



DEFENCE & SECURITY SECTOR TRADE MISSION TO INDIA DELHI – BANGALORE - MUMBAI, 5th - 10th February 2012

A perfect opportunity to meet the local Indian business community

UKTI-DSO, in co-operation with ADS, is offering an outstanding opportunity for UK defence companies to meet key decision makers and potential partners in the Indian Defence Sector.

The Trade Mission will be led by a UK Defence Minister. It has the full support of the Indian Ministry of Defence with Dr Pallam Raju, Minister of State for Defence leading for the Indian Government.

India is the dominant conventional military power in the region with over 1.3 million personnel. However, India's desire for a modern, self-reliant and leading edge defence sector is a key tenet of its transformation of its armed forces. It is estimated that the Indian defence budget will rise to some \$42Bn by 2015. Furthermore, India is likely to spend some \$100Bn on defence acquisitions in the current Five Year Plan (2007 – 2012) and some \$120Bn in the subsequent Five Year Plan (2012 – 2017).

The UK has traditionally been a major supplier to India. At its peak, in the last decade, a 10% UK market share represented average annual sales of £250m for UK defence companies. However, since then the UK share has been eroded by increasingly fierce competition from Russia, Israel, France and particularly from the US who have targeted India as a key, strategic market. It is, therefore, a crowded market place but one which is simply too big and too important to ignore.

The Indian Ministry of Defence has now challenged the UK to be more pro-active and generally up its game. India greatly admires the UK's world class defence engineering prowess and sees a marriage with its own impressive defence industrial base as a logical progression for future business.

The Trade Mission provides a perfect opportunity to take up the Indian Government's challenge and clearly demonstrate UK companies keenness to engage. UKTI-DSO and ADS intend to organise pre-deployment briefings for UK missioners

The Trade Mission will provide a cost-effective vehicle for British companies across the air, sea and land sectors to explore the opportunities for joint ventures with like-minded Indian companies. It is planned to visit three Indian cities or hubs, each with a particular focus: Delhi for the overarching Indian government perspective; Bangalore for aerospace systems and Mumbai for naval and land systems. Each hub will also provide an opportunity for in depth discussions on defence issues of the moment which are fundamental to doing business in India.

A range of private sector and government speakers will provide an overview of the defence market place and environment in India. Face to face discussions between UK missioners and Indian defence companies will be facilitated in each hub by the relevant Indian defence trade associations and local chambers of commerce. In this way, the intention is to make the Trade Mission attractive to both UK companies who are well established in India and newcomers to this exciting market.

DRAFT PROGRAMME

Saturday 4 February 2012

- Fly to New Delhi

Sunday 5 February 2012

- Midday - Minister Arrives
- Evening briefing at British High Commission

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ADS Group Limited. Registered Office: Salamanca Square, 9 Albert Embankment, London, SE1 7SP, UK. Reg. No. 7016635 England & Wales.

Monday 6 February 2012

- Conference and Exhibition at Manekshaw Centre
- Evening reception at British High Commissioner's Residence

Tuesday 7 February 2012

- Visit to Delhi industry
- Fly to Bangalore
- Visit to Defence Industry Park
- Evening reception with Deputy High Commission Bangalore

Wednesday 8 February 2012

- Visits to Indian prime companies
- Evening free

Thursday 9 February 2012

- Fly to Mumbai
- Visit to Mazagon Docks Ltd and other Indian companies
- Evening reception with Deputy High Commission Mumbai

Friday 10 February 2012

- Visit to Larsen & Toubro
- Mission wash-up / debrief
- Flights depart from Mumbai to London

Travel Package & Visas

ADS will appoint a travel agent to prepare a package of internal flights and accommodation to fit with the above programme. A detailed flyer will be sent upon receipt of completed registrations forms. ADS & UKTI DSO will also assist with the visa application process.

Mission Costs

Participants will be required to cover the following costs:

1) ADS Management Fee

ADS will charge each participating company a management fee of around £750 plus VAT (members) / £800 plus VAT (non-members), which will cover costs associated with organising and accompanying the mission, design and printing of the mission brochure, in country minibus transport to and from meetings and all networking reception costs. NB: **UKTI DSO is investigating innovative funding streams which would significantly reduce the fee.**

2) UKTI OMIS Fee

The British High Commission in New Delhi will charge ADS an OMIS fee to set up the group programme. This charge will be recharged equally between UK companies and based on an assumption of 25 companies participating in the mission is anticipated to be around £670 plus VAT per company.

3) Travel Accommodation

Participants will need to cover all their flights, accommodation and personal expenses associated with the mission programme. ADS will appoint a travel agent to prepare a package of internal flights and accommodation to fit with the above programme. A detailed flyer will be sent upon receipt of completed registrations forms. ADS/UKTI DSO will also assist with the visa application process.

To Participate

To secure your place on the mission please complete and return the attached booking form by **Wednesday 11 January 2012** or for further information about the event please contact:

Gen Richards

ADS Group Ltd

Tel: +44 (0) 207 091 4500 / Fax: +44 (0) 207 091 4545

Email: gen.richards@adsgroup.org.uk



COMPANY / ORGANISATION AND CONTACT

Company Name	<input type="text"/>		
Address	<input type="text"/>		
	<input type="text"/>		
Contact Name	<input type="text"/>	Post Code	<input type="text"/>
Position	<input type="text"/>	Website	<input type="text"/>
Email	<input type="text"/>	Fax	<input type="text"/>
Telephone	<input type="text"/>	Mobile	<input type="text"/>

PARTICIPATION OPTIONS: Cost per company

ADS Members: £750 plus VAT + £670 plus VAT = £1420 plus VAT

Non-Members: £800 plus VAT + £670 plus VAT = £1470 plus VAT

Objectives for participating in this mission and types of Indian customers we wish to meet (please state specific names if known)

Company Profile for inclusion in mission brochure (100 words max)

Please also send by email a 300dpi corporate logo and passport size photograph of your mission delegate/s

- Payment in advance is required to secure your booking and should be received with this application form.
- Cancellations: Charges will apply. Please read the Terms and Conditions for Participation in ADS Events accompanying this application form.
- Submitting a completed application form confirms your agreement to the Terms and Conditions for Participation in ADS events.
- Submission of the credit card information below confirms your agreement to debit those details for the required booking payment.

METHOD OF PAYMENT - Please tick relevant box

Credit Card

Cheque

BACS

CREDIT CARD: Please tick relevant box

VISA*

VISA Debit*

MasterCard*

AmEx**

Card No:

Expiry Date:

Maestro No:

CVI No

Name as it appears on card:

Registered Card Address:

Post Code:

Signature:

* For VISA, VISA Debit or MasterCard payments please enter the three digit CVI number or security code from the reverse of the card.

** American Express credit cards are subject to a 3.85% fee. Please include the four digit CVI number or security code from the reverse of the card.

Please note: ADS will destroy the CVI code once payment has been processed.

CHEQUE: I enclose a cheque for £ made payable to "ADS Group Limited"

BACS: A Purchase Order number of Company Reference MUST be quoted with a Bank Transfer payment

Sort Code: 60 - 08 - 13 Account Number: 58057145 IBAN GB68 NWBK 6008 1358 0571 45

VAT Registration Number 991 2734 95

National Westminster Bank, 2 Alexandra Road, Farnborough, Hampshire, GU14 6YR, UK. A receipted invoice will be forwarded.

PLEASE SEND YOUR COMPLETED BOOKING FORM TOGETHER WITH PAYMENT TO:
 Gen Richards, ADS Group Ltd, Show Centre, ETPS Road, Farnborough, Hampshire, GU14 6FD, UK
 Tel: +44 (0) 207 091 4500 Fax: +44 (0) 207 091 4545 Email: gen.richards@adsgroup.org.uk

TERMS AND CONDITIONS FOR PARTICIPATION IN ADS EVENTS

1. Definitions

In these terms and conditions the following words and expressions shall have the meaning as shown:

Application	means the request made by the Participant to attend or participate in the Event and submitted in the manner specified to the ADS Group.
Contract	is the contract formed between the Participant and the ADS Group as a result of the Application being accepted by the ADS Group.
ADS Group and ADS	means ADS Group Limited.
Event	means the conference, exhibition, seminar, demonstration, meeting, lunch, dinner, or other type of occurrence to which the Application refers.
Organiser	means the owner or organiser of an exhibition with whom the ADS Group has leased an area exhibition space for sub-letting in parts to a number of Participants.
Participant	means any individual, firm or corporate body (which expression shall include where the context admits, its assignees and successors) taking part in or attending an Event organised or managed by the ADS Group).
Price	means the total sum payable by the Participant to the ADS Group in connection with an Event.

2. General

Participation in any Event organised by the ADS Group is subject to the terms and conditions given below and all other terms and conditions contained in any purchase order or proposed by a Participant are excluded from the contract, including any variation, unless agreed by the ADS Group in writing. Submission of a completed Application to participate in or attend an Event organised by the ADS Group shall constitute acceptance of these terms. The ADS Group reserves the right to refuse an Application without explanation.

The headings in these terms and conditions are for convenience only and shall not affect interpretation of a clause.

3. Prices

The price or prices for participating in an Event will be as shown on the application form. All prices exclude VAT.

4. Payment

Payment for attending or participating in an Event must be made in accordance with the information given in the application form prior to commencement of the Event unless agreed otherwise in writing. Any additional or extra charges arising during the course of an Event and for which the Participant is liable must be paid within 30 calendar days of the date of the ADS Group's invoice for these sums.

5. Entry and Admission

No admission tickets, passes, itineraries, maps, exhibition stand allocations or other information required to attend or participate in an Event will be issued to a Participant until Payment has been received. The ADS Group reserves the right to refuse admission to any person or to remove persons from an Event without explanation.

6. Variations and Amendments

A Participant wishing to vary or amend their Application must notify the ADS Group in writing as soon as possible. The ADS Group will use reasonable endeavours to accommodate requests for change and the Participant will be liable for any increase in Price arising from the variation or amendment.

If, for any reason, the ADS Group has to change any of the arrangements relating to an Event it will inform Participants forthwith and use reasonable endeavours to minimise the impact of the changes.

7. Transfer

The right of a Participant to take part in or attend an Event arising from acceptance by the ADS Group is personal to the Participant and may not be sold, transferred or given, in whole or in part, to a third party without the written permission of the ADS Group.

8. Cancellation

8.1 Cancellation by the ADS Group

If, for any reason, it becomes necessary for the ADS Group to cancel an Event all monies paid will be refunded less an administration fee to cover any costs already incurred by the ADS Group.

8.2 Cancellation by the Participant

8.2.1 if the value of the contract is £1,000 or less excluding VAT

In the event that a Participant wishes to cancel his participation in an Event the following will apply:

Cancellation more than 28 calendar days prior to commencement of Event: refund of all sums paid.

Cancellation less than 28 calendar days but more than 7 calendar days prior to commencement of an Event: refund of 50% of total price. Note – if payments up to the time of cancellation amount to less than 50% of the total price, the difference between that paid to date and 50% of the total price will become payable with immediate effect.

Cancellation 7 calendar days or less prior the commencement of Event no refund and all outstanding sums become payable with immediate effect.

8.2.2 if the value of the Contract is greater than £1,000 excluding VAT

In the event that a Participant wishes to cancel his participation in an Event the following will apply:

Cancellation more than 120 calendar days prior to commencement of Event: refund of all sums paid only if the ADS Group is able to re-sell the booking allocated to a cancelling Participant to another Participant.

Cancellation less than 120 calendar days but more than 28 calendar days prior to commencement of an Event: refund of 50% of total price only if the ADS Group is able to re-sell the booking allocated to a cancelling Participant to another Participant. Note – if payments up to the time of cancellation amount to less than 50% of the total price, the difference between that paid to date and 50% of the total price will become payable with immediate effect.

Cancellation 28 calendar days or less prior the commencement of Event: no refund and all outstanding sums become payable with immediate effect.

8.3 Cancellation by a Third Party

If the Event is cancelled or abandoned or suspended in whole or in part by a third party, for example as a result of civil unrest, all monies paid will be refunded less an administration fee to cover any costs already incurred by the ADS Group

9. Liability

The ADS Group will not be liable in contract, tort or otherwise for any loss of profit, special or consequential loss or damage e.g. loss of use, or any costs or expenses, or other claims whether caused by the ADS Group, its employees, agents, servant or otherwise, arising from a Participant attending or taking part in an Event. This provision will not apply to claims in respect of death or personal injury.

The liability of the ADS Group to the Participant for all claims in aggregate attributable to any one event and arising from a Participant attending or taking part in an Event shall not exceed the total price paid by the Participant.

10. Indemnity

The Participant shall indemnify, and keep the ADS Group indemnified, against:

1. Any claim for an infringement by the Participant of a patent, registered design, trademark or copyright.
2. Failure of the Participant to pay any royalties.
3. Any action by the Participant, its employees, servants and agents in connection with the Event.
4. Failure by the Participant to comply with the Export Controls Act 2002 or the Manual of Protective Security including the provisions of Form 680.

11. Insurance

The Participant shall put in place and maintain insurance to cover claims arising from or in connection with the Event for third party death or personal injury and loss or damage to property including personal property. In addition, the Participant shall have in place a minimum of £5m Public Liability insurance.

If the Event is an exhibition then the Participant must ensure that his exhibits and other property are adequately insured throughout the period of the exhibition including transport to and from the exhibition site and stand build-up and breakdown periods. The Participant will hold harmless the ADS Group and the Organiser for any loss or damage to his property incurred as a result of taking part in or attending an Event.

12. Force Majeure

Neither the ADS Group nor the Participant shall be liable to the other or be deemed to be in breach of the Contract by reason of any delay in performing, or any failure to perform, any of its obligations under the Contract, if the delay or failure was due to a cause beyond that party's reasonable control.

13. Export Control Act 2002 and Manual of Protective Security

Participants shall ensure that their employees, servants, agents or otherwise comply with the requirements of the Export Control Act 2002 and the Manual of Protective Security, including the provisions of Form 680, during the course of an Event. The ADS Group accepts no liability for any costs or damages incurred by the Participant as a result of their failure to comply.

14. Rights of Third Parties

No right is granted under the Contract to any person who is not a party to the Contract to enforce any term of the Contract in his own right and the ADS Group and the Participant declare they have no intention to grant any such right.

15. Bankruptcy or Insolvency

The ADS Group may cancel the Contract after the beginning of any bankruptcy or insolvency proceeding by or against the Participant, or after the appointment of an assignee for the benefit of the Participant's creditors, or a receiver.

16. Hazardous Goods

The Participant undertakes not to bring any item or substance to an event whose movement or use is governed by the legislation of the country hosting the event

17. Common Industry Standards For Aerospace and Defence

Participants and their employees, agents, servants shall at all times in connection with the Event comply with the ethical standards set out in the AeroSpace and Defence Industries Association of Europe (ASD) Common Industry Standards copies of which are available from the ASD website at www.asd-europe.org

18. Conflict

Where the Event is an exhibition and there is a conflict between the terms and conditions of the Organiser and these terms and conditions, the former shall prevail.

19. Applicable Law

These terms and conditions and any Contract resulting from acceptance by the ADS Group of an Application shall be governed and construed in accordance with English Law and the ADS Group and the Participant shall submit to the exclusive jurisdiction of the English courts in England.