



EEPC INDIA Invites Participation at Multi-Product Trade Delegation to Indonesia, Malaysia, Singapore and Thailand (February 22-28, 2010)

EEPC INDIA is pleased to inform that a Multi-Product Trade Delegation will be visiting **Indonesia, Malaysia, Singapore and Thailand** during the period February 22-28, 2010.

The Southeast Asian Region has considerable potential in enhancing trade with India, particularly, in light of the Indo-ASEAN FTA that will be implemented from January 1, 2010. India and ASEAN have more or less a balanced trade in engineering goods and the Multi Product Delegation will look to build our ties in the engineering sector. Below is given snapshots of the economic situations in the target countries.

Indonesia: the largest economy

Indonesia is Southeast Asia's largest economy and has delivered consistently high annual growth exceeding 6% in both 2007 and 2008. Growth of between 2% and 4.5% is expected in 2009. GDP per person exceeds its ASEAN neighbours such as Philippines and Indonesia, and has a GDP per person three times than that of Vietnam.

Indonesia is a thriving democracy with significant regional autonomy. It is located on the world's major trade routes and has extensive natural resources. It was the 18th largest market for Indian engineering goods in 2008-09, and 4th largest in Southeast Asia. India exported engineering goods worth USD 554.30 million in 2008-09 to Indonesia.

Malaysia: untapped potential

Malaysia emerges as one of the most potential countries in the Southeast Asian Region immediately after Singapore. It was the 6th largest destination for India's engineering exports in 2008-09. Engineering exports to Malaysia in 2008-09 was USD 1685.84 million, indicating a growth of 124.55% over 2007-08. The recent trend in the export growth of engineering products and services to Malaysia could be a focal point to capitalize on the opportunities existing over there.

For centuries, Malaysia has profited from its location at a crossroads of trade between the East and West, a tradition that carries into the 21st century. Capitalizing on its location, Malaysia has been able to transform its economy from an agriculture and mining base in the early 1970s to a high-tech competitive nation, where services and manufacturing now account for 86% of GDP.

The Malaysian economy grew 5.9% in 2006 and 6.3% in 2007. GDP growth for 2008 is estimated at 5.0% given a strong first half, but in 2009 growth forecast is around 3.5% due to the global economic downturn.

Singapore: the business hub

The economy in Singapore is based on a highly developed market that serves as main centre for business and trade in the entire Southeast Asian region. Singapore, along with Hong Kong, South Korea and Taiwan, is considered as among the Four Asian Tigers. In the world business scenario, Singapore is regarded as the most business-friendly economy. Singapore port is the busiest port in the world in terms of tonnage shipped. One can easily find the presence of all most all big names in the world of business and trade having their regional head quarters and even corporate offices in Singapore.

Singapore emerged as the 3rd most largest export destination for the Indian engineering sector in 2008-09. In 2008-09, exports of engineering goods were USD 2526.83 million, registering a growth of 69% over 2007-08.

Thailand: the fast growing neighbour

Thailand's economic growth has created opportunities for Indian companies in a number of infrastructure sectors, including electrical power, telecommunications, and renewable energy. Thai consumers are creating opportunities for new sales of medical products, security equipment and so on. Thailand is also an emerging importer of automotive accessories, defense equipment, broadcast equipment, food processing & packaging equipment, and laboratory & scientific instruments.

The newly elected government is focusing resources on the development of ongoing infrastructure projects, including the expansion of the Bangkok Skytrain and Subway systems. Indian companies engaged in these sectors will find opportunities for success.



Tentative itinerary

Date	Day	From	To
22-Feb-10	MON	Delhi	Bangkok
22-Feb-10	MON	Bangkok	Singapore
23-Feb-10	TUE	BSM IN SINGAPORE	
23-Feb-10	TUE	Singapore	Kuala Lumpur
24-Feb-10	WED	BSM IN KUALA LUMPUR	
25-Feb-10	THU	Kuala Lumpur	Jakarta
25-Feb-10	THU	BSM IN JAKARTA	
26-Feb-10	FRI	Jakarta	Bangkok
27-Feb-10	SAT	BSM IN BANGKOK	
28-Feb-10	SUN	Bangkok	Delhi

List of potential items:

- Building Products
- Electrical Power Systems
- Environmental Technologies and Equipment
- Food Processing and Packaging Equipment
- Medical Equipment and Supplies
- Mining Equipment
- Oil and Gas Equipment
- Telecommunication Equipment
- Laboratory & Scientific Instruments
- Pollution Control Equipment
- Automotive Parts and Service
- Broadcast Equipment
- Security and Safety Equipment

Hotel Accommodation/Travel Costs

All participants will be booked in the same hotel for convenience. Hotel Charges will have to be borne individually, including Ticketing, Visa Fees etc. The Council will suitably recommend for obtaining desired Visas.

Registration and Participation Charges

Rs. 45,000/- plus Service Tax Rs. 4,635/- (10.30%) per participant will be charged.

Members paying in USD will not have to pay the service tax. In this case, they will be required to pay USD 900 per participant.

The participation charges will include the following facilities:

- ❖ Local Transport for joint meetings and Business Meetings
- ❖ Venue Expenses, Working Lunch Expenses on the day of Business Meetings
- ❖ Preparing database for marketing purpose
- ❖ Direct Mobilization of Companies
- ❖ Payment to Agencies and Chambers of Commerce for mobilizing Companies
- ❖ Printing of delegates' profile booklet for distribution among the Companies, Chamber of Commerce, Trade Associations, and Embassies.

Other individual expenses like hotel charges, food expenses (other than the one lunch provided by the Council at each centre on the day of Business Meetings), transport charges for factory visits (if delegate arranges) will have to be borne by the delegates.

In case Service Tax is not chargeable, the deposit would be returned to participants.

MDA Entitlement

All eligible participants will be entitled to MDA grant under Focus ASEAN Programme of the Ministry of Commerce & Industries, Government of India as per the MDA Guidelines effective from April 01, 2006.

Assistance would be permissible on travel expenses by Air in Economy Excursion Class subject to an upper ceiling of Rs. 70,000/- only (Rupees Seventy thousand only) as per revised MDA guidelines. Only one person per company will be entitled to get the assistance under the scheme.



Selection Criteria

In view of limitations on number of participants (15 only) selection of participants will be done on first-come-first-served basis and finally it will be decided by a Committee based on the criteria such as accreditation to the international standards, ISO, QS etc, foreign collaboration, annual export etc. The decision to accept/reject the application for the delegation would be decided by EEPC India.

Mode of Payment

The **Registration Form** duly filled in along with the Demand Draft/at par Cheque for Rs. 49,635/- drawn in favour of **EEPC India** should be sent **latest by 24th December, 2009** to enable us to organize Buyer Seller Meets according to the profile of participants.

Cancellation of Participation

EEPC India shall not entertain any cancellation after 1st January 2010. Any cancellation after the due date shall result in forfeiture of the payment made to EEPC India on account of participation charges.

Members are requested to confirm their interest immediately along with the requisite fee and completed Registration Form (enclosed) to the respective Regional Offices or to:

Shri R Maitra
Executive Director
EEPC INDIA
Territorial Division
Vandhna, 4th Floor
11 Tolstoy Marg
New Delhi 110 001
Tel.: 91-11-23353353, 23711124/25
Fax: 91-11-23310920
E-mail: bratin@eepcindia.net



Registration Form

Multi-Product Trade Delegation to Indonesia, Malaysia, Singapore and Thailand (22-28 February 2010)

Name of the Company (in block letters)	:			
Postal Address (in block letters)	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Name & Designation of the Visiting Delegate	:			
Items Manufactured/Exported	:			
Application of your products (enclosed separate sheet if required)	:			
Total Annual Exports (in USD Million)	:	<u>2006-2007</u>	<u>2007-2008</u>	<u>2008-2009</u>
Total Annual Exports to Southeast Asian Countries	:	<u>2006-2007</u>	<u>2007-2008</u>	<u>2008-2009</u>
Countries export	:			
Accreditation to International Standards (viz QS, ISO etc.)	:			
Foreign Collaboration, if any	:			
Countries of Export	:			
Accreditation to International Standards (viz QS, ISO etc.)	:			
Foreign Collaboration, if any	:			
Nature of business	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Status Holder
Photograph enclosed (2 copies)	:	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Company Profile with product details (please enclose with the form)	:	<input type="checkbox"/> Enclosed	<input type="checkbox"/> Not Enclosed	
Room Requirement	:	<input type="checkbox"/> Single Room	<input type="checkbox"/> Twin Sharing Room	
Passport details	:			
Name as in Passport	:			
Passport No.	:			
Date of Issue	:			
Date of Expiry	:			
Place of Issue	:			

Please send the form duly filled in and signed along with your participation fees by DD/at par Cheque No. date..... of Rs. **49,635/-** or **USD 900/-** payable to EEPC India.

Name :

Signature :

Date :

Office Seal :