



Dear Member,

**Subject : India is the Partner Country in Hannover Fair 2006**

**Hannover Fair** needs no special introduction. Easily the most important technology event on the earth, the forthcoming annual show comprises of nine highly specialised trade shows along with seminars and special events that will offer a peek into tomorrow's factories, latest technology and futuristic industrial trends. **In 2006, the fair is slated to happen from April 24 through April 28.**

Owing to the ever-increasing importance of our country in the global arena, India has been invited to be the **Partner Country** for the event in 2006. This is of great significance as the privileges of the partner country are really special. These include a separate pavilion and a 360-degree display of technology and innovations on the offer. The Hannover Fair 2006 is likely to be inaugurated by the Hon'ble Indian Prime Minister and Her Excellency the Chancellor of Germany.

It might be of relevance here to mention that participants from Russia, the partner country in Hannover Fair in 2005, closed deals worth Billions of Euros during the event. However, this was made possible, partly, by a stupendous display of the technological strength of the country by its 150 strong participants. Friends, we must make a resolve to do better.

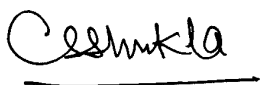
The **India pavilion at Hannover Fair 2006** would be one of the largest exposures ever of our technological advances and prowess. Spread over an area of more than a lakh square feet, it will be right where the action is, at the hall number six, surrounded by the all important Subcontracting Show, the Pipeline Technology Show and the Process Automation Show. Apart from the trade shows and various other sidelight events, we will also organise a few sector specific seminars to be addressed by top line industrialists and government officials from India and Germany.

We are happy to inform to you that your Council has been chosen as the coordinating agency by the Government of India to steer the efforts to make India Pavilion at Hannover Fair, an unprecedented success. I am confident that we will pull all stops and make it so.

Attached, you will find all relevant details you may need to confirm your participation. Should you require any further details or assistance, we shall be only glad to help you. One more thing. We expect a surging demand for space in the India Pavilion from all sorts of companies and institutions from all over the country. Therefore, my suggestion will be that you take a quick decision on your participation. Also, there is a fairly attractive early bird incentive to help you to do so.

See you at Hannover.

Yours sincerely,



(C. S. SHUKLA)  
*Executive Director*

## Details for Participation

- Built up booth** : 9 sq. mt. and additional area in multiples of 3 sq. mt.  
Every built up booth of 9 sq. mt. will have standard fixtures and furniture like partition walls, one table with three chairs, three spotlights, electrical socket, one wastepaper basket, one fascia, one podium, one catalogue shelf and an ashtray.  
(Other services will have to be ordered and paid for separately)
- Cost of Space Built up booth** : (a) INR 17,000.00 per sq. mt. for SMEs & Service Sector  
(b) INR 20,000.00 per sq. mt. for PSUs, State Corpn. and large Corporate Bodies.
- Bare Space (Including carpet)** : Minimum 54 sq. mt. and in multiples of 18 sq. mt. thereafter
- Cost of bare space** : INR 12,000.00 per sq. mt.
- Booking opens** : November 15, 2005
- Booking closes** : *January 15, 2006*

### Early bird Incentive

Free Shipping of 1 CBM cargo from Mumbai to Hannover (one way) for every participant booking space with full payment by 15th December, 2005. However, Custom Duties and other such charges will be payable by the participants. Last date of receipt of cargo in Mumbai would be February 22, 2006.

*Early bird option closes on December 15, 2005*

- Payment and Cancellation** : • Reservation requests will be considered only after receiving **100% payment**.  
• 50% cancellation charge applicable if reservation is cancelled before January 7, 2006. 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 organiser.

**Contact** : **Mr. 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 : hannover@eepc.gov.in  
eepcto@eepc.gov.in  
Website : www.eepcindia.org

**Application Form**  
**HANNOVER FAIR 2006**  
**(April 24 - 28, 2006)**

Name of the Company	:	
Postal Address	:	
Phone (with area code)	:	
Fax (with area code)	:	
E-mail	:	
Website	:	
Name & Designation of the Chief Executive	:	
Name & Designation of the Participant	:	
Type of Units	:	<input type="checkbox"/> PSU <input type="checkbox"/> State Corporation <input type="checkbox"/> Large Corporate <input type="checkbox"/> SME
Status	:	<input type="checkbox"/> Manufacturer/Exporter <input type="checkbox"/> Merchant Exporter <input type="checkbox"/> Export House
Nature of Booking	:	<input type="checkbox"/> Built up Booth <input type="checkbox"/> Bare Space Area (to be booked) :
Total Annual Export (in Million US\$)	:	<u>2002-2003</u> <u>2003-2004</u> <u>2004-2005</u>
Total Export to EU Countries (in Million US\$)	:	<u>2002-2003</u> <u>2003-2004</u> <u>2004-2005</u>
Foreign Collaboration, if any	:	
Products Manufactured/Exported	:	
Countries of Export	:	
Accreditation to International Standards (like ISO, QS)	:	
Nature of Display	:	<u>Display of Samples</u> <input type="checkbox"/> <u>Display of Posters</u> <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 filled in and signed along with full payment by Demand Draft and 2 (two) copies of passport size colour photographs of the Participant.

Signature :

Date :

Office Seal :