



Participate in INDIATECH - Almaty, Kazakhstan Indian Industrial Products and Technology Exposition (3rd to 6th September, 2004)

EEPC is pleased to announce that an exhibition of Indian Engineering and Hi-tech Products would be organized in International Expo Center, Almaty, Kazakhstan coinciding with "KITEX - ALMATY 2004" exhibition – one of Kazakhstan's premier exhibitions.

About CIS

Compared to leading markets such as European Union, NAFTA, ASEAN etc., CIS countries are relatively new markets for Indian engineering exporters. Majority of exporters are unaware of the market reforms undergoing in these countries. Commonwealth of Independent States (CIS) was established as a successor body to the USSR in 1991. Since then, the world has begun to discover the possibility of commercial gain from oil, natural gas, gold and other natural resources abundant in the region. The region contains enormous natural and agricultural resources and some minerals and fuels. Their industrial base include trained workers, and their populations have relatively high educational levels and literacy rates.

About Kazakhstan

Kazakhstan, located in Central Asia, is the ninth largest country in the world. Approximately 82% of consumer

commodities in Kazakhstan are imported. The import partners of Kazakhstan are mainly – EU, Russia, China, Korea, Turkey, UAE and India. Due to its vast oil reserves and liberal economic policies in 2002, Kazakhstan had exports of approximately US\$ 9.2 billion and imports of approximately US\$ 5.05 billion. In addition, during the year 2002, the Kazakhstan's economy grew at a rate of 9%, which means that it grew faster than Russia and is currently the fastest growing economy in the CIS. India's share in total import of Kazakhstan is 0.76%. In the engineering sector the share of India in total import of engineering goods of Kazakhstan is 0.33% which is well below its potential. Export of engineering goods to Kazakhstan during 2002-03 were to the tune of US\$ 8.93 million as against a performance of US\$ 6.41 million in 2001-02.

KITEX – Almaty

KITEX, Almaty is one of the premier exhibitions being organized in Kazakhstan. This is a regular event held annually in Almaty. The event is supported by Union of Chambers of Commerce and Industry, Ministry of Trade and Industry of the Republic of

Kazakhstan. Electrical and electronic products, transport and automotive products, household goods, small and medium engineering sectors, construction industry, telecommunications etc. are the focused areas for display along with other non-engineering sectors. Exhibition was visited by 80% visitors from Kazakhstan, 9% from Kyrgyzstan, 5% from Uzbekistan, 4% from Russia and 2% from other countries. Authorities are striving hard to invite more visitors from neighbouring countries.

Exhibition Venue

International Expo Center
Almaty
Kazakhstan

Date & Duration

3rd to 6th September, 2004
(for four days)

Participation Charges

Rs. 12,000/- per sq. mtr.

Minimum of 9 sq. mtr. is to be booked. Additional space in multiples of 9 sq. mtr. may be booked.

(50% payment to be made along with Application Form by 25th June, 2004 and balance 50% by 23rd July, 2004).



EEPC INDIA



Selection Criteria

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, annual export, and exports to CIS countries.

Display Booth

There will be in-built display booths of 9 sq. mtrs. (3m x 3m) each. In the event of additional space, a minimum space of 9 sq. mtrs. and the multiple thereof such as 18, 27, 36 sq. mtrs. etc. are required to be booked. Council will provide carpeted floor, one-plug socket, two spot lights, three plastic chairs, one table (70 x 70 cm), one ashtray, one waste basket, including fascia. Any other furniture/accessories will be termed as additional requirement, which will be served on request at extra cost subject to availability. Details of additional furniture will be sent to you on receipt of your confirmation.

Shipping Arrangements

Shipping Manual will be forwarded to companies who will confirm their participation in this event.

Air Travel & Hotel Accommodation

EEPC will announce negotiated room rates of 2/3 hotels in Kazakhstan for participant's stay at their own cost. Names of accredited Travel Agents will also be announced. However, participants are free to stay and travel through their own agencies.

Publicity

Council will undertake wide publicity of this event through various media in Kazakhstan and neighbouring countries. Besides, extensive individual mailing campaign will also be undertaken to the buyers in the region.

Exhibitor's Profile

Exhibition Authorities will publish official show magazine in Russian and

English which will carry details of exhibiting companies.

MDA Entitlement

Participants, participating in the INDIATECH Pavilion are entitled to get MDA assistance as per the guidelines of Focus-CIS Programme effective from 1st April, 2004. Details of the Scheme can be obtained from respective Regional Offices.

Please send the completed Form along with 50% payment *within 25th June, 2004* to :

Shri C. S. Shukla

Executive Director

Engineering Export Promotion Council

Vandhna Bldg., 4th Floor

11, Tolstoy Marg

New Delhi - 110 001

Tel. : 91-11-23711124/25

Fax : 91-11-23310920

E-mail : eepcto@eepc.gov.in

IMPORTANT : PLEASE NOTE THAT PARTICIPATION ONCE CONFIRMED BY EEPC CANNOT BE WITHDRAWN.

Application Form
INDIATECH – ALMATY, KAZAKHSTAN
(3rd to 6th September, 2004)

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 Contact Person	:			
Status	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
Total Annual Export (in Million US\$)	:	<u>1999-2000</u>	<u>2000-2001</u>	<u>2001-2002</u>
Total Export to CIS (in Million US\$)	:	<u>1999-2000</u>	<u>2000-2001</u>	<u>2001-2002</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 completed and signed along with your participation fees in **DD/Cheque**.

Signature :

Date :

Office Seal :

EEPC'S MEGA EVENT IN INDONESIA

INDIATECH – JAKARTA

(13th - 16th October, 2004)

at

**Balai Sidang Jakarta Convention Centre
Jakarta**

Minimum Stall Area for each Participant : 9 sq. mtr. or in multiples of 9 sq. mtr.

Participation Charges : (a) For SSI Units : Rs. 12,000/- per sq. mtr.
(b) For Non-SSI Units : Rs. 15,000/- per sq. mtr.

Last date of participation : 15th June, 2004

For further details & enlistment, please contact :

Shri R. Maitra

Addl. Executive Director & Secretary

Engineering Export Promotion Council

World Trade Centre (3rd Floor)

14/1B, Ezra Street

Kolkata - 700 001

Tel : 033-22350442/43

Fax : 033-22215658

E-mail : eepcho@eth.net

INDIATECH – JAKARTA, INDONESIA

(13th to 16th October, 2004)

It has always been EEPC's endeavour to foster exports of India's state-of-the-art Engineering Industry into world market.

In line with above EEPC is pleased to announce one of its major events - INDIATECH, Jakarta - to be held in Indonesia at **Balai Sidang Jakarta Convention Centre, Jakarta** during **13th - 16th October, 2004**. This is a major step forward to enter into the ASEAN market.

About ASEAN

ASEAN (Association of South East Asian Nations) includes 10 (Ten) countries namely Indonesia, Malaysia, Philippines, Singapore, Thailand, Vietnam, Myanmar, Cambodia, Brunei Darussalam and Laos. ASEAN was established on 8th August, 1967 in Bangkok by the 5 (Five) original member countries, namely Indonesia, Malaysia, Philippines, Singapore and Thailand. Brunei Darussalam joined on January, 1984, Vietnam on 28th July, 1995, Laos and Myanmar on 23rd July, 1997 and Cambodia on 30th April, 1999. The ASEAN region has a population of about 500 million, a total area of 4.5 million sq. km., a combined gross domestic products of US\$ 737 billion and a total trade of US\$ 720 billion.

There has been upswing in growth in this region. Quick controls of SARS and improved external economic environment have strengthened growth in 3rd and 4th quarter of 2003. Improved bank profitability, upswing in regional stock markets, strong domestic demand, sizeable foreign exchange reserves are some of the factors contributing to the regional rebound.

As far as trade with India is concerned, total exports from India to this region has grown by 33.7% during the period 2002-03 over 2001-02, and export of

engineering goods has improved by 34.5% during the same period.

About Indonesia

Indonesia is the world's largest archipelago consisting of more than 17,000 islands (6000 inhabited). It achieved independence from the Netherlands in 1949. Given herebelow is a brief profile :

Name : Republic of Indonesia
 Capital : Jakarta
 Area : 1,919,400 sq. km.
 Climate : Tropical; hot; humid; more moderate in highlands
 Language : Bahasa Indonesia (official, modified form of Malay)
 Religions : Muslim 88%, Protestant 5%, Roman Catholic 3%, Hindu 2%, Buddhist 1%, Other 1% (1998)
 Currency : Indonesian Rupiah (IDR)
 Natural Resources : Petroleum, tin, natural gas, nickel, timber, bauxite, copper, coal, gold, silver
 Industries : Petroleum and natural gas, textiles, apparel, footwear, mining, cement, chemical fertilizers, plywood, rubber, food, tourism
 Agriculture Products : Rice, Cassava (tapioca), Peanuts, Rubber, Cocoa, Coffee, Palm Oil, Copra, Poultry, Beef, Pork, Eggs
 Major Export Commodities : Oil and Gas, Electrical Appliances, Plywood, Textiles, Rubber
 Major Export Partners : Japan (19.2%), US (14.5%), Singapore (11.6%), South Korea (6.6%), China (5.6%), Taiwan (3.7%) - (2002)
 Major Import Commodities : Machinery & Equipment, Chemicals, Fuels, Foodstuffs

India's share in Global Import of Indonesia : 2.04% (2002)

Major Import Partners : Japan (18.2%), South Korea (9.6%), Singapore (8.4%), China (7.9%), US (7.6%), Australia (5.0%) - 2002

GDP Growth: 2000 - 4.9%
 2001 - 3.4%
 2002 - 3.7%

Indonesia's economy expanded by 4.1% in 2003, slightly exceeding official estimates. Growth is likely to accelerate in the coming years on the back of a projected global recovery and an assumed absence of major disturbances in the run up to the general elections. Total exports from India to Indonesia has increased and, also, there is marked improvement in exports of Engineering Goods - around 70% in 2002-03 over 2001-02. Science and technology, Agriculture, Ecological conservation, Information technology and Bio-technology are some of the areas where India and Indonesia can deepen their cooperation.

Product Sector

INDIATECH - Jakarta will be focusing mainly on following Industry sectors :

- ◆ Castings
- ◆ Forgings
- ◆ Bright Bars
- ◆ Fasteners
- ◆ Machine Tools
- ◆ Cutting Tools
- ◆ Primary Iron & Steel
- ◆ Automobile & Components
- ◆ Bicycle & Parts
- ◆ Industrial Machinery
- ◆ Food Processing Machinery



EEPC INDIA



- ◆ Textile & Jute Machinery
- ◆ Pumps & Compressors
- ◆ Cranes
- ◆ Lifts & Winches
- ◆ Electric Fans & Parts
- ◆ Electric Power Equipment & Parts
- ◆ Heating & Cooling Equipments
- ◆ Utensils & Kitchenware
- ◆ Tractors & Agricultural Equipment
- ◆ Prime Aluminium & Aluminium Products
- ◆ Ferro Alloys
- ◆ Construction Machinery

Exhibition Venue

Balai Sidang Jakarta Convention Centre
Jl. Gatot Subroto
Jakarta Pusat

Date & Duration

13th - 16th October, 2004
(Four Days)

Participation Charges

- (a) For SSI Units : Rs. 12,000/- per sq. m.
- (b) For Non-SSI Units : Rs. 15,000/- per sq. m.

A minimum of 9 sq. mtr. is to be booked. Additional space in multiples of 9 sq. mtr.

Mode of Payment

Initial payment of Rs. 50,000/- is to be made along with the **Application Form** within **15th June, 2004**. Balance amount to be paid latest by **15th July, 2004**. Payment may be made by Demand Draft drawn in favour of **“Engineering Export Promotion Council”, payable at Kolkata.**

Cancellation of Participation

Request for cancellation of participation will be accepted if Council receives the same in writing on or before

30th June, 2004. Council 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 sq. mtr. (3m x 3m) each. In the event of additional space, a minimum space of 9 sq. mtr. and multiple thereof are required to be booked. Council will provide carpeted floor, one plug socket, two spot lights, three plastic chairs, one table, one ashtray, one waste basket and fascia. Any other furniture/accessories will be termed as additional requirement, which will be provided, on request, at extra cost subject to availability. Details of additional furniture will be intimated on receipt of your confirmation.

Travel and Hotel Accommodation

Council will assist participants in locating suitable air lines and hotels at Jakarta at negotiated rates through accredited Travel Agents. However, participants are free to stay and travel through their own agencies.

Publicity

Council will undertake wide publicity of this event through various media in Indonesia and neighbouring ASEAN countries.

Shipping Arrangements

Council will contact reputed Shipping Agents for transporting exhibits (product samples/catalogues etc.) from India to Indonesia and back to India and will forward the details to companies who will confirm their participation in this event. However, expenses towards transportation and other related formalities will have to be borne by the participant. The participant will, also, indemnify EEPC against any consequential claims arising in the process of Exportation/ Importation of exhibits.

Selection Criteria

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, annual export and exports to ASEAN countries. Decision of the Committee shall be final and binding.

MDA Entitlement

Participants are entitled to get MDA Assistance - as per guidelines effective 1st April, 2004 - under Focus ASEAN Programme. Participants will be eligible to avail MDA benefits as per following details :

<i>Item</i>	<i>Maximum Financial Ceiling</i>
Travel	Rs. 60,000/-
Stall Charges	Rs. 50,000/-
Total	Rs. 1,10,000/-

Assistance would be permissible on travel expenses by air, in economy excursion class fare and charges of the built up furnished stall, @ 90% for exporters having valid SSI registration certification and @ 75% for others including merchant exporters. This is subject to upper ceiling as mentioned above.

Further, eligibility for MDA Assistance is subject to exporting companies having FOB value of exports up to Rs. 5 crores in the preceding year and having complete 12 months membership with EEPC with regular filing of returns. Further details can be obtained from respective regional offices of EEPC.

Please send the Application Form, duly filled in and signed, along with initial payment of **Rs. 50,000/- within 15th June, 2004.**

Application Form
INDIATECH – JAKARTA, INDONESIA
(13th to 16th October, 2004)

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 Unit	:	SSI <input type="checkbox"/>	Non-SSI <input type="checkbox"/>	
Status	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
Total Annual Export (in Million US\$)	:	<u>2000-2001</u>	<u>2001-2002</u>	<u>2002-2003</u>
Total Export to ASEAN (in Million US\$)	:	<u>2000-2001</u>	<u>2001-2002</u>	<u>2002-2003</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 initial payment of Rs. 50,000 or full payment by Demand Draft and 2 (two) copies of passport size colour photographs of the Participant.

Signature :

Date :

Office Seal :

EEPC Multi-Product Delegation to Botswana, Mozambique & Zimbabwe (August 2004)

We are glad to inform that under the Focus Africa programme of Ministry of Commerce & Industry, EEPC is fielding a 15-Member Multi-Product Business Delegation to the emerging markets of Botswana, Zimbabwe and Mozambique in Southern Africa during August 2004.

Market Potential

Botswana

Situated in the heart of Southern Africa, Botswana is a prosperous country and the growth rate of the economy has exceeded 7 per cent during the last 10 years. It has a foreign exchange reserves of US\$ 6.5 billion, highest among many countries in Africa. The industrial strategy of Botswana is geared towards export oriented manufacture, though there is plenty of opportunities in the import substitution sector as well. Emphasis is placed on the diversification of the industrial base of the country, distinct from the mineral sector. Introduction of new techniques of production and transfer of technology are important considerations in undertaking manufacturing activity since bulk of the finished products are likely to be exported to neighbouring countries. Further, a Trade Agreement has been signed between Republic of Botswana and the Government of India to strengthen the commercial relations between the two countries on the basis of granting the 'MOST FAVOURED NATION' status to each other.

Botswana's total global imports amounted to US\$ 2.73 billion during 2003. Machinery, transport equipment and manufactured goods accounted for bulk of the imports.

India's engineering exports to Botswana during the last 3 years are as under :

<i>Year</i>	<i>Export Performance (in crore Rs.)</i>
2000-01	15.72
2001-02	11.92
2002-03	6.67

From the above, it may be seen that though the engineering exports were doing well till 2000-01, the exports have declined during the last 2 years stressing the need for a fresh initiative to step up our exports.

Mozambique

During the last few years, Mozambican economy has registered double digit growth and has seen notable increases in foreign direct investment and exports. GDP growth is expected to continue between 7 and 10 per cent over the next several years. Mozambique is considered as the country with most promising economic growth prospects in Southern Africa. Infrastructure projects financed by World Bank, African Development Bank,

US AID and other agencies have provided greater opportunities for supply of various equipments and machinery. Further, major reconstruction and development projects totalling several hundred million dollars are underway in transportation as well as in health & education. Thus, Mozambique is emerging as an important market for engineering equipment and machines.

Mozambique's global imports amounted to US\$ 1.18 billion during 2002. Machinery and equipment, vehicles, fuel, metal products, food stuff and textiles accounted for the bulk of the imports.

India's engineering exports to Mozambique has been steadily increasing during the last few years as could be seen from the details given below :

<i>Year</i>	<i>Export Performance (in crore Rs.)</i>
2000-01	46.27
2001-02	47.47
2002-03	56.43

Bicycles/parts, I C Engines and parts, mechanical pumps and scientific and surgical instruments are some of the prominent items that have recorded regular growth in the exports.

Zimbabwe

Presently, Zimbabwean economy is passing through a phase of recovery after a period of severe economic crisis. The manufacturing sector which has suffered extensively in the recent years is gradually turning the corner due to the trade benefits granted by Africa Growth & Opportunities Act and adoption of South African Development Community's (SADC) Trade protocol. The manufacturing industry has the ability to lead the country to economic growth in an outward oriented recovery and could facilitate economic development. This emerging scenario is expected to offer significant opportunities to the overseas suppliers of equipments, machinery and components.

Zimbabwe's total global imports during 2002 amounted to US\$ 1,886 million and most of the imports were construction and agricultural machinery, transportation equipment, industrial machinery, and general manufactured products. While South Africa was the major supplier, with 34% share of the import market, it was followed by UK, Germany & USA.

India's engineering exports to Zimbabwe during the last 3 years are as under :

<i>Year</i>	<i>Export Performance (in crore Rs.)</i>
2000-01	19.46
2001-02	12.29
2002-03	12.88



EEPC INDIA

It could be seen at the previous page that there has been stagnation in India's engineering exports to Zimbabwe and fresh initiatives are needed to provide impetus to increase engineering exports to Zimbabwe.

Products for the Delegation

In consultation with the Indian High Commissions in all three countries, EEPC has identified the following items for fielding a business delegation to these markets.

1. Automobile vehicles, auto parts and machinery for servicing of automobiles such as engine reborning, grinding, lapping and valve replacing.
2. Bicycles and parts
3. Motor driven water pumps
4. Structural Steel for building construction
5. Brass Builders Hardware
6. Agricultural machinery and implements
7. Electrical Motors
8. Electric table and ceiling fans
9. Electricity meters
10. Water meters
11. Complete plant and machinery for manufacture of washing soaps, toilet soaps and detergents.
12. Complete plant and machinery for manufacture of wire nails, bolts and nuts and self tapping screws.
13. Machinery for biscuit making and for confectionery
14. Brick & Block making machinery
15. Machine tools - like lathes, milling machines and grinding machine
16. Supply of technology & machinery for setting up small scale units for manufacture of general engineering items.

Delegation's Itinerary

Taking into consideration the views of the Indian High Commission in the countries concerned, the following tentative itinerary has been drawn up for the visit of the Delegation :

22nd August	: Departure from India
23rd August - 27th August	: Meeting in Harare, Zimbabwe
28th August - 31st August	: Meetings in Botswana
1st September - 5th September	: Meetings in Mozambique including visit to Maputo International Fair
6th September	: Leave for India

Total Duration is 15 days

It is pertinent to inform here that the Indian High Commissions in Zimbabwe, Botswana and Mozambique have gladly come forward to fix one to one meetings for the Indian Delegates.

Hotel Accommodation

EEPC is in touch with the Indian Missions in Harare, Gaborone and Maputo for arranging hotel accommodations for the Delegates. Names of the hotels and tariff will be communicated to the interested Delegates.

MDA Subsidy

This activity is approved under the Focus Africa programme of the Ministry of Commerce & Industry, Government of India and participating members of the Council could avail financial assistance from the MDA scheme (on reimbursement basis) as per the prescribed guidelines of the Commerce Ministry, details of which are available with the Regional /Sub-Regional Offices of the Council.

Participation Charges

With a view to partially meeting the expenses to be incurred on account of holding receptions in suitable hotels at three countries, local transport, publicity, printing of Delegates Profile, a participation charge of Rs. 25,000/- has been fixed for each participant.

It may be noted here that expenses on account of to and fro air passage, hotel accommodation and transport for individual meetings and interpreter services, if needed, will have to be borne by the participants themselves.

We hope, member firms will eagerly come forward to avail this opportunity to enter into or increase their exports to the emerging markets in the Southern African region.

Interested firms who want to participate in this Delegation are requested to send their confirmation as per the enclosed **Proforma**, duly signed along with a **Demand Draft for Rs. 25,000/-** drawn in favour of **Engineering Export Promotion Council** payable at New Delhi *latest by 18th June, 2004* to :

Shri C. S. Shukla
Executive Director
Engineering Export Promotion Council
 Vandhna (4th Floor)
 11, Tolstoy Marg
 New Delhi - 110 001
 Tel. : 23711124, 23711125, 23353353
 Fax : 91-11-23310920
 E-mail : eepcto@eepc.gov.in



Proforma

EEPC MULTI-PRODUCT DELEGATION TO BOTSWANA, MOZAMBIQUE & ZIMBABWE (August 2004)

Name of the Company	:	
Address	:	
Phone (with area code)	:	
Fax (with area code)	:	
E-mail	:	
Website	:	
Name & Designation of the Chief Executive	:	
Name & Designation of the Person Joining the Delegation (Please send 2 passport size colour photographs)	:	
Products Manufactured/Exported	:	
Products of interest for meetings/negotiation	:	
Countries of Export	:	
Accreditation to International Standards (like ISO, QS)	:	
A brief about the company/delegate joining the Delegation (Not more than 100 words)	:	Please attach separate sheet

Enclosed D.D. No. dated for Rs. 25,000/- drawn in favour of Engineering Export Promotion Council payable at New Delhi towards participation charge.

Signature :

Name :

Designation :

Date :

Office Seal :