



EEPC INDIA (formerly Engineering Export Promotion Council)
Sponsored by Ministry of Commerce & Industry, Government of India
(An ISO 9001: 2000 organisation)

EEPC India Invites Participation in India Pavilion at Hannover Messe 2012 (23 - 27 April, 2012)

Hannover Messe is one of the world's leading technology event. It is the leading showplace for all sectors of industry – in particular mechanical and plant engineering, automotive sectors, electrical engineering and electronics. Hannover Messe 2012 is the conglomeration of eight high profile international trade shows under one roof. It offers a unique opportunity to establish contacts with many business leaders and unlock new sources of business potential. In 2011 edition 6,500 exhibitors from 65 countries participated and 2,28,476 visitors came from 90 countries.

Following eight leading trade shows that make up Hannover Messe 2012 will present a unique cross-section of key industrial technologies:

- **Industrial Automation:** Process, Factory and Building Automation Systems and Solutions (Halls 7-9, 11, 14-17)
- **Energy :** Renewable and Conventional Power Generation, Power Supply, Transmission, Distribution and Storage (Halls 11-13, 27)
- **MobiliTec :** Hybrid and Electric Powertrain Technologies, Mobile Energy Storage and Alternative Mobility Solutions (Hall 25)
- **Digital Factory :** Integrated Processes and IT Solutions (Hall 7)
- **Industrial Supply :** Industrial Subcontracting and Lightweight Construction (Halls 3-6)
- **CoilTechnica :** Coil Winding, Electric Motor, Generator and Transformer Technology (Hall 25)
- **IndustrialGreenTec :** Environmental Technology (Hall 26)
- **Research & Technology :** R&D and Technology Transfer (Hall 2)

EEPC INDIA is organizing an **India Pavilion** in the Industrial Supply, Energy, Industrial Automation sectors in Hannover Messe 2012. **Industrial Supply** - Subcontracting and Lightweight Construction will cover materials components and system for mechanical engineering, the automotive industry and plant industry. **Energy** sector is the leading trade fair for Renewable and Conventional Power Generation, Power Supply, Transmission, Distribution and Storage. **Industrial Automation** creates a platform for all the relevant disciplines - from energy-efficient power transmission to ultra-precise measurement and control systems.

Focus Products

Industrial Supply - Subcontracting and Lightweight Construction

Materials/Technology know-how

Steel, Metals, Non-Ferrous Metals, Rubber, Plastics, Ceramics, Composites, Special & Hybrid Materials

Development Design and Processes

Non-cut Component Manufacturing : Casting, Solid Forming and Sheet Metal Forming, Machining, Joining/Fastening Techniques, Materials Treatment, Engineering, Design, Industrial Services

Parts, Components & Systems

Semi-finished Products, Systems and Subassemblies, Intermediate and Finished Products

Energy Sector

Power Generation and Supply

Services and technologies from fuel cells to all-inclusive contracting packages and low-cost solutions for energy supply

Transmission and Distribution

Cabling, transformers, switchgear, power supplies, instrumentation, network management, systems engineering and components, transport technologies of oil, gas and water

Conventional Energy

Oil, gas, coal and nuclear energy

Renewable Energy

Solar energy/solar heating, biomass, biogas, bio-fuels, geothermal energy and hydroelectric power



Industrial Automation Sector

Mechanical and plant engineering, power transmission and motion control, instrumentation and sensor technology, robotics, electro automation & IT, energy efficiency in industrial processes, industrial communications, software and industrial control systems, industrial security systems, wireless automation, mobile robots & autonomous systems, field devices, industrial embedded, image-processing and identification systems, protection against product piracy

Venue

Hannover Fair Grounds
 Messegelände
 30521 Hannover, Germany

Date

Monday, 23rd - Friday, 27th April, 2012

Booth Size : Hall 3 : 3.5 x 3 = 10.5 sq. mtr.
 3 x 3 = 9 sq. mtr. (limited booth)
 Hall 12 : 3 x 3 = 9 sq. mtr.
 Larger booths in multiple of 3 sq. mtr. are also available.

Initially EPEC India has booked space in Hall 3 (Industrial Supply sector) and Hall 12 (Energy sector). If any member is interested to participate in other sectors, they may apply mentioning their desired Hall number. EPEC will try to accommodate them subject to availability of space.

Participation Charges

For SMEs

- | | |
|---|---|
| One side open booth
(Built up booth) | : Euro 260 per sq. mtr. or Indian Rs. 17,000/- per sq. mtr.
+ Rs. 1,751/- per sq. mtr. as deposit towards Service Tax. |
| Two sides open booth
(Built up booth)
(subject to availability) | : Euro 290 per sq. mtr. or Indian Rs. 19,000/- per sq. mtr.
+ Rs. 1,957/- per sq. mtr. as deposit towards Service Tax. |

For Non-SMEs

- | | |
|----------------|---|
| Built up booth | : Euro 300 per sq. mtr. or Indian Rs. 20,000/- per sq. mtr.
+ Rs. 2,060/- per sq. mtr. as deposit towards Service Tax. |
|----------------|---|

If participants make payments in Euro, then Service Tax is not applicable. If participation charges are paid in INR an amount equivalent to the corresponding Service Tax amount is also to be added which shall be treated as a deposit pending clarification from the authorities.

Mode of Payment

Full payment is to be made by

- ❖ Demand Draft/at par Cheque favouring "EPEC INDIA" along with the duly filled-up Application Form
OR
- ❖ Swift Transfer in Euro (**to add Euro 40 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	: 00142680000056
Beneficiary Name	: EPEC INDIA
SWIFT Code	: HDFCINBBCAL

THROUGH:
 JP MORGAN CHASE BANK, FRANKFURT, GERMANY
 A/c. No. 623-16-02308
 SWIFT Code – CHASDEFX
 IBAN NO.: DE26501108006231602308

**Participation charge includes following services:**

- Display Booth with standard furniture
- Catalogue/EBI listing by Hannover Messe
(In alphabetical section - name/address and in product section - three product entries)
- Guide to Exhibitors and interactive CD on Indian participants to be distributed at the show
- On site assistance in various business related matters
- Electricity charges for three spotlights as mentioned below (**cost of electricity for additional spotlights has to be borne by the participants on actual**)
- Stand cleaning services

Date of Payment

Full payment is to be made along with the Application Form latest by 31st January, 2012.

Cancellation of Participation

Request for cancellation of participation will be accepted if EEPC India receives the same in writing on or before **7th February, 2012**. 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

There will be in-built display booths of 9/10.5 sq. mtr. each. EEPC India will provide the following:

- Carpeted floor
- One table
- One lockable cabinet
- Three chairs
- One book rack
- Three spot lights
- One plug socket
- One waste basket
- Fascia

Note: If any participant orders for additional furniture/services to Hannover Messe through OBS the cost of the same will have to be borne by the concerned participant.

Selection Criteria

Selection of participants will be done **after receiving full payment strictly on first-come, first-served basis.**

Benefit of the Member-Exporters

EEPC India is organizing this event 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.

Participants' Details

In Hannover Messe 2012 EEPC India intends to circulate the details of all the participants in a **CD Format** on a complimentary basis instead of printed Exhibitors' Profiles. The CD will be highly interactive and will be a ready reckoner for the overseas buyers.

Participants are requested to send the following information along with the Application Form in CD or over email to the respective Regional Offices with a copy to Head Office (email id: eepcho@eepcindia.net):

- (i) Company Profile (not more than 100 words);
- (ii) Contact Details (as per the Application Form);
- (iii) Logo – pdf or jpg format;
- (iv) E-Brochure – pdf format (within 2 pages); or
- (v) Scanned copy of Product Catalogue/Product Pictures - pdf format.

Submission of Application

Interested firms may please send the **Application Form**, duly filled in and signed, along with **full Payment latest by 31st January, 2012** to any of the following:

R Maitra

Executive Director

EEPC INDIA

Vandhna (4th Floor)

11, Tolstoy Marg

New Delhi - 110 001

Tel. : 91-11-23353353, 23711124/1125

Fax : 91-11-23310920

E-mail : eepcto@eepcindia.net

Ms Anima Pandey

Regional Director

EEPC INDIA

Vanijya Bhavan (2nd Floor)

International Trade Facilitation Centre

1/1, Wood Street

Kolkata - 700 016

Tel. : 91-33-22890673/74

Fax : 91-33-22890687

E-mail : eepcrokol@eepcindia.net

K V Rajasekharan

Assistant Director

EEPC INDIA

4A, Vandhna Building (4th Floor)

11, Tolstoy Marg

New Delhi - 110 001

Tel. : 91-11-23314171/74

Fax : 91-11-23317795

E-mail : eepcrodel@eepcindia.net

Opinder Singh

Sr. Assistant Director

EEPC INDIA

Plot Comm. 1, Focal Point

Jalandhar – 144 004

Tel. : 91-181-2602264

Fax : 91-181-2601124

E-mail: eepcsrojld@eepcindia.net

J V Raja Gopal Rao

Sr. Assistant Director

EEPC INDIA

'Soham Mansion' (1st Floor)

No. 5-4-187/3 & 4/4, M. G. Road

Secunderabad – 500 003

Tel. : 91-40-27536704

Telefax : 91-40-27536705

E-mail : eepcsrohyd@eepcindia.net

Bhaskar Sarkar

Addl. Executive Director & Secretary

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@eepcindia.net

Rajat Srivastava

Regional Director

EEPC INDIA

Centre 1 (12th Floor)

World Trade Centre

Cuffe Parade

Mumbai - 400 005

Tel. : 91-22-42125555

Fax : 91-22-42125556/22180119

E-mail : eepcromum@eepcindia.net

M Ganesan

Regional Director

EEPC INDIA

Greems Dugar (3rd Floor)

149, Greems Road

Chennai - 600 006

Tel. : 91-44-28295501/5502

Fax : 91-44-28290495

E-mail : eepcrochen@eepcindia.net

C H Nadiger

Sr. Assistant Director

EEPC INDIA

Vinayaka Complex (2nd Floor)

44/45, Residency Road Cross

Bangalore – 560 025

Tel. : 91-80-25581396/25588669

Fax : 91-80-25586914

E-mail : eepcsroblr@eepcindia.net

Sudhakaran C K Nair

Assistant Director

EEPC INDIA

TF-313/A (3rd Floor)

ATMA House, Ashram Road

Ahmedabad – 380 009

Tel. : 91-9725663534/79-26588720

E-mail : eepcsroahd@eepcindia.net



Application Form
India Pavilion at Hannover Messe 2012, Hannover, Germany
(23 - 27 April, 2012)

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
PAN No. of the Company	:			
TAN No. of the Company	:			
Total Space required (sq. mtr.)	:			
Amount with DD/at per Cheque No. & Date	:			
Name & Designation of the Chief Executive	:			
Name & Designation of the Participants	:			
Type of Units	:	<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		
Total Annual Export (in Million US\$)	:	2008-2009	2009-2010	2010-2011
Total Export to EU Countries (in Million US\$)	:	2008-2009	2009-2010	2010-2011
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 send us this Form duly filled in and signed along with full payment and following information for preparing CD:
Company Profile (not more than 100 words); Contact Details (as per the Application Form); Logo – pdf or jpg format; E-Brochure – pdf format (within 2 pages); or Scanned copy of Product Catalogue/Pictures - pdf format.

Signature :

Date :

Office Seal :