

# Territorial NEWSLETTER CIS Countries

**EPCINDIA**  
ENGINEERING THE FUTURE

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Issue XII: August 2016

## Chairman's Pen



After the grand success of INNOPROM 2016, Indian exporters engaged in manufacturing different types of electrical tools are going to get another opportunity to showcase their products before a large number of foreign buyers through MITEX 2016. MITEX is the biggest exhibition in Russia on Tools, Equipments and Technologies that will be organized by Euroexpo Ltd. in collaboration with RATPE Association of Trading Companies and Manufactures of Power Tools while Comnet Exhibitions is their official representative, promoting the show in India. Considering India's deep rooted economic and political relation with Russia, I think MITEX 2016 will be another platform for a segment of Indian exporters to enhance

their export volume in Russia as well as in other nations.

I believe this newsletter will certainly be beneficial for our member exporters to expand their export base in the CIS region.

Tarvinder Singh Bhasin

## Committee on Trade with CIS Countries - Chairman's Note



We have completed one year of publishing CIS Newsletter and this is our twelfth issue. This issue has focused on Russia's biggest International Trade fair on Tools and equipments, MITEX. The fair held in Moscow every year and it is internationally recognized as a platform for manufacturers and exporters of the related fields to display their latest technologies and to develop as a global brand. It will be another good opportunity for the Indian exporters to penetrate Russian market after INNOPROM 2016.

An analysis of India's engineering exports to CIS region for July 2016 has also been included in the newsletter focusing on major export destinations and major engineering panels. Other regular sections like news, information on exhibitions and tenders are basically informative in nature.

I believe this newsletter will be helpful for our member exporters to take more informed business decisions.

Aman Chadha

## Basic Facts: CIS

Territorial  
NEWSLETTER – CIS Countries

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Area: 22.1 million sq. km

Population: 282 million

GDP (Official exch. rate): USD 1.8 trillion (Source: CIA Fact Book)

Climate: Basically cold and temperate but varies across nations

Natural resources: Gas, petroleum, coal, iron and manganese ores, many non-ferrous metals, potassium salts and other kinds of minerals.

## **Moscow International Tool Expo 2016 (MITEX 2016)**

MITEX is an internationally recognized trade fair especially on Tools, Equipments and Technologies and biggest exhibition on tools in Russia. It is held every year in Moscow, the capital city of Russia that brings together the leading manufacturers and suppliers of professional tools from Russia and abroad. This year, MITEX 2016 will be organized by Euroexpo, Ltd., an Austria-based company which is a member of Moscow Chamber of Commerce and Industry since 2000, Russian Union of Exhibitions and Fairs since 2001, International Congress and Convention Association (ICCA) and full member of "Union des Foires Internationales" or "Union of International Fairs" (UFI) since 2010. The exhibition will take place from 8th to 11th November 2016.

MITEX is the meeting point of producers, distributors and consumers of tools from across the world. Leading companies for tools, hand tools, abrasives, fittings, diesel and electrical generators, professional cleaning and thermal equipment, snow blowers exhibits their product in this trade fair every year. Major companies like Interskol, BOSCH, Black&Decker, TTI, Global Garden Products, Sparky, LIT Trading, Husqvarna, Metabo, Enkor, Vneshtechcontract, Kaercher and many other take part in the exhibition.

Electric tools market in Russia is one of the biggest and dynamic developing markets in the world. Russia is the richest economy of the CIS region and an 'all weather friend' for India since the day of its birth after the fragmentation of erstwhile Soviet Union. Following the broader trend of global exports and ongoing recession in Russia, India's engineering exports to Russia also dipped by 37.7% during 2015 and the share of India's supply in Russia's global demand was also not significant. India's exports of 'Hand Tools Cutting' to Russia increased by 87.4% to USD 3.14 million in 2015-16 but that of 'Machine Tools' declined by 31% to USD 12.7 million from USD 18.4 million in the previous fiscal.

The focus of the fair will be on the following products:

- Tools for working metal, wire, piping, stone glass, ceramics, plastic
- Bench and mounting tools
- Hand electric tools
- Tools and equipment for car service
- Hydraulic hand tools
- Pneumatic hand tools
- Precision tools
- Diamond and carbide tooling
- Metal cutting tools
- Equipment and technologies for electrical discharge machining
- Abrasive blasting equipment
- Electroplating equipment and technology

- Laser tools and equipment
- Sheet metalworking tooling and machines
- Technologies for tool manufacturing and repair
- Measuring and testing tools and equipment
- Standardization and quality control
- Gardening tools and equipment
- Forestry equipment
- Building and assembling equipment and machinery
- Painting tools and equipment
- Compressors
- Generators
- Fasteners, finish hardware
- Containers and package, devices for workshops and warehouses
- Working clothes and safety equipment
- Scientific and technical literature, specialized media

It might be recalled that the largest international trade fair in Russia, INNOPROM 2016 took place in July 2016 where India was awarded the status of 'partner country'. The fair was a grand success for India. Several steps were taken to strengthen the Indo-Russian relationship especially in Trade & Investments and some agreements were signed between these two nations for better cooperation in the said areas. India's machinery, aircraft and electronic equipments are identified as potential products for Russia.

In this situation when the essence of INNOPROM is still being felt, MITES 2016 may be another platform for the Indian exporters to penetrate the Russian tools market as considerable scope is there for Indian engineering.

Venue of MITEX: Expocentre Fairgrounds,  
Krasnopresnenskaya nab., 14, Moskva, 123100

Date: November 08 - 11, 2016

For further details: <https://www.mitexpo.com/>

## Trade Trend Analysis in the CIS

The top 5 CIS nations which had the highest demand for Indian engineering products during July 2016 are as follows: (Value of Exports in USD Million)

Country	Export in Jul 2015	Export in Jul 2016	Growth (%)	Exports in Apr-Jul 2015	Exports in Apr-Jul 2016	Growth (%)
RUSSIA	31.67	26.48	-16.38	106.37	230.70	116.89
GEORGIA	2.31	3.63	57.07	5.94	17.41	193.05
UKRAINE	6.71	3.56	-46.87	16.24	15.65	-3.65
TURKMENISTAN	3.63	3.11	-14.38	4.91	10.48	113.32
UZBEKISTAN	0.90	2.61	190.43	9.38	8.27	-11.75

India's engineering exports to CIS region was a bit muted during July 2016 with respect to the previous month as it declined by 21.7% over July 2015. However, on a cumulative basis, exports during Apr - Jul 2016 surged by 178.6% mainly due to lower statistical base as exports to Russia and Ukraine was dismal in the previous fiscal following the recession therein. The position of the top 5 destinations among CIS nations for

Indian engineering exports remained the same as in June 2016. However, 3 of the top importers conceded decline in imports during July 2016 including Russia, the top importer of Indian engineering product. Two of the top 5 CIS nations witnessed decline on a cumulative basis. Georgia and Turkmenistan registered higher exports this fiscal.

### Panel-wise trend in engineering exports to CIS during July 2016

Top 10 panels exported to CIS during Jun 2016 are listed below (Value of Exports in USD Million)

Name of the Panel	Export in Jul 2015	Export in Jul 2016	Growth (%)	Exports in Apr-Jul 2015	Exports in Apr-Jul 2016	Growth (%)
IC Engines and Parts	0.29	0.99	245.07	1.47	107.93	7246.64
Aircrafts & Spacecrafts	6.61	3.79	-42.71	22.47	42.88	90.83
Auto Components/Part	5.90	7.24	22.62	18.15	24.64	35.78
Iron and Steel	5.95	3.65	-38.66	16.21	18.60	14.77
Industrial Machinery	7.67	4.88	-36.41	27.07	16.23	-40.05
Electric Machinery and Equipment	3.35	1.85	-44.68	16.04	13.49	-15.90
Products of Iron & Steel	1.07	4.12	285.09	6.90	13.09	89.82
Machinery for ATMs	0.31	2.75	777.78	2.26	10.84	379.22
Medical and Scientific Equipments	1.00	2.15	115.49	5.27	7.58	44.00
Air condition and Refrigeration Machinery and Parts	0.77	1.07	39.49	1.84	7.13	288.20

Panel wise trend for July 2016 remained the same as in the previous months where 4 of the top 10 performing panels saw decline in exports to CIS during the month. Cumulative exports for Apr - July 2016 also saw the position of top performing panels remained more or less intact as they were during the first three months. Data for engineering products showed that exports of 'IC Engines and Parts' again recorded an exorbitant growth in exports to CIS during July 2016 and continued to remain the top exported engineering product during Apr - Jul of the current fiscal. 'Aircrafts & Spacecrafts' was the immediate follower but with much lower exports. Auto components hold the third position pushing while 'Iron & Steel' was the next. Among the top ten engineering product group exported to CIS region, 'Electrical Machinery and Equipments' and 'Industrial Machinery' conceded declines in exports both on a monthly as well as cumulative basis. During Apr - Jul 2016, 11 engineering panels recorded decline in exports to CIS region out of the 33 DGCI&S panels.

### CIS-India – Information Guide

Among the CIS nations, India has a strong economic relation with Russia and these two nations are now considering an FTA.

The INDIA-CIS Chamber of Commerce and Industry, established in 1986 with the objective of promoting, developing and extending commerce, trade and industry between India and CIS countries, serves as an important platform for information in CIS countries. This Chamber provides a dynamic institutional link for the promotion of Commercial, Economic & Cultural relations between India and CIS countries.

The activities of the chamber include

- Arranging buyers / sellers meeting,

- Conducting Conferences, Seminars, Trade Missions, in-bound Delegations, workshops,
- Organizing and participating in trade fair and exhibition
- Solving complicated export problems by setting expert committee
- Searching New Market, New Horizon for manufacturers and exporters
- Visa assistance

The website address of the chamber is given below:

<http://www.indiacis.in/index.html>

## Upcoming exhibitions in CIS Countries

Events	Date	Venue	Link
9th Central Asian International Exhibition	16-Nov-2016 to 18-Nov-2016	UZexpocentre, Tashkeny, Uzbekistan	<a href="https://www.jetro.go.jp/j-messe/tradefair_en/MachineryCentral_51277">https://www.jetro.go.jp/j-messe/tradefair_en/MachineryCentral_51277</a>
IX INTERNATIONAL TRADE FAIR ENERGY EFFICIENCY. RENEWABLE ENERGY - 2016	8-Nov-2016 to 10-Nov-2016	International Exhibition Centre, Kiev, Ukraine	<a href="https://www.jetro.go.jp/j-messe/tradefair_en/IXINTERNATIONAL_49979">https://www.jetro.go.jp/j-messe/tradefair_en/IXINTERNATIONAL_49979</a>
ELCOMM CAUCASUS 2016	9 Nov 2016 to 11-Nov-2016	Expo Georgia Exhibition Center Tbilisi, Georgia	<a href="http://www.eventseye.com/fairs/f-elcomm-caucasus-3155-1.html">http://www.eventseye.com/fairs/f-elcomm-caucasus-3155-1.html</a>
XV INTERNATIONAL INDUSTRIAL FORUM - 2016	22-Nov-2016 to 25-Nov-2016	International Exhibition Centre, Kiev, Ukraine	<a href="https://www.jetro.go.jp/j-messe/tradefair_en/XVINTERNATIONAL_49981">https://www.jetro.go.jp/j-messe/tradefair_en/XVINTERNATIONAL_49981</a>
Power Engineering for Industry - 2016	Nov 8 - Nov 10, 2016	International Exhibition Centre, Kiev, Ukraine	<a href="https://www.jetro.go.jp/j-messe/tradefair_en/PowerEngineering_49971">https://www.jetro.go.jp/j-messe/tradefair_en/PowerEngineering_49971</a>
YUGAGRO -2016	22-Nov-2016 to 25-Nov-2016	Expograd, Yug, Krasnodar, Russia.	<a href="https://www.jetro.go.jp/j-messe/tradefair_en/YUGAGRO2016_51519">https://www.jetro.go.jp/j-messe/tradefair_en/YUGAGRO2016_51519</a>

## News in Focus

### Russia Manufacturing Sector Expands For Second Month

Russia's manufacturing activity expanded for the second straight month in September, driven by solid growth in production, survey figures from Markit Economics showed.

Link: <http://world.einnews.com/article/347593774/Ve88q4BlvRmqUSW>

### As it marks its independence, Ukraine remains deadlocked on reform, Russia

The distance between Ukraine and its giant neighbor to the east was readily apparent in today's celebration of Ukraine's 25th anniversary of independence from the USSR, if you knew where to look.

Link: [https://cis.einnews.com/article\\_detail/341833194-as-it-marks-its-independence-ukraine-remains-deadlocked-on-reform-russia?vcode=XlBw](https://cis.einnews.com/article_detail/341833194-as-it-marks-its-independence-ukraine-remains-deadlocked-on-reform-russia?vcode=XlBw)



## Renault Russia plans to deliver cars to Azerbaijan

French automobile concern Renault plans to deliver cars to Azerbaijan from Russia. Renault has already started to deliver cars to Kyrgyzstan from Russia.

Link: <http://news.az/articles/economy/112195>

## Kazakh devaluation gives entrepreneurs an edge

The decision last August to match devaluations by China and Russia is starting to give Kazakh entrepreneurs a much-needed edge on their competitors.

Link: <http://gulfnews.com/business/economy/a-year-on-kazakh-devaluation-brings-ostriches-to-the-steppe-1.1882264>

## Tender Information in CIS

### *Prior information Notices*

Location	Title	Deadline
Azerbaijan	Second Phase Of The Restoration Project Of The Lake Boyuk Advisory Services, Research, Engineering Etc.	16-Nov-2016
Belarus	Selection Of Engineering Organization For The Provision Of Engineering Services For The Integrated Management Of Construction Activities	21-Oct-2016
Belarus	Development Of Project Documentation Of External Engineering Networks And Infrastructure	16-Oct-2016
Georgia	Procurement Of Engineering Services.	12-Oct-2016

For more contract notices, Please register with Tenderinfo and follow the link: <http://www.tendersinfo.com> and search for CIS.

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