Horasis India Meeting
26-27 November 2023, Adelaide, Australia

a Horasis leadership event

Co-hosts:
Government of South Australia; InvestSA; Business SA
Chamber of Commerce and Industry Confederation of Indian Industry (CII)

Report
Inspiring our future

Upcoming Horasis events:
Horasis China Meeting       Binh Duong, Vietnam, 14-15 April 2024

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Co-chairs:
Ashishkumar Chauhan  Managing Director & CEO, National Stock Exchange of India (NSE), India
Sanjeev Gandhi  Chief Executive Officer, Orica, Australia
Aditi Haldar  Director, Global Reporting Initiative, India
Bharat Joshi  Chief Executive Officer, J Curve Ventures, India
Anuj Kacker  Executive Director and President, Aptech, India
Rajive Kaul  Chairman, Nicco Group; Past President, CII, India
Grace Mathew  Managing Director, WeThink Group, Australia
R Mukundan  Chief Executive Officer, Tata Chemicals, India
Barry Palte  Chairman, EQ Capital Partners, Australia
Ajay Poddar  Managing Director, Synergy Environics, India
Girish Ramachandran  President – Asia Pacific, Tata Consultancy Services, Singapore
KV Rao  Resident Director ASEAN Region, Tata Sons, Singapore
S. Ramadorai  Former Chairman, National Skill Development Agency (NSDA), India
Nikhil Sawhney  Vice Chairman & MD, Triveni Turbine; President, AIMA, India
Murat Seitnepesov  Chairman, Integral Group, Switzerland
Jitesh Shetty  Co-founder and Chief Executive Officer, Credible Innovations, USA
Tim Thomas  Chief Executive Officer, Centre for Australia India Relations, Australia
Preity Upala  Founder, The Omnia Institute, India

Partner Organizations:
All India Management Association (AIMA)
Caspian Week
Encounter Australia
India SME Forum
TCS
### Programme

Schedule 26-28 November 2023 (Australian Time)

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The 2023 Horasis India Meeting was held at the Adelaide Convention Centre.

Opening Plenary – Post-COVID Enterprise of Australia and India

Discussions upon arrival

220 speakers took part in the Horasis India Meeting.
Summary

By Frank-Jürgen Richter,
Chairman, Horasis, Switzerland

The 15th Horasis India Meeting took place in Adelaide, the capital of South Australia over 26-27th November 2023, co-hosted by the government of South Australia and the Confederation of Indian Industry (CII). Andrew Kay, Chief Executive Officer, Business SA, Australia chairing the first plenary session emphasized ‘Horasis events are world-class, and attract leaders operating at that level.’ We will be able to showcase local business and investment opportunities to influential groups from one of the world’s fastest-growing economies. Thus, we are thrilled to be working with Invest SA and the team at Horasis to bring this unique opportunity to South Australia.

Adelaide is Australia’s fifth largest city in the nation; it was once known as the ‘City of Churches’ due to its diversity of faiths, and today is regularly classed as one of the top-10 most livable cities in the world with Indians being the third most numerous (after second, the British; and first, Australians). Nick Champion, Minister for Trade and Investment, South Australia, Australia has noted both India and South Australia embrace hi-tech and high-added value manufacturing which is critical to increasing our economic complexity: ‘Our leadership in renewables and the emergence of our defense, space, and bio-med sectors will all be of interest to the delegates’. ‘Australia and India look to leverage the newly signed trade agreement (AIECTA)’, added Rajneesh, Additional Secretary & Development Commissioner, Ministry of Micro, Small & Medium Enterprises, India.

Barry O’Farrell, Former Premier of New South Wales, Australia quoted ... in 2022, India was Australia’s sixth-largest two-way goods and services trading partner and fourth-largest goods and services export

Rajneesh, Additional Secretary & Development Commissioner, Ministry of Micro, Small & Medium, addressing participants

Brajindar Mohan Singh, Member of the Board, Anant Raj Limited

Nick Champion, Minister for Trade and Investment, South Australia

Andrew Kay, Chief Executive Officer, Business SA, Australia, opening the Horasis India Meeting

Barry O’Farrell, Former Australian High-Commissioner to India; Former Premier of New South

Roopen Roy, Founder and CEO, Sumantrana, India
market. Over 85 per cent of Australian goods exports by value to India are now tariff free, rising to 90 per cent by 1 January 2026, and high tariffs have been reduced on some many agricultural products. He went on to say that as India was strongly pursuing investment in education, with a median working age of 28 years, it has produced double the amount of unicorns that China has in the past year.

Ashishkumar Chauhan, Managing Director & CEO, National Stock Exchange of India (NSE), India said ‘Indian inflation is expected to decline to 5 percent in 2023 and to 3.6 percent next year, driven by weakening external and domestic demand, easing global supply constraints, and the lagged effects of currency appreciation in some countries. Inflation of 5%, to be in single digits for a country like India was impressive, especially after the fiscal effects of COVID.’ Further, GDP per capita income being $2,600 leads India to be the ‘fourth largest market capitalized country’ behind US, China and Japan. Grace Mathew, Managing Director, WeThink Group, Australia said that in an ‘impact’ business, every dollar spent should lead to financial and impact returns. So, your financial goals and impact goals are not in conflict, but actually in harmony and perfectly correlated.

R Mukundan, Chief Executive Officer, Tata Chemicals, India concluded that the world is facing a tumultuous time — ‘we entrepreneurs need to navigate towards hope’.

Martin Haese, Chair, Premier of South Australia’s Climate Change Council, Australia quoted ‘By very definition, an entrepreneurs’ glass is always half full’ and next is an opportunity year to dispel the voices trying to sell you on the idea that the glass is half empty. Let’s remember that luck is nothing more than preparation meeting opportunity. KV Rao, Resident Director ASEAN Region, Tata Sons, Singapore added that India and Australia are going to remain promoters of globalization.
Health care and social services provide the largest local employment opportunity with manufacturing coming third. **John West**, Executive Director, Asian Century Institute, Australia highlighted that Adelaide is a center for the national defense industry: building ships and submarines as well as developing a wide variety of military technology and hosts the Australian Space Agency. There is also a strong education sector from primary to tertiary sectors and research institutes offering strong links to international cooperation or inwards investment: it has a high potential for cooperation. It is well-served as a transport hub for national roads and railways with two commercial airports and one military airport supporting its weapons development and, not least, there is a citywide free Wi-Fi network.

India’s economic rise is predicated upon its recognition of IT being an enabler – its government set up the IT industries through its Bhabha Committee (over 1966-1975) during which time Tata Consultancy Services was established, and the first software export zone (SEEPZ) was created in Mumbai in 1973. Indian IT revenues grew to $227 billion before the COVID-19 pandemic-hit in FY22, contributing about 8 percent of India’s GDP. NASSCOM in its 2023 Strategic Review predicted that the IT industry can achieve the ambitious target of US$ 500 billion by 2030. **Gene Tunny**, Director, Adept Economics, Australia quoted several data – the two-way goods and services trade with China, our largest trading partner, was $267 billion in 2021-22, according to DFAT’s China country brief. Of course, China is the world’s predominant manufacturing country and is a big consumer of Australian commodities such as iron ore and coal. But with India overtaking China in population and now beating China in its rate of economic growth, the big question is whether India will eventually grow to become as economically important to Australia and the rest of the world as China is currently.

Across the broad front of Asia-Pacific, **Aditi Haldar**, Director, Global Reporting Initiative, India
Initiative, India said we all must have dialogue with multi-stakeholder constituencies in making sustainability and transparency a standard practice amongst the South Asian region and the global community. A point restated by Girish Ramachandran, President – Asia Pacific, Tata Consultancy Services, Singapore who said he was a proponent of leading with purpose and giving back to the community, and had leveraged technology to solve some of the most complex societal challenges. ‘All this is possible with care’, added Zamina Blenkiron, Director, Deloitte Financial Advisory, Australia. Sanjeev Gandhi, Chief Executive Officer, Orica, Australia affirmed we do everything we can not to repeat the mistakes of the past. But being merely complacent leads to the dangerous thing of continuing to look into the rearview mirror: ‘When you are driving and keep looking behind you, that’s when you crash.’ Jitesh Shetty, Co-founder and Chief Executive Officer, Credible Innovations, USA concluded that businesses must incorporate ESG considerations into their organizational DNA to meet growing stakeholder expectations.

From a strong start in IT and BPO India hopes to be a force in robotics and AI. In addition to the ‘run the business service’ it hopes to become a Platform and Product powerhouse. The impact is already visible – there are over 20 Indian B2B SaaS unicorns. All this is creating a potent ecosystem for Hyperscalers to emerge over the next two decades. Yet it was said that a cautious advance is needed. Ehsan Abbasnejad, Senior Lecturer, Australian Institute of Machine Learning, Australia noted that the Responsible Innovation Lab brings together a new interdisciplinary community of researchers and practitioners passionate about creating ‘responsible’ solutions as they innovate in response to emerging challenges and explore new opportunities. This care is needed, agreed said Swapan Johri, President APAC, HCL Tech, India quoting that Sydney Quantum Academy has agreed a partnership with HCL Technologies to help accelerate the development of the quantum technology ecosystem in Australia.
Quantum technology is one of the most hyped emerging technologies, lauded for its promise to transform many areas of life. The potential applications for quantum technology cut across health, agriculture, finance, transport, information technology, security, and defense. According to Australia’s national science agency (CSIRO), Australia’s quantum technology industry has the potential to support 16,000 new jobs and generate $4 billion annual revenue by 2040.

Further, the IT people who will be running GCC hubs (Global Capacity Centers) having 50-70% of the global technology and operations headcount. In moving from being ‘executors’ to becoming ‘influencers’ of the global enterprise strategy, GCCs are providing services relating to cutting edge solutions such as cloud, data analytics, artificial intelligence/machine learning, chip-design, system design, and software development and to more administrative and procedural work. Anuj Kacker, Executive Director and President, Aptech, India advised that investing in knowledge development is probably more critical now than ever for the prosperity of future generations. But regulation is an issue as stated by Victor Guixer, Managing Partner, Guixer & Partners, Spain, who worries that many countries or regions such as the EU exhibit regularity frictions; and that, for Spain, has seen many of big tech companies like Google News and Deliveroo leaving the country in the wake of a new digital tax imposed by the Spanish government.

All this is predicated on good education, yet India’s education was once acknowledged as poor by its own annual testing services. In years past only the richer families could afford to send their children to the best of the educational institutes, and on graduation many went into further education overseas in predominantly English-speaking nations. Another factor driving India’s growth in education is the increased demand for skilled IT professionals. This pool of talent is
expected to grow in the coming years as more students opt for STEM courses and the government invests in skill development programs. The IT staffing industry will play a crucial role in connecting this pool of talent with organizations that require their skills. **David Reynolds**, Chief Executive Officer, South Australian Department for Trade and Investment, Australia noted the DTI leads the development of trade and investment policies, programs and projects supporting economic growth strategies. DTI also drives the future of economic growth for the state through the planning legislation and functions. ‘This meeting has shown how we at the DTI, in Adelaide and across Australia, can develop with India.’

Yet, **Rekha Sethi**, Director General, All India Management Association (AIMA), India urged CEOs and Boards to modernize their thinking to accept new processes, techniques and business models as they grow and globalize. According to **Nikhil Sawhney**, Vice Chairman & MD, Triveni Turbine; President, AIMA, Indian firms are currently developing into true Multinationals – ‘we are the forefront of globalization’. And the need to maintain efficiency at a level higher than the firm was noted by **Anton Roux**, Chief Executive Officer, ADC Forum, Australia who placed emphasis on circular economy strategies that aligns with this meeting’s agenda, presenting a compelling avenue to address pressing global challenges in parallel with the COP 28 climate change meeting in the UAE.
Today, many of the globally important firms are headed by Indians — they are the highest-earning migrant group in America, with a median household income of almost US$150,000 per year. That is double the national average and well ahead of Chinese migrants, with a median household income of over US$95,000. In Australia the median household income among Indian migrants is close to AU$87,000 per year (US$57,000), compared with an average of roughly AU$62,000 across all households and about AU$58,000 among the Chinese-born.

The Indian diaspora has been the largest overseas group in the world since 2010, and is a powerful resource for India’s government. Of 281m migrants spread around the globe today — generally defined as people who live outside the country where they were born — almost 18m are Indians, according to the latest UN estimates from 2020. Tim Thomas, Chief Executive Officer, Centre for Australia India Relations, Australia affirmed Australia’s relationship with India is closer and more important than ever. ‘We have enormous potential to build on our relationship and ensure both Australia and India benefit from it.’ Martin Hamilton-Smith, Former Minister of South Australia for Trade and Investment, Australia added ‘One in four degrees in Australia will be given to an Indian migrant, and that one in four migrants in Australia are and will be Indian’.

Overseas Indians with contacts, language skills and know-how, boost cross-border
trade, investment and remittances. These boost India’s GDP which in 2022 had record inward remittances of almost $108bn, around 3% of GDP, more than in any other country. But their leaders must be modest, S. Ramadorai, Former Chairman, National Skill Development Agency (NSDA), India was sure that ‘Nobody is ever ready for the top job, despite what they may say. As long as there is at least one management layer above you, you are shielded. The management takes the final decisions and carries the ultimate responsibility for those decisions. Once you are at the top, reality hits and you feel the umbilical cord being cut. Now the buck stops with you.’

The COVID pandemic had two waves in India, the first peaked September 2020 and the second in February 2021: but COVID has damaged all global economies long-term, with ripple effects that will continue for some years. In India, SMEs fared worst, especially close-contact services – like airlines, hospitality and hotels. Arvind Uppal, Chairman, Whirlpool India, India said first, the Indian government had spent a lot on infrastructures driving an initial growth via construction; then second, consumers will be using this infrastructure to further drive growth. And while inflation has hit the poorest hardest the government is giving away rice and wheat free – so in effect creating a new social service.

Vinod Kumar Wuthoo, President, India SME Forum, India heads up India’s largest not for-profit, non-political organization, empowering, enabling, and mentoring...
small & medium entrepreneurs, especially Women. He emphasized that all nations depend on their SMEs – they need better support. A point emphasized by Preeti Dubey, Founder, Strive High, Singapore quoted that today female entrepreneurs only constitute 8% of the active work force in the European Union. Additionally, the startups funded by women only raised 1.8% of the total investment in Europe, in contrast to the 89% raised by male founding teams. And in India, Sushma Morthania, Vice Chair of the Permanent Commission on Women’s Entrepreneurship World Union of Small and Medium Enterprises, India said ‘Out of 63 million MSMEs in India, only 20% of these are led by women.’

The pandemic held one major shock for India. Initially its pharmaceuticals industry was very buoyant. It was valued at US$ 42 billion in 2021 and was estimated to reach $130 billion by 2030. India was the world’s largest provider of generic medicines by volume, with a 20% share of total global pharmaceutical exports. And even the Serum Institute of India (SII), the world’s largest vaccine manufacturer by volume, was overwhelmed by the needs of COVID. Investment in R&D by Indian pharma companies were approximately 7% of net sales, compared to the 15-20% spent by global companies: even the top pharma firms still spend less than 13% on R&D. Prior to COVID, firms made their way into the global market by researching and manufacturing generic competitors to patented drugs. A broader outlook is needed – Atul Temurnikar, Executive Chairman, Global Schools Foundation, Singapore says all education is not just STEM or IT or AI but we are seeing both schools and Universities engaging in entrepreneurship boot camps to learn about the soft-skills aspects of the real world. Suhit Anantula, Director, Strategy and Policy, Department of Premier and Cabinet, South Australia talked of the cultural differences between India and Australia, that are likely holding back the level of innovation and prosperity of both
nations. Especially learning in the IT industries why Coding is as important as English, as it can reflect on the trend towards businesses seeking social good.

In terms of trade enabling, **Vijay Sambamurthi**, Founder and Managing Partner, Lexygen, India said people need to look at why the supply chains were not optimal in the first place: possibly it was that the required legal frameworks were not in place. Thus, across the Indo-Pacific legal reforms need to take place. For instance, suggests **Shirin Seitnepesov**, Director, Integral Group, Switzerland, by using a pioneering initiative, known as the Smart Container Consortium, that is dedicated to revolutionizing container logistics through the implementation of IoT-enabled devices and sensors. This would ease all container trade, especially between Australia with its global customers, provided CEOs were open to new initiatives.

Worldwide the pharma industries are stabilizing. Immediately into the COVID pandemic the research firms were allocated massive grants. They quickly created mostly effective vaccines and are still researching cures for the Covid virus. But grants for research and subsequent government purchase of the vaccines increased national debts which have to be repaid, dragging downwards on global GDP. **Bharat Joshi**, Chief Executive Officer, J Curve Ventures, India reminded the delegates that in this new post-COVID era we are entering an era where concepts like transparency,
efficiency, and safety in the supply chain transform from lofty ideals into achievable realities. According to Preity Úpala, Founder, The Omnia Institute, India, this transformation is driven by the powerful combination of blockchain technology and forward-thinking corporate partnerships, paving the way for a more secure and transparent future in retail and supply chain management. Barry Palte, Chairman, EQ Capital Partners, Australia is passionate for the health of people and our planet, but is very much of the belief that social impact and leading investment returns are not mutually exclusive. And on similar lines, Ajay Poddar, Managing Director, Synergy Environics, India states that ‘Environics’ is a non-intrusive and scientifically validated practice for correcting negative natural and man-made radiations, for improving the health of people and productivity of organizations.

Presently India’s public finances paint a mixed picture: its fiscal deficits and public debts post-COVID are among the highest in the developing world, and its interest payment-to-GDP ratio and primary deficits were large even before the pandemic. The high levels of debt in India limit its financial resources available for other priorities. Yet with the recovery of nominal GDP, the country’s debt and deficit ratios have fallen from those multi-decade highs, but at 84 and 9% they are still high relative to other emerging market and middle-income countries; India pays as much as 5% of GDP in interest on debt.
Chris Wood, Executive Director, Invest SA, Australia used the opportunity to spruik South Australian products and services at a time of accelerating economic and diplomatic ties with India. ‘We’ve been big winners out of that because we’re really seeing the economic gains – particularly for agriculture.’ Indians also make up the state’s largest cohort of international students. Student enrolments from India for the first half of 2023 sit at nearly 12,000 according to the government – up 39 per cent on 2022. ‘Often we find that many students opt to stay and create their own businesses in South Australia or they become part of the workforce here.’

However, given the demonstrated high potential of Indians, at home and abroad to generate prosperity, Rajive Kaul, Chairman, Nicco Group; Past President, CII, India summarized the sense of the meeting, stating there was a good opportunity for organizations in Australia in general, and Adelaide in particular, to access new knowledge and visions, grasp the trends and to build and develop socio-economically together with India.

The Horasis India Meeting has illustrated how cooperation between the host nation, Australia, and India is developing synergies for the future. Horasis looks forward to welcoming you again next year to an equally fruitful edition of the Horasis India Meeting.
Session ‘The Growing Dynamism of South Australia’
Closing Plenary – Developing Entrepreneurial Bonds

Rohan Shetty, Co-founder, Icon Maritime Technologies Group and Kimball Andrews, Founder, Nova Finance Group

Chandrakanth B. N., Founder and Chief Executive Officer, Putter, India

Vanshita Jatin, Founder, The Perfect Pour – Wine & Spirits Consulting Firm, India

Irfan Malik, Co-founder & Chief Executive Officer, inQ Innovation Global, Australia

Lakshmi Prasad, Managing Director, Sujay Biotech, India, meeting other delegates

Jodi McKay, National Chair, Australia India Business Council, Australia

Sam Crafter, Chief Executive Officer, Hydrogen Power SA, Australia

Jeremy Conway, Chief Executive Officer, Infrastructure SA, Australia

Vanshita Jatin, Founder, The Perfect Pour – Wine & Spirits Consulting Firm, India

Rohan Shetty, Co-founder, Icon Maritime Technologies Group and Kimball Andrews, Founder, Nova Finance Group

John Gattorna, Founder, Gattorna Alignment, Australia

Kunal Mandal, Chief Knowledge Architect, Gyaanspace, India

Kunal Mandal, Chief Knowledge Architect, Gyaanspace, India

Simon Humphrys, Chief Executive Officer, New Wave Biotech, Australia

Yeum Lee Chong, Head of Strategic Partnerships, Lexsure Financial Group, Singapore

Peteh Marjan, Director of Futures Research and Communications, KPMG, Australia
Philipp Dautel, Stakeholder Engagement Manager, Renewal SA, presenting the Tonsley Innovation District

Jointly envisioning the future, together with Horasis

Gala Dinner

Welcome to Country — an Australian tradition

Lunch at the winery
During the Opening Plenary Panel

Ready for the gala dinner – at the Adelaide Town Hall

At Wirra Wirra Vineyards

Participants exchanging name cards during a break

At the wine cellar

At the Adelaide Oval
Opening Dinner at the Adelaide Oval, one of the world’s largest cricket stadiums

Visiting the Tonsley Innovation District