



Council's Activities



“The India Show” **At M-Tech: Mechanical Components & Materials Technology Expo** **Tokyo Big Sight, Japan** **20 – 22 June, 2012** **India is the Partner Country at M-Tech**

EEPC INDIA takes The India Show to Japan

Just over a year after the signing of the Comprehensive Economic Partnership Agreement (CEPA) between the governments of Japan and India, EEPC India takes 'The India Show' to the economic capital of Japan, Tokyo.

The India Show, a part of the 16th Mechanical Components & Materials Technology Expo (M-Tech) is being organised at The Tokyo Big Sight from 20th to 22nd June 2012. The Show will exhibit over 100 Indian companies from Engineering, IT, Chemicals, Pharmaceuticals and from a host of other fields. Showcasing their products and services at M-Tech will help them tap newer business opportunities. India is not just participating, but would be a partner at the M-Tech 2012.

This year also marks the 60th anniversary of diplomatic relations between the two countries therefore this year will prove to be very promising for the Indo-Japanese relations.

Mechanical Components & Materials Technology Expo (M-TECH) – organized by **Reed Exhibitions Japan** in association with **Japan Exhibition Association (JEXA)** - is Japan's largest exhibition focusing on **mechanical components, materials and fabrication technologies**. The present Show is the 16th edition. Reed Exhibitions is one of the leading event organizers in the world and the largest in Japan.

Concurrent Exhibitions

- **Medical Technology Expo** - Various technologies, materials and parts for medical devices all under one roof.
- **3D & Virtual Reality Expo (IVR)** - IVR is Japan's largest exhibition where you can experience all kinds of cutting-edge 3D technology and super high definition image technology. IVR attracts a significant number of users from manufacturing industries, amusement industries, broadcasting stations, image producing companies, content production companies, telecommunication companies, public offices, universities and research centers, who are looking to buy solutions for their businesses.
- **Design Engineering & Manufacturing Solutions Expo (DMS)** - Design Engineering & Manufacturing Solutions Expo (DMS) is Japan's largest exhibition gathering all kinds of IT solutions such as CAD, CAE, ERP, production systems. DMS attracts a significant number of professionals from design, development, production engineering, and information systems departments, who are looking to buy solutions for their businesses.

Why M-Tech?

M-Tech provides immense opportunities:

- ✓ Best show in the industry – Japan's largest manufacturing industry show
- ✓ Large numbers of relevant visitors
- ✓ Meeting point of potential customers and an opportunity to talk to decision makers
- ✓ An opportunity to promote your brand and to expand your business in Japan
- ✓ Win new customers.

Statistics of M-Tech: 2011

- Total Exhibitors : **1,633**
- Total Visitors : **84,509**

Visitor Profile

- Easy access to about 1 Lakh customers from Japan & neighbouring countries like Taiwan, Thailand, Korea, China
- Wide range of manufacturers - Design & Development Engineers, R&D Personnel, Production Engineers, Manufacturing Engineers, Maintenance Engineers, Procurement Managers, Quality Control Professionals and Management Executives in the Manufacturing Industry
- Visitors from large corporate houses.

Japan - A rich past and a promising future

The economy of the country is strengthening and its imports are on the rise. Japan offers foreign companies to expand their businesses as it offers the right platform for investors. Japan is also an international hub and is known for its technological expertise.

There are many reasons for companies to turn to Japan -

- Japan is world's 7th largest importer of engineering goods
- Japan is one of the world's largest economies and acts as a "Bridge Nation" connecting Asia to the world
- India's share as supplier of engineering goods to Japan is only 0.5%. This highlights the potential for future growth, keeping in mind that over 60 product groups have been shifted to category A of the CEPA schedule, making them eligible for duty free imports to Japan
- Japan is open to technology and hence outsourcing. And India is a market which is definitely on top of their list
- Many countries in ASEAN region like Thailand, Malaysia, Philippines and Indonesia are top suppliers of engineering goods to Japan
- CEPA agreement opens up immense opportunities for Indian exporters of engineering goods and services. Thus creating an ideal environment to export to Japan
- The best exhibition of its type for manufacturing sector. A perfect place for two parties to meet and do business
- India is the preferred investment destination for Japanese companies in the infrastructure and manufacturing sectors and technical collaborations.

The Tokyo Advantage

Tokyo has been described as one of the three "command centres" for the world economy. Most significantly, Tokyo is Japan's leading industrial centre and now a finance centre too. Tokyo boasts of a highly diversified manufacturing base. And understandably too, it's in Tokyo where the prestigious M-tech Exhibition is held. As an Alpha world city, Tokyo is a major hub for foreign affiliated companies operating in Japan. Tokyo's leading economic sectors including finance, business services, telecommunications, electronics, research, education, tourism, engineering and textiles.

Benefits to Exhibitors

An exhibition is a place where interested parties can meet face-to-face. They can strike new deals, form new connections and make use of new opportunities. More importantly, people can benefit from knowing their competitors and also make valuable use of their time by interacting with the best people in the industry.

Partner Country status to India – Additional publicity and VIP presence :

- Cost efficient advertisement through regional media sources and non-Govt. organizations
- Meeting with decision makers, 60% of the total expected visitors
- Displaying the potential of your company and product portfolio
- Building networks with representative from industry, science and Government

India-Japan Bilateral Trade

- The bilateral trade between the two countries was to the tune of US\$ 14 billion in 2010-11
- Government of the two countries target to increase two-way trade to US\$ 25 billion by 2014

CEPA - Breaking barriers to make new relationships

Japan and India have come together for a purpose. For the first time, the trade barriers between the two countries have been removed. An agreement initiated and supported by both the governments has brought forward immense opportunities between the two. This move will facilitate the export of Indian goods to Japan. Also the investors will feel safer to invest and this will in turn strengthen the relationship between the two countries. The CEPA plays an important role in increasing not only the exports to Japan, but also the movement of people and exchange of expertise and technical know-how between the two countries. Additionally, for India, this pact will provide access to the 5 trillion dollar – GDP Japanese market. It's the perfect time for Indian companies to invest in Japan. Thanks to Comprehensive Economic Partnership Agreement (CEPA).

Exhibit Profile @ M-Tech

Tools: Cutting Tools, Carbide Tools, Tools and Jigs, End Mills, Spindles, Tool Materials, etc.

Motor: AC/DC Motors, Servo Motors, Stepping Motors, Drivers, Controllers, Inverters, etc.

Fluid Power Transmission: Hydraulics Equipment, Pneumatics Equipment, Water Hydraulics Equipment Seals, Packing, Joints, Tubes, Pumps, etc.

Mechanical Parts & Related Product: Various Mechanical Parts such as Handles, Levers, Casters, Dampers and related products.

Fasteners & Fastening Technology: Screws, Bolts, Nuts, Washers, Pins, Rivets, Bonds, Screw Fastening Tools, Torque Measurement Tools, Weld Technology, Other Fasteners related products and Technologies.

Surface Treatment & Modification: Surface Treatment and Modification Technology such as Plating, Coating, Spraying, Materials and Testing Equipment.

Materials & Fabrication Technology: Metal/Plastic Processing Technology such as Cutting, Press, Casting, Die-Casting, Projection Forming and Materials.

Motion Technology: Bearing, Linear Motion Systems, Ball Screws, Gears, Speed Reducers, Clutches, Belts, Chains, etc.

Mechanical Springs: Coil Springs, Flat Springs, Tension Springs, Spring Machines, Spring Testing Machines, etc.

Testing/Measuring/Sensor: Various Testing Instruments/Equipment, Sensors and Other Measurement Related Technology.

Debarring & Surface Finishing: Various Blasting Technologies, Barrel Finishing, Chamfering Machines, Brushes, Electrochemical Polishing, Wheels, Grind Stones, etc.

Parts Feeder/Parts Inspection: Parts Feeders, Parts Inspection Equipment, Detection System of Defective Parts, etc.

Ultra Precision Processing/Micro Fabrication: Various Metal/Plastic Ultra Precision Processing and Micro Fabrication Technology.

Large/Thick Parts Machining: Metal/Plastic Processing Technology of Large/Thick Objects.

Industrial Cleaning: Washers, Cleaners, Driers, Water/Chemical Treatment Technology, etc.

Medical Device Development & Manufacturing Technology: Various Processing Technology, Equipment Components, Manufacturing Equipment and IT Solutions for Medical Equipment Development and Manufacturing.

Service sector from India will also feature sharply since this is an India Show and all round promotion of Brand India is made special focus on service sector - tourism, R&D, Research, accounting, consultancy & medical tourism.

Details of the Show

Venue : Tokyo Big Sight, Japan

Date : 20 – 22 June, 2012

Display Booth

The in-built booth of net area of 8.1 sqm shall contain:

- One table
- Three chairs
- One lockable counter
- Three spotlights
- One fascia
- One waste bin
- One power socket
- Booth carpet

For additional furniture and other requirements, prior intimation has to be made to the EEPC India against payment.



Participation Charges

The charges for direct participation by any international exhibitor at M-Tech 2012 work out to approximately **Rs. 47,000** per sqm + Tax.

EEPC India makes it easier and cost effective for its members to participate in the exhibition. The participation fee has been subsidized so its members can benefit from this golden opportunity.

Accordingly EEPC's charges for members are as under:

- 8.1 sqm (one side open) booth : **Rs. 13,000** per sqm OR **USD 260** per sqm
[10% extra for two sides open booth (subject to availability)]
- Bare Space: (minimum 32.4 sqm) : **Rs. 11,000** per sqm OR **USD 220** per sqm

Due to limited availability of corner booths, allocation will be done on *first-come, first-served* basis subject to receiving full payment.

Mode of Payment

Full payment is to be made by

- ❖ Demand Draft/at par Cheque favouring "EEPC INDIA" along with the duly filled-up Registration Form
- ❖ Swift Transfer in **USD (to add USD 50 per remittance to offset bank charges etc.)** 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
 Branch Code : 0014
 Account Number : 00148580000013
 Beneficiary Name : EEPC INDIA
 SWIFT Code : HDFCINBCCAL
 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

Payment & Cancellation

Full payment should be made along with **Registration Form**, duly filled in latest by **30th April, 2012**. The payment should be made by way of **Demand Draft** drawn in favour of "EEPC India" or Swift Transfer as indicated above.

Booking of space will be considered only after receiving 100% payment. 50% cancellation charges applicable if reservation is cancelled before **7th May, 2012**. Any cancellation after this date would result in 100% forfeiture. Acceptance of application and allocation of space will be at the sole discretion of the EEPC India.

Selection Criteria

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

Shipment of Exhibits

In order to facilitate shipment of exhibits, EEPC India will appoint a Shipping Agent. However, the participants are free to choose their own shipping agents.

Travel and Hotel Accommodation

EEPC India will assist participants in locating suitable airlines and hotels at Tokyo, Japan 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 India Show" for issuance of visa. However, EEPC India will not give any guarantee to this effect, as this is the sole discretion of the Embassy of Japan in India.

EEPC India will recommend for issuance of visas for a maximum number of two participants for each 8.1 sqm booth.

Benefit of the Member-exporters

EEPC India is organizing "The India Show" in Tokyo, Japan under the MAI Scheme of Ministry of Commerce & Industry, Government of India. Therefore no MDA grant would be available. The rates mentioned above are subsidized as per MAI Scheme of Government of India.

Submission of Application

Interested firms may please send their Registration Forms (enclosed) duly filled in and signed, along with the payment latest by **30th April, 2012** to any of the following offices in the respective regions :

Bhaskar Sarkar

Addl. Executive Director & Secretary

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Anima Pandey

Regional Director

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Registration Form
The India Show in Tokyo, Japan
(20 - 22 June, 2012)

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Total Space required (Minimum 8.1 sqm)	:	Area :		sqm
Booth type	:	<input type="checkbox"/> One side open	<input type="checkbox"/> Two sides open	
Fascia name to be displayed	:			
Amount with DD/Cheque No. & date	:			
Name & Designation of the MD/CM	:			
Name & Designation of the Participants	:			
Mobile No.	:			
Passport No.	:			
Place of Issue	:			
Date of Issue & Valid up to	:			
Status (Please tick in the appropriate box)	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	
		<input type="checkbox"/> Export House		
Total Annual Export (in Million US\$)	:	2009-2010	2010-2011	2011-2012
Total Export to East Asian countries (in Million US\$)	:	2009-2010	2010-2011	2011-2012
Foreign Collaboration, if any	:			
Products Manufactured/Exported	:			
Countries of Export	:			
Accreditation to International Standards (like ISO, QS)	:			
Nature of Display	:	Display of Samples	<input type="checkbox"/>	
		Display of Posters	<input type="checkbox"/>	

Please use separate sheet to furnish details of your company (within 80 words) for the Exhibitors' Profile.

Please send us this Form duly completed and signed along with your participation fees by Demand Draft/Cheque and 2 (two) copies of passport size colour photographs of the Participant.

Signature :

Date :

Office Seal :