

## EPEC India Invites Participation for India Pavilion at *The BIG 5 2009* and *BIG 5 - PMV 2009*

**Dubai International Convention & Exhibition Centre, Dubai, UAE  
(23 - 26 November, 2009)**

### About UAE

The United Arab Emirates (UAE) comprises seven states: Abu Dhabi (the capital city), Dubai, Sharjah, Ajman, Umm Al Quwain, Ras Al Khaimah and Fujairah. The total area of the country is about 83,600 square kilometres, much of it in Abu Dhabi emirate. Dubai, with an area of 3,885 square kilometres, is the second largest emirate. Dubai is situated on the banks of the Dubai Creek (a natural inlet from the Gulf) which divides the city into the Deira district to its north, and Bur Dubai on its south, the city ranks as the UAE's most important port and commercial centre. The UAE has 700 kilometres of coastline, of which 100 kilometres are on the Gulf of Oman. Along the Arabian Gulf coast there are offshore islands, coral reefs and sabkha, or salt marshes. Stretches of gravel plain and sandy desert characterize the inland region. To the east, a range of mountains lies close to the Gulf of Oman and forms a backbone through the Mussandam Peninsula. The western interior of the country, most of it in Abu Dhabi, consists mainly of desert interspersed with oases.

### The Opportunity – UAE

The UAE, rich in oil and natural gas, has become highly prosperous after gaining foreign direct investment funding in the 1970s. The country has a relatively high Human Development Index for the Asian continent, ranking 39th globally, and had a GDP purchasing power parity of \$ 293.5 billion in 2009 according to the IMF.

#### Statistics at a glance

##### Value of current active INDUSTRY projects in UAE (as at February 2009)

Industry	This Year (US\$ Million)	Next Three Years (US\$ Million)
Civil	216,664	581,661
Power	7,754	33,589
Industrial	4,825	18,773
OIL	4,450	27,563
Water	4,169	10,373
Petrochemical	2,989	6,701
GAS	2,461	13,009

##### Value of current active BUILDING projects in UAE (as at February 2009)

Sector	This Year (US\$ Million)	Next Three Years (US\$ Million)
Building	178,585	506,230
Leisure and Entertainment	22,373	36,475
Transport	11,154	21,269
Infrastructure	4,289	17,357

##### Value of current active BUILDING projects in UAE (as at February 2009)

Sub sector	This Year (US\$ Million)	Next Three Years (US\$ Million)
Commercial	8,840	46,191
Education	1,094	2,592
Healthcare	1,830	3,850
Hotel	4,205	12,619
Mix	130,867	376,000
Other	619	1,331
Residential	27,065	56,590
Retail	1,613	2,474

*(Source : Big 5 website)*



The Gulf Countries have been trade partners of India for centuries. The discovery of Oil opened a new era of Industrialization of this region. The Gulf markets are growing markets for Indian engineering goods. Export of engineering items to this region during the period April 2007- February 2008 stood at US\$ 6078 million compared with US\$ 5382 million during the same period of the previous year, registering an overall growth of 12.93 per cent.

UAE holds special significance for India. UAE is India's top trading partner in the whole of West Asia and North African region, representing nearly 75% of India's exports to the Gulf Cooperation Council (GCC) countries. Indian exports to the UAE account for approximately 6% of its global exports.

### About the Expo

**The Big 5** is one of the world's biggest Building & Construction show. It is taking place for the 30th time. It covers entire MENA Region (Gulf Region). In the year 2008 visitors came from 53 countries totaling to more than 58,000, increase of over 28% from all over the world. 52% of visitors were the 1st time buyers. More than 2,800 exhibitors were exhibited their products through 26 different Countries Pavilions in this event. It is the most commercially successful trade fair in Dubai, featuring National Pavilions from all the major exporting countries of the world, alongside important local developers, contractors, importers, manufacturers and distributors. Big 5 is the annual meeting place for all industry professionals. Key buyers and decision makers from the public and private sectors attended the 2008 event.

**Big 5 PMV** is a dedicated showcase for the construction Plant, Machinery, Equipment and Vehicles sector. Now in its 3rd year, the Big 5's Plant, Machinery and Vehicle section will be located in the Trade Centre Arena at the Dubai World Trade Centre. The Big 5 PMV is a niche event dedicated to the construction plant, machinery and vehicle sectors and provides exhibitors with the opportunity to promote their products and services to key industry professionals in the prosperous Gulf region. For 4 days construction machinery manufacturers and distributors from across the globe use the Big 5 PMV as a unique platform to meet face-to-face with visitors as they attend specifically to learn about and purchase the latest products in the market.

The show became almost double in size with 386 companies exhibited in the year 2008 (195 were present in 2007). 6,400 dedicated visitors attended PMV, a 29% increase from 2007. Occupying a total space of 40,000 sq. mtr., the show increased in size by 39% from 2007.

The 3rd edition of the Big 5 PMV will be taking place in the Trade Centre Arena, Dubai International Convention & Exhibition Centre bringing The Big 5 and The Big 5 PMV together under one roof. This new state of the art exhibition hall is directly linked to The Big 5 and is built to a superior technical specification with significantly higher ceilings and increased weight loading capabilities to accommodate heavy Plant, Machinery & Vehicles.

**EEPC INDIA** is organizing an India Pavilion in *The BIG 5 2009* and *BIG 5 - PMV 2009*. Participating in the above exhibitions will enable Indian companies to further widen their reach in the highly lucrative Middle East markets and would provide an excellent opportunity for establishing business relationships with customers from all over the world.

### Products Sector

#### The BIG 5 2009

#### Building & Construction

- Roofing Systems & Equipment
- Hoists, Lifts, Escalators, Elevators
- Construction Safety Equipment
- Concrete – Precast, Construction Systems,
- Heating Installation
- Formwork/Shuttering
- Tools – Air, Hand & Power
- Props & Beams
- Nuts, Bolts, Screws, Hinges etc
- Scaffolding
- Street furniture – Signage & Signs

#### Water Technology & Environment

- Water Treatment
- Sewage Networks – Treatment & Disposal, Industrial, Residential
- Environment Systems
- Environmental Treatments
- Water Treatments
- Water Technology Machinery
- Water Heaters, Coolers – Boilers
- Irrigation Equipment
- Tanks
- Pumps
- Storage Systems

**Air Conditioning & Refrigeration**

- Air Condition Systems – Residential, Industrial, Units, Controls, Fans, Dehumidifiers, Filters
- Chillers
- Compressors
- Condensers
- Insulation
- Refrigeration Units
- Refrigeration Management Systems
- Ventilation systems
- Services

**Cleaning & Maintenance**

- Contamination Control
- Fire Systems – Alarms & Detectors, Fire Escapes
- Security – Alarms & Detectors, CCTV

**Glass & Metal**

- Solar Protection & Solar Panels
- Metal Finishes
- Security, Frames
- Steel
- Glass working Machinery
- Ironmongery & Metal work – Product & Machinery, Sheet Metal, Stainless Steel
- Aluminium Joinery Systems

**Bathrooms & Ceramics**

- Bathroom Components
- Bathroom Fittings
- Plumbing – Pipes, Gulley, Drains, Waste Pipes & Outlets, Pumps

**Marble & Stone**

- Machinery – Cutting, Polishing

**BIG 5 - PMV 2009**

- Accessories and wear parts
- Building material handling and packaging (in a plant)
- Communication and navigation
- Construction equipment, tools and special systems
- Construction machines
- Construction vehicles
- Formwork and scaffoldings
- Lifting appliances and conveyors
- Machines and systems for producing asphalt
- Machines and systems for producing concrete, concrete products and pre-fabricated components
- Machines and systems for producing pre-mixed dry mortar, plaster, screed and building supply store products
- Machines for extraction of raw materials and for mining
- Manufacture of cement and gypsum compounds for building materials
- Mineral processing (incl. coke oven equipment)
- Test, measurement and process control engineering
- Transmission engineering, fluid technology and power generation units

**Venue**

Trade Centre Aréna, Dubai International Convention & Exhibition Centre, Dubai, UAE

**Date of event**

**23-26 November, 2009 (4 days)**

**Participation Charges****For The BIG 5**

For one-side open built-up booth (minimum 9 sq. mtr.) : US\$ 400 per sq. mtr. or Rs. 20,000/- per sq. mtr.  
+ Rs. 2060/- per sq. mtr as Service Tax.

For corner position built-up booth (minimum 9 sq. mtr) : US\$ 450 per sq. mtr. or Rs. 22,500/- per sq. mtr.  
+ Rs. 2,318/- per sq. mtr. as Service Tax

**For BIG 5 - PMV**

For one-side open built-up booth (minimum 6 sq. mtr.) : US\$ 280 per sq. mtr. or Rs. 14,000/- per sq. mtr.  
+ Rs. 1,442/- per sq. mtr as Service Tax.

For corner position built-up booth (minimum 6 sq. mtr) : US\$ 310 per sq. mtr. or Rs. 15,500/- per sq. mtr.  
+ Rs. 1,597/- per sq. mtr. as Service Tax

**Service Tax is not applicable if participation charges are paid in US Dollar.**

**Mode of Payment**

Full payment is to be made by

- ❖ Demand Draft/at par Cheque favouring "EEPC INDIA" along with the duly filled-up Application Form, OR
- ❖ Swift Transfer in US Dollar as per following details :

Name of the Bank : HDFC BANK LTD  
Address of the Bank : Central Plaza, 2/6 Sarat Bose Road, Kolkata - 700 020  
Bank Code : 0014  
Account Number (EEFC US\$ A/c.) : 00148580000013  
Beneficiary Name : EEPC INDIA  
SWIFT Code : INBBCAL

THROUGH :

JP MORGAN CHASE BANK NEW YORK, A/c. No. 001-1-406717  
SWIFT Code - CHASUS33  
CHIPS ABA : 0002  
FEDWIRE ABA : 021000021  
CHIPS UID # 354459

**Please note that the net amount transferred should be at par with the participation charges. Bank charges – if any, shall not be borne by EEPC India.**

**Date of Payment**

Full payment is to be made along with the Application Form latest by **7th October, 2009.**

**Cancellation of Participation**

Request for cancellation of participation will be accepted if EEPC India receives the same in writing on or before 7th October, 2009. EEPC India shall not entertain any cancellation afterwards. Any cancellation after the due date shall result in forfeiture of the amount already paid on this account.

**Display Booth****The BIG 5 2009**

Participation charge includes following services for a **9 sq. mtr. booth** :

- Fascia
- Carpeting
- One table
- Three chairs
- One Counter
- Three Spotlights
- One 13 amps 3 pin plug
- One waste basket

**BIG 5 – PMV 2009**

Participation charge includes following services for a **6 sq. mtr. booth** :

- Fascia
- Carpeting
- One table
- Two chairs
- One Counter
- Two Spotlights
- One 13 amps 3 pin plug
- One wall shelf
- One waste basket



### Selection Criteria

Since limited space is available, selection of participation will be done strictly on first-come-first-served basis. *Only a few corner booths are available which will be allotted strictly on first-come-first-served basis.*

Final selection of the participants will be done by EEPC INDIA based on the criteria such as Accreditation to the International Standards (like ISO, QS, etc.), foreign collaboration, annual exports etc.

### Travel and Hotel Accommodation

**EEPC India** will assist participants in locating suitable airlines and hotels at Dubai, UAE at negotiated rates through accredited Travel Agents. However, participants are free to make their own travel/hotel arrangements.

### Visa

EEPC India will issue recommendation letters in favour of the representatives of the participating Indian companies in the exhibition for issuance of visa for the show. However, EEPC India will not give any guarantee to this effect, as this is the sole discretion of the Embassy of United Arab Emirates in India.

### Benefit of the member-exporters

EEPC INDIA is organizing this event under the MAI Scheme of Ministry of Commerce & Industries, Government of India. Therefore no MDA grant would be available. The rates mentioned above are highly subsidized as per MAI Scheme of Government of India.

### Submission of Application

Interested firms may please send their Application Forms, duly filled in and signed, along with full payment latest by **7th October, 2009** to respective Regional Offices or to :

**S. Rajagopalan**

*Deputy Director*

**EEPC INDIA**

Vanijya Bhavan (1st Floor)

International Trade Facilitation Centre

1/1, Wood Street, Kolkata - 700 016

Tel. : 91-33-22890651/52/53

Fax : 91-33-22890654

E-mail : eepcho@eth.net/srglan@eepcindia.net

Website : [www.eepcindia.org](http://www.eepcindia.org)



**APPLICATION FORM**

**India Pavilion at *The BIG 5 and BIG 5 - PMV 2009*, Dubai, UAE  
(23-26 November, 2009)**

Name of the Company (in block letters)	:			
Postal Address (in block letters)	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Interested to participate in (please tick)	:	<input type="checkbox"/> The BIG 5 2009	<input type="checkbox"/> BIG 5 - PMV 2009	
Total Space required	:			
Amount with DD/Cheque No. & date	:			
Name & Designation of the Chief Executive	:			
Mobile	:			
Name & Designation of the Participant	:			
Mobile	:			
Items Manufactured/Exported	:			
Total Annual Export (in Million US\$)	:	<u>2006-2007</u>	<u>2007-2008</u>	<u>2008-2009</u>
Total Export to Gulf countries (in Million US\$)	:	<u>2006-2007</u>	<u>2007-2008</u>	<u>2008-2009</u>
Countries of Export	:			
Accreditation to International Standards (viz QS, ISO etc.)	:			
Foreign Collaboration, if any	:			
Type of Unit	:	<input type="checkbox"/> SSI	<input type="checkbox"/> Non-SSI	
Status	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
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	
<b>Passport details</b>				
Name as in Passport	:			
Passport No.	:			
Date of Issue	:			
Date of Expiry	:			
Place of Issue	:			

Please send the Form duly filled in an signed along with the details of your participation fees payment.

Name : \_\_\_\_\_  
Signature : \_\_\_\_\_  
Date : \_\_\_\_\_ Office Seal : \_\_\_\_\_