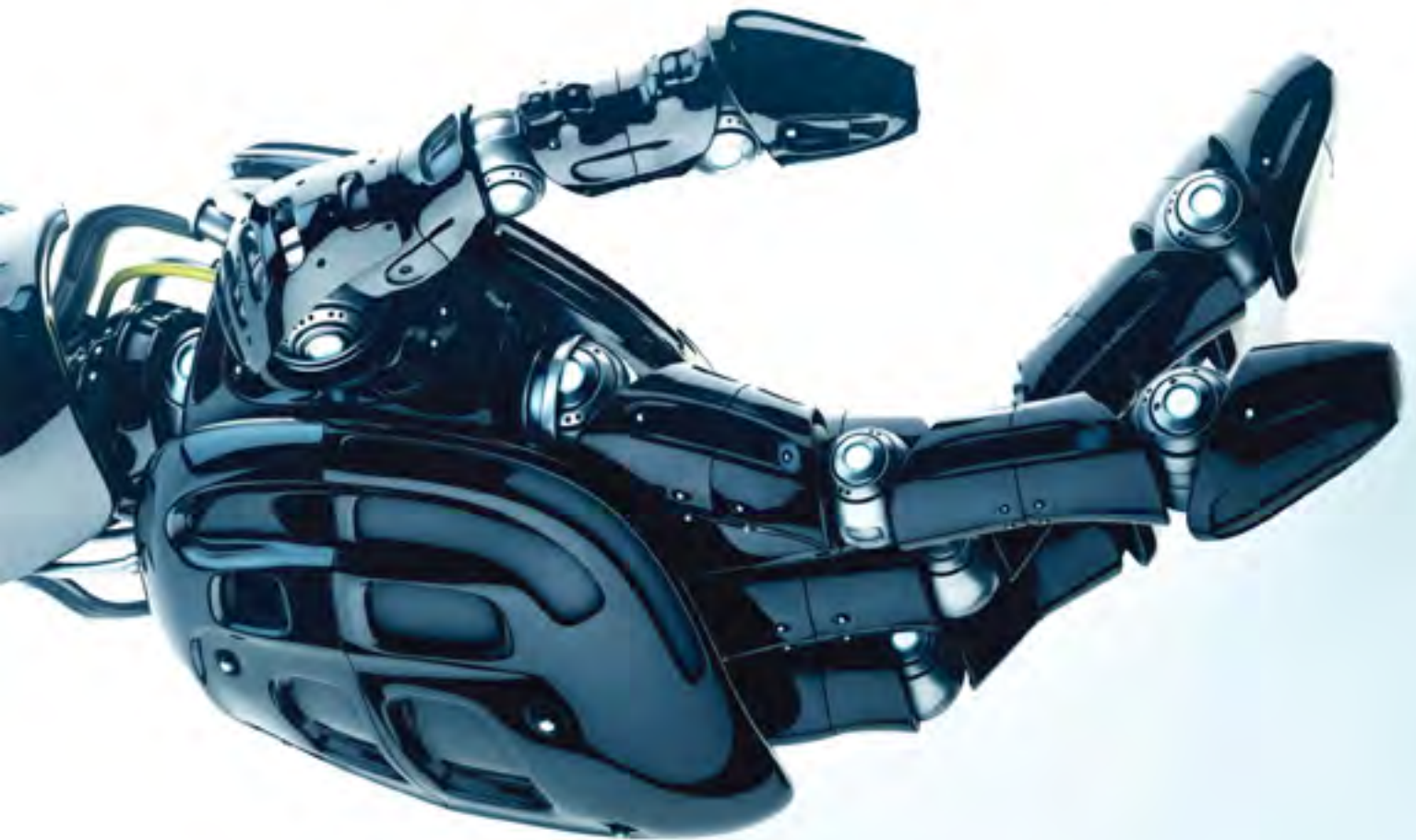




IESS 2014

22-24 JANUARY 2014, HALL I, BOMBAY EXHIBITION CENTRE, MUMBAI

A REPORT



Partner Region



Partner State



Government of Karnataka



Department of Commerce
Ministry of Commerce & Industry
Government of India





IndiaEngineering SourcingShow2014

January 22 – 24, 2014 Bombay Exhibition Centre, Mumbai

A Report





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Foreword



EEPC INDIA was the nodal agency for the Union Commerce and Industry Ministry to organize the largest engineering sourcing show in Mumbai over 22 – 24 January 2014. The 3rd edition of the India Engineering Sourcing Show (IESS) turned out to be a path breaking event for the India engineering sector.

IESS was conceived as a first ever unique international engineering sourcing event and it is hoped that this will be a first step in changing the way domestic and international companies connect and conduct business. The Show also endeavoured to create a “Brand India” image within India and a platform to showcase strengths and capabilities of engineering sector.

Through IESS we also tried to achieve another goal of highlighting India's “Technology Hub” value chain for manufacturing industry – from SMEs to large-scale organizations. IESS not only proved to be an opportunity to do business with international companies like Danfoss, Cummins, Kubota, Pentair, Inverto etc; government departments and PSUs with an annual budget of Rs 35,000 crore for the MSME (Micro, Small & Medium Enterprise) sector, also shopped for manufacturers and suppliers from among the medium, small and micro enterprises. Vendor development and government procurement activities with leading Indian buyers of engineering products and services thus turned out to be an important aspect of IESS. The most prominent in this group were Indian Railways, Defence Department, Department of Heavy Industry and the Department of Science & Technology. The IESS also witnessed large scale presence of both public and private sector companies in heavy engineering, power and telecom.

India today has a strong industrial base, powered by the third largest pool of trained technical manpower in the world. Its exports find their way increasingly to the most developed countries of the world. Nearly two decades of liberalization has released a tremendous response from the Indian private sector and entrepreneurial class, which has made India one of the fastest growing economies in the world in the last few years.

The Show, as we all know turned out to be an outstanding one and has received overwhelming response both from exhibitors and delegates. However, a Show of this magnitude would not have been possible without the support of various entities, organizations and government machinery. In this initiative, we are immensely indebted and thankful to the Ministry of Commerce & Industry the team of esteemed officials for their presence during the Show, continuous support, encouragement and keeping enormous faith in the capabilities of EEPC India.

Our special gratitude goes to Mr D S Dhesi, Additional Secretary, Department of Commerce, Government of India; Mr Ravi Capoor, Joint Secretary, Department of Commerce, Government of India and Mr Ajay Bisaria, Joint Secretary, Ministry of External Affairs, Government of India who made special effort to be on with EEPC India on this momentous occasion.

I specially thank Mr James Shinuabulo– Mutende, Minister of Industry and Trade of Uganda for being with us during the show and also present the Awards to our meritorious exporters.

I extend sincere thanks to the Ministry of External Affairs, Ministry of Defence, Ministry of Small, Micro & Medium Enterprises (MSME), Ministry of Science & Technology, Department of Heavy Industry (Govt of India), Western Railway, Exim Bank, National Small Industries Corporation, Heavy Engineering Corporation, Govt of Jharkhand, Madhya Pradesh, Bihar, Maharashtra, Gujarat, Tamil Nadu and all the industry associations and EEPC India members for being a part of EEPC India initiative.

A special thanks goes to the Government of Karnataka for its presence as the Partner State in the exhibition, which shows the conviction of the State Government in the potential of this venture.

This exhibition has proved to be very beneficial for most participants and I am sure that in the coming months, this event will pave the way forward for new ventures, partnerships and investments.



(ANUPAM SHAH)

Chairman, EEPC India

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The 3rd edition of India Engineering Sourcing Show held in January 2014 was the result of the overwhelming success of the first two Sourcing Shows held in 2012 and 2013.

While showcasing the strength and capabilities of Indian engineering sector before the global audience, IESS January, 2014 provided a B2B platform in India for foreign delegates and industry leaders. This way, the Show is playing a major step in consolidating 'Brand India' image to a global audience. IESS, with its unique concept also aims at reducing dependence on traditional markets, develop internal markets, forge partnerships and joint ventures, strengthen commercial relations, accelerate trade between India and its trading partners and provide platform for foreign companies to showcase their strength & capabilities in the country.

Indian engineering companies are contributing significantly to India's economic growth. Due to their innovative practices and futuristic vision, Indian Companies are supplying engineering products and services to a large number of developed and developing countries. In broad terms, engineering forms nearly one-fifth of the overall merchandise exports from the country.

IESS is an attempt to broaden their vision and extend their horizon. The event is becoming popular with each passing year and is attracting overseas participation. With Canada as the participating country in 2012, followed by Czech Republic in 2013, the 3rd edition witnessed the presence of COMESA as the Partner Region. COMESA represents the 19 most rapidly growing countries in the Southern and Eastern African region, thus offering highly potential market to the Indian engineering exporters.

The 4th edition of IESS is scheduled to be held in from 16 – 18 December 2014 in Mumbai, India. For this edition of the Show, EEPC INDIA and Hannover Milano Fairs India Pvt Ltd of Germany have signed an agreement of cooperation. Thus, the event is all set to witness a very high level presence of entrepreneurs from Germany as well as from other part of the globe. I am sure that the event will immensely benefit engineering exporters, especially small and medium enterprises by providing direct interface to them with the foreign buyers.

Rakesh Shah

Former Chairman & Chairman, PED, EEPC India

Engineering goods exporters the foremost foreign exchange earners



EEPC India was set up in 1955 under the sponsorship of the Ministry of Commerce, Government of India to promote exports of engineering goods, projects and services from India. The body which started out as a small outfit with few members is now the largest trade and investment promotion council in India that caters to the engineering sector. Its membership stands at nearly 13,000 Indian firms and covers the entire spectrum of the engineering industry – from large corporate houses, small and medium enterprises and trading companies.

Recounting EEPC India's historical progress of the last 55 years is a daunting task. A time span when India's engineering exports rose from US\$10 million in 1956-57 to US\$ 62.2 billion in 2013-14 and an export share that increased from 0.5% in India's total exports in 1956-57 to around 20% in 2012-13. Today, it can claim to be the largest Trade and Investment Promotion Council in the Engineering Sector with membership amongst the large corporate houses and the small and medium enterprises (SMEs). In fact, 60% of EEPC India's membership comes from the SME sector. Worldwide, SMEs are the most vibrant, the biggest innovator and the largest employer. All this holds true for the EEPC India members as well.

Indian engineering goods enjoy 30.5% weight in the industrial production index around 30% share of total investment, 37% share in value added, 63% share in foreign collaborations and most importantly 27% share in employment. India is also moving ahead in exporting engineering services as well and is providing technical know-how and consultancy services to many countries around the world.

As a trade promotion organization, EEPC India plays a pivotal role in the promotion of engineering trade from India through its various offices in India and abroad. EEPC India markets Indian engineering products worldwide. It uses direct marketing and structured promotional events to build awareness of Indian engineering products and the capabilities of the Indian companies.

The marketing activities of EEPC Indian are manifold. In addition to direct marketing, structured promotional events are organized on a regular basis to create awareness among exporters, like product specific delegations to targeted countries, organizing exclusive Indian engineering exhibitions overseas, participation in specialized trade fairs and catalogue shows overseas, buyer seller meets and product specific seminars/ conferences in India and abroad. India Engineering Sourcing Show (IESS) is a unique concept for marketing of Indian engineering goods, benefitting the small & medium enterprises to reach out to large number of buyers within India itself.

A handwritten signature in black ink, appearing to read 'B Sarkar'.

B Sarkar
Executive Director and Secretary, EEPC India

INTRODUCTION

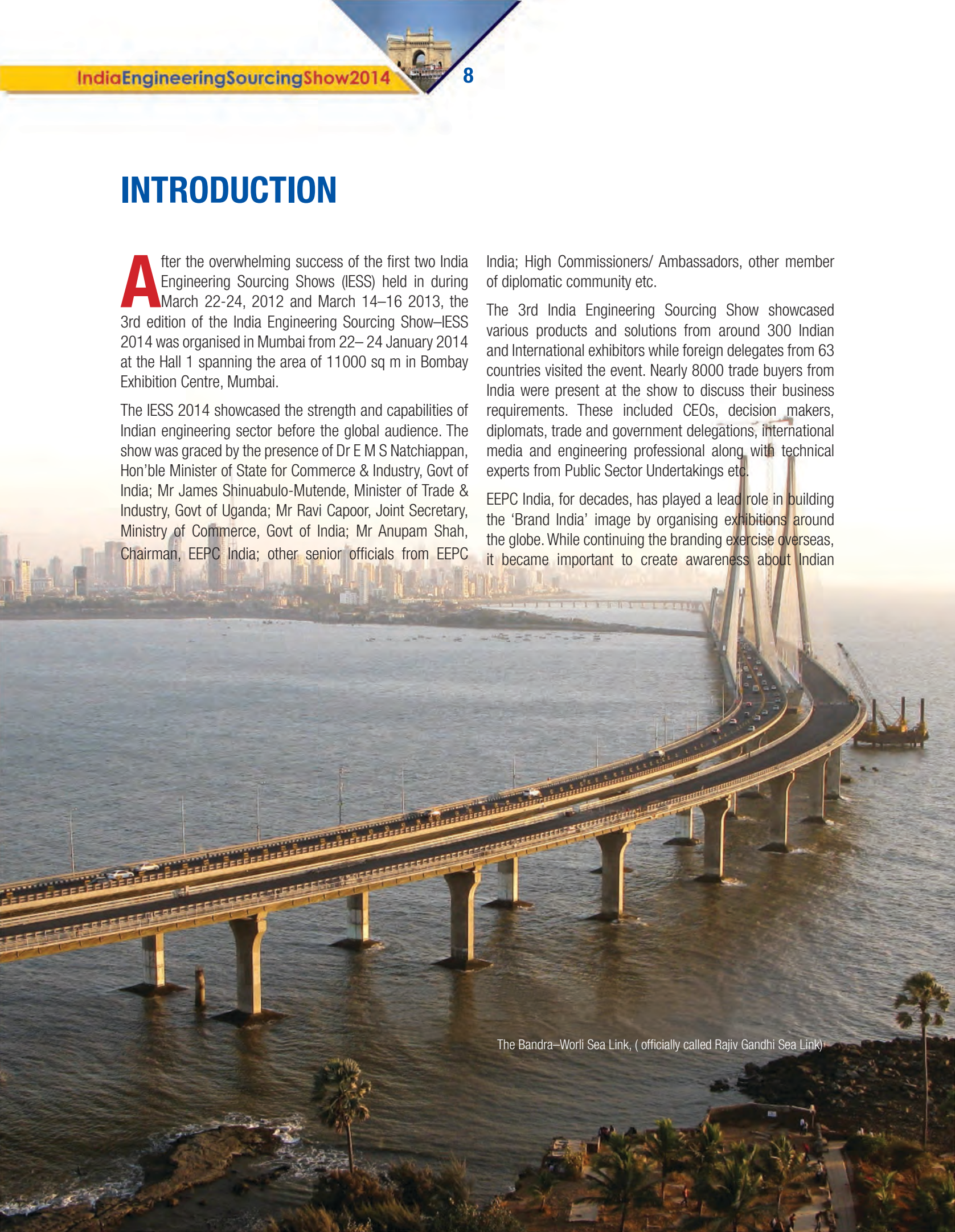
After the overwhelming success of the first two India Engineering Sourcing Shows (IESS) held in during March 22-24, 2012 and March 14-16 2013, the 3rd edition of the India Engineering Sourcing Show-IESS 2014 was organised in Mumbai from 22- 24 January 2014 at the Hall 1 spanning the area of 11000 sq m in Bombay Exhibition Centre, Mumbai.

The IESS 2014 showcased the strength and capabilities of Indian engineering sector before the global audience. The show was graced by the presence of Dr E M S Natchiappan, Hon'ble Minister of State for Commerce & Industry, Govt of India; Mr James Shinuabulo-Mutende, Minister of Trade & Industry, Govt of Uganda; Mr Ravi Capoor, Joint Secretary, Ministry of Commerce, Govt of India; Mr Anupam Shah, Chairman, EEPC India; other senior officials from EEPC

India; High Commissioners/ Ambassadors, other member of diplomatic community etc.

The 3rd India Engineering Sourcing Show showcased various products and solutions from around 300 Indian and International exhibitors while foreign delegates from 63 countries visited the event. Nearly 8000 trade buyers from India were present at the show to discuss their business requirements. These included CEOs, decision makers, diplomats, trade and government delegations, international media and engineering professional along with technical experts from Public Sector Undertakings etc.

EEPC India, for decades, has played a lead role in building the 'Brand India' image by organising exhibitions around the globe. While continuing the branding exercise overseas, it became important to create awareness about Indian



The Bandra-Worli Sea Link, (officially called Rajiv Gandhi Sea Link)

entrepreneurs, particularly in the MSME sector. The India Engineering Sourcing Show provides a B2B platform in India for foreign delegates and industry leaders and is playing a major step in consolidating 'Brand India' image to a global audience.

India has emerged as a global manufacturing hub with all the requisite skills in product, process and capital engineering. India's cheap, skilled manpower is attracting a number of companies, spanning diverse industries, making India a global manufacturing powerhouse. India with its vast design skills is set to attract a lot of outsourcing technological orders. EEPC India has taken the initiative for developing more trade in the engineering sector by holding a mega engineering event in India.

Organised by the Ministry of Commerce & Industry, Government of India, with EEPC India as the lead agency, the India Engineering & Sourcing Show 2014 proved to be an appropriate opportunity for EEPC India member companies to explore global business alliances and network with leading Industry doyens of the world.

A signature event of its kind, India Engineering Sourcing Show (IESS) is the latest concept in marketing "Brand India" across the world.

While announcing the New Foreign Trade Policy for the period 2009-2014 on August 27, 2009, the Union Commerce & Industry Minister, Shri Anand Sharma had observed that "the Government seeks to promote Brand India through 'Made in India' shows to be organized across the world every year" with the main objective to promote India's image and provide a platform to Indian exporters to showcase their strengths and capabilities in an emerging market.

During February 2011, Union Minister of Commerce & Industry, Shri Anand Sharma while releasing the draft strategy paper for doubling exports mentioned that engineering sector has done considerably well and now need to move up the value addition chain for high value precision engineering both for domestic production and exports.

With this objective EEPC India was selected as the lead agency to organise "India Engineering Sourcing Show" at Mumbai which created a platform for exporters of engineering products and services to build business contacts with leading importers, buyers, dealers, distributors and wholesalers of engineering products from America, Europe,

Africa, Latin America, ASEAN, Australia, New Zealand and CIS Countries. Another major objective was to highlight India as the "Technology Hub" for the manufacturing industry and for outsourcing wide range of high quality engineering items at very competitive rates.

IESS, with its unique concept also aims at reducing dependence on traditional markets, develop internal markets within India, forge partnerships and joint ventures, strengthen commercial relations and accelerate trade between India and its trading partners and provide platform for foreign companies to showcase their strength & capabilities in large developing market.

ENGINEERING SOURCING

In India, Engineering Sourcing (ES) is expected to continue on the growth trajectory, creating major opportunities for India. The country's IT-BPO companies have already developed an unmatched value proposition for the outsourcing market, which can be leveraged to tap into the ES market. Today, outsourcing/off-shoring is a "major strategy" for many corporations around the world as they look at various options for increasing their competitiveness, market coverage, access to a talent pool and time-to-market. Indian Engineering Sourcing as a brand has to be developed in lines with Indian IT industry over the years. India has a strong presence in the IT and BPO services marketplace and Engineering Sourcing is a logical step moving forward.

India provides outsourced services in the areas of automotive design, aerospace design, construction, industrial machinery and products, semi-conductor work and much more. Developed economies such as the US, the UK and Western European countries are currently facing a shortage of highly trained and specialized professionals in some knowledge-intensive, high skill sectors, such as engineering design, IT, financial risk management, etc.

India's growing importance as Engineering Sourcing suppliers is backed by recent studies that indicate the country's potential. Research shows that the global market for Engineering Sourcing – which encompasses design and product Research & Development (R&D) is likely to increase from around US\$ 150 billion in 2008 to US\$ 200-220 billion by 2020.

FOCUS PRODUCTS OF IESS 2014

Keeping in view global sourcing trends, India Engineering & Sourcing Show will be focusing on the following profiles:

Automotive Components

- Advance Metals
- Aerodynamics
- Assembly/ Integration
- Body Fabrication
- Chassis Engineering
- Composites
- Car Accessories
- Commercial Vehicle Fittings
- Engine & Transmission
- Electrical Wiring
- Cable & Connectors
- Electrical Components
- Gears & Gear Boxes
- Instruments & Gauges
- Mechanical Components
- Perforated & Expanded Metal
- Process Engineering
- Rubber & Plastic Material
- Steering, Suspension & Braking
- Trailer & Parts
- Wiper Motors
- Window Motors

Industrial & Electrical Machinery

- Agricultural Machinery & Equipment
- Air-Conditioning & Refrigeration including HVAC Equipment
- Aerospace Engineering
- Boilers & Heat Exchangers
- Construction & Earthmoving
- Equipment for Oil & Gas Sector
- Earthmoving machinery & Equipment and Parts
- Electric Power Machinery & Generators
- Food Processing Machinery
- Foundry & Casting Equipment
- Hoists & Winches
- Industrial Blowers

- Industrial Machines for the Small-Scale Industry
- Machine Tools
- Machinery for Infrastructure viz. Road Rollers, Dumpers, Pavers, Fork Lifts etc.
- Mining Machinery
- Pharmaceutical Machinery
- Pumps & Compressors
- Rolling Mill Machinery
- Steel Mills Equipment

Subcontracting & Industrial Supply

- Engineering Process Outsourcing
- Fabrication
- Forging
- Foundry & Casting Equipment
- Heavy Engineering Equipment
- Material Handling Systems
- Industrial Process
- Instrumentation & Automation
- Metallurgical Plant & Equipment
- Metal Finishing
- Pollution Control Equipment
- Railway Factory Equipment

Research & Technological Development

- Bio Technology
- 3D Printing
- Robotics
- Ultrasonics
- Processing & Sensing Instrumentation
- Hybrid Electric Vehicle
- Innovation in Engineering
- Fibre Optics
- Renewable Energy – Solar, Wind & Gas
- Scientific Research

COMESA – Partner Region in India Engineering Sourcing Show

With the presence of COMESA (Common Market for Eastern and Southern Africa) which participated in the Show as Partner Region, the Indian exhibitors had a rare opportunity to access the huge market of these nations. The COMESA region has 19 member-states, population of over 450 million, an annual import bill of around US\$ 32 billion and export bill of US\$ 82 billion. It thus forms a major market place for both internal and external trading. Its area is impressive on the map of the African continent, covering a geographical area of 12 million sq km, while its achievements to date have been very significant. The COMESA is the biggest regional trade block in Africa.

In 2011, the bilateral trade between India and Africa stood at US\$ 62 billion and India and African leaders had agreed to vastly increase bilateral trade to US\$ 90 billion by 2015. India's total trade with the COMESA region rose more than threefold from US\$ 2.55 billion in 2004-05 to US\$ 8.48 billion in 2009-10. According to a study conducted by the Export and Import Bank of India (Exim Bank), during 2009-10, the COMESA – which comprises 19 countries in eastern and southern Africa – accounted for 38.2% of India's total exports to Africa, while the region's share in the country's total imports from Africa stood at 13.1%.

Engineering exports from India to COMESA common market has gone up to US\$ 2753.62 million in the fiscal year 2013-14, which is 9.9% higher compared to US\$ 2727.26 million worth of engineering exports registered in 2012-13.

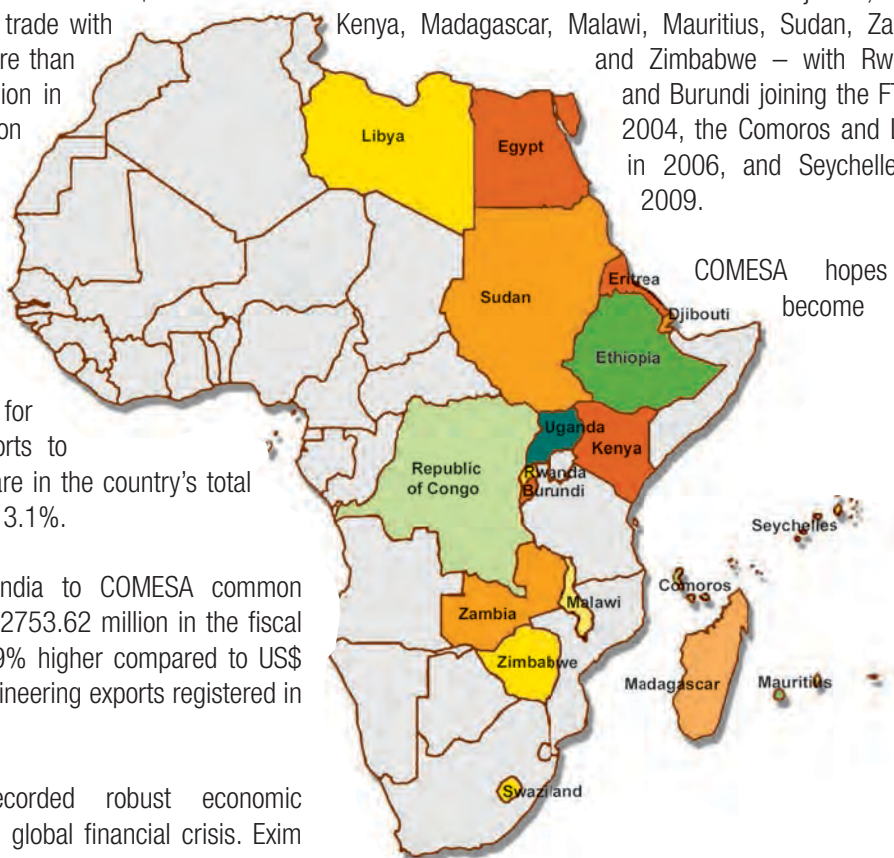
The COMESA region recorded robust economic performances in spite of the global financial crisis. Exim

bank's study highlighted the potential items for India's exports to the COMESA region, which broadly include electrical and electronic goods, plastic, articles of iron and steel, automotive components, petroleum products, pharmaceutical products, machinery and instruments and cotton fabrics.

Items which hold potential for imports from COMESA are broadly listed as : aluminium, copper, mineral fuel, coffee, resins, nuts, spices, sugar, leather, organic & inorganic chemicals and marine products.

COMESA is a free trade area with 19 member-states stretching from Libya to Swaziland. COMESA was formed in December 1994, replacing a Preferential Trade Area which had existed since 1981. Nine of the member-states formed a free trade area in 2000 – Djibouti, Egypt, Kenya, Madagascar, Malawi, Mauritius, Sudan, Zambia and Zimbabwe – with Rwanda and Burundi joining the FTA in 2004, the Comoros and Libya in 2006, and Seychelles in 2009.

COMESA hopes to become a



common market by 2025, a move to promote substantial movement of goods and services.

Objectives of COMESA

- Promote regional trade and establish institutions to ensure cooperation between member-states
- Optimal exploitation of African resources
- Create an enabling environment for domestic and foreign investments
- Encourage scientific research and development
- Cooperation in the fields of agriculture and food security
- Cooperate in the fields of transportation, trade in services and transit
- Adopt free movement of persons and capital

Benefits of COMESA

COMESA offers its members and partners a wide range of benefits which include :

- A wider, harmonised and more competitive market with a capacity of a population of more than 450 million
- Access to the markets of member-states without paying custom duties
- Existing demand for many COMESA exports
- The existence of natural resources in member African countries such as phosphate, iron, copper & cobalt
- An opportunity to export and import affordable technical expertise within the region
- Greater industrial productivity and competitiveness
- Increased agricultural production and food security
- A more rational exploitation of natural resources
- More harmonised monetary, banking and financial policies
- More reliable transport and communications infrastructure

COMESA Institutions

COMESA has established several institutions to facilitate the implementation of its many objectives. Among them are :

- COMESA Trade & Development Bank (PTA)
- PTA Reinsurance Company (Zip – Re)
- COMESA Court of Justice

- Leather & Leather Products Institute
- Regional Investment Agency
- Alliance for Commodity Trade in Eastern & Southern Africa
- COMESA Monetary Institute
- FEMCOM
- COMESA Business Council

Investment Opportunities

The COMESA region remains the largest recipient sub-region of FDIs, according to the World Investment Report – 2010. Intra-COMESA trade has grown from US\$ 12.7 billion in 2009 to US\$ 17.4 billion in 2010. This is attributed to the registered growth between major players for intra-trade in the region – Kenya, Egypt, Zambia, Malawi and Sudan. Besides, the COMESA Free Trade Area has led to increasing of the intra-regional trade within the region through trade liberalisation and facilitation.

COMESA Member States

1. Burundi
2. Comoros
3. Republic of Congo
4. Djibouti
5. Egypt
6. Eritrea
7. Ethiopia
8. Kenya
9. Libya
10. Seychelles
11. Swaziland
12. Madagascar
13. Malawi
14. Mauritius
15. Rwanda
16. Sudan
17. Uganda
18. Zambia
19. Zimbabwe

Partner State – Karnataka

Karnataka has emerged as a frontline progressive state in southern India and has set an outstanding example of planned economic development. As a Partner state in the 3rd edition of India Engineering Sourcing Show (IESS), Karnataka showcased its strength as an industrial, manufacturing and corporate hub along with its robust infrastructure, location and skilled manpower. The Show proved to be a unique opportunity for Karnataka to highlight its proved track record as an ideal investment destination to the global delegates from 63 countries in the world.

Karnataka is one of the high economic growth states in India with gross state domestic product (GSDP) at constant prices growth of 8.9% in the fiscal year 2010-11. Karnataka is the 7th largest GDP producing states in India. Karnataka is best known for its software industry and now biotechnology and the state has recorded the highest growth rates in terms of GDP and per capita GDP in the last decade compared to other states.

Along with a major industrial hub of India, more than half the total workforce in Karnataka is engaged in agriculture

and related activities. A total of 12.31 million hectare of land or 64.6% of the state's total area is cultivated. Much of the agricultural output is dependent on the southwest monsoon as only 26.5% of the sown area is irrigated. Karnataka has natural advantages that serve it well for diversified agricultural production.

Karnataka is the largest producer of coarse cereals, coffee and raw silk among the states in India. The income generated from horticulture constitutes over 40% of income generated from agriculture and it is about 17% of the state's GDP. In floriculture, Karnataka occupies the second position in India in terms of production. Silk industry is concentrated mainly in the North Bangalore regions of Muddenahalli, Kanivenarayanapura, and Doddaballapura.

Gold, iron ore, quartz, limestone, manganese, kyanite and bauxite are some of the minerals that are found in Karnataka. Major mines of manganese and iron ore are located at Sandur in Bellary district.

Karnataka is the manufacturing hub for some of the largest public sector industries in India, including Hindustan Aeronautics Ltd, National Aerospace Laboratories, Bharat Heavy Electricals Ltd, Indian Telephone Industries, Bharat Earth Movers Ltd, HMT International, Bharat Electronics Ltd etc which are based in Bangalore. Many of India's premier science and technology research centres, such as the Indian Space Research Organisation, Central Power Research Institute, Central Food Technological Research Institute, Indian Institute of Science are also based in Karnataka.

Since the 1980s, Karnataka has emerged as the pan-India leader in the field of information technology (IT). Presently 80% of global IT companies have based their India operations and R&D centres in Bangalore which is the 4th largest technology cluster in the world after Silicon Valley, Boston and London. Almost all leading IT companies of the world including Infosys, Wipro, TCS, Oracle, Dell, IBM, Microsoft, Accenture, Cognizant etc are present in Bangalore. With about 40% share of software export from India, Karnataka has set an ambitious export target of a whopping Rs. 4 trillion (Rs. 4 lakh crore) by 2020 for the resilient IT services industry in the state from Rs 1,35,000 crore in fiscal 2011-12 and increase employment opportunities to about two million people from 800,000 at present.



Karnataka also leads the nation in biotechnology. It is home to India's largest bio-cluster with total revenues of over Rs 14 billion, as 158 of country's 320 biotechnology firms are based there. The state accounts for 75% of India's floriculture, an upcoming industry which supplies flowers and ornamental plants worldwide.

Seven of India's banks viz. Canara Bank, Syndicate Bank, Corporation Bank, Vijaya bank, Karnataka Bank, Vysya Bank and the State Bank of Mysore originated in this state.

A majority of the silk industry in India is headquartered in Karnataka. The silk industry is concentrated mainly in the north Bangalore region.

The state is also home to some of the premier educational institutions of India such as the Indian Institute of Management and the National Law School of India University. The state boasts of largest concentration of higher educational institutions like Medical and Engineering colleges.

Infrastructure

The state is well connected to its six neighbouring states and other parts of India through 14 National Highways and through a large railway network. Its district centres are linked through 114 State Highways. Major ports are

New Mangalore Port and Karwar Port. The state has two international airports at Mangalore and Bangalore where Devanahalli is the 4th busiest airports in India. The state has five domestic airports at Bangalore, Mangalore, Belgaum, Mysore and Hubli. Minor airports are also coming up at Hassan, Bellary and Gulbarga.

In the power sector growth rate of installed capacity, Karnataka has managed to outperform other southern states in growth between 2005-06 and 2010-11.

The government of Karnataka is promoting the development of several SEZs across Karnataka such as Pharma and Biotech SEZ, food processing and agro-based industries and textiles SEZ at Hassan and IT, Aerospace SEZ at Devanahalli and Coastal SEZ at Mangalore.

The rapid strides made by Karnataka have been possible due to sustained and concerted efforts at creating an ideal ecosystem for investments to thrive and succeed. Besides, the state boasts of a number of policies aiding its industrial and investment promotion which includes New Industrial Policy 2009-14, Infrastructure Policy 2007, Semiconductor Policy 2010, Millennium IT Policy, Millennium Biotech Policy, Renewable Energy Policy, Games and Animation Policy, Aerospace Policy and so on.



The Congregation & Arrival of Dignitaries







Inauguration



The third edition of India Engineering Sourcing Show was inaugurated in a colourful ceremony. It showcased the strength and capabilities of Indian engineering sector before the global audience. The show was graced by Dr E M S Natchiappan, Hon'ble Minister of State for Commerce & Industry, Govt of India; Mr James Shinuabulo – Mutende, Minister of Trade, Govt of Uganda; Mr Ravi Capoor, Joint Secretary, Ministry of Commerce & Industry, Govt of India; Mr Anupam Shah, Chairman, EEPC India; Mr T S Bhasin, Sr Vice Chairman, EEPC India; Mr G D Shah, Former Chairman, EEPC India & Mr B Sarkar, Executive Director & Secretary, EEPC India.

Also present on the occasion were Ms Anna Yaneva, Deputy Minister of Economy and Energy of the Republic of Bulgaria; Mr Miloslav Stasek, Ambassador of Czech Republic in India, members of Trade Delegation from COMESA which participated in the Show as Partner Region; other Senior Officials from Ministry of Commerce & Industry, Govt of India and members from the diplomatic community; nearly 300 overseas as well as domestic exhibitors, senior office bearers & other senior officials from EEPC India and large number of business delegates.

The India Engineering Sourcing Show (IESS), was organised by EEPC India with active support from the Ministry of Commerce & Industry, Government of India and was inaugurated at Bombay Exhibition Centre in Mumbai on 22nd January 2014.



Formal Inauguration of the Exhibition (From L to R) - Mr B Sarkar, Executive Director & Secretary, EEPC India; Mr T S Bhasin, Senior Vice Chairman, EEPC India; Mr Anupam Shah, Chairman, EEPC India; Dr E M S Natchiappan, Minister of State for Commerce & Industry, Govt of India; Mr James Shinuabulo-Mutende, Minister of Trade, Govt of Uganda; Mr Ravi Capoor, Joint Secretary, Ministry of Commerce & Industry, Govt of India & Mr G D Shah, Former Chairman, EEPC India.



EEPC India Chairman Mr Anupam Shah welcoming the Minister of State at the inauguration.



Dignitaries during the inaugural function.



Welcome Address by Mr. Anupam Shah, Chairman, EEPC India

Hon'ble Dr. E.M. S. Natchiappan, Minister of State for
Commerce & Industry,

Hon'ble Dr. James Shinuabulo-Mutende, Minister of State
for Industry and Technology, Uganda

Excellencies,

Senior Officials of Government of India,

Former Chairmen of EEPC India,

Members of Media,

Distinguished Guests,

Ladies and Gentlemen,

Good Morning to you all!

Today, as I stand before you, let me begin this auspicious

occasion with the famous lines of Lord Alfred Tennyson "Hope Smiles from the threshold of the year to come, Whispering 'it will be happier'..."

Indeed, a very happy new year to all of you who have come from both near and far. While one has to be cautious, literally, whispering, 2014 does portend the lifting of gloom that has gripped the world of business and commerce in the last couple of years.

It is my honour and privilege to welcome you to the Inaugural Session of the Third Edition of the India Engineering Sourcing Show. This Show, as in the past, is being organized under the "India Show" banner of the Department of Commerce, Ministry of Commerce & Industry, Government of India, with EEPC India being the lead agency. IESS 2014, however, is a much improved Show, drawing upon our past experiences. COMESA, Africa's largest economic community of 19 member states, with a purchasing power of 389 million people is the Partner Region in this show. IESS 2014 is also supported by a number of Industry bodies both in India and abroad. We are, indeed, grateful to all the stakeholders in making this event possible today.

A warm welcome to Hon'ble Dr. E. M. S. Natchiappan, Minister of State for Commerce & Industry, under whose Ministry the "India Show" concept has been pioneered. Our greetings to the distinguished Ministers from Myanmar, Bulgaria and our Partner Region, COMESA; we are, indeed, grateful for your participation in IESS 2014 and your strong support to this endeavor of ours.

Hearty greetings to HE Borislav Kostov, Ambassador, Embassy of Bulgaria and HE M. Stašek Ambassador, Embassy of Czech Republic, both of whom have been pillars of strength of EEPC India and we welcome you to IESS 2014.

The driving force behind IESS has been the Department of Commerce. A warm welcome to Shri Ravi Capoor, our Joint Secretary for his continued support and guidance.

My hearty greetings to all the distinguished exhibitors, delegates, visitors and participants from various countries; I thank you for the whole hearted support you have given in organizing IESS 2014. We are, indeed, grateful for your valued participation here. We do hope that you will benefit from IESS 2014 and continue to

support EEPC India in the days ahead.

The well known polymath Benjamin Franklin once advised that one should "Never ever confuse motion with action". Indeed, IESS 2014 is a gallant example of what "Action can be", for this exhibition, yet a small child, is our labour of love. While IESS 2014 is meant for all, it remains quintessentially the product of the hard work put in by EEPC India whose primary constituents are small and medium scale engineering companies of India. Undoubtedly, we are blessed to have the unstinted support and guidance of the Department of Commerce, Ministry of Commerce & Industry, Government of India, the organizer's of IESS 2014. We also had the support of various senior officers in the Ministry of Commerce & Industry, the Ministry of MSME, and the Ministry of External Affairs, Government of India.

I am sure that during the course of the next few days, you will all get the opportunity to interact with these enterprising senior officials.

According to the London-based economic consultancy Cebr World Economic League Table (WELT), India is likely to overtake Japan in 2028 to become the third largest economy in the world after China and United States. As per Cebr's World Economic League table report for 2013, India has lost a place in the league table in 2013 to Canada and is now the 11th largest economy in the world. But demographics and economic growth is on our side and this will eventually drive the Indian economy up the table.

The findings are rather interesting. In the 2013 league table, India is at the 11th place with a GDP of USD 1.7 trillion, and by 2018 the country is likely to be at the 9th place with a GDP of USD 2.48 trillion, and by 2023 it would be at 4th place, with GDP size of USD 4.12 trillion, and it will claim 3rd spot with GDP of USD 6.56 trillion by 2028. Thus, by the year 2028, the league table will be reordered. China will move to the number one place, followed by the United States (2nd), India (3rd), Mexico (9th) and Canada (10th).

If the findings of World Economic League Table has some truth, it is clear that one segment of industry that has to take the lead in India will have to be the engineering sector. Indeed, India will have to re-orient its occupational structure. The manufacturing sector which has been

stuck at 16% of GDP for the last two decades must unleash its potential and raise its share to 25% of GDP by 2022 as envisaged in the National Manufacturing Policy thereby creating the much needed employment of 100 million.

We do hope that 2014 will herald this vision given that a new Government will assume office in less than six months from now.

We in engineering industry have already launched ourselves in this direction through this 3rd edition of IESS. IESS 2014 is a beautiful blend of multifaceted needs of the engineering industry of not only India but around the globe. This Show is likely to be a game changer as we have been able to innovate on many fronts. This will be visible in the days to come but let me briefly recount some of the major highlights of this show.

IESS 2014 is a single platform for quality international buyers, focused trade delegations, workshops and seminars, buyer-seller meets and much more. It is a partnership event and aims to develop business tie-ups amongst Indian and overseas companies. Over 300 exhibitors, 500 delegates and 10000 visitors will be under this roof for the next couple of days looking at ways to develop long term partnerships.

An estimated USD 500 million business is in the offing at this exhibition with leading multinationals participating in this exhibition looking to source from India. The strengthening of the USD vis-à-vis the Indian Rupee has made sourcing from India more cost effective and major global players are ramping up procurement plans from India. IESS 2014 will have several global giants attempting to develop vendors in India. Their procurement managers will present their shopping list and will have dedicated meetings with exhibitors.

The major players present at this exhibition will be the Japanese giant Kubota, European auto component company Inverto, American engine maker Cummins, water major Pentair, the ABB Process Automation Division from Switzerland, Claas from Germany and Danfoss from Denmark. It would be a remiss on my part if I do not mention our own giants: BPCL, NTPC, Mazgaon Dock, NPCIL, to name a few, who too will feature in the vendor development programmes.

COMESA, Africa's largest economic community, has an import bill of USD 32 billion and exports USD 82 billion is here with a delegation of more than 30 buyers in addition to the key decision makers, the Hon'ble Ministers, who are with us today.

Tomorrow, we have organized the German Business Day that will enable Indian engineering companies to explore business opportunities. Similarly, we will also have a session on India-Eurasia Business Forum. I must thank the Ministry of External Affairs, Government of India for sponsoring this session and in helping us organize this event.

India has comparative advantage in Engineering Services and a unique feature of this exhibition will be the NASSCOM Summit on January 24th that will look at the opportunities and growth of engineering services in the country. The EEPC India National Awards Ceremony will be held today evening and this august gathering will get to see the best of our National Awards winners. Like last year, we will have the Vendor Development Programmes, Investment Forums and the CXO Design Board Panel Discussion.

We believe that IESS 2014 will be able to provide participants at this Show a sumptuous business menu. The spread also includes Country Pavilion's from COMESA, Bulgaria, Romania, Hungary, South Africa and Thailand. Delegates from "Pacific Alliance" Countries; Europe; Latin American Countries; ASEAN Region; South Asia, CIS and last but not least, GCC countries, among others.

It is our belief that at the end of the IESS 2014, the participants at this show will feel that they have been provided a great opportunity in developing new business contacts, exploring new markets and in evaluating new technologies.

Arthur Nielson once said that "The price of light is less than the cost of darkness". IESS 2014 is our endeavour to show light and prevent darkness. With these words, may I welcome our distinguished Guests, once again, to IESS 2014 and wish you all the very best in the course of the next three days.

Thank you.

H.E. Dr. E.M.S. Natchiappan - Minister of State for Commerce and Industry, Government of India



Good Morning Everyone.

I am very happy to have the chairmanship of Mr. Anupam Shah, Chairman, EEPC INDIA here and also the presence of HE Mr James Shinuabulo - Mutande, Hon'ble Minister for Trade, Govt of Uganda. I am happy that our Jt Secretary Mr Ravi Kapoor is also here, and also Mr G D Shah, Mr TS Bhasin and other friends.

It is really a very excellent occasion to interact with various stakeholders and more specifically I could meet our ministers from Bulgaria, Myanmar and other countries. I hope after this function I can meet them and discuss with them. India is now a very fast developing country and we want to grow in close cooperation with other nations. That is the way we were brought up and for the past 60 years India has lead in many ways. Initially, Pt. Jawaharlal Nehru had started to have the non-aligned movement by which many of the African and Asian Pacific countries were members of that particular organization. At that time itself, the present way of having a fair relationship and transfer of technology, mobility of the capital, mobility of human resources were happening. It is not a new thing for India, it was already happening here.

Now we have opened up the economy and we have opened up India as a source where you can get anything. Human resource is very strong in India. You know very well that 65% of the total population is below the age of 35. That way we are having a growing resource which is a very intelligent group of people having education in management, engineering, technology, research, science and other areas. Indian corporate system is now allowing the professional groups to head the corporate bodies.

In this exhibition, you will find 300 exhibitors from various parts of India and may other countries. We are happy to host delegations who have come from various countries. We have strong faith in EEPC INDIA which has organized a very excellently Show of engineering products from India. In

India, we are inviting foreign investments because we have the natural resources and a group of very highly intellectual people to work together. At the same time we appreciate other people's knowledge. The global society has to share the knowledge, share the capital, share the human and natural resources. That is the way we can have a single family - the whole world.

Our domestic players are now graduating themselves to withstand any type of competition. Many of our corporate bodies and youths are going abroad and investing money, using their technology and helping the host countries.

More specifically I would like to say that we are having a very big plan of creating industrial corridors. India is a very big country and we are going to connect all the 4 parts of India by way of industrial corridors. To start with, we already have the Delhi-Mumbai industrial corridor, connecting six biggest states of India. Similarly we are going to have Chennai-Bengaluru industrial corridor. This is going to connect the 4 southern states - Kerala, Tamil Nadu, Andhra Pradesh and Karnataka. In due course we will be connecting Bengaluru - Mumbai. Similarly from Amritsar, Punjab area there will have industrial corridor to Kolkata. Kolkata and Chennai will be connected through another industrial corridor.

New cities will be created and developed along with these corridors with the help of investments and collaboration from all over the world.

When we are selling this in European countries and US, the people are very anxious in putting their money for creating new cities, new industrial towns by which we will have a fast track roads and also the mobility by the trade routes, railway routes and also by airports. We are also concentrating on the sea ports to smoothen the port traffic.

The Ennore port in Chennai is going to be handling a very substantial traffic. At the same time we are going to develop further the ports in the southern parts, more specifically Cochin and other areas. Similarly we are going to have more and more developments in Orissa and Andhra Pradesh and other states which are having coastal areas. The ports in Gujarat are already highly developed.

India is a very vibrant state where you can have a close commercial relationship. I invite all the participants who have come from various countries to come and invest in India.

I once again welcome all the overseas guests who have arrived from different countries. We are very happy to be associated with you. I wish you all success and hope that this exhibition and interaction with the various stakeholders will strengthen the relationships between various countries.

Thank you very much.

H.E. James S Mutende, Hon'ble Minister of State for Industry and Technology, Government of Uganda



Guests from the COMESA region

Mr Anupam Shah, Chairman, EEPC India

Distinguished leaders of private sector from both India and the COMESA region,

Distinguished guests,

Members of the press,

Ladies and Gentlemen.

May I take this opportunity to thank and appreciate the hospitality we have received from the Govt and people of India since our arrival in this beautiful country. I also thank them and specifically the MOS for Commerce and Industry, Govt of India for having extended a special invitation to Common Market for Eastern and Southern Africa, COMESA to participate in the 3rd edition of India Engineering Sourcing Show, IESS. This will obviously give opportunity to our respective business players to engage each other in the areas of their interest for strengthening trade and investment ties between our regions. India as we may know and has been mentioned by Mr. Shah is one of the fastest growing economies in the world. A country that has completed its process of economic and financial transformation. This is evident by the fact that India is today the world's 21st largest outward investor. In addition Indian corporate triggered increasingly large and strategic asset seeking cross-border mergers and acquisitions from other sectors including automobiles. And here I applaud Tata Motors and Mahindra, auto components and electronics like Videocon, in telecommunications again Tata Communications, Reliance Communications, Essar Communications. In the metal sector again, Tata, Hindalco, Essar Steel, Jindal Steel. These are household names in Africa and in COMESA region in particular. COMESA is proud to have India in its side and be associated as Partner Region of this prestigious show. I came with a big team from Uganda alone but I know there are others from other COMESA regions. I can see a big delegation from Kenya, from Malawi, from Zambia.

Distinguished guests, if COMESA is here, it is for two main reasons - the first one is that India has become an indispensable strategic global partner for both multi-national corporations and their home countries. The inward free direct

investment and outward investments have reached a historic high in recent years. Indian firms are now growing globally in order to serve these overseas markets. The increasing engagement of Indian companies in world markets is not only an indication of the maturity reached by Indian industries but also the extent of their participation in the global value chain.

The second reason is that COMESA is the largest regional economic community in Africa. With this 19 member states and an annual import bill of about US\$ 2 billion and export bill of US\$ 82 billion, COMESA forms a major marketplace for both internal and external trading in eastern and southern Africa through this free trade area. Thus COMESA offers tremendous trade and business opportunity to India. I also take this opportunity to invite the private sector to our respective regions to set up ventures and partnerships for mutual interest mainly in the area of engineering specifically in agriculture, textiles, pharmaceuticals and construction equipment. I would like to take this opportunity also to encourage India to take a very serious pro-active position as seen by other countries that have already made penetration in Africa.

I look forward through the PTA bank, the Preferential Trade Area bank, for increasing financial support from the Export and Import Bank of India in financing projects in the COMESA region. Exim Bank of India can also partner with African Trade Insurance Agency or ATI which is a COMESA established institution. This is now a Pan-African institution that provides risk and insurance cover. I strongly encourage the private sector to take advantage of this institution while investing in the COMESA region.

Honorable ministers, distinguished participants, before I conclude, let me state that according to the global trend in outward FDI, a number of economies have seen our improvement in their outward performance over the last 15 years. The faster growth of outward FDIs indicates that the enterprises are building ownership advantages rapidly and increasingly choosing to exploit their advantages by establishing operations in foreign locations and the COMESA region is the best foreign location for Indian businesses.

In this sense I also wish to state that COMESA with the Govt of India is examining the prospect of closer trade and investment ties, also a possibility of having a comprehensive economic partnership that may include a Free Trade Area or FTA. In concluding my remarks, I would like to reiterate my sincere gratitude to the Indian Govt through the Ministry of Commerce and Industry and EEPC India for the support of COMESA delegation to participate in this important event and for the kind hospitality.

Thank You.



Vote of Thanks by Mr. T. S. Bhasin, Sr. Vice Chairman, EEPC India

Hon'ble. Dr. E.M.S. Natchiappan, Minister of State for Commerce & Industry, Government of India

Hon'ble Mr James Shinuabulo – Mutende, Minister for Trade, Govt. of Uganda,

Distinguished Guests,

Ladies & Gentlemen,

It is said that "No duty is more urgent than that of returning thanks".

I take this opportunity to express our deep gratitude to our honorary guests and distinguished personalities for their august presence and their inspiring addresses and thoughts. We reciprocate the same and do hope that the third edition of IESS 2014 will lead to many such ventures for us in the years ahead.

IESS 2014, which is the third in this series, is a much bigger and improved show. At IESS 2014, several national

and international giants will be carrying out their vendor development programmes. Their procurement specialists will showcase their current shopping list and have one-to-one meetings with the exhibitors and discuss their future plans. This apart, there are a range of topical seminars that will deliberate on different aspects of doing business with particular reference to the manufacturing and engineering sector so that our exhibitors, delegates and visitors have a holistic experience of participating at IESS 2014.

With these words, may I now propose a hearty vote of thanks to Hon'ble Dr. E.M.S. Natchiappan, Minister of State for Commerce & Industry, Government of India, Hon'ble Mr James Shinuabulo – Mutende, Minister for Trade, Govt of Uganda and other distinguished guests.

Thank you.





IESS - 2014 At a Glance





EEPCINDIA
ENGINEERING THE FUTURE

India Show
less opportunities

EEPCINDIA
ENGINEERING THE FUTURE

Engineering
sector leads

ing is the largest segment of the Indian
employing over 4 million skilled and semi-
skilled workers

or over 20% of total exports from India



IBEF
A LARGE PRODUCER
INDIA PRODUCES
APPROXIMATELY
4.5 MILLION PUMPS
ANNUALLY

less 14
INDIA ENGINEERING
SOURCING SHOW
2014

The India Show
Ministry of Commerce & Industry
Government of India

EEPCINDIA
ENGINEERING THE FUTURE

EEPC INDIA Theme Pavilion



The representative of Jindal Steel & Power Limited receiving the Best Pavilion Trophy in the Large Enterprise category from Mr Aman Chadha, Former Chairman, EEPC INDIA



The representative of receiving the Best Pavilion Trophy in the Small Enterprise category from Mr T S Bhasin, Sr Vice Chairman, EEPC INDIA







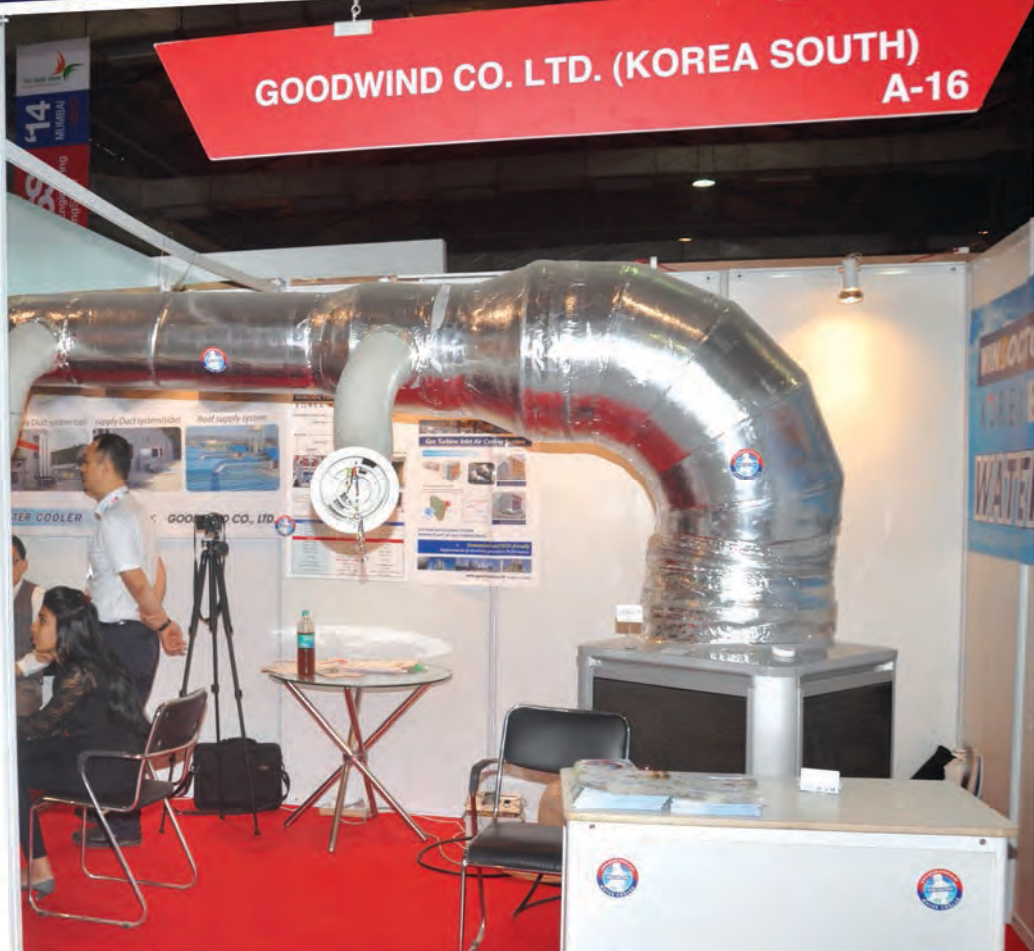






Overseas Pavilion







Closing Ceremony





Friday 24 January 2014

Bombay Exhibition Centre, Mumbai



Mr T S Bhasin, Sr Vice Chairman, EEPC India speaking at the Closing Ceremony of the 3rd edition of IESS



IESS 2014 Closing Ceremony

Friday 24 January 2014

Bombay Exhibition Centre, Mumbai



Mr Rakesh Shah, Former Chairman, EEPC India addressing the guests at the closing ceremony

BUSINESS AT IESS 2014

01

Number of
contacts
made

7867

02

Number of
business
enquiries made

810

03

Value of
business
enquiries
US\$
2,529,900
or **US\$ 2.53**
million

04

Number of
orders booked

18

05

Value of orders
booked

Over US\$
1,57,967

06

Number
of agents
appointed

40



Congratulation for the wonderful organization skill you displayed on IESS 2014 and thank you very much for your kind hospitality too.

With Best Regards,

**Asrat Worku, General Manager, Maccfa Automotive and Trading Plc.(KIA Motors)
Addis Ababa, Ethiopia**

Namaste and Greetings from 304 Industrial Park, Prachinburi, Thailand. It was nice meeting you in IESS, Mumbai.

Thank you very much for your valuable time and visiting India Engineering Sourcing Show(IESS) held from 22 January to 24 January 2014 and our booth at Thailand Board of Investment (BOI) Pavilion, Hall 1, Bombay Exhibition Centre, Mumbai. We are overwhelmed by your response and attention.

Mr. Adhistapol Pangnakorn (Andy), Marketing Department

May I firstly thank you for the warm Indian welcome and hospitality, as well as organizing a world class show exhibiting India's technological growth in engineering.

With regard to business conducted as a result of the show, I have just got back into the office and I am still analyzing the quotations received accordingly. I am not in a position to quantify the order values, however I will cop our official company order to EEPC when it is placed on Atlas India Machine Tools. Once again I take this opportunity to sincerely thank EEPC India for the memorable experience. Should there be any assistance you require from Zambia Industries, do not hesitate to contact me.

Lea Appel, Perway Industries Zambia Limited

Thank you very much to the EEPC staff and Executive Director, for the logistic arrangements and organization of the event.

The event was fruitful for overseas companies and governmental authorities looking to partner Indian manufacturer of engineering goods. The variety and quality of the companies and products offered during the event were good enough to attract potential international buyers.

From our side, we met several interesting options of partnership for our projects and we are expecting to move forward some of them. We think our participation was worth enough to pay the effort we did.

At the end of the day, Colombia participated with the delegate from the Hall District of Buenaventura, Colombia.

Thank you very much, again, to EEPC for the invitation and organization of this successful event, We look forward to be part of the next appointment of the IESS, EEPC,

Gustavo Makanaky, Economic Affairs, Embassy of Colombia

Dear Ms Saha,

Many thanks for the photographs.

We are in process of analyzing the enquiries we had during the meet and the suitability to our requirements. We are satisfied with the outcome and are sure that we would have some good options for our future requirements.

Thanks to EEPC for providing this forum.

Best Regards,

Ajay Gandhe, Director Procurement - India

Danfoss Power Solutions India Pvt. Ltd., Global Procurement

Gat No. 94-100, Hi-Cliff Industrial Estate, Village Kesnand, Wagholi-Rahu Road, Pune-412 207, India

Mobile: +91-7709177755 | Tel.: +91-020-66287807 | Fax: +91-020-66287845/46, Email: agandhe@danfoss.com

Thank you for giving us an opportunity to participate in the IESS-2014. We congratulate EEPC on holding such an impressive show. This was our first participation in IESS. The ambience, cleanliness, arrangements of conferences and B2B registration was very remarkable. The 3 days were full of professional business events. The exposure of various items and agencies supporting industrial growth was the key element which did not make the show monotonous.

We had visitors in various categories. The total visitors who showed interest were 70. The break up is as under:

Traders/Business houses : 36, End Customers/users : 19, Export Heads : 14 (Turkey, Italy, Zambia, Ghana, Oman, Ukraine, Saudi Arabia, Romania, South Africa, Ethiopia & Nepal) International Clusters : 1 (Mechatronics – Italy)

Apart from above, there were advertising agencies & general visitors : 5 & prospective suppliers : 12.

The event will certainly help us in creating brand awareness. We did have a healthy discussion with the other co participants as well & there was quite a bit of learning from various Government pavilions about the schemes available to the SMEs.

Vinayak Lokur | Chief Executive, Expert Engineering Enterprises

First of all I would like to thank EEPC and Govt of Karnataka for IESS 2014 and giving us an opportunity to exhibit our products at IESS 2014. It was indeed a pleasure to participate at the IESS 2014 for exploring business opportunities and to identify potential buyers.

It was our first experience at IESS and to inform you that I had a overwhelming response. I had more than 150 visitors at my stall and I met a number of potential buyers from wide application such as diesel engines, electrical, valves, machine tools, compressors, general application, etc. We have over 50 enquirers for gray iron and ductile iron castings for both export as well as domestic market. We are hopeful to convert atleast 10 enquires into potential orders from diversified sectors. The participation of multinational company's was very beneficial to us to explore business opportunities with them. The B2B sourcing show meeting with Kubota, Claas, Danfoss and Inverto helped me in a good way to generate business and I am happy to inform you that we already got a inquiry from one of the company and very soon it will be converted into orders in good volumes. IESS gave me a valuable platform where I could interact with foreign delegates, high-level networking and increase my business visibility at the international level.

I sincerely thank EEPC and Govt of Karnataka for IESS 2014.

Gaurav Pandit, J.P.F Metacast Pvt Ltd, Belgaum

We thank VTPC, Karnataka Government body for supporting us to participate in The IESS 2014 Exhibition in Mumbai.

This was the first time we participated in an exhibition, and the response we got was very good.

We were able to get good inquiries from global sourcing companies and also customers located around Mumbai region. We were able to garner over 30 good quality enquiries, with business potential of Rs.3 crores/annum.

We are actively pursuing these potential customers.

We thank EEPC for encouraging us for participating and making a platform available for small scale industry like us.

S Nagendra Rao, Proprietor, Newcast Die Casting, Bangalore

We would like to thank you for extending your support for us in participating in IESS2014 at Mumbai. We are happy to inform you that we have developed very good enquiry from this exhibition and hoping to convert them in the near future. We also appreciate the good support provided by government of Karnataka to EEPC for organizing such an event away from Karnataka, by which in an indirect manner it helps to increase the revenue of Karnataka.

We are happy to be associated with EEPC as a member and hoping that more events like this are organized in future.

Syed Faheem, Precision Machinekraft Pvt Ltd, Bangalore

Firstly we thank EEPC for giving an opportunity for branding our company on a proper platform.

IESS'14 exceeded our expectations as this was our first time, especially the buyer and seller meet gave an opportunity to directly interact with the foreign delegates. We are already working on the inquiries generated and our introduction mail about our product has reached mail box of foreign delegates. We hope in coming days we will bridge the business relationship. Also we express our interest in participating EEPC events henceforth wherever applicable.

Vinay Annappa, DGM – Marketing, Chola Turbo Machinery International Pvt. Ltd.

We thank EEPC for organizing IESS 2014, Mumbai. The exhibition was very well organized and the B2B meetings held were very unique. We thank IESS 2014 team for making a worthwhile experience at these meetings.

We had a good number of visitors at our stall. There were about 150 visitors, which included overseas buyers from various countries. They showed great interest in our manufactured components.

Now we have already started to get inquiries for our products and hoping to start business with these companies. Till date we have received inquiries from three companies and started working on the same.

We thank EEPC for providing financial support for member companies. We wish great success to EEPC in such forthcoming event.

Aravind Mangale, Partner, Hindustan Engineers, Belgaum

Indo-COMESA Business Forum





COMESA, the trade block consisting of 19 countries from southern and eastern Africa was present in the 3rd edition of India Engineering Sourcing Show as Partner Region. The region was represented in the Show by a large contingent of business delegates from the member countries including many ministers and high level government officials. COMESA which is the largest recipient sub-region of FDIs, is expected to provide a vast opportunity to export and import affordable technical expertise within the region. This will lead to increased industrial productivity and competitiveness of the industries of this region.

A large number of buyer seller meets were organized through this Forum. The Forum aimed to explore joint ventures and technology transfer partnerships, mergers and acquisitions by companies from the COMESA region with leading Indian companies. These firms also looked for vendor development opportunities with major Indian Government organization & leading Indian companies; explored investment opportunities in India by talking with investment promotion agencies in India; to be a part of Global Sourcing Meet and network with more than 100 delegates from other parts of the world; and to witness cutting edge manufacturing displayed in the Show.

Welcome Address by Mr. Anupam Shah, Chairman, EEPC India



Hon'ble Dr. James Sinabulo Mutende, Minister of State for Industry and Technology, Uganda,

Hon'ble Emmanuel Chenda, MP, Minister of Commerce, Trade and Industry, Lusaka, Zambia (tbc),

Hon'ble Mr. D.S. Dhesi, Additional Secretary, Ministry of Commerce & Industry, Government of India,

Distinguished Guests,

Ladies and Gentlemen,

It is, once again, my privilege to welcome you to this afternoon's session on India- COMESA Business relations. A hearty welcome to Hon'ble Ministers on the dais and to Shri D.S. Dhesi, Additional Secretary in the Ministry of Commerce & Industry.

In the moment of crisis, the wise build bridges and the foolish build dams, so goes a famous African saying.

Indeed, as the global economic engine attempts to come out of the crisis, we are here to build on the long lasting relationship amongst India and the 19 member COMESA countries in the true spirit of South-South Cooperation.

India has had long lasting and historical ties with these important countries in the African continent. Given our common colonial legacy, there are vast similarities in our institutional structures and economic processes. Our manufacturing processes are similar in more ways than one and we understand the comparative advantages of interacting with each other for mutual benefit.

With respect to COMESA, India signed an MOU for long-term economic and technical cooperation with the COMESA in February 2003. The Action Plan of "COMESA Integrated Energy

Planning Strategy" envisaged cooperation in trade, SMEs, science & technology and agriculture. As part of the continuing engagement between India and Africa, there were several convocation and business gatherings in India and abroad. India is also one of the cooperating partners of COMESA. Our High Commissioner in Lusaka is accredited to COMESA Secretariat as India's Special Representative that is based in Lusaka. Accordingly, our Special Representative participates in the Summit meetings of the COMESA Authority and other relevant meetings of COMESA organs.

Let me say a few words on COMESA as an economic grouping. COMESA is Africa's largest economic community with a purchasing power of around 389 million people and an estimated combined GDP of US\$ 447 billion. The main goals of COMESA are to eliminate the structural and institutional weaknesses of member states and to promote political stability and sustained economic development. COMESA established Africa's first FTA in October 2000 with 9 out of 19 Member states and today, the membership has grown to 14 out of 19 Member States. As a result intra-COMESA trade has grown from \$3bn in 2000 to over \$18.3bn in 2011. These 14 countries in the Free Trade Area account for 87% of COMESA's combined GDP.

COMESA's engineering imports from India has grown from USD 2.42 billion in 2010 to US\$ 3.19 billion in 2012, while COMESA's engineering exports to India grew from US\$ 1.25 billion in 2010 to US\$1.54 billion in 2012. The major products that are traded between the two sides includes, among others, machinery and parts, electrical equipments, vehicles and parts and iron and steel. To strengthen our relations further, a Joint Study Group has been constituted between India and COMESA to examine the feasibility of a Free Trade Agreement (FTA). India is also exploring possibilities of entering into similar agreements with the East African Community (EAC) and Economic Community of West African States (ECOWAS).

It is in this overall perspective that COMESA's becoming the Partner Region at IESS 2014 is of great importance. We have over 30 delegates from COMESA besides their leading Ministers to build this partnership for the future.

The two sides are keen to strengthen linkages and promote self-reliance and transfer of technologies by adopting a cooperative approach to the challenges of economic development.

I do hope that this forum today will generate a multiplier effect in enhancing engineering trade in the near future. With these few words, may I welcome you all once again and thank you for giving me a patient hearing.

Thank you.



India-COMESA Business

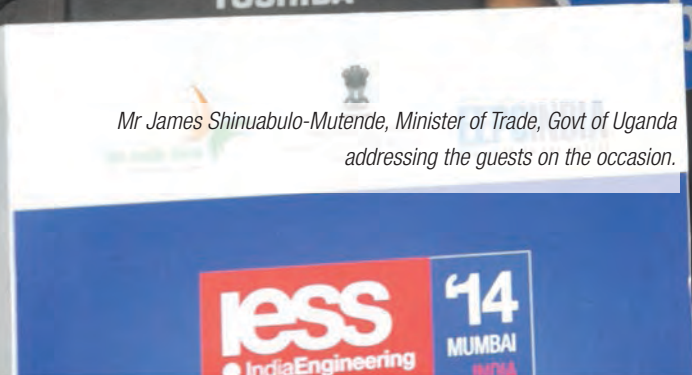
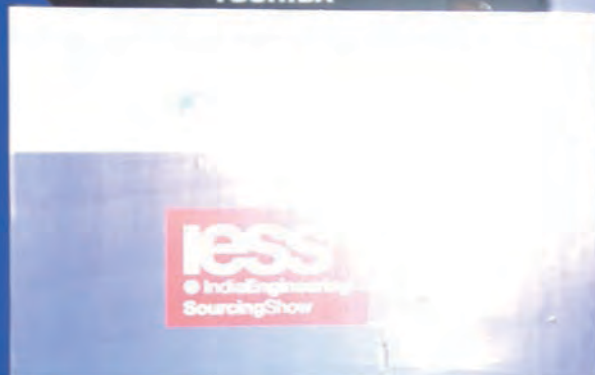
Wednesday 22 January 2014
Bom Exhibition C e, Mumbai



Mr D S Dhesi, Additional Secretary, Ministry of Commerce & Industry, Govt of India speaking on the occasion of Indo – COMESA Business Forum



Mr James Shinuabulo-Mutende, Minister of Trade, Govt of Uganda
addressing the guests on the occasion.



Business Meetings in Progress



Business Meetings in Progress

India-COMESA Business Forum

Wednesday 22 January 2014
Bombay Exhibition Centre, Mumbai



Indo Eurasia Business Forum

less
● IndiaEngineering
SourcingShow

'14
MUMBAI
INDIA



On the sidelines of the IESS, Indo – Eurasia Business Forum was organized on the first day of the Show with active support of the Ministry of External Affairs to create awareness about the existing potential in the Eurasian region.

Consisting of 11 countries viz. Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Russia, Tajikistan, Turkmenistan, Ukraine and Uzbekistan, the Eurasian region holds tremendous prospects for the engineering sector. There are several advantages of doing business with the Eurasian countries. Liberal trade regime, competitive energy cost, political and economic stability, among others, is indispensable pre-requisites for doing business and the Eurasian region has all of these features.

Eurasian countries are rich in natural resources like

petroleum, oil, natural gas, metals and minerals and a useful source of raw materials that is of considerable importance to the manufacturing industry in India. Partnership holds great opportunities for the economies of the two countries and Indian companies are eager to look at emerging economies in the Eurasian region for investment and trade. The Indian engineering sector specifically plays a crucial role in further strengthening trade relations between India and countries in the Eurasian region.

Eurasia is blessed with vast natural and mineral resources, providing attractive prospects for investments and partnerships. This fledgling economic block has also demonstrated robust economic growth.

The Eurasian countries realize that diversification through international trade can have a stabilizing impact on the region



and actively encourage such processes. The countries are therefore integrating their economies with emerging Asian economies resulting in enhancing competition and value added supplies. In recent times, Eurasian countries have considerably improved upon their ease of doing business rankings by implementing structural, fiscal and social reforms.

According to recent estimates, trade between India and Eurasia has the potential for touching US\$ 30 billion from the current bilateral trade of approximately US\$ 13.5 billion. However, this potential is not fully explored or tapped. In

fact, during the fiscal 2013 -14 Indian engineering exports to the Eurasian region countries have gone down by nearly 14% to US\$ 747.3082 million compared to US\$ 870.7816 million worth engineering exports in 2012-13. This story is true even in the case of investment even though some Indian companies particularly in the energy sector have made investment in some of these countries.

It is in this background, this forum was organized simultaneously with IESS 2014 so that the Indian exhibitors, delegates and visitors could learn about the scope and opportunities that exists in this region.



Mr Ravi Capoor, Joint Secretary, Ministry of Commerce & Industry, Govt of India speaking on this occasion.

"Eurasia has demonstrated robust pattern of growth over the last few years. Many countries in the region have been able to improve their ease of doing business rankings over these years. Countries like Kazakhstan, Azerbaijan and Turkmenistan are among the fast growing economies of the world, while Russia and Ukraine continue to be important trading partners. These countries along with the other CIS countries are now diversifying their international trade partnerships with emerging economies.

This kind of forum would be a significant platform in bridging the opportunity with the most promising frontier markets.

The India-Eurasia business forum will bridge the emerging partnerships for Indian engineering sector with the Eurasian counterparts while apprising latest business opportunities for, especially small and medium enterprises."



Mr Ajay Bisaria, Joint Secretary (Eurasia Division), Ministry of External Affairs, Govt of India addressing the guests.

Countries in the Eurasian region have strong civilisational and historical bonds with India; they are today strategic and economic partners. These economies are rich in minerals and hydrocarbons. As a consumer market the region, however, remains to be exploited. Eurasia is an important frontier destination for 'Made in India' manufacturing, as the region is fast emerging and diversifying international business partnerships by looking towards new trading partners. The engineering sector can play a key role in framing the infrastructure for sustainable long term relationships. India already has been making efforts in building strategic inroads through many joint international projects in the region. This Show is a unique platform showcasing India's capabilities and expertise in the engineering sector and can contribute to strengthening our economic bonds with Eurasia. I am sure both the Indian and overseas participants will develop long lasting mutually beneficial business relationships at this unique forum.



Mr S Girish Kumar, CMD, HMT International Ltd speaking during the Forum



HE Mr Doulat Kuanyshev, Ambassador of Kazakhstan in India interacting with the audience



C X O Forum – A Panel Discussion on The Future of Manufacturing in India

A panel discussion on the future of manufacturing in India was organised on 23rd January 2014 on the backdrop of IESS 2014. India has emerged as the global manufacturing hub and the last two decades have seen a major movement from the developed world to the developing and emerging markets and large production has shifted from Europe/ USA to Japan, to Korea and thereafter to China and emerging economies like India and Brazil.

As far as manufacturing is concerned, India has a distinguished advantage. India has all the requisite skills in product, process and capital engineering. India's cheap skilled manpower is attracting a number of companies, spanning diverse industries, making India a global manufacturing powerhouse. India with its vast design skills is set to attract a lot of outsourcing technological orders.

India has become one of the fastest growing economies in the world over the last two decades, undoubtedly aided in this performance by economic reforms. The striking aspect of India's recent growth has been the dynamism of the

service sector, while, in contrast, manufacturing has been less robust. The Manufacturing sector's contribution to the GDP has stagnated at 16%, raising questions about India's development model, including its sustainability, especially for generating adequate employment.

Currently, India's manufacturing sector contributes about 16% to the GDP, and India's share in world manufacturing is only 1.8%. This is in stark contrast to China; where manufacturing contributes 34% to the GDP and is 13.7% of world manufacturing—up from 2.9% in 1991. India's growth has been on the back of a booming services sector which contributes 62.5% of the GDP. These statistics clearly indicate that while manufacturing has not been the engine of growth for the Indian economy, it now needs to grow at a much faster rate.

With changing global realities, the manufacturing sector will need to be the bulwark of employment creation over the next decade, in contrast to current employment of only 9% of India's working population. India's long touted



Mr Aman Chadha, Former Chairman, EEPC India (second from right) putting across his point

demographic dividend can only then be sufficiently exploited through the systematic growth of this sector. The lacklustre growth of manufacturing can also be traced to the low technological depth of the Indian manufacturing sector. In India R&D has not been sufficiently exploited and needs an overhaul in terms of its focus and its organization. Most Indian manufacturing firms appear to be stuck at the basic or intermediate level of technological capabilities. Creating conducive environments to increase business expenditure on R&D complemented by institutional measures around skill development, regulation and standardisation need to be key areas of emphasis.

According to a study by global management consulting firm McKinsey and Company, the manufacturing sector in India could grow six-fold to US\$ 1 trillion, by 2025. The rising demand in the country and the aspirations of multinational companies (MNCs) to establish low-cost plants in India, are seen as reasons for this possible growth. Up to 90 million domestic jobs could be created by that time, with the sector generating about 25–30 per cent of the country's gross

domestic product (GDP). India's rapidly expanding economy gives domestic entrepreneurs and international players vast opportunities to invest and grow.

Today, India's attractiveness as a manufacturing centre for foreign companies is all too apparent. Overseas mobile phone and automobile companies already have manufacturing plants in India. Luxury brands such as Frette and Louis Vuitton are looking to do the same, as is major aircraft maker Airbus.

In this special panel discussion, Ms Manvi Sinha Dhillon of ET Now spoke to Mr Ashish Chauhan, MD & CEO, BSE Ltd; Mr Aman Chadha, MD, Indo-Nikko Bearings Ltd & Former Chairman, EEPC India; Mr Harshal Jayavant, President – Engineering Business, Raymond Ltd; Mr Junya Ueda, General Manager & Head, Kubota Corp.; Mr Kaushal Sampat, President & CEO – India, Dun & Bradstreet Information Services India Pvt Ltd and Mr P Nandagopal, CMD, IndiaFirst Life Insurance Co Ltd.

EEPC India also signed two Memoranda of Understanding on this occasion with Deutsche Messe and SEBRAE, Brazil



"Good Evening Distinguished Guests, Friends, Ladies and Gentlemen,

I take this opportunity to welcome you all to today's Panel Discussion on "Manufacturing Export: 5 Year Road Map".

The contribution of the manufacturing sector at just over 16% of India's GDP is much below its potential and a cause of concern especially in the context of other Asian countries in similar stages of development. This also has its socio-economic manifestations and prevents India from fully leveraging the opportunities of globalization. India is a young country with over 60% of its population in the working age group. With over 220 million people estimated to join the work force in the next decade, the manufacturing sector will have to create gainful employment for at least half this number. With a view to accelerate the growth of the manufacturing sector, India formulated a National Manufacturing Policy in 2011 to create an enabling environment for this sector.

The major objectives of the National Manufacturing Policy are to increase the sectoral share of manufacturing in GDP to at least 25% by 2022; to increase the rate of job creation so as to create 100 million additional jobs by 2022; and to enhance global competitiveness, domestic value addition, technological depth and environmental sustainability of growth.

The policy envisages specific interventions broadly in the areas of industrial infrastructure development; improvement of the business environment through rationalization and simplification of business regulations; development of appropriate technologies especially green technologies for sustainable development and skill development of the younger population.

Further, we are in the midst of the 12th Five-year plan and a new Government is scheduled to take office latest by June 1, 2014.

I am sure the panelists here will debate the various nuances of these aspects while deliberating upon the future of India's manufacturing sector in the next five years. So without any further ado, let me stop here and hope that you enjoy this session

Thank You."



Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India



Mr Pankaj Chadha, Regional Chairman (WR), EEPC India



Mr Wolfgang Pech, Senior Vice President, Deutsche Messe



Mr Anupam Shah, Chairman, EEPC India (left) signing an MoU with SEBRAE, Brazil represented by Mr Vitor Augusto Koch, President, SEBRAE, Brazil



Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India (left) shaking hands with Mr Wolfgang Pech, Senior Vice President of Deutsche Messe after signing a letter of intent



EEPC India Chairman Mr Shah presenting a memento to Mr Koch of SEBRAE, Brazil



Mr Sarkar presenting a memento to Mr Pech of Deutsche Messe



Flute recital by Mr Raj Chandran, The Bansuri Band



German Business Forum : Opportunities with German SMEs

EEPC India, with the support of German Centre Delhi, organised the German Business Forum and German Business Day on the sidelines of the three day show.

The German Business Day proved to be an ideal opportunity for Indian engineering and manufacturing companies to network with German companies and explore business opportunities. German companies fully used this opportunity to enhance their India business network and search for partners and suppliers.

Since its opening in 2008, the German Centre in Delhi supports small and medium-sized German companies venturing into the Indian market. The combination of offices, conference rooms and services enables companies to quickly establish themselves in this exciting growth market. The Centre often looks at social or business events for connecting German firms with Indian companies and institutions, so that firms have easy access to important networks. IESS was such an opportunity which fitted well into the overall agenda of the Centre.

Around 1,800 German firms are already active in India, and the number is increasing all the time. Continuously high growth rates and extensive direct investment in the industrial, trade and services sectors provide attractive opportunities for German businesses. The large domestic market and a rapidly increasing number of Indian small and medium-sized enterprises are another plus. The German entrepreneurs feel that with more than one billion inhabitants, a wide spectrum of political parties, a good economic setting and a free press, India is the most populous democracy in the world. India has great potential – not least as an investment location for German small and medium-sized enterprises.

It is in this perspective that this German Business Forum was held during India's biggest engineering sourcing show.





Mr Ravi Sehgal, Vice Chairman, EEPC India speaking during the German Business Forum

"Germany is the leader in what is known as "Good Engineering". Globally, nations compete with each other to match German standards when it comes to any engineering production.

India has had historical trade and investment links with Germany and its many companies. In recent times, Germany continues to be a major Indian supplier as well a buyer of Indian engineering goods. In 2012, a trade target of Euro 20 billion was set but could not be achieved in view of the global economic crisis. In fact for the engineering sector, our exports to Germany has taken a hit and even though there is some recovery, the engineering exports to Germany in the fiscal 2013-14 is US\$ 2.03 billion, which is 4.12% lower than US\$ 2.12 billion achieved during the fiscal 2012-13. Germany is amongst India's most important partners for trade, investment and technology. Some major items of

exports from India to Germany are cotton and textile products, leather and leather products, chemicals & pharmaceuticals, metal products and automobile components, while our key imports from Germany include machinery, electro-technical goods, aircrafts parts, metal goods, chemicals, measurement and control systems, synthetic materials etc. Regarding investments, while German investments in India have been relatively flat for some time, there seems to be some evidence of recent turnaround. Nearly 1600 Indo-German collaboration agreements and around 600 Indo-German joint ventures are presently in operation. The largest co-operations are in the field of machinery and parts followed by heavy vehicles, chemicals, technical consultancy services, computers, electrical appliances etc."



A business discussion in progress



Mr Marco Siebert, Director, International Relations, Deutsche Messe AG addressing the gathering.



Mr Philipp Backer, General Manager, BPW Trailer Systems India Private Limited speaking about the sourcing experiences of BPW in India.



Mr Martin Fuchs, Managing Director, German Centre for Industry & Trade Delhi Private Limited speaking about building relations between India and Germany.

Kubota Global Sourcing Meet

A global sourcing meet with the Japan based multinational company Kubota was another attraction of the 3-day engineering sourcing Show.

Established in 1890, Kubota has the largest agricultural machinery business in Japan and 3rd largest agricultural machinery business in the world. It is the largest Mini-Excavator manufacturer in the world in less than 5 ton class category and is also the largest diesel engine manufacturer in the world for industrial use in less than 100HP category.

Products manufactured by Kubota include tractor, combine harvester, rice transplanters in the Agricultural Machinery category; mini excavator, wheel loaders in Construction Machinery category; iron pipes, valves, water treatment, vending machine, AC for the infrastructure sector; diesel engines and others.

Kubota has 5 plants in Japan, 2 plants in USA, 4 in Thailand, 3 in China, 1 in Indonesia, 1 in Vietnam and 1 in Germany. With network in 49 countries, another plant in France is expected to be operational in 2015.

Kubota expressed its plans to procure following items in the Sourcing Meet held during IESS 2014.

- Machining Component
- Machined Casting (Small & Big)
- Big Stamping Parts
- Fully Finished Forging Components
- Shafts/ Sprockets/ Gears
- Small Assly like Diff.Case / Planetary Gear etc. - related to Tractor Application
- Aluminium Parts – Related to PDC, GDC & LPDC (Casting & Semi Finished Condition).
- Starter, Alternator, Solenoid and other

The Sourcing Meet was attended by Mr Junya Ueda, Kubota Corporation (Japan), Delhi Liaison Office, General Manager & Head of Kubota IPO India; Mr Hisahi Sasaki, Kubota Corporation (Japan) Procurement HQ, Procurement Planning Dept., Deputy General Manager; Mr. Gursharan Singh, Chairman & Managing Director, Raunaq Automotive Components Ltd; Mr P K Shah, Former Chairman, EEPC India; other senior officials from EEPC India and industry leaders.





Mr P K Shah, Former Chairman, EEPIC India addressing the guests during KUBOTA Global Sourcing Meet & B2B

“One of the key features of IESS has been the Global Sourcing Meet with some major companies of India and abroad. We welcome all our distinguished guests for their august presence. IESS 2014 once again aims at developing ancillary units in collaboration with large scale sector units through Vendor Development Programmes.

In today's Global Sourcing Meet & B2B we have with us Mr. Junya Ueda, General Manager & Head of Kubota IPO India and his colleagues who will present Kubota's India before us the sourcing opportunities as also the various nuances of their sourcing policies. I, therefore, warmly welcome Mr Ueda and his colleagues and I am sure that your presentation today will be most enriching for this august gathering.

KUBOTA began its business in 1890 by manufacturing and selling cast metal products. They offer various products including iron pipes for water supply, engines for agro-industrial purposes and machine tools, among others. Gathering experience for more than 120 years, they have been expanding their business with their time-proven expertise and specialty for further development, while steadfastly maintaining their sincere efforts in manufacturing. They endeavor to broaden and hone the technical capabilities acquired over the course of history and extend their business frontiers thereby contributing to society.”



Presentation happened on Kubota's India sourcing to the world in the past and its perspective by Mr. Junya Ueda, Kubota Corp (Japan) Delhi liaison office, General Manager & Head of Kubota IPO India.



Presentation happened on Kubota's Global sourcing policy by Mr. Hisashi Sasaki, Kubota Corporation(Japan) Procurement HQ, Procurement Planning Dept. Deputy General Manager.



Presentation are given by Kubota on Success story of great expansion for export with Kubota by Mr. Gursharan Singh, Chairman & Managing Director, Raunaq Automotive Components Ltd.

ABB Seminar on Global Sourcing

Emerging Market Sourcing is one of the key strategic initiatives of ABB in order to grow ABB in these areas as well as making its products competitive in matured markets. ABB which operates in more than 100 countries has earmarked a US\$ 1 billion purchase order for India.

Following the success of previous such initiative, the 'ABB Seminar on Global Sourcing' was organised during IESS 2014 to look for potential vendors from India.

About ABB

ABB is a leader in power and automation technologies that enable utility and industry customers to improve their performance while lowering environmental impact.

Global Sourcing Team

Process Automation division of ABB has external spend of US\$ 2.2 billion Process Automation Global Sourcing Center is an extended arm of division's supply chain management to take care of sourcing from Emerging Market. The Center supports developing supplier base in emerging market for global product and project requirements. It acts as single point of contact for RFQ management, Component /Product development and takes responsibility of ongoing supplier development along with managing cost, quality and delivery. Currently Global Sourcing Center manages the requirements of several LBU's in PA and PS. Over the period, center has worked into various other Supply Chain Management (SCM) areas in order to support division and are now Center of Excellence providing leadership in terms of establishing and deploying best SCM practices within division.

Global sourcing is managed by matured team of qualified sourcing professionals having combined experience of more than 150 years in Procurement, Commodity Management, Quality & Processes and Project Management handling spend of more than US\$ 70 million which is growing year on year. After successful deployment of sources and processes in products like PCBA's, Cables, Wire harnesses, Sheet metal components, Machining & turned parts, Castings, Forgings and Plastic moulded parts, the team is now concentrating on procurement of High level assemblies, box builds, static equipments etc. for their Oil & Gas, Metals, Minerals, Mining and Marine business units.

ABB's Needs from Emerging Market

Cost effective & quality equipment & services in the following categories: *Oil, Gas & Petrochemical Projects, Mining Projects, Telecom Projects, Marine Projects*

- *"Right now the total procurement by our Process Automation Division from India is about US\$125 million per annum. We are planning to increase it to about US\$ 500 million in the next 3-5 years." Indian manufacturers are expecting to bag export orders worth over Rs 3,200 crore at the IESS 2014 – Mr. Basavraj Biradar, VP, Global Sourcing and Supply Chain, ABB.*
- *"Your opportunity with ABB is huge. We are leveraging our focus on enhancing our internal and external supply chain strategy. We have a business structure which is autonomous in working. The supply chain team is the window for you into the world of ABB for doing business."*
– ABB Global Supply Chain Head



HE Ms Anna Yaneva, Deputy Minister of Economy and Energy of the Republic of Bulgaria speaking on the occasion.

Mr R P Jhalani, Former Chairman, EEPC India addressing the gathering.

ABB Global Sourcing Meet

Wednesday 22 January 2014
 Bombay Exhibition Centre, Mumbai



PARTNER STATE

REGION



Government of Karnataka

The India Show

MR. BASIRRAJ BIRADAR

R. P. JHALANI

H.E. ANNA YANEVA

"ABB is a global leader in power and automation technologies. The company employs more than 1 lakh people and operates in approximately in 100 countries. ABB's success has been driven particularly by a strong focus on research and development. Today it stands as the largest supplier of industrial motors and drives, the largest supplier of power grids and the largest provider of generators to the wind industry. They have served utility and industry customers for over 50 years with the complete range of engineering products, solutions and services in areas in Automation and Power Technology. They are having their operations in 14 manufacturing facilities in India and serving their customers through an extensive countrywide presence with more than 18 marketing offices, 8 service centers, 3 logistics warehouses and a network of over 800 channel partners."



Business meetings in progress



Mr Mahesh K Desai, Regional Chairman (SR), EEPC India addressing the guests.

CLASS Global Sourcing Meet

A global sourcing meet with a leading German multinational company, CLASS was one of the biggest attraction of the 3-day engineering sourcing show.

Based in Germany, CLASS is the 4th largest company in the world producing Agri Machinery. With a global sales turnover of approx. 3.5 billion Euro, the company employs nearly 9,500 personnel. The parent plant of CLASS in Harsewinkel, Germany is the world's largest and most modern Harvesting manufacturing facility in the world. The multinational company has manufacturing facilities in Germany, France, Hungary, Russia, USA, India & China. Other than the several manufacturing facilities, it has world class part logistics centre in Hamm, Germany.

The Sourcing Meet was addressed and attended by Mr Thomas Rimpler, Head of Global Sourcing, CLASS Group; Mr Jayant Paul – Head – Global Sourcing, CLASS India; Mr Mahesh K Desai, Regional Chairman (SR) EEPC India, other

senior officials and Indian engineering manufacturers.

CLASS manufactures products like Combine Harvester, Green Harvest Machinery, Forage Harvester, Telescopic Loaders, Tractors, Balers etc. The company had various meetings with the Indian manufacturers during IESS and chalked up a list of items for procurement through its Global Sourcing Office, located in Faridabad, near New Delhi. The items included Machined Castings (SG Iron & CI : 0.3 kg to 200 kg), Machined Forgings, Machining Components, Clutched/ Dampers, Fabricated Front Axles, Different type of Casting V groove Pulleys (including balancing) from 5 – 80 kgs, Gears, Sprockets, Weldment Fixture, Sheet Metal Pulleys, Chain/ Belts, Variator Pulleys (up to 700 grade of SG), Long Shafts with Keyway (Hollow/ Solid) up to 3 mtr in length, Weldment parts including painting facility (phosphate/ ED + top coat), Rubber hose – low, medium & high pressure, Hose bends etc.

CLAAS Global

Friday 2
Bombay Exhi



CLAAS

NETWORKING PART

PARTNER STATE

SURANJAN GUPTA



Mr Thomas Rimpler – Head of Global Sourcing – CLASS Group in a business meeting

B2B meetings in progress

Seminar on Entrepreneurship Development

A Seminar was organised on Entrepreneurship Development in an alliance with the TiE Network (The Indus Entrepreneurs). TiE is world's largest non-profit global network of entrepreneurs and professionals dedicated to fostering entrepreneurship across the globe. There are currently 11,000 members, including over 2,500 charter members in 60 chapters across 17 countries. TiE's mission is to foster entrepreneurship globally through mentoring, networking, and education. Dedicated to the virtuous cycle of wealth creation and giving back to the community, TiE's focus is on generating and nurturing our next generation of entrepreneurs.

The Indus Entrepreneurs (TiE), founded in 1992 in Silicon Valley by a group of successful entrepreneurs, corporate executives, and senior professionals with roots in the Indus region organised a half day seminar on Entrepreneurship and focussed on:

1. Opportunity for new entrepreneurs in the engineering and manufacturing sector.
2. Growth strategies for small and medium entrepreneurs in engineering and manufacturing.
3. Leveraging technology for innovation and scale.
4. My Story – Women entrepreneurs in engineering and manufacturing.

With the largest pool of intellectual capital anywhere, TiE Brand is globally synonymous with entrepreneurship.

TiE has helped boost the economies of the communities in which it operates and has helped in economic wealth creation estimated at \$200 billion. It has significant involvement in social entrepreneurship and has also influenced liberalization of key economic sectors in India and Pakistan.



Mr Mahesh K Desai, Regional Chairman (SR), EEPC India addressing the guests.

"Good Morning to you all!

It is my privilege to welcome you all at this session on the Entrepreneurship Development Programme.

In today's session, we focus on the significance of entrepreneurship development, which is critical for both developed and developing countries. It is also instrumental in sustaining the process of economic development. Every country tries to achieve economic development for prosperity and better standard of living. There is a big role for an entrepreneur in modern economic development, which concentrates on three aspects, namely: coordination, risks and innovations, all of which leads to employment generation, balanced regional development, innovations in enterprises, dispersal of economic power and even economic independence.

In the present world of business, we can see both men and women are undertaking various economic activities. They are playing very important role in socio-economic development of all countries. In today's seminar, we will have a range of presentations on entrepreneurship development, new opportunities for manufacturing, and various growth strategies for small and medium entrepreneur in India by our distinguished panel of speakers. We will also have an interesting presentation on women entrepreneurs in engineering and manufacturing promoting the concept of "inclusive entrepreneurship".

With these few words, may I welcome you all once again and thank you all for giving me a patient hearing. May I now request Mr Raj Nair to take over and present his valued thoughts to this distinguished gathering?

Thank You



Address by Mr D Ballani, National Programme Officer, UNIDO on India-UNIDO Role in Technology Transfer in SMEs



Address by Dr Amjad A Shaikh, Technology Transfer Consultant, France

Seminar on Entrepreneurship Development



Address by Pradeep Ulhas, KPMG on Growth Strategies for Small & Medium Entrepreneurs in Engineering & Manufacturing Sector



Address on Competing in Changing and Demanding Market Condition by Mr Sukumar SV, KPMG



Ms Mohini Kelkar, Co-founder, Grid Master speaking on Women Entrepreneurs in Engineering & Manufacturing

CUMMINS Global Sourcing Meet

About Cummins

Cummins India Limited, the country's leading manufacturer of diesel and natural gas engines is one of the eight legal entities of the Cummins Group in India. Comprising of four business units - Industrial Engine, Power Generation, Distribution, and Automotive, Cummins India Limited is also the largest entity of the Cummins Group in India.

Cummins Inc. has a 10-word Vision statement that is as powerful as it is simple: Making people's lives better by unleashing the Power of Cummins. Everything it does today flows from that commitment. The word "Power" is capitalized to signify two meanings, the power of its products and the power of its people.

For more than 90 years, Cummins people have felt a responsibility to produce the best products in a way that demonstrates a dedication to quality and to integrity. We expect no less of our suppliers. The links on the left-hand navigation bar will take you to essential components of what we define as Corporate Responsibility. Explore them thoroughly because they are integral to a supplier relationship with Cummins.

Cummins Inc. separates the products and services purchased from suppliers into two categories:

Indirect is defined as all services and any products that are not assembled and shipped to an end customer (including tooling, chemicals, machinery, computers, gages, packaging, training, real estate, and prototypes, etc.)

Direct is defined as all products that are manufactured and assembled into a product which is directly shipped to a customer (includes engine components, filters, turbochargers, generators, alternators, etc.).

Both are essential to Cummins, and both types of spending represent billions of dollars in investment on a yearly basis. Purchasing is responsible for initiating the search for suppliers as needs arise, using accepted standards for fair and equitable sourcing processes.

Cummins Inc. separates the products and services purchased from suppliers into two categories:

Cummins in India would like to explore vendor base for following items:

1. Electronics
 - Sensor for Emission (Nox, Ammonia, Particulate Matter etc.)
 - Embedded Technology Board manufacturers
 - Transducers and Signal conditioning unit manufacturers
 - Speed Sensor manufacturers.
2. Foundry with latest technology (eg., Lost Foam Technology etc.) for Diesel Engine related parts.
3. High-end Plastic Component manufacturers (eg., Electronic components insert molding etc.)
4. Precision Machined components (eg., Fuel System components, Engine Camshafts etc.)



Address by Mr N S Giri, Director, International Purchasing Organisation (IPS), Cummins





B2B meetings in progress





Welcome Address by Mr T S Bhasin, Sr Vice Chairman, EEPC India

Workshop On Family Business Growth

Almost 90% of Indian businesses are family-owned, which makes the rest of the business community largely dependent on them. Be it as their vendors, transporters, contractors or distributors; non-family corporations collaborate with family firms on various levels. Clearly, family businesses have evolved not only in India but also globally. It is also evident that family businesses have been able to innovate and adapt to the modern business environment.

EEPC India organised a Work Shop on Family Business by Professor Parimal Merchant, Director of the Center of Family Managed Businesses, S.P. Jain Institute of Management and Research (SPJIMR), India.

The SPJIMR Family Managed Business Programme assists family-owned firms to meet the unique managerial challenges associated with operating and sustaining a

successful family enterprise. The programme helps students to identify which family dynamics most often affect business decisions, and learn how to overcome these hurdles.

The SP Jain Workshop during IEES 2014 focussed on the following issues:

- Prepare the family member for developing a strategic and general management understanding of the business backed up with a global perspective.
- Inculcate in the family member the attributes of continuous learning and reflection which would enable him/her to keep abreast of the future.
- Understand and synergise the dual role played by a family member, as a member of the owner family, and as a business manager.



Workshop on 'Family Business Growth

Wednesday 22 January 2014

Bombay Exhibition Centre, Mumbai



Prof Parimal Merchant, Director, Family Managed Business, S P Jain Institute of Management & Research while conducting the Workshop.



NETWORKING

India

Engineering SourcingShow



Workshop on 'Family Business Growth in India

Wednesday 22 January 2014

Bombay Exhibition Centre, Mumbai



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PARTNER REGION

Dr. P. NANDAGOPAL



PROF PARIMAL MERCHANT

EEP

INDIA

P.R. VENKATACHALAM

Dr P Nandagopal, CMD, IndiaFirst Life Insurance Co Ltd addressing the gathering.

45th Award Function & IESS Networking Dinner



Initiation of the Award Presentation Ceremony by lighting the lamp.

22nd January 2014, Bombay Exhibition Centre, Mumbai.

One of EEPC India's major responsibilities every year – a most gratifying task – is felicitating the export performance of its member-exporters. EEPC India's member-exporters belong to a cross-section of the engineering industry with different scales of operations. They circumvent innumerable challenges, vagaries of the global market and a host of uncertainties to emerge as leading exporters from India.

Through its Annual National Awards, EEPC India makes an effort to recognise the outstanding performers in different engineering exports categories. The 45th EEPC India National Awards for Export Excellence was organised along with IESS Networking Dinner on the first day of India Engineering Sourcing Show. The entertaining evening was attended by all the domestic and overseas exhibitors of IESS, overseas delegates, senior government officials, members of diplomatic community and officials of EEPC India.

WELCOME ADDRESS BY MR. ANUPAM SHAH, CHAIRMAN, EEPC India

Hon'ble Dr. James Sinabulo Mutende, Minister of State for Industry and Technology, Uganda,
 Hon'ble Mrs. Anna Yaneva Deputy Minister of Economy and Energy of the Republic of Bulgaria,
 Shri Ravi Capoor, Joint Secretary, Department of Commerce, Govt. of India,
 Former Chairmen of EEPC India,
 Distinguished National Award Winners,
 Fellow Exporters,
 Our friends from the media,
 Ladies and Gentlemen,

It is said, "A smooth sea never made a skilled mariner". Today, as we assemble here this evening, to congratulate the National Award Winners for Export Excellence for 2012-13, this remarkable proverb seems so apt.

Indeed, today is one of those occasions when EEPC India salutes the remarkable work done by its fellow members for their valiant efforts in making "Brand India" a name to reckon with in world markets, despite all odds. We take immense pride as we acknowledge the success of our fellow engineering exporters at the National level for the year 2012-13. And who better to share with us this momentous occasion in Indian International Trade than a galaxy of International Dignitaries on the dais and our very own Joint Secretary Shri Ravi Capoor. A warm welcome to you, Sirs, for sparing your valuable time to be with us and giving us the opportunity to showcase the achievements of our member exporters. I also extend a warm welcome to all the other dignitaries and senior officials present here with us on this auspicious day.

Ladies and Gentlemen, 2012-13, the year for which today's National Awards will be given was a difficult year for the exporters in general and engineering exporters in particular. Engineering Exports fell by -3.19% to US\$ 56.76 billion from US\$ 58.64 billion achieved during 2011-12. In fact, out of the top 25 countries in absolute value terms, 9 major countries namely USA, UAE, China, Singapore, Germany, Italy, Sri Lanka, Indonesia, and Belgium recorded negative growth during 2012-13 over 2011-12.

Clearly, the sovereign debt crisis left its mark on global trade and this impact India's engineering exports. The slump in exports led to widening of India's trade deficit which shot to nearly 10% of India's GDP in 2012-13. A spate of monetary easing measures led by the US Federal Reserve brought back some cheer in the current fiscal though it would be too early to say whether normality has been restored in the global markets. Engineering exports in the first nine months of 2013-14 registered a positive growth of 7.2% and stood at



US\$ 44.4 billion as compared to the same period in 2012-13 (US\$ 36.55 billion). Significantly, out of the top 25 countries in absolute value terms, 19 countries recorded positive growth during April- December 2013 as opposed to April-December 2012.

For the moment, however, we need to celebrate our heroes who helped us in sailing against the wind in 2012-13. And what better place to do this than the on-going IESS 2014 which was kicked off today morning by the Hon'ble Dr. E.M.S. Natchiappan, Union Minister of State for Commerce & Industry. Let me say a few words on EEPC India's National Awards for Export Excellence. In 1968-69, EEPC India, then called the Engineering Export Promotion Council, recognized the contribution of its member exporters and awarded badges and certificates of merit to those members who had exported more than 10% of their production and/or had exceeded an export performance of Rs 2.5 lakhs during that year. 74 firms were recognized on this basis that year. Thus, the 2012-13 National Awards for Export Excellence is the 45th year of presentation of National Export Excellence Awards by EEPC India.

As I conclude, I must thank the Union Ministry of Commerce & Industry, the other ministries of Govt. of India, the State Governments, the diplomatic missions among others, for the support that we have received from them at all times. I congratulate the National Award Winners for 2012-13, once again and hope that the award winners and my fellow exporters at large will continue to serve the cause of the country. This will not only lead to increase in the share of manufacturing to 25% of GDP by 2022 but will also create jobs to fulfill the aspirations of the people of our great Country. With these words, may I, once again, thank the dignitaries for their encouragement and valued presence on this momentous occasion?

Thank you.



Mr Ravi Capoor, Joint Secretary, Ministry of Commerce, Govt of India speaking on the occasion.



Mr James Shuabulo-Mutende, Minister of Trade, Govt of Uganda addressing the guests.



Mr Anupam Shah, Chairman, EEPC India presenting a memento to the Guest of Honour Mr James Shinuabulo-Mutende, Minister of Trade, Govt of Uganda.



Mr Rakesh Shah, Former Chairman, EEPC India (Left) presenting a memento to HE Mr Kyaw Win, Minister of Electric & Industry, Sagaing Region, Myanmar



Mr Ravi Sehgal, Vice Chairman, EEPC India, (Right) presenting a memento to HE Mr Kyaw Myint, Minister of Electric & Industry, Mandalay Region, Myanmar



Mr Pankaj Chadha, Regional Chairman, EEPC India (WR) (Right) presenting a memento to HE Mr Aung Zaw Oo, Minister of Transport & Communication, Sagaing Region, Myanmar













The Award Winners

Top Exporter for the Year 2012-13 – Gold Trophy

HYUNDAI MOTOR INDIA LTD
JLC ELECTROMET PVT LTD
IGP ENGINEERS PVT LTD
NSI (INDIA) LTD
IRCON INTERNATIONAL LTD

Large Enterprise
Medium Enterprise
Small Enterprise
Micro Enterprise
Merchant Enterprise

Top Exporter for the Year 2012-13 – Silver Trophy

MARUTI SUZUKI INDIA LTD
SARA SAE PVT LTD
JYOTI STEEL INDUSTRIES
SUPER IRON FOUNDRY
MORTEX (INDIA)

Large Enterprise
Medium Enterprise
Small Enterprise
Micro Enterprise
Merchant Enterprise

Special Trophy for Excellence in EPO Services

ASE STRUCTURE DESIGN PVT LTD

Star Performers in the Year 2012-13

ADHUNIK METALLICS LTD
INDUSTRIAL METAL POWDERS (INDIA) PVT LTD
NATIONAL STEEL & AGRO INDUSTRIES LTD

Basic Iron and Steel Large Enterprise
Basic Iron and Steel Small Enterprise
Rolled, Drawn and Folded Products of Iron and Steel Large Enterprise
Rolled, Drawn and Folded Products of Iron and Steel Medium Enterprise
Rolled, Drawn and Folded Products of Iron and Steel Small Enterprise
Ferro Alloys Large Enterprise
Ferro Alloys Medium Enterprise
Sanitary and Industrial Castings Large Enterprise
Sanitary and Industrial Castings Medium Enterprise
Sanitary and Industrial Castings Small Enterprise
Steel Forgings Large Enterprise
Steel Forgings Small Enterprise
Tubes, Pipes and Hollow Profiles and Tube or Pipe Fittings of Iron or Steel Large Enterprise
Tubes, Pipes and Hollow Profiles and Tube or Pipe Fittings of Iron or Steel Medium Enterprise
Tubes, Pipes and Hollow Profiles and Tube or Pipe Fittings of Iron or Steel Micro Enterprise
Aluminium and Articles thereof Large Enterprise
Aluminium and Articles thereof Small Enterprise
Non-ferrous Metals (excluding Aluminium) and Articles thereof Large Enterprise

BEEKAY INTERNATIONAL

MACRO BARS & WIRES (INDIA) PVT LTD

TATA STEEL LIMITED
QVC EXPORTS PVT. LTD
VIRGO VALVES & CONTROLS LTD.
PACHARIA EXPORTS PVT LTD
R B AGARWALLA & COMPANY
BHARAT FORGE LTD
C-TECH ENGINEERS PVT LTD
JINDAL SAW LTD.

RAMA STEEL TUBES LTD

A S T PIPES PVT LTD

NATIONAL ALUMINIUM CO. LTD
D P GARG EXPORTS PVT LTD
VWF INDUSTRIES LTD

SHARPWIRE INDUSTRIES (INDIA) PVT LTD	Non-ferrous Metals (excluding Aluminium) and Articles thereof	Small Enterprise
SIVANESAN COMPANY (IND)	Domestic Metal Products	Medium Enterprise
WAZIR CHAND & CO. PVT LTD	Domestic Metal Products	Small Enterprise
J K FILES (INDIA) LTD	Hand Tools	Large Enterprise
S MANSUKHLAL & COMPANY	Hand Tools	Medium Enterprise
H R INTERNATIONAL	Hand Tools	Small Enterprise
USHA MARTIN LTD	Metal Fasteners, Springs and Allied Articles	Large Enterprise
LAMINA INTERNATIONAL	Metal Fasteners, Springs and Allied Articles	Medium Enterprise
RATNAVEER STAINLESS PRODUCTS PVT LTD	Metal Fasteners, Springs and Allied Articles	Small Enterprise
THYSSENKRUPP INDUSTRIES INDIA PVT LTD	Other Fabricated Metal Products excluding Machinery and Equipment	Large Enterprise
NIPHA EXPORT (P) LTD	Other Fabricated Metal Products excluding Machinery and Equipment	Medium Enterprise
GEA BGR ENERGY SYSTEM INDIA LTD	Other Fabricated Metal Products excluding Machinery and Equipment	Small Enterprise
CUMMINS INDIA LTD	Engines, Turbines and Parts	Large Enterprise
ABILITIES INDIA PISTONS & RINGS LTD	Engines, Turbines and Parts	Medium Enterprise
UPKAR INTERNATIONAL PVT. LTD.	Engines, Turbines and Parts	Micro Enterprise
BOSCH LTD	Pumps, Compressors, Hydraulic and Pneumatic Power Engines and Parts	Large Enterprise
SABAR EXPORTS INDIA PVT LTD	Pumps, Compressors, Hydraulic and Pneumatic Power Engines and Parts	Medium Enterprise
AJAY INDUSTRIAL CORPORATION LTD	Pumps, Compressors, Hydraulic and Pneumatic Power Engines and Parts	Small Enterprise
HARSHA ENGINEERS LTD	Bearings, Gears, Gearing and Driving Elements and Parts	Large Enterprise
AUSTIN ENGINEERING CO. LTD	Bearings, Gears, Gearing and Driving Elements and Parts	Medium Enterprise
LARSEN & TOUBRO LTD	Miscellaneous General Purpose Machinery	Large Enterprise
KHS MACHINERY PVT LTD	Miscellaneous General Purpose Machinery	Small Enterprise
HMT (INTERNATIONAL) LTD	Machine Tools, Parts and Accessories	Medium Enterprise
ETA TECHNOLOGY PVT LTD	Machine Tools, Parts and Accessories	Small Enterprise
JOHN DEERE INDIA PVT LTD	Agricultural Tractors	Large Enterprise
JAIN IRRIGATION SYSTEMS LTD	Other Agricultural, Forestry Machinery and Parts	Large Enterprise
THOMAS INTERNATIONAL	Other Agricultural, Forestry Machinery and Parts	Medium Merchant Enterprise
AUTOMAT INDUSTRIES PVT LTD	Machinery for Mining, Quarrying and Construction and Parts	Small Enterprise

MANTRI METALLICS PVT LTD	Machinery for Mining, Quarrying and Construction and Parts	Large Enterprise
VOLTA IMPEX PVT LTD	Machinery for Mining, Quarrying and Construction and Parts	Medium Merchant Enterprise
SABOO ENGINEERS PVT LIMITED	Machinery for Mining, Quarrying and Construction and Parts	Small Enterprise
LOHIA CORP. LTD.	Miscellaneous Special Purpose Machinery (incl Metallurgy, Food and Textile) and Parts	Large Enterprise
KANIN (INDIA)	Miscellaneous Special Purpose Machinery (incl Metallurgy, Food and Textile) and Parts	Medium Enterprise
BRY-AIR (ASIA) PVT LTD	Miscellaneous Special Purpose Machinery (incl Metallurgy, Food and Textile) and Parts	Small Enterprise
THERMOPADS PVT LTD	Domestic Appliances and Parts	Medium Enterprise
ENPRO INDUSTRIES PVT LTD	Domestic Appliances and Parts	Small Enterprise
AQUASUB ENGINEERING	Electric Motors, Generators and Transformers and Parts	Large Enterprise
NEXUS ELECTRO STEEL LTD	Electric Motors, Generators and Transformers and Parts	Medium Enterprise
KRYFS POWER COMPONENTS LTD	Electric Motors, Generators and Transformers and Parts	Small Enterprise
GRAPHITE INDIA LTD	Mica and other Mineral based Articles used mainly for Electrical Purposes	Large Enterprise
SHREE GR EXPORTS PVT LTD	Mica and other Mineral based Articles used mainly for Electrical Purposes	Medium Merchant Enterprise
MSS INDIA PVT LTD	Miscellaneous Electrical Machinery and Apparatus (including Electricity Distribution and Control Apparatus)	Large Enterprise
MBH POWER PVT LTD	Miscellaneous Electrical Machinery and Apparatus (including Electricity Distribution and Control Apparatus)	Medium Enterprise
JAINSON CABLES INDIA PVT LTD	Miscellaneous Electrical Machinery and Apparatus (including Electricity Distribution and Control Apparatus)	Small Enterprise
NEEDLE INDUSTRIES (I) PVT LTD	Medical and Surgical Equipment and Orthopaedic Appliances	Large Enterprise
APPASAMY ASSOCIATES	Medical and Surgical Equipment and Orthopaedic Appliances	Small Enterprise
PRICOL LTD	Miscellaneous Instruments and Appliances	Large Enterprise

BAUMER TECHNOLOGIES INDIA PVT LTD	Miscellaneous Instruments and Appliances	Small Enterprise
TATA MOTORS LTD	Motor Vehicles	Large Enterprise
MANIAR & CO.	Motor Vehicles	Small Enterprise
TOYOTA KIRLOSKAR MOTOR PVT LTD	Automobile Components	Large Enterprise
RITESH EXPORTS	Automobile Components	Medium Merchant Enterprise
STORK RUBBER PRODUCTS PVT LTD	Automobile Components	Small Enterprise
ESCORTS LTD	Two/three Wheelers and Parts	Large Enterprise
SPARK ENGINEERING PVT LTD	Bicycles and Parts	Small Enterprise
ABG SHIPYARD LTD	Miscellaneous Transport Equipment and Parts	Large Enterprise
BHARAT HEAVY ELECTRICALS LIMITED	Project Exports	Large Enterprise
TATA CONSULTING ENGINEERS LTD	Project Exports	Medium Enterprise
AIR CONTROL (INDIA) PVT. LTD.	Project Exports	Small Enterprise
TECNIMONT ICB PVT LTD	Engineering Services	Large Enterprise
MIRAJ INSTRUMENTATION SERVICES (I) PVT LTD	Engineering Services	Small Enterprise
GARG INDUSTRIES	Miscellaneous Engineering Goods	Small Enterprise

Awards for Special Contribution

Highest Export for Thrust Products to Thrust Markets

SUNDRAM FASTENERS LTD	Large Enterprise
RBA EXPORTS PVT LTD	Medium Enterprise
CALCUTTA FERROUS LTD	MICRO Enterprise

Award for Special Contribution: Highest Growth in Exports

LALWANI FERRO ALLOYS LTD	Large Enterprise
PRISM SURFACE COATINGS PVT LTD	Small Enterprise

Award for Maximum Participation in Council's Promotional Activities

TRISHUL MACHINE TOOLS PVT LTD	Micro Enterprise
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Special Trophy for Excellence in Exports of High -Technology Products

BAKER GAUGES INDIA PVT LTD	Large Enterprise
AXESS SEVEN	Medium Enterprise
FEDERAL ENGINEERS	Small Enterprise
SURGI EDGE (INDIA)	Micro Enterprise
GENERAL INSTRUMENTS CONSORTIUM	Merchant Enterprise

EEPC INDIA – INTERTEK Awards for Quality Excellence

WELSPUN MAXSTEEL LTD
RING PLUS AQUA LTD
EEPC INDIA Award for Green Technology
NETAFIM IRRIGATION INDIA PVT LTD
BGR ENERGY SYSTEMS LTD

International Investment Forum



Mr Kaloyan Kaloyanov of Invest Bulgaria Agency interacting with the guests during the Seminar

Coinciding with IESS, EEPC India organized an “International Investment Seminar” which focused on putting forward knowledge, insight and resources along with the trends of investments and perspectives on the growth of manufacturing and engineering sector between India and the target country, particularly in the engineering & manufacturing sector. The Seminar was participated and well attended by many countries.

India is on its way to becoming a major global manufacturing hub. The pace seems to have increased at a time when the Western economies have yet to witness a pick-up in investments in their own economies. At the same time, Indian companies are no longer shying away to look for opportunities abroad for investments or procurement or anything else.

"Investment holds a key to economic growth and investment policy has to be crucial component for recovery strategies of all the countries in the present time. In recent years India has become a major global player with high economic growth rates and today is a major destination for FDI. The net foreign direct investment by Indian companies between 2002 to 2013 was a US\$ 7.13 million and more than 2200 Indian companies are expected to invest globally in the next 15 years. The main driver behind this investment is the growth of Indian multinational corporations. These multinational corporations are targeting the new markets for growth and taking risks. They have access to technologies, and strong R&D capabilities apart from being financially capable."



Mr P R Venkatachalam, Working Committee Member, EEPC India speaking on the occasion.

Investment Forum

Investment Opportunities

Presentation by Mr Nicolas Lepage, Consul & Senior Trade Commissioner, Consulate General of Canada in Mumbai



"Our objective is to triple our trade to touch US\$ 15 billion by 2015. Since the last 3 years we have been increasing year on year basis by about 20%. Our trade has been good but we are still far from that objective of US\$ 15 billion. Of course we do have our prime minister coming here and from India going to Canada in the last visit. There were a number of significant achievement then and after that. There was into force of our nuclear cooperation agreement which would allow the nuclear power supply chain companies to trade in nuclear services and equipment. Looking at the nuclear program here in India this will allow our companies to be more active and at the same time the Indian nuclear supply chain to work with Canadian companies in this sector and event like IESS is the perfect place to connect with the manufacturing side in specific areas like the nuclear sector."

VENKATACH

KALOVAN KALOVANOV

Ms Tatiana Seliverstova of Czech Republic addressing the guests



Mr Vitor Augusto Koch, Chairman, SEBRAE, Brazil giving a presentation on investment prospects in Brazil.



Danfoss Global Sourcing Meet

Friday 24 January 2014

Bombay Exhibition Centre, Mumbai

Ms Pernille Fagerberg, Procurement Manager of Danfoss Power Solutions speaking about the group's worldwide procurement policy

Danfoss Global Sourcing Meet & B2B

The hectic B2B activities during IESS 2014 also included a Global Sourcing Meet with Suppliers organised by Danish engineering giant Danfoss with the support of EEPC India. Danfoss A/S, headquartered in Nordborg, Denmark, has 80 years of experience within energy-efficient technologies. With a 2012 sales turnover of approximately US\$ 6.2 billion and more than 23,000 employees, Danfoss is a truly global company with manufacturing facilities in 18 countries.

Danfoss has 2 major business segments:

1. **Danfoss Power Solutions** - a world leader in hydraulic components and electronic controls that power and propel the equipment that builds our world. Danfoss Power Solutions provides know-how in motion across a wide array of industries - including construction, agriculture, material handling and more.
2. **Danfoss Climate & Energy** - a global leader focusing on energy-efficient solutions; well-proven technologies that save energy and cost; and reduce CO₂ emissions. Danfoss Climate & Energy has built up its competencies since 1933 - making modern living possible through climate and energy solutions used in areas such as cooling food, air conditioning, heating buildings; and controlling electric motors.

Danfoss has been equally pro-active in its approach towards global sourcing, particularly from suppliers in Asia, Eastern Europe and South America. In India, the company works with suppliers manufacturing high quality parts and supplying to its plants worldwide. In an attempt to increase

sourcing out of India, Danfoss is looking for new partners who are capable of taking up this challenge. The Seminar during the engineering Show was organised with this focus. Danfoss has a clearly laid out plan of outsourcing from India which include following parts :

1. Iron castings and machined castings
2. Hot and cold forgings
3. Turned parts
4. Fasteners and bearings
5. Press parts and stampings
6. Powder metal parts
7. Gears and shafts
8. Plastic molded parts
9. Aluminium castings

Criticalities with Hydraulic parts:

1. Very close tolerances
2. High cleanliness standards
3. Some special processes required
4. Precision machining requirements like grinding, lapping and honing

Supplier capabilities required:

1. ISO 9000 / TS16949 certified suppliers
2. Strong engineering team
3. Experience in component exports
4. Experience in international logistics and warehousing
5. Awareness of trade compliance rules and regulations of major countries



Mr Aman Chadha, Former Chairman, EEPC India speaking on the occasion

"Good Morning to you all!

I welcome you to the final day's first session of IESS 2014. We have thus far had a remarkably successful IESS and I am sure that we will end this Show in high spirits.

One of the key features of IESS has the Vendor Development Programmes through the Global Sourcing Meets with major companies in India and abroad. IESS 2014 has been a record of sorts as we have had some of the best names in global engineering attending IESS 2014 and carrying out Sourcing meets over the past two days.

It is in this line that we have today with us Mr Ajay Gandhe, Director, Procurement India, Danfoss Power Solutions India

Ltd to take us through their Sourcing programme details in India this morning. A hearty welcome to you, Mr Gandhe and I do hope that our participants here take full advantage of your distinguished presence.

Let me briefly introduce Danfoss to you. Danfoss is one of the largest industrial companies in Denmark. The global group is a leader within research, development and production, sales and service of mechanical and electronic components for several industries. Danfoss seeks to obtain its goals with a minimal consumption of raw materials and energy, the least possible impact on its surroundings and the most efficient use of resources.

Danfoss Industries Private Limited, in India, is an industry leader focused on climate and energy efficient solutions and is a 100-percent owned subsidiary of Danfoss Group. Established in 1998, Danfoss is headquartered in Chennai with a nation-wide sales and support network comprising of 10 offices, a manufacturing unit, R&D centre, strong network of channel partners and employs over 440 people. Danfoss India serves a wide range of industries that rely on Danfoss products for their component and sub-system needs-state-of-art refrigeration, air conditioning components and controls and a range of heating valves, controls & solutions for HVAC, district cooling and under floor heating applications.

With these words, may I now therefore request Mr Ajay Gandhe, Director, Procurement India, Danfoss Power Solutions India Ltd to take charge and address this august gathering?

Thank you."



Presentation on Danfoss by Mr Ajay Gandhe, Director, Procurement India of Danfoss Power Solutions India Ltd.

CXO Procure India – Paradigms in Government Procurement

A seminar on Business Opportunities with leading public sector undertakings (PSUs) was organized during the 3-day Show to develop global SME vendors and small/ medium enterprises to become a part of the supply chain of large enterprises.

Engineering is the largest segment of India's overall manufacturing sector and the largest foreign exchange earner for the Indian economy. The Union Cabinet has approved a procurement policy asking the government departments and public sector undertakings (PSUs) to give preference to micro and small entrepreneurs (MSEs), including those belonging to SC/ST entrepreneurs, while making purchases. As per the Public Procurement Policy, Micro, Small and Medium Enterprises Development (MSMED) Act, 2006, all Central ministries and PSUs will have to ensure that a minimum 20% of all their total annual purchases of products or services are from MSEs.

More than 60% of EEPC India members are from the MSME sector. This Seminar was organised in order to bridge the gap and to develop an understanding between MSME's and large scale enterprises regarding the procurement policy of Public Sector and Private Enterprises.

With the government's recent plan to create 20% reservations for MSME sector, there opens up a huge opportunity for Indian engineering companies for PSU supplies. To bridge the gap there is a need to have a mutual understanding between MSMEs and large scale enterprises buy way of partnership among them to come out with state-of-the-art production capabilities. The discussion immensely helped MSMEs to access the outsourcing needs of the PSUs and other large units. It provided a common platform to the MSMEs and the PSUs to match the requirements through the vendor development programmes.

"In India SMEs account for significant proportion of manufacturing and exports creating around 1.3 million jobs per year and employing about 60 million people. The SMEs sector's contribution equals 40% of India's exports and 8% of India's GDP. SMEs constitute over 90% of enterprises of all economies and are engines of economic growth and equitable development. The focus on small & medium enterprises startups in the last year's budget for the year 2013-14 has provided boost for entrepreneurship across the country. Further enhancing the refinancing capability from current level of Rs. 5000 crore to Rs. 10000 crore per year has helped the Indian SMEs, though the disbursements remain an area which needs to be looked into. We have given a presentation to the Government that the need of the hour to increase manufacturing is technology upgradation. But if an MSME or SME increases the technology or invests capital then its limit goes from Rs 10 cr to Rs 20 cr. But the limit set for MSME is Rs 10 cr. So then, there is a problem, if the MSME goes for technology investment then it is no longer in the small category. We have given this presentation to the Govt to increase the limit from Rs 10 cr to Rs 30 cr or Rs 50 cr."



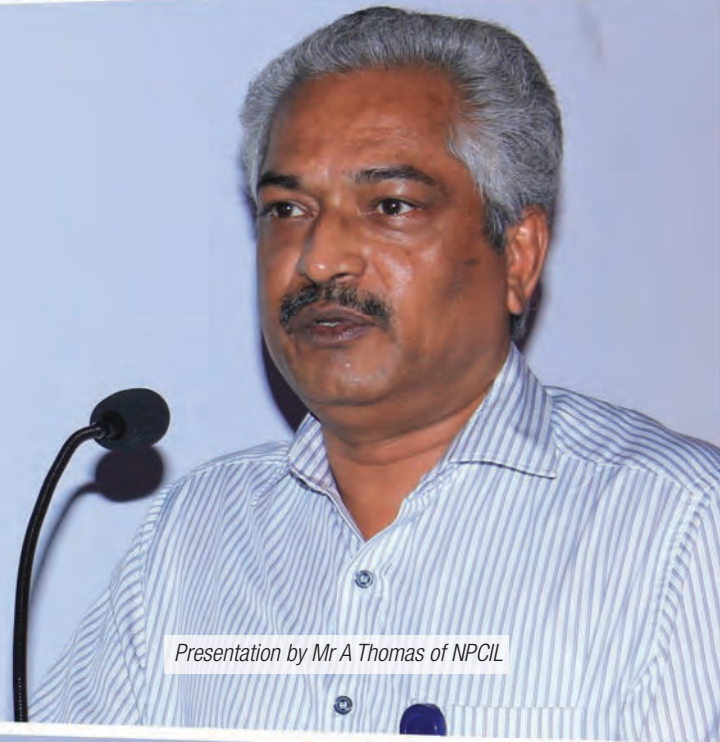
Mr T S Bhasin, Sr Vice Chairman, EEPC India
welcoming the guests

"NTPC was established in the year 1975. The prime role of NTPC was to set up thermal power stations. At that time the power generation used to be under State Govt. and thereafter the Central Govt. thought of getting into the area because there were lot of inefficiencies in the state sector. So the Central Govt set up 2 major power generation companies in the central sector - one was NTPC and the other was NHDC, the hydro sector. Today we are a 38 year young company and we have a turnover of US\$ 12 million and a profit after tax of over a million dollar. We have come a long way - we are ranked 234 in Forbes Global 2000 list and today we stand at 24000 MW generation capacity."



Presentation by Mr Vikram Talwar of NTPC

"We have large reserves of minerals in the south India. Presently we have 4700MW installed capacity starting from Tarapur, Rajasthan and 2 more are under construction. We have 2 units in Chennai and 4 units in Tarapur."



Presentation by Mr A Thomas of NPCIL

Presentation by Mr A R Kulkarni of Mazgaon Dock Ltd





INVERTO Global Sourcing Meet

International procurement is essential in today's world, but poses numerous challenges for companies – none more so than when cultural boundaries need to be overcome. INVERTO is an international business consultancy that focuses specifically on procurement and supply chain management.

It also supports its clients with an own software solutions that facilitates the strategic sourcing process i.e. the selection of capable suppliers for the demands of a company. It helps its clients to save costs by selecting the best suppliers and products for the cheapest price and best performance. Established in the year 2000, its clients are large corporations and leading mid-sized companies. Most of them are based in the sectors of retail, consumer goods,

pharmaceuticals, automobile, and mechanical and plant engineering.

With a team of 120 based at nine offices across the world, it is one of the leading specialist consultancies in this area. Its regional offices, particularly its branches in Asia and eastern Europe, enables it to offer a seamless range of strategic and operational supply management services. It has saved over £703m for its clients in over 2,247 assignments across various sectors and industries.

An INVERTO delegation led by German officials was present at IESS 2014 and discussed their sourcing requirements for items like Stamping, Fasteners, Gaskets, Injection molded parts, Plastic parts, Cables etc.



Mr Horstink of INVERTO interacting with the Indian engineering exporters.

"A Very Good Morning to you all!

I welcome you to the second day's first session of IESS 2014. A warm welcome to all other distinguished personality present here for their constant support and presence.

EEPC India takes pride in organizing these kinds of strategic global sourcing meets. In today's Global Sourcing Meet & B2B we have with us Mr. Tim Horstink, Senior Consultant, Inverto Sourcing Services India Pvt. Ltd. to take us through their core sectors. I warmly welcome you and I do hope that our participants here get immensely benefitted.

I would now like to present a snapshot of Inverto to all of you present out here. Inverto AG is a globally active management consultancy specializing in all areas of strategic sourcing and supply management. With around 90 employees, offices in Asia, Eastern Europe, the U.K. and the Netherlands, and its own e-sourcing technology, Inverto is one of the leading European management consultancies specializing in sourcing. Its customers include market-leading SMEs, industrial and commercial groups and the world's largest private equity companies.

Inverto Sourcing Services India Pvt. Ltd. was founded in July 2000. Their clients include successful mid-sized companies, international corporations and some of the world's largest private equity firms. All of them have come to rely on their pragmatic, results-driven approach.

With these words, may I now request Mr Tim Horstink, Senior Consultant, Inverto Sourcing Services India Pvt. Ltd., to take charge and address this august gathering.

Thank you."



Mr Aman Chadha, Former Chairman, EEPC India addressing the guests on this occasion.



Mr Horstink of INVERTO interacting with the Indian engineering exporters.



Seminar on Getting Ready for Sustainable Export

EEPC India on the 2nd day of the Show, organised a Seminar on Sustainable Exports with the support of Mechatronica Cluster.

Mechatronics is a key technology of the 21st Century and is the main engine for innovations and technological advances today. Mechatronics deals with the design and development of electro-mechanical systems that are controlled by electronics and embedded software. The holistic approach allows for optimization and advanced functionalities in innumerable applications, viz. automation, factory systems, aeronautics, transport, energy sectors etc.

This has prompted all advanced countries to pool knowledge of manufacturers of different components, supported by institutions, to form Clusters to develop new solutions.

"Mechatronics Cluster" is a highly co-ordinated and pooled effort amongst leading SME companies from various engineering, electrical, electronics, control systems, software design & systems integration fields to come together to form a Mechatronics Cluster. The common

goal of the Cluster is to stimulate effective co-operation between members leading to planning, development and production of mechatronic systems with highest operational capability for the purpose of supplying complete solutions to end-users or representatives/ intermediaries, in the field of automation, motion control and robotics world-wide. The Cluster plans to promote innovation and optimisation of automation solutions by harnessing the expertise and experience of its combined strength of huge manufacturing skills and system integration knowledge.

Realising the potential of Indian enterprise backed by advancing automation and large engineering base of India and its scope in building collaboration between European and Indian industry in searching for optimum innovative solutions in a variety of applications, CBI of The Netherlands is also providing support and promote the activities of the Cluster.

The Seminar was attended by large no. of engineering entrepreneurs present in the Show.



Address by Mr Jagdish Mahajan, President, Mechatronica Cluster (Indian Cluster of Mechatronics) & Senior International Expert, CBI, The Netherlands)



"Friends,

Good Afternoon to you all!

I welcome you all to this post lunch session on the Seminar on "Getting Ready for Sustainable Export". EEPC India is primarily a trade and investment promotion organization catering to the engineering sector. The Engineering sector accounts for nearly a fifth of India's total exports of over US\$ 300 billion in 2012-13. Thus, for India to close its balance of trade gap in the medium to long term, which was US\$ 180 billion 2012-13, it is critical that the engineering sector performs well.

If India has any ambitions to become a major economic player, it is critical that sectors like engineering and chemicals become the bedrock of our industry and be the major drivers of exports.

In order for this to happen, India's manufacturing sector's share in GDP which is stuck in the 15-16% range for the last 20 years must increase to 25% of GDP 2022, as mandated in the National Manufacturing Policy. This needs to be combined with a sustainable export strategy so that the multiple objectives of a balance in trade, employment and economic growth can be achieved in the years ahead.

This is also the last year of the current Foreign Trade which expires on march 31, 2014. The new Government is likely to take office after the Lok Sabha is constituted latest by May 31, 2014.

It is in this context that today's Seminar on "Getting Ready for Sustainable Export" in the backdrop of IEES 2014 gains relevance. I therefore look forward to the address by Mr Jagdish Mahajan, who is a renowned expert, to give his insights now.

So without any further ado, let me request Mr Jagdish Mahajan to address this august gathering.

Thank you"

Iran Business Forum



The presence of a large delegation from Iran and B2B meetings with the Indian entrepreneurs was another big draw during India Engineering Sourcing Show. Led by Mr Farzad Salaredini of Behresan Farayand Darou Co, the Iranian delegation consisted of about 25 members from various sectors of engineering industries.

India-Iran relations span centuries marked by meaningful interactions. The two countries shared a border till 1947 and share several common features in their language, culture and traditions. Both South Asia and the Persian Gulf have strong commercial, energy, cultural and people-to-people links. The two countries have in place several bilateral consultative mechanisms at various levels which meet regularly. Foreign Offices of both countries also hold regular consultations on bilateral and regional issues.

India-Iran enjoys economic and commercial ties covering many sectors. However, the trade relations have traditionally been buoyed by Indian import of Iranian crude oil resulting in overall trade balance in favour of Iran. The total trade between India – Iran in 2013–14 stood at US\$ 15253.52 million.

The B2B meetings organised on this occasions were a big hit and received very positive response.



*"Distinguished Guests,
Ladies & Gentlemen,*

It is my privilege to welcome you to the Iran Business Forum this afternoon. Our immense thanks to the participants from Iran and the Iranian Consulate General's office, in particular, for making IESS 2014 a grand success.

Iran today is, perhaps, one of the most exciting countries for the engineering sector. Iran has shown to the world how to face challenges in a globalised environment and we in India are most impressed by the efforts the Iranian Government has made to promote trade and investment relations between our two countries.

India and Iran have historical ties, which have been strengthened in the post-independent era. The people of India admire the determination of the Iranian people to carve out an independent and self reliant economic programme. Indian business and industry is keen to associate it with the Iranian people to develop this relationship for mutual benefits.

In the aftermath of the UN sanctions, India and Iran developed a system where Indian exports payments could be made in INR via a system of letter of credit through designated banks. India, which is dependent on petroleum and oil from abroad, has benefited immensely from the oil exported by Iran and this system of Rupee payment has enabled Indian exporters to reach out to Iran for its various engineering goods imports. It is our belief that our engineering trade has tremendous potential and Iran can look to the Indian engineering sector for meeting its various requirements. EEPC India feels that it's possible to increase our engineering exports to at least US\$ 2 billion in the next five years. This will also help in reducing India's trade deficit with Iran.

It is this perspective that IESS 2014 can play a catalytic role and we look forward to our distinguished speakers from Iran to share their perspective before this august gathering.

With these few words, may I welcome our speakers to this session and look forward to their presentations today.

Thank you."

*Mr Satish K Dhanda, Former Chairman, EEPC India
addressing the guests*





A business meeting in progress



Interactive session in progress

NASSCOM Summit – Opportunities & Growth in Engineering Services in India

NASSCOM's Engineering Forum was set up to accelerate innovation within the Indian engineering industry. It helps the country build its engineering capabilities, in sync with the rapidly evolving global Engineering R&D services landscape.

According to a NASSCOM-Booz Global Engineering R&D report released in May 2010, globally offshorable revenues of both traditional verticals (Aerospace, Automotive, Telecom, Semiconductors, Consumer Electronics and Construction/Heavy Machinery) and emerging verticals (Computing Systems, Energy, Infrastructure, Industrial Automation and Medical Devices) are expected to reach US\$ 90-100 billion. Of this, India will garner a share of around 40% by 2020, equivalent to US\$ 40-45 billion. The sector's existing share stands at US\$ 7.9 billion.

As the landscape evolves in terms of New Markets, New Industries and Value Chains, and as the Indian engineering and R&D (ER&D) services offshoring industry enhances its value proposition, it is getting increasingly critical for the sector to augment its existing capabilities. It also needs to enter into engagements that lead to end-to-end product development, in order to reach its set targets.

NASSCOM organised a seminar with EEPC India during IESS 2014 to showcase various opportunities in the sector.

The Seminar was divided in 3 sessions. The first session focussed on how India is impacting the global engineering market through developing capabilities in breadth and depth in various vertical domains such as Automobiles, Aerospace, Semiconductor, Telecom, Computing and IT etc and how the global corporations are now leveraging the R&D activities in India to move closer to emerging markets.

The second session focussed on the future of engineering services and ER&D services companies in India have built the capabilities including technological advances, changed in competitive landscape and consumer preferences.

The third session focussed on developing the ecosystem as India is currently a net importer of technology. Pockets of excellence have been built by the ER&D industry in the country that will enable us to significantly enhance the indigenous capability with integration of Design, Prototype, Testing, Manufacturing, Maintenance and Services. This session focussed on need for developing the eco-system, thus making India as a self-reliant in the engineering technology space.

Mr Ravi Sehgal, Vice Chairman, EEPC India
welcoming the guests



" Ladies and Gentlemen,
Friends,

I welcome you all to the final session of NASSCOM Summit on developing an ecosystem that will make India self reliant in the engineering technology space. India has a large engineering talent pool which has all the potential to become the Silicon Valley of Asia. Unfortunately, the innovation rate is rather low and the investment in R&D is one of the lowest among comparable countries. There, therefore, a dearth of proper startup ecosystem. Even the basic minimum sum is not easily available to the young entrepreneurs to start their business. It would be of tremendous help if entrepreneurs could get Government support.

Thus the need of the hour is to build a comprehensive ecosystem, which will help India to become self-reliant in the Engineering technology space. To discuss some of these issues as well as how we should learn from experience of other countries, we have today with us a distinguished panel of speakers. So without any further delay, may I now request Mr Harish Mehta, Chairman, Onward Technologies to take charge and take us through his presentation?

Thank you. "



Mr R Seshagiri, Deputy Regional Chairman (SR), EEPC INDIA addressing the guests

" Friends,

Good afternoon to you all !

I welcome you to the second session of NASSCOM Summit dealing with future of engineering services.

According to NASSCOM-Booz Global Engineering R&D report 2012, Indian offshore Engineering R&D market is expected to reach US\$ 37-45 billion by 2020. This growth will be propelled by the understanding of life cycle of customer voice to customer experience. In this session we hope to focus on how ER&D services companies in India have built the capabilities including technological advances, changes in competitive landscape and consumer preference.

The Indian ER&D is widely acknowledged as a dynamic part of global research centers. Our country is fast emerging as engineering and design hub and houses over 750 engineering and engineering services companies. Many of the global corporations are now leveraging the ER&D activities in India to move closer to emerging markets. ER&D firms are increasingly developing capabilities that are enabling them to participate across all stages of development, thereby, delivering high-end services to customers.

There are, however, certain obstacles grip the ER&D space and require immediate redressal. India needs to sustain its cost competitiveness and fill its absence of linkages to manufacturing capabilities. Collaborative action is required to ensure future growth as ER&D is strategic to India and has the potential to bring a transformative change in the Indian economy.

We have today a panel of distinguished speakers and so without any further delay, may I now request Mr. Mohan Reddy, Chairman, Infotech Enterprises, to take charge and address the gathering.

Thank you.



Dr Ravi Guttal, Vice President, John Deere India Pvt Ltd speaking during the discussion



Mr Samir Yajnik, President, APAC, Tata Technologies



Mr Prakash Bodanapu



Mr Raghav Gurur, Head, TCI, Continental India



Mr Arun Shivaram, Head, Global Technical Center India, SKF



Mr Vaibhav Aneja, VP, Neilsoft



Mr Prakash Bodla, VP, UTC

Pentair IPO Global Sourcing Meet

Pentair Water is a global leader in providing innovative products and systems used worldwide in the movement, treatment, storage and enjoyment of water.

Its Filtration and Water Treatment groups are known for manufacturing and marketing Fleck® control valves, Structural®, Park® and WellMate™ pressure vessels, CodeLine™ membrane housings and PENTEK® filter housings, cartridges, and drinking water systems. Each brand holds a leadership position in the residential, commercial and/or industrial markets they serve.

The products are manufactured and distributed globally via operations in North America, Latin America, Europe,

Australia, India and China.

Other Pentair Water businesses include Pentair Pumps and Pentair Pool & Spa.

Pentair's Technical Products Group is a leader in the global enclosures market, designing and manufacturing standard, modified, and custom enclosures that house and protect sensitive electronics and electrical components. With 2007 revenues of \$3.4 billion, Pentair employs approximately 16,000 people worldwide.

As per the company's worldwide procurement and sourcing programme, a sourcing meet was organised to target a large number of manufacturers.



Mr Arun Kumar Garodia, Regional Chairman (ER), EEPC India delivering the welcome address

*"Distinguished Guests,
Ladies and Gentlemen,
Friends,
Good Afternoon to you all!*

I warmly welcome you all on the second day's Global Sourcing B2B session of IESS 2014.

One of the key features of IESS has been the Global Sourcing Meet with some major companies of India and abroad. We welcome all our distinguished guests for their august presence. IESS 2014 has created a platform for the participants for looking at opportunities of global sourcing of major companies and finding ways for tapping into new streams of revenue.

Today, we have with us Mr. Sachin Uttarkar, Director of International procurement for India and S.E. Asia, Mr. Anil Shetty, Commodity Head IPO for Castings and Forgings and Mr Chandramouli, Commodity Head IPO for Machining, Fabrication, Electrical and Electronics presenting their sourcing policies. I warmly welcome you all and I do hope that

our participants here get immensely benefitted.

Let me briefly introduce Pentair to you.

Pentair is global water, fluid, thermal management, and equipment protection partner with industry leading products, services, and solutions that fit our changing needs. It aims to deliver the adaptive, industry-leading solutions that help in ensuring a safer, healthier future for all. Pentair works at the very center of global commerce, providing critical inputs to a wide range of essential industries. From Filtration and Processing to Flow Management, and from Equipment Protection to Thermal Management, they apply disciplined execution to push the boundaries of what's possible.

With revenues of approximately \$8 billion, Pentair employs 30,000 people worldwide, working with clients and partners on six continents. In the year, 2006 Pentair purchased Germany-based Jung Pumpen GmbH, which makes pumps and other products for wastewater processing. The deal was completed in early 2007 for \$227 million.

Pentair report performances of their business within three global operating segments: Water & Fluid Solutions, Valves & Controls, and Technical Solutions. Across all the businesses and industries they serve, they seek to help customers do more with existing resources and tap the power of new approaches to achieve more effective methods and sustainable outcomes.

With these words, may I now therefore request Mr Sachin Uttarkar to take charge and address this august gathering?

Thank you."



Mr Chandramouli T, Commodity Head IPO for Machining, Fabrication, Electrical & Electronics in a meeting with an entrepreneur



Mr Anil Shetty, Commodity Head IPO for Castings & Forgings discussing business with one of the sellers



A view of Buyer - Seller Meets

Publicity & Branding

A focussed publicity drive was carried out by EEPC India all over the country to create awareness about the biggest engineering sourcing show in India.

Pre-Show Publicity

All relevant information about the India Engineering Sourcing Show was uploaded on the specially designed website <https://www.iesshow.in> where exhibitors, delegates or visitors could register themselves. The website was updated on a regular basis to keep everyone abreast about the event. Moreover, mailers were sent to the trade associations, business chambers to bring in delegations

and visit the Show. Also, newsletters were sent on regular intervals to promote the Show among prospective participants, both from member and non-member category.

Newspaper Advertisements

A massive publicity drive was undertaken by EEPC India through newspaper all over the country and advertisements were released in various national and leading regional newspapers in English, Hindi, Marathi and Gujarati with active support of DAVP, Ministry of Information & Broadcasting, Govt of India.

List of Ad release

Newspaper	Date	Edition	Language	Newspaper	Date	Edition	Language
Business Standard	24-Oct-13	Mumbai	English	Gujarat Samachar	19-Dec-13	Ahmedabad	Gujarati
Business Standard	5-Nov-13	Mumbai	English	Gujarat Samachar	31-Dec-13	Ahmedabad	Gujarati
Business Standard	7-Jan-14	Mumbai	English	Gujarat Samachar	31-Dec-13	Rajkot	Gujarati
Business Standard	15-Jan-14	Mumbai	English	Gujarat Samachar	2-Jan-14	Surat	Gujarati
Business Standard	23-Jan-14	Mumbai	English	Gujarat Samachar	8-Jan-14	Surat	Gujarati
Business Standard	11-Dec-13	Mumbai	English	Lokmat	26-Dec-13	Mumbai	Marathi
Business Standard	18-Dec-13	Mumbai	English	Lokmat	20-Jan-14	Mumbai	Marathi
Business Standard	24-Dec-13	Mumbai	English	Lokmat	16-Jan-14	Nagpur	Marathi
Business Standard	22-Oct-13	New Delhi	English	Lokmat	25-Dec-13	Aurangabad	Marathi
Business Standard	19-Nov-13	New Delhi	English	Lokmat	13-Jan-14	Aurangabad	Marathi
Business Standard	17-Dec-13	New Delhi	English	Lokmat	15-Jan-14	Solapur	Marathi
Business Standard	26-Dec-13	New Delhi	English	Nav Bharat Times	16-Dec-13	Nasik	Hindi
Business Standard	21-Jan-14	New Delhi	English	Sakal	6-Nov-13	Pune	Marathi
Business Standard	10-Oct-13	Kolkata	English	Sakal	13-Jan-14	Pune	Marathi
Business Standard	31-Oct-14	Kolkata	English	Sakal	20-Jan-14	Pune	Marathi
Business Standard	23-Dec-13	Kolkata	English	Sakal	20-Jan-14	Aurangabad	Marathi
Business Standard	8-Jan-14	Kolkata	English	Sandesh	20-Jan-14	Ahmedabad	Gujarati
Free Press Journal	20-Dec-13	Mumbai	English	Sandesh	6-Jan-14	Rajkot	Gujarati
Free Press Journal	1-Jan-14	Mumbai	English	The Asian Age Mumbai	27-Nov-13	Mumbai	English
Free Press Journal	21-Jan-14	Mumbai	English	The Asian Age Mumbai	4-Dec-13	Mumbai	English
Gujarat Samachar	24-Oct-13	Ahmedabad	Gujarati	The Asian Age Mumbai	13-Dec-13	Mumbai	English
Gujarat Samachar	14-Nov-13	Ahmedabad	Gujarati	The Asian Age Mumbai	18-Dec-13	Mumbai	English

Newspaper	Date	Edition	Language	Newspaper	Date	Edition	Language
The Asian Age Mumbai	8-Jan-13	Mumbai	English	The Economic Times	4-Dec-13	Ahmedabad	English
The Asian Age Mumbai	13-Jan-13	Mumbai	English	The Economic Times	17-Dec-13	Ahmedabad	English
The Asian Age Mumbai	20-Jan-13	Mumbai	English	The Economic Times	2-Jan-14	Ahmedabad	English
The Asian Age Mumbai	21-Jan-13	Mumbai	English	The Economic Times	8-Jan-14	Ahmedabad	English
The Economic Times	10-Oct-13	Mumbai	English	The Economic Times	15-Jan-14	Ahmedabad	English
The Economic Times	16-Oct-13	Mumbai	English	The Economic Times	21-Jan-14	Ahmedabad	English
The Economic Times	31-Oct-13	Mumbai	English	The Economic Times	10-Oct-13	New Delhi	English
The Economic Times	20-Nov-13	Mumbai	English	The Economic Times	31-Oct-13	New Delhi	English
The Economic Times	26-Nov-13	Mumbai	English	The Economic Times	6-Nov-13	New Delhi	English
The Economic Times	3-Dec-13	Mumbai	English	The Economic Times	27-Nov-13	New Delhi	English
The Economic Times	12-Dec-13	Mumbai	English	The Economic Times	3-Dec-13	New Delhi	English
The Economic Times	24-Dec-13	Mumbai	English	The Economic Times	12-Jan-13	New Delhi	English
The Economic Times	2-Jan-14	Mumbai	English	The Economic Times	2-Jan-14	New Delhi	English
The Economic Times	14-Jan-14	Mumbai	English	The Economic Times	20-Jan-14	New Delhi	English
The Economic Times	21-Jan-14	Mumbai	English	The Economic Times	23-Oct-13	Kolkata	English
The Economic Times	23-Jan-14	Mumbai	English	The Economic Times	13-Nov-13	Kolkata	English
The Economic Times	10-Oct-13	Pune	English	The Economic Times	29-Nov-13	Kolkata	English
The Economic Times	16-Oct-13	Pune	English	The Economic Times	6-Dec-13	Kolkata	English
The Economic Times	24-Oct-14	Pune	English	The Economic Times	12-Dec-13	Kolkata	English
The Economic Times	29-Oct-14	Pune	English	The Economic Times	2-Jan-14	Kolkata	English
The Economic Times	19-Nov-13	Pune	English	The Economic Times	18-Dec-13	Chennai	English
The Economic Times	28-Nov-13	Pune	English	The Economic Times	15-Jan-14	Chennai	English
The Economic Times	5-Dec-13	Pune	English	The Economic Times	10-Oct-13	Bangalore	English
The Economic Times	12-Dec-13	Pune	English	The Economic Times	30-Oct-13	Bangalore	English
The Economic Times	17-Dec-13	Pune	English	The Economic Times	27-Nov-13	Bangalore	English
The Economic Times	24-Dec-13	Pune	English	The Economic Times	4-Dec-13	Bangalore	English
The Economic Times	14-Jan-14	Pune	English	The Economic Times	23-Dec-13	Bangalore	English
The Economic Times	21-Jan-14	Pune	English	The Economic Times	16-Jan-14	Bangalore	English
The Economic Times	15-Oct-13	Ahmedabad	Gujarati	The Economic Times	12-Nov-13	Hyderabad	English
The Economic Times	25-Dec-13	Ahmedabad	Gujarati	The Economic Times	20-Nov-13	Hyderabad	English
The Economic Times	14-Jan-14	Ahmedabad	Gujarati	The Economic Times	17-Dec-13	Hyderabad	English
The Economic Times	10-Oct-13	Ahmedabad	English	The Economic Times	1-Jan-13	Hyderabad	English
The Economic Times	5-Nov-13	Ahmedabad	English	The Financial Express	17-Oct-13	Mumbai	English
The Economic Times	13-Nov-13	Ahmedabad	English	The Financial Express	22-Oct-13	Mumbai	English
The Economic Times	21-Nov-13	Ahmedabad	English	The Financial Express	30-Oct-13	Mumbai	English
The Economic Times	27-Nov-13	Ahmedabad	English	The Financial Express	14-Nov-13	Mumbai	English

Newspaper	Date	Edition	Language	Newspaper	Date	Edition	Language
The Financial Express	21-Nov-13	Mumbai	English	The Hindu Business line	24-Dec-14	Coimbatore	English
The Financial Express	25-Dec-13	Mumbai	English	The Hindu Business line	7-Jan-14	Coimbatore	English
The Financial Express	20-Jan-14	Mumbai	English	The Hindustan Times	28-Nov-13	Jalandhar	English
The Financial Express	22-Jan-14	Mumbai	English	The Hindustan Times	5-Dec-13	Jalandhar	English
The Financial Express	16-Oct-13	New Delhi	English	The Hindustan Times	13-Dec-13	Jalandhar	English
The Financial Express	13-Nov-13	New Delhi	English	The Indian Express	19-Dec-14	Pune	English
The Financial Express	8-Jan-14	New Delhi	English	The Indian Express	16-Dec-13	Vadodara	English
The Financial Express	22-Jan-14	New Delhi	English	The Indian Express	25-Dec-13	Vadodara	English
The Financial Express	25-Dec-13	Chennai	English	The New Indian Express	26-Nov-13	Chennai	English
The Hindu	10-Oct-13	Chennai	English	The New Indian Express	3-Dec-13	Chennai	English
The Hindu	17-Oct-13	Chennai	English	The Times of India	23-Oct-13	Mumbai	English
The Hindu	12-Nov-13	Chennai	English	The Times of India	12-Nov-13	Mumbai	English
The Hindu	23-Oct-13	Coimbatore	English	The Times of India	17-Dec-13	Mumbai	English
The Hindu	20-Nov-13	Coimbatore	English	The Times of India	8-Jan-14	Mumbai	English
The Hindu Business line	30-Dec-13	Mumbai	English	The Times of India	21-Jan-14	Mumbai	English
The Hindu Business line	16-Jan-14	Mumbai	English	The Times of India	12-Dec-13	Nagpur	English
The Hindu Business line	23-Jan-14	Mumbai	English	The Times of India	20-Dec-13	Nagpur	English
The Hindu Business line	19-Dec-13	New Delhi	English	The Times of India	19-Nov-13	Bangalore	English
The Hindu Business line	24-Dec-13	New Delhi	English	The Tribune	23-Dec-13	Jalandhar	English

Advertisements in Journals / Magazines / Websites

To promote the event, several advertisements were released in various trade and industry magazines and websites on barter basis.

1. Print Media

- **Four Square Media** - Publisher of Export Import World, Machinery & Industrial World, Electrical & Electronic World.
- **Industrial Product Finder** - India's leading industrial products magazine as well as B2B portal.
- **Industrial Products Source** – This is an industrial products/ processes/ services review published on a monthly basis. The spectrum of contents encompasses every field of industry. This magazine is referred by CEOs, COOs, MDs, Proprietors, Entrepreneurs, Purchase Managers, Vendor Development Managers, Maintenance Managers, QC Managers, Material Managers, Project Consultants, Technical Institutes, Libraries etc.

- **Akash Publication** – Deals in magazine space product finder, industrial pharma tech service provider of allied industries & machines tools magazine monthly.

2. Online Media

- **TenderTiger.com** – Leading portal for information on tenders.
- **Digital Trade Network/ www.trade4india.com** - Indian exporters, manufacturers and suppliers directory providing comprehensive information on Indian and International exporters, manufacturers etc.
- **Jupiter Infomedia Ltd (Jimtrade)** - India Business Directory featuring Indian suppliers directory, manufacturers and products directory, Trade Fairs from India.



Peddar Road Nr. Jaslok



Worli Sea Link



WEH, Before Vakola Flyover



WEH, Andheri Nr. Pump House - LHS



Malad times of india WEH shelter



Malad times of india WEH shelter



JVLR Towards WEH



Pune to Mumbai on Express Way



Nasik to Mumbai



WEH OPP. DOMESTIC AIRPORT



WEH - Before Airport - Vile Parle



After Vakola Flyover on WEH



Dharavi towards BKC



Sion Chunabhati towards Dadar



Dharavi towards BKC

WEH : Western Express Highway
BKC : Brandra Kurla Complex

In-Show Publicity

Publicity inside the exhibition hall was done in the form of banners, posters and buntings. The theme pavilion was decorated with posters on the achievements of the Indian engineering industry. A video film was continuously played during the exhibition in the theme pavilion which caught attention of many visitors.

To facilitate the Show visit, a guide for the visitors and three-day programme schedule was printed in bulk and distributed from the registration counter. A special edition of EEPC India monthly magazine – Indian Engineering Exports was also released prior to the Show.

The directory and profile of all the exhibitors was prepared in the form of a book and distributed from the EEPC India's theme pavilion and other information booths.



Specially created CD containing profile of exhibitors in IESS



Special VIP Passes



Specially designed literature and publicity material for the EEPC India National Awards & IESS Networking Dinner

VISIT

INDIA ENGINEERING SOURCING SHOW 2014

22-24 JANUARY 2014, HALL I
BOMBAY EXHIBITION CENTRE
GOREGAON (E)
WESTERN EXPRESS HIGHWAY, MUMBAI

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300 EXHIBITORS. DELEGATES FROM AROUND THE GLOBE. ROBOTS. VENDOR DEVELOPMENT. B2B SESSIONS. SEMINARS.

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GOREGAON (E)
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EURASIA



COUNTRIES AND THEIR CAPITALS IN THE EURASIAN REGION

Armenia - Yerevan
Azerbaijan - Baku
Belarus - Minsk
Kyrgyzstan - Bishkek
Kazakhstan - Astana
Tajikistan - Dushanbe
Turkmenistan - Ashgabat
Ukraine - Kyiv
Uzbekistan - Tashkent
Georgia - Tbilisi
Russia - Moscow



India's exports to the Eurasian region US\$469.35 million (April - November 2013)

RUSSIA	292.29
UKRAINE	100.07
KAZAKHSTAN	27.86
UZBEKISTAN	14.40
TURKMENISTAN	10.53
GEORGIA	8.27
AZERBAIJAN	6.65
BELARUS	6.39
ARMENIA	1.93
KYRGHYZSTAN	0.61
TAJIKISTAN	0.35

INVITATION

has the pleasure of inviting

Ms/Mr

to booth no.:

at the

India Engineering Sourcing Show 2014
Bombay Exhibition Centre, Goregaon East,
(off Western Express Highway), Mumbai

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IESS 14 MUMBAI
INDIA ENGINEERING SOURCING SHOW 2014!
22-24 January 2014, 10 a.m. to 6 p.m.
Bombay Exhibition Centre, Goregaon East, Mumbai
www.iesshow.in

300 EXHIBITORS
600 OVERSEAS DELEGATES FROM 100 COUNTRIES
10,000 VISITORS

EEPCINDIA
ENGINEERING THE FUTURE

The India Show
Department of Commerce
Ministry of Commerce & Industry
Government of India

IESS 14 MUMBAI India Engineering Sourcing Show 2014

22-24 January 2014, Hall 1, Bombay Exhibition Centre, Goregaon, Mumbai

Vendor development
by global majors

Danfoss **NASSCOM**

CLAS

ABB

Pentair

NTPC

Nuclear Power Corporation of India

The India Engineering Sourcing Show (IESS) 2014 will have global sourcing meets, investment opportunities, global buyers, JVs and tech transfers, and vendor development by global majors.

EXPERIENCE THE DIFFERENCE!

HIGHLIGHTS OF IESS 2014

100-strong COMESA delegation and a ministerial delegation from Africa; German Business Day; Robots for domestic and industrial tasks; SP Jain Institute workshop on 'Managing Family Businesses'; leading multinationals looking to source from India; TIE seminar on entrepreneurship; NASSCOM seminar on opportunities; quality buyers from GCC; and Toshiba from Japan

FOCUS PRODUCT GROUPS

Automotive Components; Subcontracting & Industrial Supply; Industrial and Electrical Machinery; Research and Technological Development

ONLINE REGISTRATION HAS GONE LIVE AT www.iesshow.in. PLEASE HURRY!



22-24 JANUARY 2014
BOMBAY EXHIBITION CENTRE

Three-day Programme

Wednesday 22 January 2014

10:30 a.m.	Registration - Hall 1
11:30 a.m.-12:30 p.m.	Press Conference - Seminar Room A, Hall 1
12:30 p.m.-1:30 p.m.	Lunch - Hall 1
1:30 p.m.-4:30 p.m.	Session: India - GCC Dialogue, Hall 1
4:30 p.m.-5:30 p.m.	India-GCC Dialogue: Business Forum, Hall 1
5:30 p.m.-6:30 p.m.	Global Sourcing Meet & Expo, Hall 1
6:30 p.m.-8:30 p.m.	Global Sourcing Meet & Expo, Hall 1

Thursday 23 January 2014

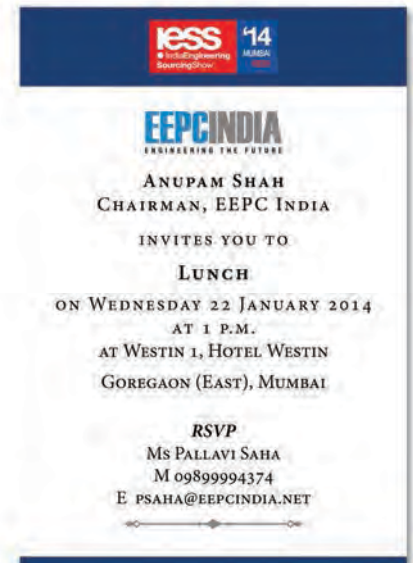
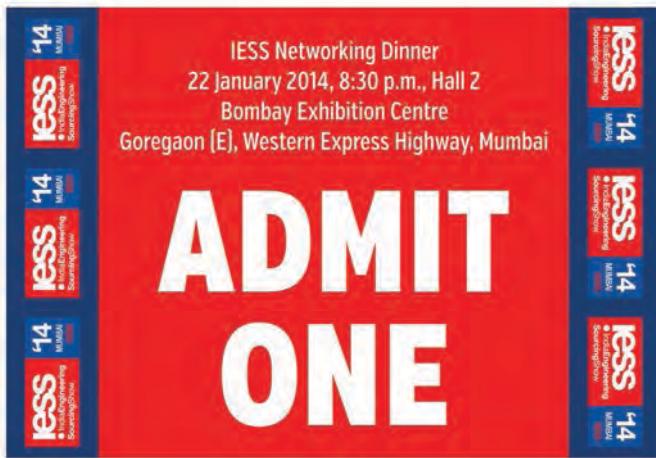
10:30 a.m.-12:30 p.m.	Registration - Hall 1
12:30 p.m.-1:30 p.m.	Lunch - Hall 1
1:30 p.m.-4:30 p.m.	Session: India - GCC Dialogue, Hall 1
4:30 p.m.-5:30 p.m.	India-GCC Dialogue: Business Forum, Hall 1
5:30 p.m.-6:30 p.m.	Global Sourcing Meet & Expo, Hall 1
6:30 p.m.-8:30 p.m.	Global Sourcing Meet & Expo, Hall 1

Friday 24 January 2014

10:30 a.m.-12:30 p.m.	Registration - Hall 1
12:30 p.m.-1:30 p.m.	Lunch - Hall 1
1:30 p.m.-4:30 p.m.	Session: India - GCC Dialogue, Hall 1
4:30 p.m.-5:30 p.m.	India-GCC Dialogue: Business Forum, Hall 1
5:30 p.m.-6:30 p.m.	Global Sourcing Meet & Expo, Hall 1
6:30 p.m.-8:30 p.m.	Global Sourcing Meet & Expo, Hall 1

8:30 a.m.-9:30 a.m. Award Distribution to IESS 2014 participants & Closing Ceremony





IESS '14 MUMBAI India Engineering Sourcing Show 2014
Bombay Exhibition Centre, Mumbai, 22-24 January 2013

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Managing challenges of currency fluctuations & involvement of States in export promotion

12 September 2013 Mumbai

EEPCINDIA ENGINEERING THE FUTURE

IESS '14 MUMBAI

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Joint Secretary, Department of Commerce
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26 November 2013 Ludhiana

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Canada

Export Awareness Seminar & Opportunities at IESS 2014
in association with
BBN Industries Association &
Consulate General of Canada, Chandigarh

29 November 2013, Baddi, Himachal Pradesh

IESS '14 MUMBAI

ABB Global Sourcing Meet

Wednesday 22 January 2014,
Bombay Exhibition Centre, Mumbai

ABB

INTERNATIONAL PARTNER: Indofirst
PARTNER STATE: Government of Karnataka
PARTNER REGION: COMPTON

EEPCINDIA ENGINEERING THE FUTURE

IESS '14 MUMBAI

EEPC India welcomes you to IESS B2B Lounge

22-23 January 2014
Bombay Exhibition Centre, Mumbai

INTERNATIONAL PARTNER: Indofirst
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IESS '14 MUMBAI

CXO Compass – Investment Forum
Seminar on Inbound and Outbound Investment Opportunities

Thursday 23 January 2014, Bombay Exhibition Centre, Mumbai

INTERNATIONAL PARTNER: Indofirst
PARTNER STATE: Government of Karnataka
PARTNER REGION: COMPTON

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IESS '14 MUMBAI

Seminar on Entrepreneurship Development

Thursday 23 January 2014,
Bombay Exhibition Centre, Mumbai

INTERNATIONAL PARTNER: Indofirst
PARTNER STATE: Government of Karnataka
PARTNER REGION: COMPTON

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IESS '14 MUMBAI

Seminar on 'Getting ready for Sustainable Exports'

Thursday 23 January 2014, Bombay Exhibition Centre, Mumbai

INTERNATIONAL PARTNER: Indofirst
PARTNER STATE: Government of Karnataka
PARTNER REGION: COMPTON

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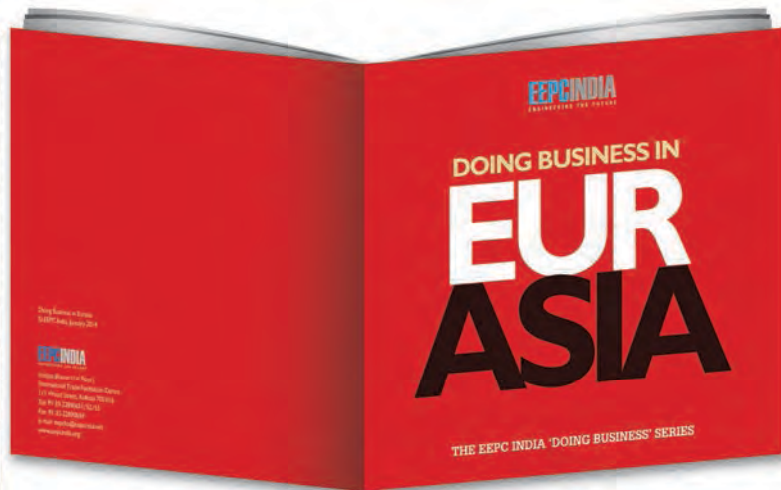
IESS '14 MUMBAI

India Engineering Sourcing Show 2014
Press Conference

Wednesday 22 January 2014, Bombay Exhibition Centre, Mumbai

INTERNATIONAL PARTNER: Indofirst
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INDIA ENGINEERING SOURCING SHOW 2014!

22-24 January 2014, Hall 1 and 2
10 a.m. to 6 p.m., Bombay Exhibition Centre
Goregaon East, Mumbai
www.iesshow.in

Above, a view of the robots that will be on display at IESS 2014

Global sourcing meet, investment opportunities, Global buyers, JVs and tech transfers, and Vendor development at the third edition of The India Engineering Sourcing Show (IESS) 2014 in Mumbai

HIGHLIGHTS OF IESS 2014: 100-strong COMESA delegation, overseas ministerial and business delegations; country and state pavilions; B2B meetings; PSU participation; and more

FOCUS PRODUCT GROUPS

Automotive Components; Subcontracting & Industrial Supply; Industrial and Electrical Machinery; Research and Technological Development

PARTNER STATE PARTNER REGION



India Engineering Sourcing Show 2014
22 > 24 January 2014, Bombay Exhibition Centre, Mumbai

10,000 visitors
100 overseas exhibitors
1,000 overseas buyers from 100 countries
Sourcing by multinational companies
B2B meetings, seminars and symposiums
400 Indian exhibitors

FOCUS PRODUCT GROUPS
Automotive Components; Subcontracting & Industrial Supply; Industrial and Electrical Machinery; Machine Tools; Pumps and Valves; Research and Technological Development

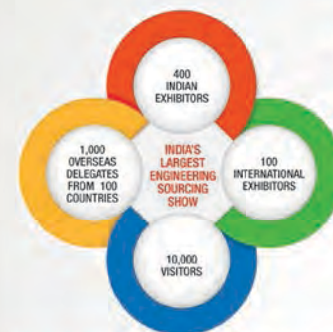
CONTACT
EEPC India
"Sphere Business" (1st Floor)
No. 5-6-18/73 & 414, M. G. Road
Secunderabad 500 003
Tel: 91-40-27536704
Tel/Fax: 91-40-27536705
e-mail: iesshow@eeppcindia.net
Please visit: www.iesshow.in

Participation Charges
This event is being organised under the MAI scheme of the Ministry of Commerce & Industry, Government of India

Sr. No.	Category	Minimum Area (sq. m)	EEPC India Members (Rs/eq. m)	Non-EEPC India Members (Rs/eq. m)
1.	Standard Shell scheme construction	9	8000 + Service Tax	9000 + Service Tax
2.	Bare Space	36	7500 + Service Tax	8500 + Service Tax

Service Tax: 12.36%. Surcharge on corner booths will be 10% extra. Corner booths are limited in number and will be allocated on a first-come, first-served basis after full payment is received.

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India Engineering Sourcing Show 2014
22 > 24 January 2014, Bombay Exhibition Centre, Mumbai

FOCUS PRODUCT GROUPS
Automotive Components; Subcontracting & Industrial Supply; Industrial and Electrical Machinery; Research and Technological Development

CONTACT
Rajat Srivastava, Regional Director, EEPC India (WRI)
Tel: 022 42125555; Mobile: 09769063838
Email: rajat.srivastava@eeppcindia.net; eeppcromm@eeppcindia.net
Sudhakar Nair, Assistant Director, EEPC India (SRO - Ahmedabad)
Tel: 079 2658720; Mobile: 09725663534
Email: snair@eeppcindia.net; eeppcsoahd@eeppcindia.net

Please visit: www.iesshow.in

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IESS '14
INDIA ENGINEERING SOURCING SHOW 2014
22 - 24 January 2014 Bombay Exhibition Centre, Goregaon East, Mumbai, India

ONLINE NEWSLETTER OF INDIA ENGINEERING SOURCING SHOW 2014 4 NOVEMBER 2013

Confirmed exhibitors at IESS 2014

22 - 24 January 2014
Bombay Exhibition Centre, Goregaon East, Mumbai, India
SAVE THE DATES

The India Entrepreneurs (TIE) Seminar on Entrepreneurship
22nd January 2014, 10:00 AM to 12:00 PM
The seminar will be held at the Bombay Exhibition Centre, Goregaon East, Mumbai, India. It will be a free seminar for all entrepreneurs and business owners. The seminar will be held in the morning and will be followed by a lunch break. The seminar will be held in the morning and will be followed by a lunch break. The seminar will be held in the morning and will be followed by a lunch break.

IESS 2014 International Buyer List is online
2014 India Buyer List is now online. It is a free service for all exhibitors and visitors. The list is available on the IESS website. The list is available on the IESS website. The list is available on the IESS website.

IESS '14
INDIA ENGINEERING SOURCING SHOW 2014
22 - 24 January 2014 Bombay Exhibition Centre, Goregaon East, Mumbai, India

ONLINE NEWSLETTER OF INDIA ENGINEERING SOURCING SHOW 2014 18 NOVEMBER 2013

International buyers at IESS 2014

22 - 24 January 2014
Bombay Exhibition Centre, Goregaon East, Mumbai, India
SAVE THE DATES

Vendor development activities at IESS 2014

Indian companies at IESS 2014

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INDIA ENGINEERING SOURCING SHOW 2014
22 - 24 January 2014 Bombay Exhibition Centre, Goregaon East, Mumbai, India

ONLINE NEWSLETTER OF INDIA ENGINEERING SOURCING SHOW 2014 4 NOVEMBER 2013

The world's classiest companies will be at IESS 2014!

Global MNCs increase procurement focus from India: IESS 2014 attracts leading corporations keen on buying engineering goods and services

22 - 24 January 2014
Bombay Exhibition Centre, Goregaon East, Mumbai, India
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Next Week: Overseas buyers

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INDIA ENGINEERING SOURCING SHOW 2014
22 - 24 January 2014 Bombay Exhibition Centre, Goregaon East, Mumbai, India

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ONLINE NEWSLETTER OF INDIA ENGINEERING SOURCING SHOW 2014 18 NOVEMBER 2013

International buyers at IESS 2014

22 - 24 January 2014
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Vendor development activities at IESS 2014

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Indian exhibitors at IESS 2014

22 - 24 January 2014
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Building business alliances with Germany: German Centre, Goregaon

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22 - 24 January 2014 Bombay Exhibition Centre, Goregaon East, Mumbai, India

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International Buyers at IESS 2014

22 - 24 January 2014
Bombay Exhibition Centre, Goregaon East, Mumbai, India
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Indian companies at IESS 2014

IESS '14
INDIA ENGINEERING SOURCING SHOW 2014
22 - 24 January 2014 Bombay Exhibition Centre, Goregaon East, Mumbai, India

ONLINE NEWSLETTER OF INDIA ENGINEERING SOURCING SHOW 2014 18 NOVEMBER 2013

India Engineering Sourcing Show 2014
22 - 24 January 2014, Bombay Exhibition Centre, Mumbai

Greetings from EEPC India!
You are invited to the third India - Engineering Sourcing Show in Mumbai.

Hurry! Booking for space begins

The India Engineering Sourcing Show
The India Engineering Sourcing Show is a premier event for Indian and international engineering professionals. It is a free event for all exhibitors and visitors. The show is held in the morning and will be followed by a lunch break. The show is held in the morning and will be followed by a lunch break. The show is held in the morning and will be followed by a lunch break.

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IESS '14
INDIA ENGINEERING SOURCING SHOW 2014
22 - 24 January 2014 Bombay Exhibition Centre, Goregaon East, Mumbai, India

ONLINE NEWSLETTER OF INDIA ENGINEERING SOURCING SHOW 2014 11 NOVEMBER 2013

Some of the biggest multinationals will be at IESS 2014 in Mumbai, 22-24 Jan 2014!

Multinational sourcing at IESS 2014 gains momentum: US\$500 million worth business up for grabs for EEPC India Members

22 - 24 January 2014
Bombay Exhibition Centre, Goregaon East, Mumbai, India
SAVE THE DATES

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INDIA ENGINEERING SOURCING SHOW 2014
22 - 24 January 2014 Bombay Exhibition Centre, Goregaon East, Mumbai, India

ONLINE NEWSLETTER OF INDIA ENGINEERING SOURCING SHOW 2014 11 NOVEMBER 2013

Indian exhibitors at IESS 2014

22 - 24 January 2014
Bombay Exhibition Centre, Goregaon East, Mumbai, India
SAVE THE DATES

India finds a natural ally in India, plans a larger delegation to IESS 2014



SPAIN INSTITUTE WORKSHOP ON MANAGING FAMILY BUSINESS

The Spain Institute for Family Business (SIFB) is a leading international organization dedicated to the study and promotion of family business. The SIFB is a non-profit organization that provides a platform for family business owners and managers to share their experiences and knowledge. The SIFB is a leading international organization dedicated to the study and promotion of family business. The SIFB is a non-profit organization that provides a platform for family business owners and managers to share their experiences and knowledge.

REGISTER NOW!

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Experience the difference!

INDIA ENGINEERING SOURCING SHOW 2014!

22-24 January 2014, 10 a.m. to 6 p.m.
Bombay Exhibition Centre, Goregaon East, Mumbai

FOCUS PRODUCT GROUPS

Automotive Components, Subassemblies & Industrial Supply, Industrial and Electrical Machinery, Research and Technological Development

REGISTER NOW!

INDIA ENGINEERING SOURCING SHOW 2014!

22-24 January 2014, 10 a.m. to 6 p.m.
Bombay Exhibition Centre, Goregaon East, Mumbai

USE IESS 2014 B2B SESSIONS TO SAIL THROUGH STRATEGIC BUSINESS DECISIONS.

CONFERENCES BEGINNING OVER A 100-STRONG BUYER DELEGATION TO VISIT 200+ AFRICA MARKETS IN FOCUS

REGISTER NOW!

ONLINE REGISTRATION HAS GONE LIVE. PLEASE HURRY!

IESS 2014 THREE-DAY PROGRAMME SCHEDULE

Day	Time	Event
22 January 2014	10:00 AM - 12:00 PM	Registration & Exhibitor Setup
	12:00 PM - 1:00 PM	Lunch
	1:00 PM - 2:00 PM	IESS 2014 Opening Ceremony
	2:00 PM - 6:00 PM	Exhibitor Open House
23 January 2014	10:00 AM - 12:00 PM	Registration & Exhibitor Setup
	12:00 PM - 1:00 PM	Lunch
	1:00 PM - 2:00 PM	IESS 2014 Opening Ceremony
	2:00 PM - 6:00 PM	Exhibitor Open House
24 January 2014	10:00 AM - 12:00 PM	Registration & Exhibitor Setup
	12:00 PM - 1:00 PM	Lunch
	1:00 PM - 2:00 PM	IESS 2014 Opening Ceremony
	2:00 PM - 6:00 PM	Exhibitor Open House

REGISTER NOW!

IESS '14

INDIA ENGINEERING SOURCING SHOW 2014

22-24 January 2014, Hall 1
Bombay Exhibition Centre
Goregaon East, Mumbai

OFFICIAL SHOW CATALOGUE



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COMESA

THE INDIA SHOW

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INDIA ENGINEERING SOURCING SHOW 2014

22-24 January 2014, Hall 1
Bombay Exhibition Centre, Mumbai

THREE-DAY PROGRAMME



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COMESA

THE INDIA SHOW

**Department of Commerce
Ministry of Commerce & Industry
Government of India**

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India Engineering Sourcing Show 2014
22-24 January 2014
Bombay Exhibition Centre, Mumbai

APPLICATION FORM FOR OVERSEAS EXHIBITORS

NAME: _____
DESIGNATION: _____
COMPANY: _____
LINE OF BUSINESS: _____
ADDRESS: _____
CITY: _____
COUNTRY: _____
PHONE: _____
MOBILE: _____
FAX: _____
E-MAIL: _____
WEBSITE: _____

ACCREDITATION TO INTERNATIONAL STANDARDS (LIKE ISO, QS, ETC.) ☐ YES ☐ NO IF YES, SPECIFY: _____
SPACE REQUIRED (MIN. 9 SQ. M): _____ SQ. M
BOOTH TYPE ☐ ONE SIDE OPEN ☐ TWO SIDES OPEN
BARE SPACE REQUIRED (MIN. 36 SQ. M): _____ SQ. M

FINANCIAL TERMS
100% ON APPLICATION: ☐ YES ☐ NO

SIGNED BY: _____
POSITION: _____
SIGNATURE: _____
DATE (dd/mm/yyyy): _____

REGISTRATION FORM FOR overseas delegates

NAME: _____
POSITION: _____
COMPANY: _____
LINE OF BUSINESS: _____
ADDRESS: _____
CITY: _____
COUNTRY: _____
PHONE: _____

Application Registration form are available on www.iessshow.in
Apply online or download the form and email to info@iessshow.in or Fax to +91 11 23336449

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India Engineering Sourcing Show 2014
22 > 24 January 2014, Bombay Exhibition Centre, Mumbai

THE THIRD EDITION OF INDIA'S LARGEST ENGINEERING SOURCING SHOW

TRADE WITH INDIA
SOURCE FROM INDIA
JOINT VENTURE/TECH TRANSFER WITH INDIA
COLLABORATE WITH INDIA

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The India Show
Land of limitless opportunities

'14 MUMBAI INDIA

iess India Engineering Sourcing Show

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India Engineering Sourcing Show 2014
22-24 January 2014
Bombay Exhibition Centre, Mumbai

APPLICATION FORM FOR EXHIBITORS

COMPANY'S NAME: _____
ADDRESS: _____
CITY: _____
COUNTRY: _____
PHONE: _____
FAX: _____
E-MAIL: _____
WEBSITE: _____
COMPANY'S FAX: _____
STATUS: ☐ MANUFACTURER EXPORTER ☐ SERVICE EXPORTER
EXPORT HOUSE: ☐ YES ☐ NO
TYPE OF UNIT: ☐ HOME ☐ OTHER
ANNUAL EXPORTS IN US DOLLAR: _____
FOREIGN COLLABORATIONS OF ANY PRODUCTS MANUFACTURED/EXPORTED: _____
COUNTRIES OF EXPORT: _____

ACCREDITATION TO INTERNATIONAL STANDARDS (LIKE ISO, QS, ETC.) ☐ YES ☐ NO IF YES, SPECIFY: _____
SPACE REQUIRED (MINIMUM 9 SQ. M): _____ SQ. M
BARE SPACE REQUIRED (MIN. 36 SQ. M): _____ SQ. M
BOOTH TYPE ☐ ONE SIDE OPEN ☐ TWO SIDES OPEN
NAME TO BE DISPLAYED ON FACADE: _____
NATURE OF DISPLAY: ☐ SAMPLES ☐ POSTERS
FOR B2B MEETINGS, PLEASE TICK SECTION: ☐ AUTOMOTIVE
☐ INDUSTRIAL & ELECTRICAL MACHINERY
☐ SUBCONTRACTING & INDUSTRIAL SUPPLY
☐ RESEARCH & TECHNOLOGICAL DEVELOPMENT
ANNUAL T: _____
DATE (dd/mm/yyyy): _____
NAME OF INDICES (MIN. 1): _____
NAME(S) OF THE PARTICIPANTS AND DESIGNATION(S): _____
MOBILE NO.: _____
MOBILE NO.: _____

DATE (dd/mm/yyyy): _____

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India Engineering Sourcing Show 2014
22 > 24 January 2014, Bombay Exhibition Centre, Mumbai

THE THIRD EDITION OF INDIA'S LARGEST ENGINEERING SOURCING SHOW

400 INDIAN EXHIBITORS
1,000 OVERSEAS DELEGATES FROM 100 COUNTRIES
100 INTERNATIONAL EXHIBITORS
10,000 VISITORS

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India Engineering Sourcing Show 2014
22 > 24 Jan 2014 Mumbai

500 exhibitors | 1000 overseas delegates | 100 countries | 10,000 visitors

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India Engineering Sourcing Show 2014
22 > 24 Jan 2014 Mumbai

500 exhibitors | 1000 overseas delegates | 100 countries | 10,000 visitors

Product groups: Automotive Components; Industrial & Electrical Machinery; Subcontracting & Industrial Supply; Research and Technological Development

India Engineering Sourcing Show 2014



iess '14 MUMBAI INDIA

22 > 24 January 2014
Bombay Exhibition Centre, Mumbai

9' x 9'

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EXPERIENCE THE



300 EXHIBITORS. DELEGATES FROM AROUND THE GLOBE. ROBOTS. VENDOR DEVELOPMENT. B2B SESSIONS. SEMINARS.

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Pre Event Publicity



– Left Mrs. Anima Pandey, Regional Director, (ER), EEPC India briefing Mr. Tsvetan Simeonov, President, Bulgarian Chamber of Commerce and Industry on IESS 2014. Also present is Mr. Alexander Bojilov, Area Manager, Bulgarian Chamber of Commerce and Industry

To create awareness about the exhibition in India and mobilise participation in it, many seminars and road shows were organised all over the country. Besides this, independent seminars, conferences and exhibitions all over the country were used as platform to distribute promotional literature on IESS. EEPC India officials also visited various

countries to invite delegations and mobilise overseas participation as exhibitors in the India Engineering Sourcing Show.

Individual one-to-one meetings were also held with many large, medium and small scale enterprises, central and state level public sector units.



Ms. Pallavi Saha, Sr. Assistant Director, EEPC India in meeting with Mr. Abu Motaleb, Director, Federation of Bangladesh Chamber of Commerce & Industry (FBCCI) and Mr. Mohammad Jalauddin, Director, FBCCI in connection with IESS 2014.



Meetings in Lusaka, Zambia

A presentation on IESS 2014 was made by an EEPC India official in various meetings held in Lusaka, Zambia with Zambia Chamber of Commerce, Zambia Trade Ministry and at the Headquarter of COMESA (Common Market for Eastern & Southern Africa), Zambia Development Agency, Zambia SME Association etc. These meetings were used as a familiarisation programme for the local companies to explore sourcing opportunities in the Indian market.

Meetings in Seoul, South Korea

EEPC India participated at Korea Machinery Fair (KOMAF) at Seoul from October 16-19, 2013 and highlighted Indian engineering sector and promoted IESS 2014 in meetings held with KOMAF Secretariat.

Besides this, the event was promoted in all the international engineering exhibitions where EEPC India had an information booth including Jordan International Machinery Exhibition (JIMEX), Amman, Subcontracting Exhibition in Birmingham, Metal Working Exhibition in Istanbul, Nigeria Pharma in Lagos etc.

Publicity in India

A massive awareness campaign was carried out within the country to create awareness about the biggest engineering sourcing show. For this purpose meetings were held with Ambassadors of all the focus regions to mobilise delegates and business visitors.



EEPC India organized 2nd edition of African Ambassadors' Interactive Round Table Forum at New Delhi on 16th July 2013. The programme was attended by 29 Ambassadors & diplomats from countries in African region & Senior Representatives from top Indian companies in the engineering sector.

The programme also saw the presence of Sr. Government officials including Mr. D. S. Dhesi, Additional Secretary,

Ministry of Commerce & Industry, Mr. Ravi Capoor, Joint Secretary, Ministry of Commerce & Industry and Mr. Ravi Bangar, Joint Secretary, Ministry of External Affairs. The programme deliberated on the opportunities and challenges for the Indian companies interested to do business in Africa. African countries deliberated upon the major investment opportunities in their countries and engineering sourcing opportunities in India.



Mr. Ravi Capoor, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, organized a coordination meeting with the stakeholders for the 3rd edition of India Engineering Sourcing Show (IESS) 2014 in New Delhi on 16th July 2013. The meeting was attended by 54 members which included representatives from various ministries & departments of Govt. of India, major PSUs, officials from

select embassies having office in New Delhi, State Govt. representatives and autonomous bodies.

Mr. Ravi Capoor, Joint Secretary, Ministry of Commerce & Industry, while highlighting the significance of Government of India event, requested all the stakeholders for their participation in the event and to make use of IESS 2014 as a networking platform.



To take the initiative of the “Pacific Alliance” forward EEPC India organized interactive discussion with heads of Missions of Pacific Alliance Countries – Colombia, Mexico, Chile, Peru & Costa Rica on Tuesday, 30th July 2013. Mr. Rajeev Arora, Joint Secretary, Ministry of Commerce & Industry graced the occasion. The Ambassadors of Colombia, Mexico, Costa Rica and Commercial Counsellor

of Peru attended the meeting. The opportunities in IESS 2014 were one of the main focus of the deliberations. The purpose of the “Alliance” is to create platform for engaging business community of Pacific Alliance countries & India in engineering sector. The manufacturing sector is important to both India & Pacific Alliance countries and SME linkage in this sector is important for increasing trade.



EEPC India organised the 2nd edition of CIS Ambassadors' Round Table Forum at New Delhi on 13th August 2013. The forum was attended by Ambassadors' and senior diplomats from the embassies of CIS countries located in New Delhi, Senior officers from Ministry of Commerce & Industry and several top industrialists. The forum discussed the trade

and investment opportunities in CIS region for Indian companies. On this occasion, EEPC India also released its publication titled "Doing Business in CIS". The event also saw a presentation on India Engineering Sourcing Show 2014.



Mr Rakesh Suraj, Regional Director, EEPC India (NR) addressing a Seminar in Agra



Mr A B Bhimani, Working Committee Member, EEPC India addressing a Seminar in Ahmedabad



Mr Sudhakaran C K Nair, Sr Asst Director, EEPC India SRO, Ahmedabad briefing the members about opportunities in IESS

Seminar on Opportunities at the India Engineering Sourcing Show 2014

2 August 2013

BANGALORE

Mr R Seshagiri, Deputy Regional Chairman, EEPC India (SR) addressing the guests in a Seminar in Bangalore

MEMBERS MEET & OPPORTUNITIES AT IEES 2014

29 NOVEMBER 2013

BELGAUM

Spreading the message. Mr J V Raja Gopal Rao, Deputy Director, EEPC India SRO Bangalore addressing a meeting in Belgaum



Mr C H Nadiger, Regional Director, EEPC India (SR) addressing meetings in Chennai



Mr C H Nadiger, Regional Director, EEPC India (SR) addressing meetings in Chennai



Mr K R Pandian, Working Committee Member, EEPC India addressing a meeting in Coimbatore





Mrs Anima Pandey, Regional Director, EEPC India (ER) addressing a meeting in Durgapur



Mr Mahesh K Desai, Regional Chairman, EEPC India (SR) speaking in a meeting in Hyderabad



A promotional meeting in progress in Hyderabad



Mr Rajat Srivastava, Regional Director, EEPC India (WR) addressing a meeting in Nagpur



Mr Arun K Garodia, Regional Chairman, EEPC India (ER) addressing a meeting in Raipur



Mr Rajat Srivastava, Regional Director, EEPC India (WR) speaking in a meeting in Rajkot



Mr Rajat Srivastava, Regional Director, EEPC India (WR) speaking in a meeting in Indore



Mr D J Moulick, Sr Executive Officer, EEPC India (ER) addressing engineering exporters in Jamshedpur



Mr Rakesh Suraj, Regional Director, EEPC India (NR) addressing a Seminar in Nagaur

List of Seminars & Road Shows

Date	Programme	Place	Partner Association
7-Jun-13	Export Awareness Programme & Business Opportunities in IESS - 2014 Technology Center, Ambattur, Chennai	Chennai	AIEMA
10-Jun-13	Awareness Session on Exports 2013 & Business Opportunities in IESS - 2014	Hyderabad	Cherlapally Industries Association, Hyderabad
19-Jun-13	Export Awareness Seminar with Focus on IESS, 2014	Durgapur	NSIC Ltd., Durgapur and Sub-DIC Durgapur
21-Jun-13	Export Awareness Seminar with Focus on IESS, 2014	Jalandhar	
28-Jun-13	Awareness Session on Exports 2013 & Business Opportunities in IESS - 2014	Mangalore	Kanara Chamber of Commerce & Industry, Mangalore
28-Jun-13	Seminar on Business Opportunities in ASEAN countries & IESS - 2014	Chennai	ECGC
12-Jul-13	Session of Export Awareness & IESS - 2014	Cochin	ECGC & Malabar Chamber of Commerce, Cochin
29-Jul-13	Seminar on Opportunities at the India Engineering Sourcing Show 2014	Coimbatore	Southern India Manufacturers Association, Coimbatore
31-Jul-13	Seminar on Opportunities at the India Engineering Sourcing Show 2014	Chennai	Tamilnadu Small & Tiny Industries Association, Chennai
2-Aug-13	Seminar on Opportunities at the India Engineering Sourcing Show 2014	Bangalore	Citi Bank
2-Aug-13	Export Awareness Seminar with Focus on IESS, 2014	Jamshedpur	Adiyapur Industrial Area Development Authority, Jamshedpur
13-Aug-13	Export Awareness Seminar with Focus on IESS, 2014	Raipur	Chhattisgarh State Industrial Development Corp. Ltd.
20-Aug-13	Meeting between Mr. Deepak Chanda, Dy. Director, MSME, Ministry of Commerce, Govt. of India and Smt. Anima Pandey, Regional Director, EEPIC India (ER) on IESS, 2014.	Kolkata	Office of the Development Commissioner, MSME, Kolkata.
30-Aug-13	Road Show on IESS 2014	Bangalore	Peeny Industries Association, Bangalore
13-Sep-13	Seminar on Export Incentives & Business opportunities at India Engineering Sourcing Show 2014	Rajkot	Rajkot Engineering Association
20-Sep-13	Seminar on Export Incentives & Business opportunities at India Engineering Sourcing Show 2014	Ahmedabad	Vatva Industries Association, Ahmedabad
28-Sep-13	Seminar on Opportunities at the India Engineering Sourcing Show 2014	Sahibabad	
1-Oct-13	Awareness Session on Business Opportunities in IESS - 2014	Jaipur	Viswakarma Industry Association, Jaipur
1-Oct-13	Meeting with Bureau of Investment Rajasthan for participation in IESS 2014	Jaipur	
1-Oct-13	Meeting with 36 members of Rajasthan Chamber of	Jaipur	

Date	Programme	Place	Partner Association
	Commerce & Industry, for mobilization in IESS 2014 from Rajasthan.		
4-Oct-13	Export Awareness Conference and Opportunities in IESS 2014	Lucknow	Laghu Udyog Bharati, Lucknow
16-Oct-13	Seminar on Doing Business with CIS and Business Opportunities in IESS-2014	Nagpur	Vidarbha Industries Association, Nagpur
18-Oct-13	Seminar on Opportunities at the India Engineering Sourcing Show 2014	Salem	Salem District Tiny & Small Industries Association, Salem
25-Oct-13	Export Awareness Conference and Opportunities	Agra	Agra Iron Founder's Association & Factory Owners Association, Agra
26-Oct-13	Seminar on Doing Business with LAC and Business Opportunities in IESS-2014	Indore	Dewas Industries Association, Dewas and Pithampura Industries Association, Pithampura
29-Oct-13	Roadshow on IESS 2014	Hyderabad	MSME Development Institute, Hyderabad
13-Nov-13	Seminar on Doing Business with African Countries & Business Opportunities at India Engineering Sourcing Show-2014	Nashik	Nashik Industries & Manufacturers' Association
15-Nov-13	Organized Doing Business with Africa Conclave and Opportunities in IESS 2014	Bhiwadi Bhiwadi	Manufacturers Association & Alwar Chamber of Commerce
19-Nov-13	Export Awareness Programme and Opportunities at the India Engineering Sourcing Show 2014, Chennai	Chennai	Thirumudi-vakkam Industries Association & ECGC, Chennai
22-Nov-13	Seminar on Export Incentives & Business Opportunities at India Engineering Sourcing Show-2014	Kolhapur	Kolhapur Engineering Association, Kolhapur, Gokul Shirgaon Manufacturers Association, Kolhapur & Shirolu Manufacturers Association, Kolhapur
28-Nov-13	Seminar on Export Facilitation to Manufacturers & Traders & Business Opportunities at India Engineering Sourcing Show-2014	Vasai	Vasai Taluka Industries Federation & Gwalis Industries Association
29-Nov-13	Promotion of IESS 2014	Baddi, Himachal Pradesh	Baddi Barotiwala Nalagarh Association
6-Dec-13	Engineering Export Awareness Meet & Opportunities in IESS 2014	Muzaffarnagar	Indian Industries Association, Muzaffarnagar Chapter
20-Dec-13	Seminar on Export Facilitations by EEPC INDIA, ECGC And MSME & Business Opportunities at India Engineering Sourcing Show-2014	Aurangabad	Chamber of Marathwada Industries & Agriculture, (CMIA) Aurangabad & Marathwada Association of Small Scale Industries & Agriculture, Aurangabad (MASSIA)
11-Jan-14	Presentation on IESS 2014	Gurgaon	



Mr Anupam Shah, Chairman, EEPC India (right) addressing a curtain raiser press conference in Mumbai prior to the Show. Mr T S Bhasin, Sr Vice Chairman, EEPC India is seen on his left.



Dr E M S Natchiappan, Minister of State for Commerce & Industry, Govt of India addressing a press conference immediately after the inauguration of the Show

EEPC INDIA

(Formerly Engineering Export Promotion Council)

ABB, Danfoss, Toshiba among top global 50 firms throwing big time engineering outsourcing avenues to Indian businesses

15th January, 2014

Top global firms including Swiss giant ABB, US powerhouse Cummins, Denmark based Danfoss and Toshiba of Japan are among 50 international corporates which will be converging here next week to explore further avenues for outsourcing their critical businesses to Indian engineering firms capable of delivering world class technology products.

Addressing a press conference about the three-day India Engineering Outsourcing Show (IESS) beginning on January 22, EEPC India Chairman, Mr. Anupam Shah, said CEOs and senior representatives of the front-ranking engineering global firms and about 300 Indian companies will all meet under the common platform.

The IESS initiative, being organised by the EEPC India (formerly Engineering Export Promotion Council) with the support from the Union Commerce Ministry, is taking place at a time when India's domestic manufacturing industry is decelerating. "It is only through some aggressive export strategy that we can put the industrial production, particularly of the manufacturing segments, back on the rails," Mr. Shah said.

The engineering sector is among the top two contributors to the total Indian export basket with total shipments of USD 56 billion in the previous fiscal. Business orders worth Rs 2,000 crore are likely to be firmed on the spot while the preliminary enquiries and commercial negotiations may continue resulting into much more business orders at the IESS being held at the Bombay Exhibition Centre, Goregaon.

Mr. Shah said, "at the present juncture, it is only through exports that a revival can be ensured in the manufacturing sector which has shown a negative growth of 3.5 per cent in November, 2013 with several key segments facing a slump in the domestic market. With revival in the US and European economies, we foresee exports coming to the rescue of the manufacturing, which has come of age in terms of competing in the international market".

It is in this context that even when domestic demand is sluggish, the engineering exports, which account for almost 40 per cent of the manufacturing exports, have shown a growth of 15 .per cent in December, Mr. Shah said.

He said the IESS will provide a major platform not only for the Indian manufacturing exports but also the global companies to explore possibilities of further integrating their value chain by tying up with vendors from across the world, including from Africa, ASEAN, Latin America, Gulf Cooperation Council.

With Africa being seen as the new growth engine of the world, the Indian engineering exporters are building strong networks with some of the influential organisations in the continent. The COMESA, Africa's largest Economic Community, is fielding a strong sourcing team of 87 members. Over 500 buyers from these countries have already confirmed their participation.

Some of the well-known corporations like ABB are also bringing large delegations. For instance, ABB, the engineering and energy equipment giant will be present with a large delegation of 87 members.

Mr. Shah said, though with a low base, the good thing about India's engineering exports is that an impressive expansion of business is being witnessed in some of the high tech and mission critical items such as aircraft and spacecraft parts and even the material used in the nuclear parts.

"It sends a very positive signal about India's capabilities to deliver mission critical engineering materials to all around the world. Though the scale is still provided by the mass items such iron ore , non-ferrous metals, transport equipment, auto components, we are moving up the global manufacturing value chain. What is even more pleasing is the fact the engineering exports are still dominated by small and medium enterprises which are also seen on the learning curve," the EEPC chief said.

Citing examples, he said exports for ships and boats grew by 485 per cent while it was 678 per cent higher for critical consignment in October 2013. The spacecraft category exports shot up to USD 536 million in October 2013 compared to mere USD 92 in the previous corresponding year. The ships and boats exports saw an increase from USD 38 million to USD 295 million.

To drive home a point that India can deliver some high-tech solutions to the best of the organisations in the world, the state-owned Nuclear Power Corporation and the Indian Army would also making a strong presence at the IESS, Mr. Shah said.

Several states which want to see fast industrialisation, particularly among the SMEs, are also fielding their delegations. They include Bihar, Karnataka, Tamil Nadu, Punjab and Jharkhand. Some of the chief ministers of the partner state are, expected to visit the IESS.

ABB, Danfoss among top global 50 firms throwing big engineering outsourcing avenue to Indian businesses

By Subhrajit Ghosh, ET Bureau | 15 Jan, 2014, 01:21 PM IST

KOLKATA: Top global firms including Swiss giant ABB, US powerhouse Cummins, Denmark based Danfoss and Toshiba of Japan are among 50 international companies which will be converging here next week to explore further avenues for outsourcing their critical businesses to Indian engineering firms capable of delivering world class technology products.

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The engineering sector is among the top two contributors to the total Indian export basket with total shipments of \$68 billion in the previous fiscal. Business orders worth Rs 2,000 crore are likely to be firm on the spot while the preliminary enquiries and commercial negotiations may continue resulting into much more business orders at the IESS being held at the Bombay Exhibition Centre, Goregaon.

Mr Shah said, "at the present juncture, it is only through exports that a revival can be ensured in the manufacturing sector which has shown a negative growth of 3.6 per cent in November, 2013 with several key segments facing a slump in the domestic market. With revival in the US and European economies, we foresee exports coming to the rescue of the manufacturing, which has come of age in terms of competing in the international market."

It is in this context that even when domestic demand is sluggish, the engineering exports, which account for almost 40 per cent of the manufacturing exports, have shown a growth of 15 per cent in December, Mr Shah said.

He said the IESS will provide a major platform not only for the Indian manufacturing exports but also the global companies to explore possibilities of further integrating their value chain by tying up with vendors from across the world, including from Africa, ASEAN, Latin America, Gulf Cooperation Council.

With Africa being seen as the new growth engine of the world, the Indian engineering exporters are building strong networks with some of the influential organisations in the continent. The COMESA, Africa's largest Economic Community, is fielding a strong sourcing team of 57 members. Over 300 buyers from these countries have already confirmed their participation.

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Mr Shah said, though with a low base, the good thing about India's engineering exports is that an impressive expansion of business is being witnessed in some of the high tech and mission critical items such as aircraft and spacecraft parts and even the material used in the nuclear parts.

"It sends a very positive signal about India's capabilities to deliver mission critical engineering materials to all around the world. Though the scale is still provided by the mass items such as iron ore, non-ferrous metals, transport equipment, auto components, we are moving up the global manufacturing value chain. What is even more pleasing is the fact the engineering exports are still dominated by small and medium enterprises which are also seen on the learning curve," the EEPC chief said.

Citing examples, he said exports for ships and boats grew by 405 per cent while it was 678 per cent higher for critical consignment in October 2013. The spacecraft category exports shot up to \$536 million in October 2013 compared to mere \$92 in the previous corresponding year. The ships and boats exports saw an increase from \$30 million to \$295 million.

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ET SPECIAL: Saw previous time tracking your investments

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ET SPECIAL: Saw previous time tracking your investments

COMESA works on trade promotion with Asian firms

By NKWETO MPULA

THE Common Market for Eastern and Southern Africa (COMESA) says it is working with an Indian engineering and export promotion body to ascertain how member countries could enhance trade with the Asian business community.

COMESA engaged with the Engineering, Export Promotion Council of India (EEPCI) on how best local institutions in Zambia and the COMESA region can foster trade.

COMESA small and medium -scale (SME)-Tool Kit project coordinator Edwin Zulu said the regional economic grouping is promoting trade linkages between Zambian entrepreneurs and those in India.

"We are looking at options on how best we can form linkages with Indian business people," Mr Zulu, who is also Elf Solutions Limited chief executive officer, said in an interview in Chingola recently.

He said COMESA SME -Tool Kit is determined to ensure that business linkages are formulated to enable SMEs to graduate from small to medium scale.

He said EEPCI deputy director in-charge of trade Durah Majumdar was currently in Zambia on a business trip to analyse and study on how to foster trade linkages between the two countries.

"We are working with them [EEPCI] to see how best various organisations such as the Zambia Chamber of Commerce and Industry can partner with their counterpart in India," he said.

He said trade agencies such as the Zambia Development Agency are likely to take part in the event. Zambia and other COMESA member countries have been invited to attend the India Engineering Sourcing Show scheduled for January 22-24, 2014.

"The engineering sourcing show is a good event for all businesses," he said.

Mr Zulu said COMESA is looking forward to partnering with Indian counterparts in light of the engineering event which will result in knowledge transfer, partnership in the areas of agro industry, food processing and marketing.

The Indian government is offering partial support such as accommodation, local transport and meals to the entrepreneurs.

'आईईएसएस शो' मुख्यई में 22 से 24 मार्च तक

अहमदाबाद: अगले वर्ष 22, 23 एवं 24 मार्च को आयोजित होने वाले 'इंडिया इंजीनियरिंग सोर्सिंग शो' में देश एवं विदेश की जानीमानी इंजीनियरिंग क्षेत्र से जुड़ी कंपनियां भाग लेंगी। वाणिज्य एवं उद्योग मंत्रालय भारत सरकार के इंजीनियरिंग एक्सपोर्ट प्रमोशन काउंसिल द्वारा आयोजित होने वाले इस शो के द्वारा भारत के इंजीनियरिंग क्षेत्र को वैश्विक स्तर पर एक बड़े खिलाड़ी के रूप में स्थापित करना है। शो में जहां भारत के 300 उद्यमी अपने उत्पाद का प्रदर्शन करेंगे वहीं कनाडा, यूरोप, यूएसए, अफ्रीका सहित एशिया के कई देशों के प्रतिनिधि इस शो में अपनी उपस्थिति दर्ज कराएंगे।

यह जानकारी ईईपीसी इंडिया के वरिष्ठ उप निदेशक बर्तन मट्टयार्य ने यहां आयोजित एक सेमिनार में दी। उन्होंने बताया कि इस शो में इंजीनियरिंग क्षेत्र से जुड़ी भारतीय कंपनियों के लिए वैश्विक बाजार में खुद को बेहतर साबित करने का सुवर्ण अवसर प्राप्त होगा। उन्होंने कहा कि इस शो में सरकार कोटे एवं मशीनें उद्योगों के लिए आधार संपादन एवं हैं। उन्होंने बताया कि कनाडा के साथ पार्टनेरशिप वाले इस शो को महाराष्ट्र सरकार का अच्छा सहयोग है। शो का शुभारंभ वाणिज्य एवं उद्योग मंत्री आनंद शर्मा करेंगे जबकि महाराष्ट्र के मुख्यमंत्री पुष्पेंद्र राव चौधरी विशेष रूप से उपस्थित रहेंगे। सेमिनार को ईईपीसी कार्यकारी के सदस्य ए.बी.मियादी, अहमदाबाद इंजीनियरिंग मैनेज्मेन्ट एसोसिएशन के अध्यक्ष सुरेश शाह, गौरंग शाह, अमिताभ नायर ने भी संबोधित किया। संजालन अतिरिक्त निदेशक ईईपीसी अहमदाबाद के सुधाकर नवर ने किया। आगार ईईपीसी क्षेत्रीय समिति के सदस्य ताराचंद जैन ने व्यक्त किया।



औरंगाबाद : परिसंवादात मार्गदर्शन कताना मिलिंद कंक, व्यासपीठावर उपस्थितित रजत श्रीवास्तव, टी. आर. शर्मा, विष्णू सवडेकर.

निर्यात व उद्योगांना संधीवर 'सीएमआयए' तर्फे परिसंवाद

औरंगाबाद, ता. २३ : सीएमआयए व ईपीसी यांच्यातर्फे शुक्रवारी (ता.२०) 'निर्यातीच्या सुविधा आणि सूक्ष्म, लघु व मध्यम उद्योगांना संधी' या विषयावर परिसंवाद घेण्यात आला.

'सीएमआयए'चे अध्यक्ष मिलिंद कंक म्हणाले, की विभागातून जास्तीत जास्त निर्यातक्षम उद्योग तयार व्हावेत, निर्यातीत वाढ व्हावी यासाठी सीएमआयएतर्फे प्रयत्न केले जात आहेत. ईपीसीचे विभागीय संचालक रजत श्रीवास्तव यांनी सरकारच्या योजनांविरुद्ध माहिती दिली. २२ ते २४ जानेवारीदरम्यान मुंबई येथे इंडिया इन्विअरिंग सोर्सिंग शो आयोजित केला आहे. त्याबद्दल त्यांनी माहिती दिली. इसीसीचे शाखा व्यवस्थापक विष्णू सावडेकर, एमएसएमईचे शाखा व्यवस्थापक टी.आर. शर्मा यांनीही मार्गदर्शन केले.

जात आहेत. ईपीसीचे विभागीय संचालक रजत श्रीवास्तव यांनी सरकारच्या योजनांविरुद्ध माहिती दिली. २२ ते २४ जानेवारीदरम्यान मुंबई येथे इंडिया इन्विअरिंग सोर्सिंग शो आयोजित केला आहे. त्याबद्दल त्यांनी माहिती दिली. इसीसीचे शाखा व्यवस्थापक विष्णू सावडेकर, एमएसएमईचे शाखा व्यवस्थापक टी.आर. शर्मा यांनीही मार्गदर्शन केले.



निर्यातदारांचे सक्षमीकरण होणार : रजत श्रीवास्तव

विशेष सवलतीची दिली उद्योजकांना माहिती

औरंगाबाद : परिसंवादात मार्गदर्शन कताना मिलिंद कंक, व्यासपीठावर उपस्थितित रजत श्रीवास्तव, टी. आर. शर्मा, विष्णू सवडेकर.

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नई दिल्ली। ह्यूंदे मोटर्स इंडिया लिमिटेड (एचएमआईएल) को वर्ष 2012-13 में सबसे अधिक पकड़ने का निर्यात करने के लिए ईईपीसी इंडिया की ओर से 'शीर्ष निर्यातक' के राष्ट्रीय पुरस्कार से सम्मानित किया गया है। कंपनी ने बताया कि ह्यूंदे को यह पुरस्कार बड़े उपक्रमों की श्रेणी में दिया गया है। वर्ष 2012-13 में ह्यूंदे ने 9.4 फीसदी की वृद्धि के साथ 2,59,811 कारों का निर्यात किया। कंपनी अपने कुल उत्पादन का 40 फीसदी निर्यात यूरोपीय संघ, अफ्रीका, पाकिस्तान, एशिया, लैटिन अमेरिका, आस्ट्रेलिया और एशिया-प्रशांत क्षेत्र के देशों को करती है।

JAIPUR / जयपुर

दैनिक बीर	दैनिक वदता राजस्थान
जयपुर महानगर टाइम्स	ईवनिंग पत्र
न्यूज टुडे	साप्ताहिक समाचार जगत
जागरण टाइम्स	दैनिक लोक कला 25 JAN 2014
सुबहनामा समाचार	मार्निंग न्यूज
दैनिक जलते दीप	दैनिक उद्योग आस-पास
अरुण प्रभा	पट्टी का संदेश

रूसी राष्ट्रकुल देशों में भारत लगाएगा प्रदर्शनी

मुंबई। रूसी राष्ट्रकुल देशों (सीआईएस) के 12 प्रमुख सदस्यों के साथ व्यापार को पुनः तेज करने के लिए वाणिज्य मंत्रालय ने बड़ी रणनीति पर काम शुरू किया है। मंत्रालय के संयुक्त सचिव रवि कपूर ने कहा, अब से लेकर मार्च 2015 तक वाणिज्य मंत्रालय सीआईआई, फिक्की, एसोचैम और एफआईआईओ जैसे उद्योग मंडलों के जरिए रूसी राष्ट्रकुल के सदस्य देशों में 14 प्रदर्शनी में भारत पर के द्रिद प्रदर्शनीयों में सहभागिता करेगा। हम इन संगठनों को ऐसे आयोजनों के लिए धन देते हैं। उन्होंने यहां भारतीय इंजीनियरिंग उत्पादों की प्रदर्शनी (आईईएसएस) में यह जानकारी दी। भारत-रूसी राष्ट्रकुल व्यावसायिक मंच को संबोधित करते हुए कपूर ने कहा कि भारत का 26 प्रतिशत व्यापार इन देशों के साथ हुआ करता था। वह अब घटकर एक प्रतिशत से भी कम रह गया है। उन्होंने कहा, हमारे बाजार में वे और उनके बाजार में हमारी मौजूदगी बहुत कम है। वाणिज्य मंत्रालय भारतीय व्यवसायों को दुनिया के इस क्षेत्र में पुनः प्रवेश करने को प्रोत्साहित कर रहा है जो दुनिया के सबसे तेजी से वृद्धि कर रहे क्षेत्रों में हैं।

Name of Paper : THE STATESMAN
Published at : KOLKATA
Dated : 23 JAN 2014

ENGG EXPORTS TO EXCEED TARGET: MINISTER

Mumbai, 22 January: The government will exceed the engineering exports target of \$62 billion in the current fiscal, Union minister EMS Natchiappan said today. "Engineering exports target of \$62 billion is there, but I am confident, we feel that there would be an upswing, I feel it will be above \$62 billion," minister of state for commerce & industry EMS Natchiappan said on the sidelines of India Engineering Sourcing Show (IESS) here. India's engineering exports in 2012-13 aggregated to \$56.7 billion. Engineering exports include transport equipment, capital goods, and others. **PII**

PUNE
Times of India
Pune Mirror
Business Standard
The Indian Express
23 JAN 2014
Daily News & Analysis (D.N.A.)

IESS to see orders over ₹3,200 cr

NEW DELHI: Business orders worth over Rs 3,200 crore are set to be bagged by exporters at the India Engineering Sourcing Show (IESS) which opened in Mumbai on Wednesday with a large contingent of senior management from manufacturing majors from Germany, the US and Africa. The third edition of IESS is being organised by the EEPIC India with the support from the commerce and industry ministry and was inaugurated by the MoS for industry EMS Natchiappan. **ENS**

Name of Paper : THE INDIAN EXPRESS
Published at : NEW DELHI
Dated : 23 JAN 2014 (City Edition)

IESS to see orders over ₹3,200 cr

NEW DELHI: Business orders worth over Rs 3,200 crore are set to be bagged by exporters at the India Engineering Sourcing Show (IESS) which opened in Mumbai on Wednesday with a large contingent of senior management from manufacturing majors from Germany, the US and Africa. The third edition of IESS is being organised by the EEPIC India with the support from the commerce and industry ministry and was inaugurated by the MoS for industry EMS Natchiappan. **ENS**

BANGALORE 22 JAN 2014
Business Standard
The Hindu Business Line
The Fin. Express
The Hindu
Mail & New South Journal
The New Indian Express
Daily News & Analysis
Deccan Chronicle
Dakshin Bharat Rashtri

India Engineering Show from today

Mumbai, Jan. 21
The India Engineering Outsourcing Show (IESS) kicks off here on Wednesday with participation from top global companies like ABB, Cummins and Toshiba, aiming to explore avenues for outsourcing their businesses to Indian firms. Minister of State for Commerce and Industry E.M.S. Natchiappan will inaugurate the three-day event that will provide a business platform to 50 international corporates and 300 Indian engineering firms. "IESS will provide a major platform not only to Indian manufacturing exporters but also to the global companies to explore possibilities of further integrating their value chain by tying up with vendors from across the world," EEPIC India Chairman Anupam Shah said. — **PTI**

KOLKATA
The Hindu Business Line
The Hindu
The Financial Express
The Indian Express
23 JAN 2014
Mail
The Times of India

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NEW DELHI: Business orders worth over Rs 3,200 crore are set to be bagged by exporters at the India Engineering Sourcing Show (IESS) which opened in Mumbai on Wednesday with a large contingent of senior management from manufacturing majors from Germany, the US and Africa. The third edition of IESS is being organised by the EEPIC India with the support from the commerce and industry ministry and was inaugurated by the MoS for industry EMS Natchiappan. **ENS**

Name of Paper : बिजनेस भास्कर

Published at : नई दिल्ली

Dated : 23 JAN 2014

इंजीनियरिंग वस्तुओं का निर्यात लक्ष्य हासिल करना संभव

बिजनेस भास्कर नई दिल्ली

चालू वित्त वर्ष 2013-14 में इंजीनियरिंग वस्तुओं के निर्यात में 10 फीसदी बढ़ोतरी के लक्ष्य को हासिल किया जा सकता है। चालू वित्त वर्ष के दिसंबर माह में इंजीनियरिंग वस्तुओं के निर्यात में 14.5 फीसदी की बढ़ोतरी दर्ज की गई है और वित्त वर्ष की अंतिम तिमाही में यह बढ़ोतरी दर 20 फीसदी तक पहुंचने की उम्मीद की जा रही है। चालू वित्त वर्ष के अप्रैल-दिसंबर में इंजीनियरिंग वस्तुओं के निर्यात में 7.2 फीसदी की बढ़ोतरी रही।

इंजीनियरिंग एक्सपोर्ट प्रमोशन कार्डेसल के चेयरमैन अनुपम शाह के मुताबिक अंतिम तिमाही में निर्यात में दशह अंक में बढ़ोतरी होने की पूरी संभावना है। वह कहते हैं कि यह हमेशा का चलन रहा है कि अंतिम के दो-तीन महीनों के निर्यात में अन्य महीनों के मुकाबले अधिक बढ़ोतरी होती है। इसलिए वित्त वर्ष के समाप्त होने तक इंजीनियरिंग वस्तुओं के निर्यात की बढ़ोतरी 10 फीसदी तक पहुंच जाएगी। कार्डेसल के मुताबिक अप्रैल-दिसंबर में 44 अरब डॉलर का निर्यात किया गया जबकि पिछले वित्त वर्ष की समान अवधि में यह निर्यात 41 अरब डॉलर का था। इंजीनियरिंग वस्तुओं के निर्यातों के मुताबिक चालू वित्त वर्ष के अप्रैल से लेकर जुलाई तक उनके निर्यात में गिरावट का दौर था। अन्यथा चालू वित्त वर्ष में इंजीनियरिंग वस्तुओं के निर्यात में आसानी से 12-15 फीसदी तक बढ़ोतरी हो सकती थी।

कार्डेसल के मुताबिक इंजीनियरिंग वस्तुओं के निर्यात में अब भी अमेरिका की हिस्सेदारी सबसे अधिक है। इसके बाद यूएई और मंगोलिया का स्थान आता है। यूएई होने वाले इंजीनियरिंग वस्तुओं के निर्यात में 30 फीसदी से अधिक का इजाजत दर्ज किया गया। वस्तुओं के कुल निर्यात में इंजीनियरिंग वस्तुओं की भागीदारी लगभग 20 फीसदी है।

वजह

चालू वित्त वर्ष के दिसंबर माह में इंजीनियरिंग वस्तुओं के निर्यात में 14.5 फीसदी की बढ़ोतरी दर्ज की गई है और वित्त वर्ष की अंतिम तिमाही में यह बढ़ोतरी दर 20 फीसदी तक पहुंचने की उम्मीद की जा रही है।

कार्डेसल के मुताबिक इंजीनियरिंग वस्तुओं के निर्यात में अब भी अमेरिका की हिस्सेदारी सबसे अधिक है। इसके बाद यूएई और मंगोलिया का स्थान आता है। यूएई होने वाले इंजीनियरिंग वस्तुओं के निर्यात में 30 फीसदी से अधिक का इजाजत दर्ज किया गया। वस्तुओं के कुल निर्यात में इंजीनियरिंग वस्तुओं की भागीदारी लगभग 20 फीसदी है।

JAIPUR / जयपुर

दैनिक बीर	दैनिक वदता राजस्थान
जयपुर महानगर टाइम्स	ईवनिंग पत्र
न्यूज टुडे	साप्ताहिक समाचार जगत
जागरण टाइम्स	दैनिक लोक कला 22 JAN 2014
सुबहनामा समाचार	मार्निंग न्यूज
दैनिक जलते दीप	दैनिक उद्योग आस-पास
अरुण प्रभा	पट्टी का संदेश

इंडिया इंजीनियरिंग शो आज से

मुंबई। इंडिया इंजीनियरिंग आउटसोर्सिंग शो (आईईएसएस) यहां कल से शुरू होगा। वाणिज्य एवं उद्योग राज्यमंत्री ईएमएस नचिप्पन तीन दिन के इस आयोजन का उद्घाटन करेंगे। वह 50 अंतरराष्ट्रीय कंपनियों तथा 300 भारतीय अभियंत्रिकी फर्मों के लिए मंच उपलब्ध कराएंगे। ईईसी ईंडिया के चेयरमैन अनुपम शाह ने कहा कि आईईएसएस न केवल भारतीय विनिर्माण निर्यातकों बल्कि वैश्विक कंपनियों के लिए भी बड़ा मंच उपलब्ध कराएगा।

List of Domestic Participants

1. A.G. Electro Services
2. Abhay Enterprises
3. Abhi Metals
4. Accurate Steel Forgings (I) Ltd.
5. Accurate Test Equipments & Engineers
6. Acme Udyog
7. Adityapur Industrial Area Development Authority (AIADA)
8. Aerolex Cables Pvt. Ltd.
9. Agra Iron Founder's Association
10. Agrasen Engineering Industries Ltd.
11. Akash Publication
12. AKP Foundries (P) Ltd.
13. Alert Engineering Enterprises
14. Alfa Therm Limited
15. Anco Motors
16. Angel India CAD CAM Pvt. Ltd.
17. Apollo Infratech Pvt. Ltd.
18. ARK Industries Pvt. Ltd.
19. ASB International
20. Ashwani Industries
21. Ashwani Metals (P) Ltd.
22. Astron Overseas Enterprise
23. Atlas Machines (India)
24. Austin Engineering Co. Ltd.
25. Axis IT & T Ltd.
26. B.S. International (Bombay)
27. Best Engineering Technologies
28. Bharat Parabolic Springs P. Ltd.
29. Bihar Government
30. Bio Works-in
31. Bokaro Industrial Area Development Authority (BIADA)/ARI
32. Bright Burnishing Tools Private Limited
33. Bull Machines Pvt. Ltd.
34. C.D. Industries
35. Castech Foundries Pvt. Ltd.
36. Century Extrusions Limited
37. Ceska Agentura Na Podporu Obchodo/Czech Trade
38. Chemdist Process Solutions
39. Chola Turbo Machinery International Pvt. Ltd.
40. CHW Forge Pvt. Ltd.
41. Compage Automation Systems Pvt. Ltd.
42. Consulate General of Canada
43. Corona Steel Industry Pvt. Ltd.
44. Cryotron Magnadrives
45. Culture Instruments
46. Dakshin Foundry Pvt. Ltd.
47. Danver Hydromatics Pvt. Ltd.
48. Deusch Motocomp Pvt. Ltd.
49. Diamond Tech
50. Dum Dum Foundry Engineers Pvt. Ltd.
51. Dynamic Cables Pvt. Ltd.
52. Eastern Copper Manufacturing Co. Pvt. Ltd.
53. Echaar Equipment Pvt. Ltd.
54. Elegant Creations Pvt. Ltd.

55. Eltec Engineering
56. Entech Controls
57. Eprocurement Technologies Ltd.
58. Eveready Industries India Limited
59. Excel Wirecut Inc.
60. Expert Engineering Enterprises
61. Export Import Bank of India
62. Falcon Toolings
63. Fenix Process Technologies Pvt. Ltd.
64. Fenwick and Ravi
65. Finolex Cables Limited
66. FITT (Foundation for Innovation and Technology Transfer)
67. Fluolite Private Limited
68. Forgewell Limited
69. Four Square Media Pvt. Ltd.
70. Future International
71. G R Enterprises
72. Galaxy Sivtek Pvt. Ltd.
73. Gandhi Automations Pvt. Ltd.
74. Gears and Gear Drives (India) Pvt. Ltd.
75. Gem Engineering Industries (I) Pvt. Ltd.
76. Globe Carbon Industries
77. GMR Aerospace and Industrial Park (Co. Name GMR Hyderabad Aviation SEZ Ltd.)
78. Goldy Precision Stampings Pvt. Ltd.
79. Graduate Agro & Mechanical Engineers
80. Gravita Exim Limited
81. Green Electricals Pvt. Ltd.
82. Han's Laser Technology Co. Ltd.
83. Harvinder & Co.
84. Heavy Engineering Corporation Limited
85. Hemant Trading Co.
86. Hind Tools
87. Hindustan Engineers
88. Hi-Tech Machinery
89. Hittco Tools Limited
90. Hooghly Alloy & Steels Co. Pvt. Ltd.
91. Hyderabad Precision Mfg. Co. Pvt. Ltd.
92. Hydromax
93. iNDEXTb (Industrial Extension Bureau (A Government of Gujarat Organisation))
94. IndiaFirst Life Insurance Company Ltd.
95. Indo Nikko Industries
96. Industrial Boilers Ltd.
97. Industrial Products Source
98. Institute of Applied Research
99. Ipfonline Limited
100. Isha Engineering & Co.
101. J.P.F. Metcast Pvt. Ltd.
102. Jaaps Automobtive P Ltd., Thane
103. Jagdish Technocast Pvt. Ltd.
104. Jagpal Industries
105. Jainson Cables India Pvt. Ltd.
106. Jamnagar Chamber of Commerce And Industry
107. Jay Equipment & Systems Pvt. Ltd.
108. Jayashree Electron Pvt. Ltd.
109. Jharcraft
110. JIMTRADE.COM
111. Jindal Steel & Power Limited
112. JST International
113. JSW Steel Limited
114. Jyoti Steel Industries
115. K AND D Communication Ltd.
116. K.G.R. Industries
117. Kalra Overseas & Precision Engineering Limited
118. Kambert Machinery Co. Pvt. Ltd.
119. Karnavati Engineering Ltd.

120. Khaitan Electricals Limited
121. Khed Economic Infrastructure Pvt. Ltd.
122. Khushbu Engineers
123. Knights & Bishops HR Pvt. Ltd.
124. Kompass India Information Pvt. Ltd.
125. Kores India Limited
126. Kuka Robotics India Private Limited
127. Kunal Industries Pvt. Ltd.
128. La-Gajjar Machineries Pvt. Ltd.
129. Lal Baba Seamless Tubes Pvt. Ltd.
130. Light Form Marketing
131. LL Equipment & Machines Pvt. Ltd.
132. Loya Pre Engineered Buildings Pvt. Ltd.
133. Machine House (I) Pvt. Ltd.
134. Madhya Pradesh Trade and Investment Facilitation Corporation Ltd. (MPTRIFAC)
135. Magna Steyr India Pvt. Ltd.
136. Magnum Overseas
137. Mahabir Industries & Allied Pvt. Ltd.
138. Maharashtra Industrial Development Corporation
139. Maharashtra Seamless Limited
140. Maniar & Co.
141. Maniar Injectoplast Pvt. Ltd.
142. Manjunatha Engineering Industries Pvt. Ltd.
143. Marathwada Auto Compo Pvt. Ltd.
144. Mass Transfer Products Industries
145. Max Industries
146. Maxflow Fans Manufacturing Pvt. Ltd.
147. Maxsworth Trading Co.
148. Mazagon Dock Limited
149. Mech Engineers
150. Mechatronica Cluster
151. Medhavi Industries
152. Meera & Ceiko Pumps Pvt. Ltd.
153. Megamiles Bearing Cups Pvt. Ltd.
154. Melting Centre
155. Micron Engineering Corporation
156. Milagrow Business & Knowledge Solutions (P) Ltd.
157. Mini Iron & Steel Pvt. Ltd.
158. Mini Tool Room & Training Centre
159. Ministry of External Affairs
160. Miracle Cables (I) Pvt. Ltd.
161. MM Auto Industries Ltd.
162. Modern Metals India P. Ltd.
163. MSME Technology Development Centre (PPDC) - Agra Iron Founder's Association
164. Nadi Airtechnics Pvt. Ltd.
165. NAISSANCE-1
166. National Electrical Equipment Corporation
167. National Research Development Corporation
168. Natroyal Group
169. Newcast Die Casting
170. Nexgen Material Handling Systems Pvt. Ltd.
171. Nikam Iron Sintered Products P.Ltd.
172. Nilkamal Bito Storage Systems Pvt. Ltd.
173. Nipha Enterprises
174. Nipha Exports (P) Limited
175. Nirman Gold Group of Companies
176. NTPC Limited
177. Om Engineering
178. Omnitech Engineering
179. Packwell Paper Tube Industries
180. Paltech Cooling Towers & Equipments Ltd.
181. Pan Asiatic Tradeways
182. Patel Brass Parts Industries
183. Perfect Engineering Services
184. Perfect Gears
185. Performax Analytical

186. Pilot Machinery Corporation
187. Pinnacle Sourcing and Consultancy Pvt. Ltd.
188. PMI
189. Pradeep Stainless India Pvt. Ltd.
190. Pranshu Electricals Pvt. Ltd.
191. Pratik International
192. Praveen Foundry Pvt. Ltd.
193. Precision Machinekraft Pvt. Ltd.
194. Prism Surface Coatings Pvt. Ltd.
195. PTC Drivelines
196. PTC Industries Ltd.
197. Pushpak Products India Pvt. Ltd.
198. Pye Tools Pvt. Limited
199. R G Bronze Mfg. Company Pvt. Limited
200. R.G. Industries
201. R.K. Control Instruments Pvt. Ltd.
202. Rachamallu Forgings Pvt. Ltd.
203. Rajarana Impex
204. Rama Steel Tubes Limited
205. Ranchi Industrial Area Development Authority (RIADA)
206. Redson Engineers Pvt. Ltd.
207. Reliable Precitech Engineers Pvt. Ltd.
208. Renata Precision Components Pvt. Ltd.
209. Ripal Energy (India) Pvt. Ltd.
210. RITES Limited
211. Roots Multiclean Ltd.
212. Ross Boilers
213. Royal Arc Electrodes Ltd.
214. S.S. Hydraulics
215. Sachin Industries Ltd.
216. Saffron Overseas
217. Sagar Asia Private Limited
218. Sai Deepa Rock Drills Private Limited
219. Saki Auto Product Pvt. Ltd.
220. Sanjit Moulds Pvt. Ltd.
221. Sankyu India Logistics & Engineering Pvt. Ltd.
222. Santhal Pargna Industrial Area Development Authority (SPIADA)
223. Saraswati Industries
224. Satish Injecto-Plast Pvt. Ltd.
225. Sattva eTech India Pvt. Ltd.
226. Satyam Mechatronics Pvt. Ltd.
227. Separation Techniques
228. Shakti Pumps (I) Ltd.
229. Sham Enterprises
230. Sharp Electrodes Pvt. Ltd.
231. Shivagrigo Implements Ltd.
232. Shivam Industries
233. Shree Momai Enterprises
234. Shree Satya Industries
235. Shri Bhaarat Synergy
236. Siddharth Exports
237. Singhs Technical Works
238. Small Industries Promotion Corporation of Tamilnadu (SIPCOT)
239. Sokhi Heli-Wom Gears Pvt. Ltd.
240. Solo Manufacturing P. Ltd.
241. Sona Band
242. Span Filtermist (I) Pvt. Ltd.
243. Speedcrafts Ltd.
244. Sri City Pvt. Ltd.
245. Sri Saravanaa Fabs
246. SSP Pvt. Ltd.
247. Steel & Industrial Forgings Ltd.
248. Strides Air Systems Pvt. Ltd.
249. Sun Forge Pvt. Ltd.
250. Supernova Engineers Ltd.

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| 251. Supreme Enterprises | 270. Uni Deritend Limited |
| 252. Supreme Metal Works (Prospect Engineering Works) | 271. Unimak Softwares Pvt. Ltd. |
| 253. Swami Samarth Consultants | 272. Unitech Texmech Pvt. Ltd. |
| 254. Swastik Metcast Pvt. Ltd. | 273. United Tyrekrafts Pvt. Ltd. |
| 255. Tata Agrico, Tata Steel Limited | 274. Uppal Ferrocast Private Limited |
| 256. TECHNOSYSTEMS | 275. V.P. Industries |
| 257. Terminal Technologies (I) Pvt. Ltd. | 276. Valgro Engineers Pvt. Ltd. |
| 258. Thermotech Engineering (Pune) Pvt. Ltd. | 277. VDR Metals Inc. |
| 259. Theta Controls | 278. Vektra Engineering Pvt. Ltd. |
| 260. Tidan Forging Pvt. Ltd. | 279. Vikson Spring Pvt. Ltd. |
| 261. TIDC India | 280. Vinsavi indotechs |
| 262. Top Gear Transmissions | 281. Visvesvaraya Trade Promotion Centre (A Govt. of Karnataka Organisation) |
| 263. Toshee Industries Pvt. Ltd. | 282. VNS Switchgear (I) Pvt. Ltd. |
| 264. TRADE4INDIA.COM | 283. Warm Forging Pvt. Ltd. |
| 265. Trishul Machine Tools Pvt. Ltd. | 284. Welmech Engineering Company Pvt. Ltd. |
| 266. Tubefit Engineers | 285. Western Railway |
| 267. Tubefit Instrument Controls | 286. Wilson Engineering Industries Pvt. Ltd. |
| 268. Tusar Engineers | 287. YH Tools Manufacturers |
| 269. Ujwal Electrical Stampings Pvt. Ltd. | 288. Yen Yeskey Machine Tools |

List of Participating Countries

1. ALGERIA
2. AUSTRIA
3. BAHRAIN
4. BANGLADESH
5. BENIN
6. BOTSWANA
7. BRAZIL
8. BULGARIA
9. BURKINA FASO
10. CAMEROON
11. CANADA
12. COLOMBIA
13. CONGO
14. CZECH REPUBLIC
15. ECUADOR
16. ETHIOPIA
17. FRANCE
18. GERMANY
19. GHANA
20. HUNGARY
21. INDONESIA
22. IRAN
23. IRAQ
24. ISRAEL
25. ITALY
26. KAZAKHSTAN
27. KENYA
28. KOREA
29. KUWAIT
30. MALAYSIA
31. MEXICO
32. MYANMAR
33. NEPAL
34. NIGERIA
35. OMAN
36. PAKISTAN
37. POLAND
38. QATAR
39. ROMANIA
40. RUSSIA
41. SAUDI ARABIA
42. SENEGAL
43. SERBIA
44. SINGAPORE
45. SOUTH AFRICA
46. SPAIN
47. SRI LANKA
48. SWITZERLAND
49. TAJIKISTAN
50. THAILAND
51. TRINIDAD AND TOBAGO
52. TURKEY
53. UGANDA
54. UKRAINE
55. UNITED ARAB EMIRATES
56. UNITED KINGDOM
57. UZBEKISTAN
58. VIETNAM
59. YEMEN
60. YUGOSLAVIA
61. ZAMBIA
62. ZIMBABWE



'14
MUMBAI
INDIA

IESS 2014 Factsheet

SHOW NAME	INDIA ENGINEERING SOURCING SHOW 2014 (IESS)
SHOW DESCRIPTION	India's largest international engineering sourcing show organised by EEPC India with the support of the Ministry of Commerce & Industry, Government of India
DATES	22 –24 January 2014
FREQUENCY	Annual
VENUE	Hall 1 & 2, Bombay Exhibition Centre, Mumbai
SHOW SIZE	Over 12,000 m2 gross
EXHIBITORS	Around 300 companies from India and overseas
FOREIGN DELEGATES	Foreign delegates from 63 countries
VISITORS	Over 8,000 professional visitors from India and overseas
COUNTRY PAVILIONS	Czech Republic, Bulgaria, South Korea, Romania, Thailand, South Africa, Canada, COMESA Region
PARTNER REGION	COMESA (19 member-countries in Africa)
PARTNER STATE	Karnataka
INDIAN PARTICIPATION	<p>Prominent participation by NTPC, JSW Steel, EXIM Bank, GMR Aerospace and Industrial Park, Heavy Engineering Corporation Limited, Institute of Applied Research, NRDC, RITES, Western Railways, Mazagaon Dock Limited, etc.</p> <p>Ministry Participation: Ministry of External Affairs, Department of Heavy Industry and Ministry of MSME</p> <p>State Governments: Jharkhand, Bihar, iNDEXTb (Industrial Extension Bureau of Govt of Gujarat), Madhya Pradesh Trade & Investment Facilitation Corporation Ltd (MPTRIFAC), Maharashtra Industrial Development Corporation, Small Industries Promotion Corporation of Tamilnadu – SIPCOT (Govt of Tamil Nadu), Visvesvaraya Trade Promotion Centre (Govt of Karnataka organisation).</p>
INDUSTRIAL DISPLAY	Robots displayed by Milagrow and Kuka
FOCUS SECTORS	<p>Automotive Component & Systems</p> <p>Industrial & Electrical Machinery</p> <p>Subcontracting</p> <p>Technology Research & Development</p>
CONFERENCES	<p>CxO Design Board – India: A Global Manufacturing Hub</p> <p>CxO Procure – India: New Paradigms In Government Procurement</p> <p>CxO Compass – India: A Global Investment Hub</p> <p>Indo-Iran Business Forum</p> <p>German Business Forum on German Business day: Opportunities with German SMEs</p> <p>India Eurasia Business Forum</p> <p>Getting Ready for Sustainable Exports</p> <p>Global Sourcing Meets</p> <p>Inverto Global Sourcing Meet & B2B</p> <p>Danfoss Global Sourcing Meet & B2B</p> <p>Workshop on Family Business growth in India</p> <p>Pentair IPO Global Sourcing Meet & B2B</p> <p>CUMMINS Global Sourcing Meet & B2B</p> <p>Claas Global Sourcing Meet & B2B</p> <p>ABB – Global Sourcing Meet & B2B</p> <p>KUBOTA – Global Sourcing Meet & B2B</p> <p>NASSCOM Summit – Opportunities & growth in Engineering Services in India</p> <p>Entrepreneurship Development</p> <p>B2B Meet with country delegates</p>
CO-LOCATED EVENT	45th EEPC INDIA National Awards for Export Excellence 2012-13
WEBSITE	www.iesshow.in
4th EDITION OF IESS	16–18 December 2014, Bombay Exhibition Centre, Mumbai

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Supporting Indian Associations



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