

Swedish Power Business Delegation to India

16 – 18 May 2011

India's power market, the world's third largest, has an energy deficit of 15%. India is planning investments of SEK 2200 billion in its power sector between 2012- 17 in order to meet its long-term power demand.

Indian Power – substantial investments in generation and transmission

- Expansion of electricity generation with 102 600 MW over the coming five years
- Modernization of the existing generation capacity of 147 400 MW
- Upgrade and expansion of India's transmission network - the world's third longest (6.5 million km)
- Introduction and expansion of a national grid

Participating in the Business Delegation gives you the opportunity to

- Meet key stakeholders and influencers
- Identify current and future business opportunities within Indian power market
- Get insights on ground realities
- Get insights on key success factors to do business on the Indian market



Meet key stakeholders and influencers

The focus of this delegation will be to meet key stakeholders and influencers such as major power companies, consultants, industry associations and government representatives. This will help you build network and relations to grow your business on the Indian market.

Identify current and future business opportunities within Indian power market

There are major projects in the pipeline in generation and transmission in India. Stakeholders that the delegation will meet are recurring names and involved in the majority of these projects. Therefore the delegation will give you a realistic view of the business opportunities that are available on the Indian power market.

Get insights on ground realities

The Indian market is very large but also complex. Knowing how things work “on ground” is crucial to success. The delegation will give you opportunity to see how the work is being done on site.

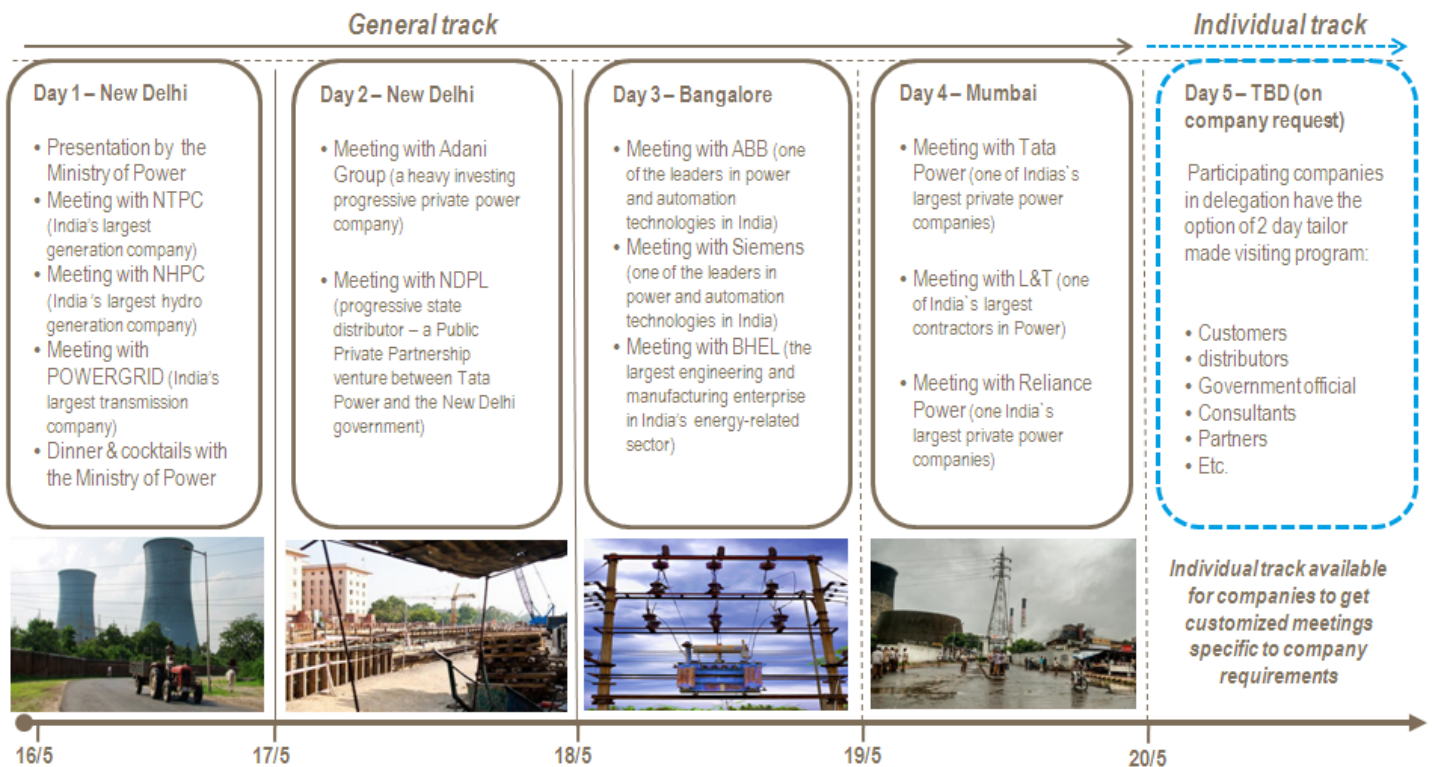
Get insights on key success factors to do business on the Indian market

The delegation in combination with STC experience from the Indian market will give you knowledge about how to do business on the Indian market and the key success factors.

PRELIMINARY POWER DELEGATION PROGRAM

16 – 19 MAY (GENERAL TRACK)

20 MAY (OPTIONAL INDIVIDUAL TRACK)



Who should participate?

You should participate if you have products or services to offer within the power sector.

The fee for this delegation (general track) is SEK 35.000 per person and company. Additional persons within the same company can participate at a fee of SEK 25.000 per person.

The fee covers:

- Participation in the program
- Local transports in New Delhi, Bangalore and Mumbai
- Flight between New Delhi – Bangalore and Bangalore - Mumbai
- Meals within the program
- Other arrangements within the program, e.g. on site visits etc.

The fee does not cover:

- Accommodation
- Travel to and from India (Sweden – New Delhi, Mumbai – Sweden)

Swedish Trade Council will coordinate accommodation in New Delhi, Bangalore and Mumbai at negotiated rates.

Individual track available for companies to get customized meetings specific to company requirements

Last day of registration

Last day of registration for participating in the delegation is April 1, 2011.

More information and contact

If you would like to get more information regarding the delegation contact us by e-mail or phone.

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The Swedish Power Delegation to India

May 16 -19, 2011

We hereby accept to participating in the Swedish Power Delegation to India according to the conditions in the invitation.

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Company name

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Contact person

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Title

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Org. no.

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Address

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Email

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Web

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Phone Fax

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Mobile

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Date and signature

Conditions

The registration is binding and no refund option will be available in case of any cancellation

100% of the consulting fees will be invoiced upon acceptance

Invoicing will be done in SEK. Terms are 20 days after the date of invoicing. VAT will be added when applicable.

The Swedish Trade Council's General Conditions for Assignments (last revised May 2, 2002) govern the performance of this project.

Fax/email a scan of the acceptance to:

Ulrika Bohman, Head of New Delhi office

Email: ulrika.bohman@swedishtrade.se

Fax: +91 11 4606 7106

Appendix The Swedish Trade Council's General Conditions

GENERAL CONDITIONS FOR PARTICIPATION IN JOINT EXPORT ACTIVITIES

(1 October 2002)

1. General

The Swedish Trade Council (hereinafter referred to as STC) undertakes to carry out the export activity described in the invitation on condition that the necessary number of companies sign up by giving binding notice of participation and no obstacles or difficulties of the kind specified in section 5 exist in regard to the performance of the activity.

2. Participation fee

Companies taking part in the activity undertake to cooperate in order to achieve its aim and facilitate its performance and also to pay the fee specified in the invitation. Participation in the activity may not be made available or assigned to a third party without the prior written consent of STC.

Unless otherwise expressly stated, all prices are exclusive of VAT.

The participation fee shall be paid in advance.

If the price has been specified in SEK and STC has to pay certain costs in local currency, the price shall at the time of payment be adjusted if the exchange rate has changed by more than 5% between the date of the invitation and the date of invoicing.

In the event of fewer companies signing up for the activity than required in the invitation, the participating companies undertake to pay an increase not exceeding 10% of the participation fee.

The term of payment is twenty days from the invoice date. In the event of late payment, penalty interest is payable at the current Swedish reference rate ("referensränta") plus eight (8) percentage points. Any costs for collection or other measures to obtain payment will be charged to the company.

3. STC's undertakings

STC's undertakings are limited to what is stated in the invitation and the present conditions. Payments for services that STC has undertaken to perform by written agreement, over and above what is included in the activity, shall be made as they fall due after invoicing. STC is entitled to depart from the method specified in the invitation of performing the activity if its performance requires this.

4. Cancellation etc

A company which is bound by having given notice but which subsequently wishes to abandon or reduce its participation in the activity shall pay a participation fee minus any reduction in STC's outlays arising thereby, subject to a minimum of 25% of the participation fee.

5. Force majeure etc

STC may cancel the activity or postpone carrying it out for a reasonable period if any obstacle to or unreasonable increase in the cost of carrying it out arises or if carrying it out would jeopardise the safety of persons or property affected by the activity, due to an event or circumstance outside STC's reasonable control (force majeure). Such events or circumstances include acts of violence or a risk of acts of violence of all kinds (including war, hostilities, acts of sabotage etc.), natural phenomena (earthquakes, hurricanes, floods etc.), sudden events which cause injury or damage (fires, explosions etc.), labour conflicts (strike, lockout, blockade, working to rule etc.), events and interventions of an official nature (changes in the law, new legislation, a change in the exchange rate), and other unforeseen events or unforeseen consequences of foreseeable events such as lack of transport, a shortage of skilled workers, power cuts etc.

STC shall inform the participating companies in an appropriate manner as soon as possible after force majeure is deemed to exist.

In addition to what is stated in the first paragraph of this section, the effect of invoking force majeure is that STC will be absolved from economic consequences, including damages for delay in carrying out the activity or for the activity not being carried out at all or not being carried out as agreed.

Participating companies may – if the activity is postponed – cancel their future participation, in which connection the relevant parts of section 4 shall apply.

6. Disputes etc

Any dispute, controversy or claim arising out of or in connection with this agreement, or the breach, termination or invalidity thereof, shall be finally settled by arbitration in accordance with the Rules for Expedited Arbitrations of the Arbitration Institute of the Stockholm Chamber of Commerce. This agreement shall be governed by the substantive law of Sweden.