

Registration and Costs

Registration deadline is March 1, 2012.

Mission Participation Fee: \$600 per person

- Includes in-country staff support, group airport to hotel transportation, country briefings and networking events, pre-trip and in-country staff support.
- Mission delegates are responsible for their own airfare, lodging, meals, and miscellaneous expenses.

For additional information and to register, please contact:

Lindsay Beckman, Office of Export Assistance
Phone: (614) 466-5017
Email: Lindsay.Beckman@development.ohio.gov

The Ohio International Market Access Grant for Exporters

International Market Access Grant for Exporters (IMAGE) is a program funded by the State of Ohio and the U.S. Small Business Administration as part of the National Export Initiative to double U.S. exports by 2015. Companies can apply for an IMAGE award of up to \$3,000 to be reimbursed to offset up to \$6,000 of the qualifying expenses (at 50 percent) associated with a trade mission.

Eligible expenses include: Market research and appointment setting fees, economy class airfare, and lodging.

For more information, please visit www.IMAGE.development.ohio.gov or call (614) 466-5017

