

Territorial NEWSLETTER CIS Countries

EEPCINDIA
ENGINEERING THE FUTURE

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Chairman's Pen



The sixth issue of territorial newsletter has highlighted a very important event both for India and Russia, the largest as well as richest of all CIS nations. This year in July, the main industrial trade fair of Russia, INNOPROM will be held in Russia where India is a partner country. INNOPROM is a prominent event of Russia where more than 600 manufacturer exporters came in 2015 from more than 70 countries to display their latest technology and to share and exchange information and experience regarding manufacturing and exports of their products among them. During INNOPROM 2016, six specialized exhibitions containing several industrial sectors will take place. This year, India has been selected as a partner country with

the objective of deepening India-Russia bilateral trade and investments relationship. Indian exhibitors at INNOPROM will be facilitated to gain broad access to unexplored CIS markets. Besides, this newsletter also analyzes the trend of engineering trade between India and CIS countries with a view to make member exporters aware about the export opportunities.

I believe this informative newsletter will help our member exporters to take informed decision.

Tarvinder Singh Bhasin

Committee on Trade with CIS Countries - Chairman's Note



The sixth issue of the CIS newsletter is being published. Our objective is to constantly help our member exporters and provide them with the latest developments in the 12-nation CIS region with special focus on economy, trade and investments. This issue has taken up the INNOPROM 2016 trade fair as its main story where India has been chosen as the partner country. The discussion might be very helpful for our members who are deciding to participate in the said fair. This 'February 2016' issue of the newsletter also presents country and product-wise analysis on India's exports to all CIS countries in order to provide our members the detailed picture of current trade scenario. Other sections are basically informative.

I believe our member-exporters will find this newsletter quite helpful in taking business decisions.

Aman Chadha



Basic Facts: CIS

Area: 22.1 million sq. km

Population: 282 million

GDP: USD 1.352 trillion

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: International Industrial Trade Fair in Russia

INNOPROM is a large industrial trade fair held annually in Ekaterinburg, Russia since 2010. This year, the seventh INNOPROM will be held from 11th to 14th July 2016. It is a platform to demonstrate advanced technologies developed in Russia and to facilitate spreading of best innovation practices that is driving world industry and technology at present.

INNOPROM is such an event where every participant will have the scope for direct contacts with domestic and international manufacturers of industrial products. It is also considered as a platform for Effective business-communications as 30% of exhibitors are top-managers of Russian and foreign companies, heads of regions and representatives of Federal authorities. Moreover, this show provides an opportunity for the participants to come into new markets and increase sales by displaying their product and technology. Actually, in INNOPROM, six exhibitions unites the most innovative industrial sectors on one platform.

Another great advantage of participating in INNOPROM is that it holds more than 150 events during the exhibition on the most contemporary issues to facilitate sharing of information and experience among manufacturers as well as exporters in both international and inter-sectoral industry. In addition of exhibition of products to prospective buyers from all over the world, presence of international media also helps to publicize the products across the globe. In 2015, INNOPROM saw around 52,000 visitors and 95 official delegations from 70 countries with participation of 600 industrial companies from across the globe.

Major objectives of countries participation at INNOPROM are to:

- Strengthen and deepening partnership in trade and economic relations
- Expand opportunities in national industrial sectors across the spectrum
- Present key and advantageous positions of industrial producers
- Set a global model of co-working for science and research development
- Promote and usage of best international practices concerning exhibition participation

The theme for INNOPROM 2016 is Industrial Net. Specifically, it includes:

- Sustainable integration of industrial production and data transfer based the Internet of Things (IoT) technology
- New manufacturing system architecture: equipment and devices, supply chains are connected at the software level

- International production cooperation: resources, production facilities and development centers dispersed across the world are combined in a single network
- New model of efficient manufacturing for traditional industries

Focus sectors: Key exhibition sections

Six specialized exhibitions containing several industrial sectors will take place during INNOPROM 2016. they are as follows:

- Technologies of processing of Materials
- Industrial automation
- Metropolitan technologies
- Technologies of power system
- Mechanical engineering
- Component manufacturing for mechanical engineering industries

India - partner Country in INNOPROM 2016: India as a partner country will be the focus in INNOPROM 2016 which will offer enormous sales potential for Russian and international exhibitors of INNOPROM. At the same time, Indian exhibitors at INNOPROM will have the scope to gain broad access to new global markets. and EEPC India is one of the prominent participants.

INDIAN COMPANIES ARE WELCOME TO PARTICIPATE IN COLLECTIVE BOOTHS OF PARTNER-COUNTRY FORMAT AS WELL AS WITH INDIVIDUAL PARTICIPATION.

Source: <http://www.innoprom.com/en>

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 was established in 1986 with the objective of promoting, developing and extending commerce, trade and industry between India and 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	Lnk
Expo-Russia	15-Jun-	Multifunctional	http://www.exponet.ru/exhibitions/by-

Kazakhstan - 2016	2016 - 17-Jun-2016	Complex "Almaty Towers" Almaty, Kazakhstan	id/exorussial/exorussial2016/index.en.html
Power Astana - 2016	27-Apr-2016 - 29-Apr-2016	Exhibition centre "Korme" Astana, Kazakhstan	http://www.exponet.ru/exhibitions/by-id/lightingastanaas/lightingastanaas2016/index.en.html
Caspian Power - 2016	1-Jun-2016 - 4-Jun-2016	Baku Expo Exhibition and Convention Center, Azerbaijan	http://www.exponet.ru/exhibitions/by-id/caspianpowerba/caspianpowerba2016/index.en.html
Power-Kazindustry - 2016	11-May-2016 to 13-May-2016	"Atakent" Almaty, Kazakhstan	http://www.exponet.ru/exhibitions/by-id/powerkazaal/powerkazaal2016/index.en.html

Trade Trend Analysis in the CIS

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

Country	Export in January 2015 (USD million)	Export in January 2016 (USD million)	Growth (%)
RUSSIA	23.44	29.41	25.43
GEORGIA	1.28	4.29	234.64
UKRAINE	5.97	2.72	-54.41
UZBEKISTAN	2.17	2.59	19.33
KAZAKHSTAN	0.50	1.59	214.68

Monthly analysis showed that India's engineering exports to CIS increased by 9% to US\$ 41.26 million during Jan 2016 from US\$ 37.85 million in Jan 2015. Russia enjoyed a 25.43% increase in year-on-year engineering imports from India during January 2016 with around US\$30 million of exports. Georgia replaced Ukraine to hold the second position with a robust 234.64% growth during Jan 2016. Ukraine suffered a decline in the month concerned but both Uzbekistan and Kazakhstan were placed in the top five and achieved higher engineering imports from India during Jan 2016.

However, cumulative figure showed that India's engineering exports to CIS region dropped by 43.6% during Apr - Jan 2015-16 to US\$454.47 million from US\$806.71 million during the same period last fiscal. Russia continued to be the top export destination for India's engineering products with US\$326.55 million of exports. However, exports to Russia declined by 44.34% during the first 11 months of the current fiscal vis-à-vis the same period last fiscal. Seven Out of 12 CIS nations conceded year-on-year decline in engineering imports from India during Apr - Jan 2015-16. Azerbaijan recorded highest growth of 113% in this regard but with very low exports. Other two nations with good growth were Georgia and Kazakhstan.

Panel-wise trend in engineering exports to CIS between April - January 2015-16

Top 10 panels exported to CIS during December 2015 are listed below

Name of the Panel	Export in January 2015 (USD million)	Export in January 2016 (USD million)	Growth (%)
Iron and Steel	4.75	6.44	35.58
Industrial Machinery	3.55	5.52	55.32
Auto Components/Part	3.19	4.42	38.30
Motor Vehicle/cars	0.38	3.92	921.43
Aircrafts & Spacecraft	5.84	3.76	-35.57
Machinery for ATMs	1.27	3.59	183.97
Products of Iron & Steel	3.16	2.55	-19.29
Electric Machinery and Equipments	4.37	2.14	-50.97
Medical and Scientific equipments	0.66	1.96	197.28
Hand Tools and Cutting Tools	1.36	1.05	-22.97

Iron & Steel was the top exported engineering product to CIS from India during Jan 2016 with around 35.5% growth over the same month last fiscal. Industrial machinery was the immediate follower of Iron & Steel with over 55% rise in overseas shipment from India. Out of 33 product panels as per DGCI&S, twelve conceded decline in engineering imports from India while 21 achieved year-on-year growth in the same. However, for some panel, growth could not be calculated due to no exports during Jan 2016. Cumulative export during Apr - Jan 2015-16, only 8 panels achieved year-on-year growth while the rest 25 witnessed decline in engineering imports from India. Cumulatively, 'IC Engines and Parts' was the panel with highest imports from India during the first 11 months of 2015-16 followed by 'Iron & Steel', 'Aircrafts & spacecrafts' and 'Industrial Machinery' with only the top two panels saw over US\$100 million of engineering imports from India during Apr - Jan 2015-16.

News in Focus

Top Israel, Russia reportedly say 'Da' to free trade agreement

Russia and Israel are planning to ink a free trade agreement in the very near future, a Kremlin official is quoted as telling the Russian news agency TA

Link: <http://www.jpost.com/Israel-News/Politics-And-Diplomacy/Israel-Russia-reportedly-say-Da-to-free-trade-agreement-444721>

Tajikistan's external trade turnover estimated at 303.9 million USD in January 2016

In January 2016, the external trade turnover of Tajikistan, including electrical power and natural gas, amounted to 303.9 million U.S. dollars, which was 88.1 percent of the January 2015 level or 40.9 million U.S. dollars fewer, according the Agency for Statistics under the President of Tajikistan.

Link: <http://news.tj/en/news/tajikistan-s-external-trade-turnover-estimated-3039-million-usd-january-2016>

GCC-CIS trade growing 20% a year

Bilateral trade between the Gulf Cooperation Council (GCC) and the Commonwealth of Independent States (CIS) totalled \$8 billion (Dh29.3 billion) in 2014, according to a report by Dubai Chamber of Commerce and Industry.

Link: <http://gulfnews.com/business/economy/gcc-cis-trade-growing-20-a-year-1.1674869>

Explore CIS countries to boost exports: PHDCCI

At a time when India's exports are declining, exporters should explore the CIS markets, particularly Russia to boost shipments, industry chamber PHDCCI said today.

Link: http://www.business-standard.com/article/pti-stories/explore-cis-countries-to-boost-exports-phdcci-116012901700_1.html

Tender Information in CIS

Prior information Notices

Location	Title	Deadline
Russian Federation	Provision of engineering services for the technical and technological control the process of hydraulic fracturing	10-May-2016
Russian Federation	Design and survey work on the project: construction of five modular boilers	11-Apr-2016
Moldova Republic of	Technical assistance for the implementation of the sector reform	19-Apr-2016
Russian Federation	Development Of Design Documentation For Arrangement Of Outdoor Lighting Road Section	21-Apr-2016
Russian Federation	Comprehensive survey of buildings of transformer substations and distribution points of ivgorelektroset with the assessment of strength, stability and reliability	15-Apr-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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