



## INDIA ENGINEERING MEET & EXHIBITION (22nd to 24th January, 2007)

Engineering Export Promotion Council is pleased to announce one of its mega events "India Engineering Meet & Exhibition", to be held at India Expo Centre, New Delhi-Greater Noida Expressway from 22nd to 24th January, 2007. Member-exporters have the golden opportunity to meet a wide spectrum of buyers from Africa, Latin America, ASEAN+2, CIS, America and Europe at one single point.

### India's Engineering Exports

Exports of engineering goods and services from India have reached to US\$ 19.8 billion in the year 2005-06 and registered a robust growth of 24.68%.

| <i>Region</i>            | <i>Engineering Exports in Million US\$</i> |                 |                 |
|--------------------------|--|-----------------|-----------------|
|                          | <i>2003-04</i>                             | <i>2004-05</i>  | <i>2005-06</i>  |
| Europe                   | 2398.29                                    | 3900.95         | 4307.95         |
| USA & Canada             | 1411.40                                    | 2472.43         | 2892.19         |
| ASEAN+2                  | 1225.06                                    | 1911.00         | 2695.63         |
| AFRICA                   | 1158.66                                    | 1782.45         | 2294.01         |
| LAC Region               | 210.13                                     | 461.57          | 572.12          |
| CIS Region               | 79.74                                      | 110.90          | 186.86          |
| Others – Asia & Services | 5069.51                                    | 4754.94         | 6234.56         |
| <b>Total</b>             | <b>11552.79</b>                            | <b>15394.24</b> | <b>19183.32</b> |

The trend of growth in exports of engineering goods and services over the last three years indicates a steady growth of above 20%. In terms of regional groupings, the most important three markets - NAFTA, EU and ASEAN accounted for more than 47% of the Indian engineering exports. The most important individual market remains the United States, which accounts for more than 14% of the total exports of engineering products and services from India. The European Union in particular the UK, Germany, France, Belgium and Italy are the most important contributors to the engineering exports basket of India. It is notable that South Africa and Nigeria have emerged as top destinations in the African markets. Certain important countries of Indian exports that are primarily trading centres for further distribution include the UAE and Singapore.

Indian exports have shown a higher year-to-year increase in terms of global market share of engineering exports, however, this remains a low at about 0.47%. In order to foster the engineering exports growth, the Council continues its endeavour to double exports of engineering items from India in next 5 years and to take India's share in the world engineering close to 1%.

### India Engineering Meet & Exhibition

The Council has been organising the Buyer Seller Meets periodically to benefit its members. Indo-LAC, Afro-India, Euro-India, Indo-ASEAN, Indo-CIS and Indo-NAFTA etc. have been successfully organized by the Council in the recent past. However, this year being a "Golden Jubilee" year of the Council, it has been decided to coincide 5 BSMs together along with the exhibition and organize a mega event "INDIA ENGINEERING MEET & EXHIBITION". The Council is planning this event to be a regular feature of the Council's promotional activity for its members.

## Buyer Seller Meets

The details of the Buyer Seller Meets (BSM) are given below :

| <i>S. No.</i> | <i>Buyer Seller Meet</i>      | <i>Dates</i>       |
|---------------|-------------------------------|--------------------|
| 1.            | Afro-India                    | 22nd January, 2007 |
| 2.            | Indo-ASEAN+2                  | 22nd January, 2007 |
| 3.            | Euro-India, Indo-USA & Canada | 23rd January, 2007 |
| 4.            | Indo-CIS                      | 24th January, 2007 |
| 5.            | Indo-LAC                      | 24th January, 2007 |

## Exhibition

The Council has booked 6,900 sq. mtrs. space for organizing the Exhibition in Hall Nos. 2 & 4 of India Expo Centre. The participation will be limited to 300 Indian companies only. The exhibitors will have the opportunity to :

- Meet around 400 overseas buyers in just three days
- Make face-to-face contacts with potential buyers
- Launch new products/generate new business
- Raise Industry awareness of your company
- Communicate with current clients
- Identify new agents and distributors
- Attract media attention
- Demonstrate technological developments

The exhibition will be primarily focused on serious Business Visitors – Chief Executive Officers/Business Heads, Sourcing/Vendor Development Executives, Technical Experts & Consultants, Officials from Public Sector Undertakings, Government Officials, Diplomats from Embassies etc.

The built-up booth of 9 sq. mtrs. in size (3m x 3m) will include carpeted floor, one-plug socket, two spotlights, three plastic chairs, one table, one ashtray, one waste basket, one catalogue display stand and fascia. In the event of additional space requirement, minimum space in the multiple of 3 sq. mtrs. may be booked. Any additional furniture/accessories required will be charged extra.

## Seminars

The International Conferences & Seminars on the topical issues related to the latest trends in the engineering industry will be organized coinciding with the event.

## Thrust Products for India Engineering Meet & Exhibition

### A. Capital Goods

- Cement Machinery
- Chemical, Paper, Water Treatment Plant
- Commercial Vehicles including Jeeps, Cars etc.
- Construction Machinery including Earthmoving Equipment, Cranes, Lifts and Winches etc.
- Electric Power Equipments
- Electric Wires & Cables
- Fencing Structures
- Food Processing
- Heating & Cooling Equipment
- Knitting Machinery
- Machine Tools and Accessories
- Other Industrial Machinery
- Pharmaceutical Machinery
- Sugar Machinery
- Textile & Jute Mill Machinery

- Tractors & Agricultural Equipment
- Transmission Line Towers & Parts
- Two and Three Wheelers

### B. Primary Iron & Steel and related items

- Bolts, Nuts, Screws and other Fasteners
- Bright Bars
- Electrodes
- Ferrous Hollowware
- Forgings
- Industrial Castings
- Prime Iron & Steel
- Railway Track Materials
- S. S. Utensils
- Sanitary Castings
- Steel Furniture & Other Steel Products
- Steel Pipes and Tubes
- Steel Wire including Wire Nails & Nettings etc.
- Wire Ropes & Strands

### C. Non-Ferrous Metals & Products

- Aluminium & Aluminium Products
- Other Non-Ferrous Metal Products

### D. Consumer Durables

- Air Compressors
- Auto Parts
- Bicycle & Parts
- Cutting Tools and Steel Files
- Dry & Storage Batteries
- Electric Fans & Parts
- Electrical Manufactures
- Hand Tools
- I. C. Engines & Parts
- Mechanical Pumps
- Mica & Mica Products
- Office Equipment
- Scientific, Surgical & Other Instruments
- Sewing Machines & Needles etc.

### E. Other Engineering Products



### Exhibition Venue

India Expo Centre, New Delhi-Greater Noida Expressway  
Plot No. 25, 27, 28, 29, Knowledge Park-II  
Dist. Gautam Budh Nagar, Greater Noida, UP  
Tel. : 95120-2328011-20  
Fax : 95120-2328010  
Website : www.indiaexpoctr.com

For the convenience of Indian participants, the Council has made arrangements for coaches from different destinations in Delhi for attending the exhibition. The shuttle services will also be available from Sector 44 Noida (Starting point of Greater Noida Expressway) to India Expo Centre, Greater Noida on regular intervals.

### Dates & Duration

22nd to 24th January, 2007 (Monday to Wednesday, 3 days)  
9:30 A.M. to 5:00 P.M.

### Revised Participation Charges

#### a. For 5 Buyer Seller Meets – Rs. 50,000/-

This will include 15 meetings (maximum) and a cultural programme followed by Cocktail Dinner.

An Additional amount of Rs. 15,000/- will be charged for additional participant from the same firm and he will be entitled to cultural programme and Cocktail Dinner.

#### b. For 3 Buyer Seller Meets – Rs. 35,000/-

This will include 9 meetings (maximum) and a cultural programme followed by Cocktail Dinner.

An Additional amount of Rs. 15,000/- per person will be charged for additional participant from the same firm and he will be entitled to cultural programme and Cocktail Dinner.

**Each firm participating in any one of the above BSM Schemes may avail of the opportunity of having a 9 sq. mtrs. built-up booth by paying an extra amount of Rs. 25,000/-. Any firm desiring to take more than 9 sq. mtrs. built-up booth, will have to pay an additional charge of Rs. 3,000/- per sq. mtr. Bare Space can also be booked @ Rs. 2,000/- per sq. mtr. subject to a minimum space of 27 sq. mtrs.**

### Payment and Cancellation

Full amount at the time of the Booking.

No request for cancellation will be accepted after booking.

**Last date of confirming participation – December 31, 2006.**

### Selection Criteria for Indian Participating Company

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

### Selection Criteria for Overseas Buyers

In order to ensure that buyers of repute and interest are invited to attend the proposed BSM, the Council has devised a questionnaire, which will be circulated through Council's Overseas Offices, Indian Missions, Associations and Chambers of Commerce to the prospective buyers. On receipt of the filled-in questionnaire, the Council would finally select the buyers keeping in view the interest of member-exporters so that one to one meetings may result into some concrete business at the end of the meet. **Council already has screened more than 300 Overseas Buyers for this Meet.**

### Publicity

Council undertake wide publicity campaign for this event through various media in India and abroad through its overseas offices.

Please send the Application Form duly filled in to :

**C. S. Shukla**

*Executive Director*

**Engineering Export Promotion Council**

Vandhna (4th Floor), 11, Tolstoy Marg, New Delhi-110 001

Tel. : 91-11-23711124/25, 23353353

Fax : 91-11-23310920

E-mail : eepcto@eepec.gov.in

**COUNCIL RESERVES THE RIGHT TO ACCEPT OR REJECT PARTICIPATION OF ANY INDIAN COMPANY.**

## Application Form

### INDIA ENGINEERING MEET & EXHIBITION

(22nd to 24th January, 2007)

|   |   |                                     |   |
|---|---|-------------------------------------|---|
| Name of the Company<br>(In Block Letters)   |   |                                     |   |
| Address<br>(In Block Letters)   |   |                                     |   |
|   | City  |                                     | Pin Code  |
| Phone (with STD Code)   |   | Fax No.                             |   |
| E-mail  |   | Website                             |   |
| Name(s) of the Executive(s) with Designation(s) attending the India Engineering Meet & Exhibition | 1.  |                                     | 3.  |
|   | 2.  |                                     | 4.  |
| Items Manufactured/Exported<br>(HS Codes if possible)   |   |                                     |   |
| Industrial Application  |   |                                     |   |
| Foreign Collaborations if any, please specify   |   |                                     |   |
| Annual Turnover in US\$   |   | Annual Export in US\$               |   |
| Countries of Export   |   |                                     |   |
| International Accreditations<br>(ISO, QS, etc.)   |   |                                     |   |
| Nature of Business<br>(Please tick mark)  | Manufacturer                                  |                                     |   |
|   | <input type="checkbox"/> SSI                  | <input type="checkbox"/> Non-SSI    | <input type="checkbox"/> Merchant <input type="checkbox"/> Export House |
| Option of Participation<br>(Please indicate your choice by tick mark)                             | <input type="checkbox"/> 5 Buyer Seller Meets |                                     | <input type="checkbox"/> 3 Buyer Seller Meets                           |
|   | Built-up Booth of 9 sq. mtrs. area            |                                     | <input type="checkbox"/> Yes <input type="checkbox"/> No                |
|   | Built-up Booth more than 9 sq. mtrs. area     |                                     |   |
|   | Bare Space (Minimum 27 sq. mtrs.)             |                                     | <input type="checkbox"/> Yes <input type="checkbox"/> No                |
|   | <b>Choice of Buyer Seller Meets :</b>         |                                     |   |
| <input type="checkbox"/> Afro-India   |   | <input type="checkbox"/> Indo-ASEAN | <input type="checkbox"/> Indo-CIS <input type="checkbox"/> Indo-LAC     |
| <input type="checkbox"/> Euro-India and Indo-USA & Canada   |   |                                     |   |
| Area of specific interest for this BSM/Meet   |   |                                     |   |

**Signature with Office Seal**

**N.B. : Following should be sent with this Form :**

1. Two passport size colour photographs of each participant with their names at the back of the photographs.
2. Please send us this Form duly filled in and signed along with full payment by Demand Draft in favour of Engineering Export Promotion Council.