

# Territorial NEWSLETTER CIS Countries

**EEPCINDIA**

ENGINEERING THE FUTURE

Vanijya Bhavan (1st Floor)  
International Trade Facilitation  
Centre (ITFC)  
1/1 Wood Street,  
Kolkata - 700016  
www.eepcindia.org



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## Chairman's Pen



I am really overwhelmed with India's success in INNOPROM 2016. The Indian delegation was led by our Honourable Commerce & Industry Minister Mrs. Nirmala Sitharaman with participation of five state governments, several central government departments, 117 Indian companies including several government organisations. During the four days of this prestigious trade exhibition, delegates from India met with Russian leaders to discuss ways and means to deepen as well as to widen trade and investment relations and also talked about fulfilling the mutual trade and investment target. The honourable Chief Ministers of three states namely Andhra Pradesh, Maharashtra and Rajasthan invited investments from Russia in the

potential areas of their respective states. Six agreements/MOUs were also signed during the event between Indian and Russian organisations. This much awaited trade show certainly created a new horizon for India towards strengthening as well as deepening of Indo-Russian bilateral relation.

I believe this newsletter will also be quite helpful for our member exporters like previous issues.

Tarvinder Singh Bhasin

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



The ninth issue of our CIS newsletter is now published. We have kept our focus on the very prestigious INNOPROM 2016 that ended on 14th July 2016. We have discussed the effectiveness of the event from India's point of view with an eye on the developments of Indo-Russian bilateral relation and also updated the six strategic agreements signed during the exhibition between Indian and Russian bodies. Overall, the event was a grand success for India that would in turn boost the trade and investment relation between the two nations.

We have also analyzed India's engineering exports to CIS region for April 2016 and presented the study both country-wise and product panel wise like previous issues. 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

**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.

## INNOPROM 2016 - Beginning of A New Era in Indo-Russian Relation

The largest industrial trade fair in Russia, INNOPROM 2016, was a gala success for India. India was awarded the status of 'Partner Country' and EEPC India was the official organizer of the India Pavilion therein under the aegis of Ministry of Commerce and Industry, Government of India. The India delegation was led by the Honourable Union Minister of State for Commerce and Industry, Ms Nirmala Sitharaman while Indian representatives included Chief Ministers of Andhra Pradesh, Rajasthan, and Maharashtra, five state governments namely Andhra Pradesh, Gujarat, Maharashtra, Jharkhand and Rajasthan, central government departments like Department of Heavy Industry, DIETY, National Institute of Design, and several state government organisations.

Around 117 Indian companies from engineering sector participated in the exhibition to display the latest engineering technology India can offer to global buyers. The roster of companies included names like NTPC, NHPC, Power Grid Corporation and Andrew Yule group among others who showcased their products in agricultural machinery, pharmaceutical machinery, heavy industries, power sector and IT sector.

On the inaugural day, Indian delegates met Dennis Manturov, Russian Minister for Industry and Trade, Evgeny Kuyvashev, Governor of Sverdlovsk, Boris Dubrovskiy, Governor of Chelyabinsk Province and concluded their visit with a call on Russia's Prime Minister Dmitri Medvedev. Mrs. Sitharaman along with the Chief Ministers of three states namely Andhra Pradesh, Maharashtra and Rajasthan visited the Indian pavilion, while Prime Minister Medvedev visited the Stalls of the three States. During the next three days, our delegates held several round of discussions with their Russian counterparts to identify new areas of cooperation between India and Russia. The thrust of the discussions was to explore possibilities of investment in India, particularly in these Indian States, and in Russia and in the Urals Region as a whole.

The session on 'Opportunities in Indian States' was a fruitful one with participation of around 100 Russian companies. EEPC India was one of the organisers of the session where the participating states highlighted the business and investments opportunities in their states, underlined the potential areas of investments, discussed ease of doing business and invited Russian firms to invest in their respective states. The other sessions were also equally effective for developing 'Brand India Engineering' and strengthening Indo-Russian relationship including the series of B2B interactions.

Six agreements/(MoUs) were signed between the representative bodies of the two nations during the exhibition which were as follows:

1. An MoU was signed between EEPIC India and the Ural Chamber of Commerce and Industry (UCCI), to further increase engagement and trade between the Ural region and India.
2. Heavy Engineering Corporation Limited (HEC) and a Russian Research Centre Company signed an agreement for development of technology for strategic sector of HEC Ranchi.
3. The Government of Maharashtra and Sverdlovsk Region signed an MoU for collaboration across trade, economic, scientific-technical and humanitarian sectors.
4. Uralmash and India's SRB International have agreed to form a joint venture (JV) to manufacture heavy equipment for the steel and mining sectors. This will be the first-of-its-kind JV between Russia and India.
5. Uralvagonzavod and the Kalyani Group signed an agreement endorsing their intent to expand and deepen their cooperation within the framework of the Make in India programme, as well as to promote UVZ in India.
6. An agreement on trade and economic investment cooperation with the Development Corporation of the Moscow region and the Confederation of Indian Industry was also signed.

Based on the early feedback received from exhibitors, two-thirds of the respondents were quite satisfied with quality of business visitors, buyers/delegates turnout; quality of buyers; category of the products exhibited; arrangements and quality of the seminars and workshops.

In a nutshell, INNOPROM 2016 ended with all indications of highest level of commitment from both India and Russia to significantly strengthen the Special and Privileged Partnership between the two nations in the years ahead.

## Trade Trend Analysis in the CIS

The top 5 CIS nations which had the highest demand for Indian engineering products during April 2016 are as follows:

Country	Export in April 2015 (USD million)	Export in April 2016 (USD million)	Growth (%)
<b>RUSSIA</b>	31.94	32.56	1.94
<b>GEORGIA</b>	1.62	8.12	401.92
<b>UKRAINE</b>	3.92	4.14	5.66
<b>TURKMENISTAN</b>	0.71	3.57	404.29
<b>ARMENIA</b>	0.08	1.50	1884.37

India's engineering exports started the new fiscal year in a positive node so far as export to CIS is concerned. The month of April 2016 saw an increase of 11.95% in India's engineering exports to this region over the same month last year. Russia continued to be the top export destination for Indian engineering in the CIS region but Georgia moved up to second position by pushing Ukraine down to third. Among the top five exporting destination for Indian engineering products in the CIS region, three recorded exorbitant growth in April 2016 due to sudden rise in exports over the same month last year. Kazakhstan conceded a year-on-year decline in exports during April 2016 after decent figures in the last fiscal.

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

Top 10 panels exported to CIS during April 2016 are listed below

Name of the Panel	Export in March 2015(USD million)	Export in March 2016(USD million)	Growth (%)
Aircrafts and Spacecraft	12.32	14.87	20.67
Iron and Steel	4.03	4.75	17.87
Machinery for ATMs	0.71	4.59	542.89
Industrial Machinery	5.01	4.44	-11.40
Electric Machinery and Equipments	6.22	4.19	-32.69
Auto Components/Parts	5.31	3.86	-27.29
Products of Iron & Steel	2.71	3.37	24.16
Nuclear Reactors, Industrial Boilers and parts	0.90	2.86	219.29
Air condition and Refrigerating Machinery and parts	0.30	1.85	505.72
Medical and Scientific Instruments	1.20	1.66	38.84

Panel wise data for engineering products showed that 'Aircrafts and Spacecrafts' continued to be the top exporting engineering product in CIS region during April 2016. 'Iron and Steel' hold the second place. Machinery for ATMs elevated up to third place with a robust 542.9 percent growth in April 2016 over the same period last year. Other two products namely 'Nuclear Reactors, Industrial Boilers and parts' and 'Air condition and Refrigerating Machinery and parts' also recorded robust year-on-year growth during April 2016. Out of 33 product panels, 13 recorded decline in year-on-year exports during April 2016 while growth could not be calculated for 4 panels due to no exports in April 2015. 'Office equipments' recorded no exports in April 2016. Among the top 10 exported engineering products to the CIS region, 3 witnessed decline in exports during April 2016.

## 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
AUTOMECHANIKA MOSCOW	22-Aug-2016 to 25-Aug-2016	Crocus-Expo IEC - Moscow	<a href="http://www.eventseye.com/">http://www.eventseye.com/</a>
Trans Expo - 2016 International Specialized Exhibition	16-Sep-2016 -18-Sep-2016	Exhibition complex "Yerevan EXPO", Armenia	<a href="http://www.exponet.ru/exhibitions/by-id/transexpoer/transexpoer2016/index.en.html">http://www.exponet.ru/exhibitions/by-id/transexpoer/transexpoer2016/index.en.html</a>
Aqua-Therm Almaty - 2016	05-Sep to 08-Sep-2016	"Atakent" Almaty, Kazakhstan	<a href="http://www.exponet.ru/exhibitions/by-id/aquathermal/aquathermal2016/index.en.html">http://www.exponet.ru/exhibitions/by-id/aquathermal/aquathermal2016/index.en.html</a>
Metaltech Central Asia - 2016	14-Sep-2016 to 16-Sep-2016	"Atakent" Almaty, Kazakhstan	<a href="http://www.exponet.ru/venues/by-id/vn_vnatakent/index.en.html">http://www.exponet.ru/venues/by-id/vn_vnatakent/index.en.html</a>

## News in Focus

### Russia Remains India's Leading Partner in Military-Technical Field

Russia remains India's leading partner in the field of military-technical cooperation and peaceful nuclear technologies, Russia's Ambassador to India Alexander Kadakin told Sputnik.

Link: <http://cis.einnews.com/article/333110557/faeGNr8xzHoAqXoK>

### Georgia makes new European Free Trade deal

With this deal Georgia will be able to export its goods to the four EFTA member nations without customs fees. Switzerland, Norway, Iceland and Liechtenstein - combining 14 million consumers - are opening their markets to Georgia later this month when a new free trade deal comes into play.

Link: [http://cis.einnews.com/article\\_detail/329732736-georgia-makes-new-european-free-trade-deal?vcode=XlBw](http://cis.einnews.com/article_detail/329732736-georgia-makes-new-european-free-trade-deal?vcode=XlBw)

### Putin: Russia, India Have Great Room for Expanding Economic Cooperation

Russia and India need to step up economic cooperation, Russian President Vladimir Putin said, emphasizing that the current trade turnover between the two countries has not reached its potential maximum. "As for our [India-Russia] relations, they have very deep roots, and we highly value this.

Link: <http://cis.einnews.com/article/331517838/ADDc7a1PAPi7r5CV>

### Putin urges EU to join Eurasia partnership

Russian President Vladimir Putin on Friday called on the European Union (EU) to forget about political differences with Moscow and join the broader Eurasia partnership.

Link: <http://cis.einnews.com/article/331516107/UwBmBjYP9u9Cizkw>

## Tender Information in CIS

### Prior information Notices

Location	Title	Deadline
Russian Federation	Carrying out non-state examination of project documentation and engineering survey results on the project \"Reconstruction of the auto road\" Access to the bush wells\"	26-Jul-2016
Uzbekistan	Provision for Djizzak Sanitation System Development Project	09-Aug-2016
Russian Federation	Engineering surveys, development of design a Estimated Cost: RUB 2,323,561,466	25-Jul-2016
Georgia	Provision of Engineering services;	29-Jul-2016
Russian Federation	Development of design and estimate documentation for reconstruction of boiler ?8, situated kemerovo region, belovo city district, belovo street vakhrusheva 5a.	29-Jul-2016
Russian Federation	Engineering and survey works on the project: construction of the facility house of culture in the library with malokurilskoye of shikotan	26-Jul-2016

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

#### EEPC India CIS Territorial Newsletter

Contact: RajarshiSarma Sarkar

Email: [rsarkar@eepecindia.net](mailto:rsarkar@eepecindia.net)

Phone no: 033-22890651