

**Chairman**

Shri Aman Chadha

**Sr. Vice Chairman**

Shri Anupam Shah

**Vice Chairman**

Shri Tarvinder Singh Bhasin

**Executive Director & Secretary**

Shri Bhaskar Sarkar

**Additional Executive Director**

Shri Suranjan Gupta

**Auditors**

Ranjit Jain & Co.  
Chartered Accountants  
135A, Central Avenue  
Room No. 9, 1st Floor  
Kolkata - 700 007

**Solicitors & Advocates**

M/s. Fox & Mondal  
12, Old Post Office Street  
Kolkata - 700 001

**Bankers**

Punjab National Bank  
HDFC Bank Ltd.

**Registered & Head Office**

Vanijya Bhavan (1st Floor)  
International Trade Facilitation Centre  
1/1 Wood Street, Kolkata-700 016

**Territorial Office**

New Delhi

**Regional Offices**

Chennai  
Kolkata  
Mumbai  
New Delhi

**Sub-Regional Offices**

Bangalore  
Jalandhar  
Hyderabad  
Ahmedabad

# EEPC INDIA OFFICES

## HEAD OFFICE

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## REGIONAL OFFICES

### Chennai

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## SUB-REGIONAL OFFICES

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### Jalandhar

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## Former Chairmen of the Council

1955-56	Late D. N. Jalan	1985-86	Shri M. C. Shah
1956-57	Late K. L. Chowdhary	1986-87	Shri M. C. Shah
1957-58	Late S. L. Kirloskar	1987-88	Shri M. C. Shah
1958-59	Late B. S. Agarwal	1988-89	Shri M. C. Shah
1959-60	Late B. S. Agarwal	1989-90	Shri M. C. Shah
1960-61	Late A. K. Bhattacharya	1990-91	Shri J. S. Bhasin
1961-62	Late A. K. Bhattacharya	1991-92	Shri J. S. Bhasin
1962-63	Late S. L. Kirloskar	1992-93	Shri J. S. Bhasin
1963-64	Late S. L. Kirloskar	1993-94	Shri J. S. Bhasin
1964-65	Late R. H. Mody	1994-95	Shri P. K. Shah
1965-66	Late R. H. Mody	1995-96	Shri P. K. Shah
1966-67	Late R. L. Rajgarhia	1996-97	Shri P. K. Shah
1967-68	Late R. L. Rajgarhia	1997-98	Shri P. K. Shah
1968-69	Late K. L. Chowdhury	1998-99	Shri P. K. Shah
1969-70	Late K. L. Chowdhury	1999-2000	Shri P. K. Shah
1970-71	Late Raunaq Singh	2000-01	Shri J. S. Bhasin
1971-72	Late Raunaq Singh	2001-02	Shri J. S. Bhasin
1972-73	Late Dr. B. V. Bhoota	2002-03	Shri Satish K. Dhanda
1973-74	Late Dr. B. V. Bhoota	2003-04	Shri Rakesh Shah
1974-75	Shri R. C. Maheshwari	2004-05	Shri Rakesh Shah
1975-76	Shri R. C. Maheshwari	2005-06	Shri Rakesh Shah
1976-77	Shri R. C. Maheshwari	2006-07	Shri Rakesh Shah
1977-78	Shri Suresh Mehta	2007-08	Shri Rakesh Shah
1978-79	Late V. P. Punj		
1979-80	Shri G. D. Shah		
1980-81	Shri G. D. Shah		
1981-82	Shri G. D. Shah		
1982-83	Shri T. A. S. Balagopal		
1983-84	Shri R. P. Jhalani		
1984-85	Shri R. P. Jhalani		

## Report of the Working Committee

### To the Members of EEPC India

(Formerly Engineering Export Promotion Council)

Your Committee is pleased to present its 58th Annual Report for the financial year ended 31st March 2013 together with the Audited Accounts for the said period. Your Committee gratefully acknowledges the encouragement, co-operation and support extended by the Members throughout the year. In order to maintain transparency, transactions of major financial impact were discussed in the working committee meetings from time to time.

### Membership

The Membership Strength in the Council as on 31.03.2012 was 11769 and as on 31.03.2013 was 11569.

The details are as under:-

	<b>As on 31.03.2013</b>	<b>As on 31.03.2012</b>
Ordinary Members	<b>7876</b>	8716
Associate Members	<b>3685</b>	3045
Nominated Members	<b>08</b>	08
Total:	<b>11569</b>	11769

### Financial Status

#### Summary of Income & Expenditure Account

	<b>2012-2013</b>	<b>2011-2012</b>
Income from Members' & Other Income	<b>248888620</b>	232464553
Grant – in – Aid from Govt. of India	<b>190902585</b>	141894143
Interest	<b>14957108</b>	11463938
Total Income	<b>4454748313</b>	385822634
Total Expenses	<b>445261590</b>	379694764
Surplus / (Deficit) for the year	<b>9486723</b>	6127870

### Declaration

As stipulated in Section 217(2AA) of the Companies Act, 1956, your Committee subscribes to the "Committee Responsibility Statement" and confirms as under:

- 1) That in the preparation of the Annual Accounts, the applicable Accounting Standards have been followed along with proper explanation relating to material departures.
- 2) That the committee has selected such accounting policies which are relevant for the purpose and applied consistently and made judgments and estimates that are responsible and prudent so as to give a true and fair view of the state of affairs of the Council as at 31st March, 2013 and of the Surplus of the Council for the year ended on that date.
- 3) That the committee has taken proper and sufficient care for the maintenance of adequate records in accordance with the provisions of this Act for safeguarding the assets of the Council and for preventing and detecting fraud and other irregularities.
- 4) That the committee has prepared the Annual Accounts on a going concern basis.

### Auditors and Auditors' Report

M/s. Ranjit Jain & Co. Chartered Accountants are the statutory auditors who are due to retire at the ensuing Annual General Meeting of the Council and have given their consent for reappointment and also have confirmed that their appointment, if made, would be within the limits as prescribed u/s 224(1B) of the Companies Act.

### Particulars of Employees

There was no employee of the Council who received remuneration in excess of the limit prescribed under section 217 (2A) of the Companies Act, 1956 read with the Companies (Particulars of Employees) Rules, 1975.

### Acknowledgement

We are grateful to the members for their co-operation, fruitful suggestions and guidance from time to time.

On behalf of the Working Committee

Sd/-

**Aman Chadha**  
Chairman

Date : 5th September 2013

Place : Kolkata

The Working Committee of EEPC INDIA has the pleasure in presenting its report on the activities of the Council for the year ended 31st March, 2013.

### EEPC INDIA WINS NIRYAT BANDHU GOLD TROPHY

EEPC India has again been awarded the "Niryat Bandhu" Gold Trophy Award for the year 2009-10 given away by the Federation of Indian Exporters Organisations (FIEO). The Council has been recognized as the best Trade and Investment Promotion Council in the country for the second time in a row. Shri Aman Chadha, Chairman of the Council received this prestigious award from the Hon'ble President of India, Shri Pranab Mukherjee on 5th October, 2012 in New Delhi.

### EXPORT PERFORMANCE

#### A. Overall Exports Down by (-) 1.86%

Based on the provisional data published by DGCI&S, exports during March 2013 were valued at US\$ 30483.58 million (Rs.165844.68 Crore) which was 5.70 per cent higher in Dollar terms (14.27 per cent higher in Rupee terms) than the level of US\$ 28839.36 million (Rs. 145123.41 Crore) during March 2012. Cumulative value of exports for the period 2011-12 was US\$ 300,274.12 million (Rs. 1,633,634.80 Crore) as against US\$ 305,963.92 million (Rs.1,465,959.39 Crore) registering a negative growth of -1.86 per cent in Dollar terms and 11.44 per cent in Rupee terms over the same period last year.

#### B. Performance of Engineering Sector in FY 2012-13

According to the provisional data available from DGCI&S up to March 2013, India's export of engineering goods have posted a negative growth of -3.08% in US\$ mln. during the financial year 2012-13 in comparison to the same period in the previous fiscal. The provisional data indicate that exports of engineering goods from India have reached US\$ 56796.86 million up to March 2013. In the month of March 2013 Exports of Engineering goods were to the tune of US\$ 5863.73 million.

In rupee terms India's export of engineering goods are valued at Rs. 311303.6 crores during April-March 2012-13 which is 10.29% higher than Rs. 282256.38 crores during April-March 2011-12.

[The engineering sector appears to retain its share of 18% plus in overall export from the country, which is maximum in terms of sectoral contribution.]

#### C. Performance : Commodity-wise

What's up and what's down in March in comparison to cumulative export performance in April-March 2011-12:

What's up : Manufactures of Metals, Machinery and Instruments, Ferro Alloys, Machine Tools and Residual engineering items.

What's down : Iron & Steel Bar/Rod etc., Ferro Alloy, Transport Equipments, Non-Ferrous Metals, Primary & Semi-Finished Iron & Steel.

#### Export Performance of Principal Commodities: for March - 2013

(Figures in US\$ million)

Principal Commodity	Cumulative Exports 2011-12	Cumulative Exports 2012-13 (Prov.)	% change over 2011-12
Transport Equipments	21407.76	18432.62	-13.90
Machinery and Instruments	14285.09	15210.7	6.48
Manufactures of Metals	9534.5	10030.72	5.20
Primary & Semi-Finished Iron & Steel	5175.13	5087.04	-1.70
Non-Ferrous Metals	3628.14	3540.49	-2.42
Ferro Alloys	1754.91	1884.06	7.36
Iron & steel Bar/Rod etc. & Ferro Alloy	1416.89	1136.8	-19.77
Aluminium other than Products	681.38	683.42	0.30
Machine Tools	363.6	393.33	8.18
Residual Engineering Items	306.45	347.16	13.28
Mica	49.78	50.52	1.49
<b>Grand Total</b>	<b>58603.63</b>	<b>56796.86</b>	<b>-3.08</b>

(Source : DGCI&S Provisional Data)

## D. Top Destinations

### Export performance to Top 20 Destinations for March 2013

*(Figures in US\$ Million)*

Importing Country	Cumulative Exports 2011-12	Cumulative Exports 2012-13 (Prov.)	% change over 2011-12	Rank 2011-12	Rank 2012-13 (Prov.)
U S A	6916.81	6350.98	-8.18	1	1
U A E	3863.38	3721.21	-3.68	3	2
Singapore	4886.9	3191.89	-34.68	2	3
China P R P	3407.64	3015.44	-11.51	4	4
U K	2204.65	2354.62	6.80	6	5
Germany	2223	2117.45	-4.75	5	6
Sri Lanka DSR	1882.09	1694.25	-9.98	7	7
South Africa	1229.49	1593.08	29.57	10	8
Italy	1526.61	1383.3	-9.39	9	9
Saudi Arabia	1084.73	1372.96	26.57	11	10
Thailand	817.4	1261.33	54.31	18	11
The Netherlands	986.77	1240.48	25.71	14	12
Indonesia	1603.31	1113.3	-30.56	8	13
Korea RP	1056.23	1112.17	5.30	12	14
Malaysia	952.86	1091.8	14.58	16	15
Bangladesh PR	718.71	1041.46	44.91	21	16
Nigeria	1021.59	1030.63	0.88	13	17
Turkey	851.13	878.48	3.21	17	18
Egypt A RP	438.79	856.26	95.14	33	19
France	790.78	820.18	3.72	20	20

*(Source : DGCI&S Provisional Data, EEPC Member Returns)*

## E. Top 5 Destinations: Product Performance

Destinations	Substantial Growth	Heavy Decline
USA	Residual engineering items, Machine Tools, Mica, Ferro Alloys	Primary & Semi-Finished Iron & Steel, Transport Equipments, Aluminium other than Products
UAE	Ferro Alloys, Machine Tools, Mica, Manufactures of Metals, Residual Engineering Items, Iron & Steel Bar/Rod etc. & Ferro Alloy	Transport Equipments, Non-Ferrous Metals



Destinations	Substantial Growth	Heavy Decline
Singapore	Non-Ferrous Metals, Manufactures of Metals	Ferro Alloys, Primary & Semi-Finished Iron & Steel, Transport Equipments, Machine Tools, Aluminium other than Products
China P RP	Machine Tools, Residual Engineering items	Manufactures of Metals, Iron & Steel Bar/Rod etc. & Ferro Alloy, Aluminium other than Products, Primary & Semi-Finished Iron & Steel
UK	Mica Transport Equipments Non-Ferrous Metals	Machine Tools Iron & Steel Bar/Rod etc. & Ferro Alloy Ferro Alloys Primary & Semi-Finished Iron & Steel, Aluminium other than Products

(Source : DGCI&S Provisional Data, EEPC Member Returns)

## F. Emerging Destinations

1. Growth in cumulative exports of the period under consideration: more than 50%
2. Exports between 0.5% and 1% of total exports of engineering goods in this period

(Figures in US\$ million)

Destinations	Cumulative Export April-March 2011-12	Cumulative Export April-March 2012-13 (Prov.)	% Growth
Chile	211.5	357.43	69.00
Iraq	272.03	459.93	69.07

(Source : DGCI&S Provisional Data, EEPC Member Returns)

## PROMOTIONAL ACTIVITIES

During the year under review, EEPC India organised various activities both in India and abroad for promoting exports of engineering goods and services. EEPC India participated in various exhibitions by setting up information booths and catalogue shows with the assistance of Indian Embassies abroad. During the year, EEPC India organised one Indian Engineering Exhibition, or INDEE, in Casablanca, Morocco. Moreover, three India Shows were organised in Tokyo, Japan, Brno, Czech Republic and Indian Engineering Sourcing Show (IESS) in Mumbai, India with the support from Ministry of Commerce & Industry, Government of India. Buyer Seller Meets were also organized, both in India and abroad, for the benefit of the members-exporters.

EEPC India conducted a number of seminars and workshops across India on export finance, quality upgradation, focus country programmes and so on. The award functions were also organized at the regional as well as national levels.

### 1. India Shows/ INDEE

#### 1.1 The India Show in Japan held in Tokyo, Japan

The India Show in Japan was the fourth such show organized by EEPC India after the successful completion of the first in Istanbul, Turkey in January 2011, the second in Toronto, Canada in October 2011 and the third in Mumbai, India in March 2012.

The India Show Japan was synchronized with the 16th edition of Japan's largest industrial exhibition M-Tech – Mechanical Components and Materials Technology Expo at the Tokyo Big Sight from 20-22 June 2012. Just over a year after the signing of the Comprehensive economic Partnership Agreement (CEPA) between the Government of Japan and India, EEPC India took The India Show to Tokyo, Japan. 81 organisations from India participated in the event to explore opportunities for partnership development, networking and business linkages for various types of engineering products. The Show was even more significant because of the 60th anniversary celebrations of diplomatic relations between India and Japan in the year 2012. The accordance of

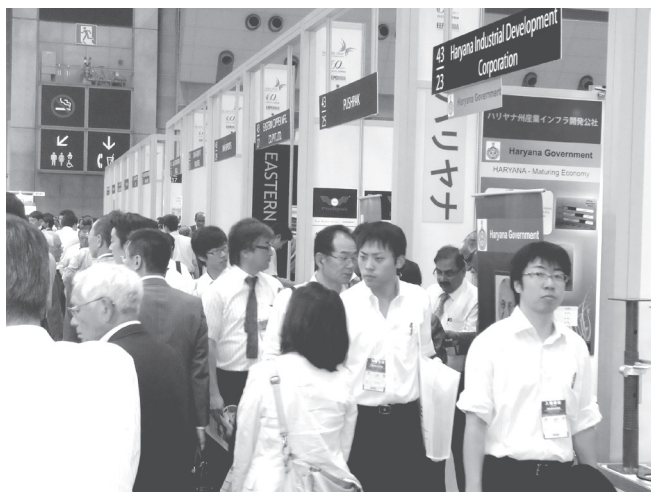


'Partner Country Status' to India brought additional advantage to Indian companies with higher visibility and attention.

The India Show was inaugurated on 20 June 2012 in the presence of VIPs from the Ministry of Commerce, Government of India; Embassy of India in Japan and senior officials from Reed Exhibitions. The gathering was addressed by Mr. S. R. Rao, Union Commerce Secretary, Government of India; Mr. A. K. Tripathi, Joint Secretary, Department of Commerce, Government of India; Mr. Aman Chadha, Chairman, EEPC India; Mr. Alok Prasad, Ambassador of India in Japan and Mr. Tad Ishizumi, President, Reed Exhibitions, Japan while a host of other dignitaries including Mr. Anupam Shah, Senior Vice Chairman, EEPC India; Mr. Tarvinder Singh Bhasin, Vice Chairman, EEPC India; Mr. R. Maitra, Executive Director, EEPC India; Ms. Aparna Dutt Sharma, CEO, IBEF; etc.

The following focus products were displayed at the Show:

- Tools
- Motor
- Fluid Power Transmission
- Mechanical Parts & Related Products
- Fasteners & Fastening Technology
- Surface Treatment & Modification
- Materials & Fabrication Technology
- Motion Technology
- Mechanical Springs
- Testing/Measuring/Sensor
- Debarring & Surface Finishing
- Parts Feeder/Parts Inspection
- Ultra Precision Processing/Microfabrication
- Large/Thick Parts Machining



*A view of The India Show in Tokyo, Japan in June 2012*

- Industrial Cleaning
- Medical Device Development & Manufacturing Technology.

A few State Governments namely Govt. of Jharkhand, Govt. of Gujarat, Govt. of Madhya Pradesh, Govt. of Manipur and Govt. of Haryana were present along with PSUs such as BHEL, HMT, HEC and EPI and Commodity Boards such as APEDA, Tea Board and Coffee Board. A few important topical Seminars were held which were well attended. Response from the exhibitors was very encouraging.

### **1.2 The India Show in Czech Republic held at Brno, Czech Republic**

The India Show was synchronized with the Czech Republic's largest industrial exhibition MSV – International Engineering Fair in Brno which is the most important industrial exhibition in Central Europe from 10 – 14 September 2012. Organized by BVV Trade Fairs Brno, the 2012 Show was the 54th edition of MSV where India was present as the "Partner Country".

137 organisations from India participated in the event to explore large opportunities for partnership development, networking and business linkages for various types of engineering products. The accordence of "Partner Status" to India was an additional advantage to Indian companies with higher visibility and attention.

The India Show was jointly inaugurated by Mr. Anand Sharma, Union Minister for Commerce, Industry & Textiles and Mr. M. Kuba, Minister of Industry & Trade of the Czech Republic along with HE Mr. V. Ashok, Indian Ambassador in the Czech Republic; HE Mr. Miloslav Stasek, Ambassador of the Czech Republic in India and Mr. Aman Chadha, Chairman, EEPC India. Other dignitaries present on this occasion included Mr. Sumanta Chaudhuri and Mr. A. K. Tripathi, Joint Secretaries, Ministry of Commerce, Government of India, Ms. Aparna Dutt Sharma, CEO, IBEF; Mr. R. Maitra, Executive Director, EEPC India, host of other officials from Embassy of India in Prague, IBEF, Ministry of Commerce & Industry and EEPC India.

The following focus products were displayed in the Show:

- Automobile components, spare parts, accessories
- Mining, metallurgical, ceramic and glass engineering
- Materials and components for mechanical engineering
- Drives, hydraulics and pneumatics, cooling technology and air-conditioning
- Power engineering and heavy-current electrical engineering

- Electronics, automation and measuring technology industry
- Ecological technology
- Research, development, transfer of technologies, financial and other services
- Transport, handling, industrial packing, warehousing
- Machine tools and accessories
- Plastic products and processing machinery
- Pharmaceutical machinery
- Food processing machinery

In the course of the exhibition, various business forums, seminar and investment sessions were organized. On 11 September 2012, the Ministry of Industry and Trade of the Czech Republic and the Confederation of Industry of the Czech Republic in association with EEPC India successfully organized the Ninth Session of the Czech-Indian Joint Commission for Economic Cooperation and Czech-Indian Economic Forum. During the function, EEPC India also signed an MoU with the Confederation of Industry of the Czech Republic for the promotion of trade and investment between the two countries. A similar MoU was signed between the Czech Export Bank and the Export Import Bank of India. Both the MoU's were signed in the presence of Mr. Martin Kuba, Minister of Industry & Trade, the Czech Republic and Mr. Anand Sharma, Union Minister for Commerce, Industry & Textiles. After the session, B2B meetings were organized between Czech and Indian companies present during the function.



Mr Aman Chadha, Chairman, EEPC INDIA presents a memento to the Czech Prime Minister, Mr Petr Necas at The India Show in Brno, the Czech Republic in September 2012

### 1.3 INDEE Morocco 2012, Casablanca

EEPC India decided to take the 26th edition of its flagship exhibition – INDEE to Morocco which borders Europe and the rich African countries of Algeria and Mauritania.

The country has both Atlantic and Mediterranean coastlines and combines the best of Islamic, Arabic and African cultures and is considered a gateway to West and Northern Africa.

INDEE in Casablanca, Morocco was organized from 13th to 15th December 2012. The Show was a part of the 4th edition of Le Salon International DE L'INDUSTRIE. India was declared the "Partner Country" in that exhibition.

The following focus products were displayed at the exhibition:

- Automotive components
- Parts of other transport equipments
- Electricity distribution and control apparatus
- Semi-finished products of copper, nickel, aluminium, lead, zinc and tin or their alloys
- Basic iron and steel
- Rolled, drawn and folded products of iron and steel
- Insulated wire and cable, optical fibre cables
- Machinery for mining, quarrying and construction
- Engines and turbines
- Fabricated metal products such as articles of aluminium, tools for pressing, stamping etc
- Air conditioning machines
- Pumps, compressors, hydraulic and pneumatic power engines and valves
- Domestic appliances
- Agricultural or forestry machinery
- Structural metal products
- Bodies (coachwork) for motor vehicles
- Instruments and appliances for measuring, checking, testing, navigating and other purposes
- Electric filament or discharge lamps, arc lamps, lighting equipment



A view of Indian Engineering Exhibition (INDEE) in Casablanca, Morocco

- Lifting and handling equipment
- Medical and surgical equipment and orthopaedic appliances
- Electric motors, generators and transformers
- Railway and tramway locomotives and rolling stock.

INDEE was inaugurated jointly by HE Mr. Krishan Kumar, Ambassador of India and Mr. Aman Chadha, Chairman, EEPC India. 88 organisations from India participated in INDEE Morocco. The occasion was also graced by the presence of Mr. Pankaj Chadha, Regional Chairman, EEPC India (WR), Mr. Bhaskar Sarkar, Executive Director & Secretary, EEPC India, officials from the Indian Embassy in Morocco and the entire Indian contingent as well as many Moroccan entrepreneurs.

#### **1.4 India Engineering Sourcing Show (IESS 2013) held at Mumbai during March 14 – 16, 2013**

After the overwhelming success of the 1st India Engineering Sourcing Show (IESS) held during March 22-24, 2012, the 2nd edition of IESS 2013 was organised in Mumbai from 14 – 16 March 2013 at the Hall 1, spanning the area of 11000 sqm in Bombay Exhibition Centre, Mumbai.

The second 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 Mr. Anand Sharma, Hon'ble Minister of Commerce, Industry & Textiles, Govt of India; his counterpart, Mr. Martin Kuba, Minister of Trade & Industry, Czech Republic; Mr. Milan Hovorka, Dy. Minister of Trade, Czech Republic; Mr. Jiri Zak, Dy. Minister of Transport, Czech Republic. Also present Mr. Miloslav Stasek, Ambassador of Czech Republic in India and Mr. Aman Chadha, Chairman, EEPC India, other senior officials from Ministry of Commerce, Government of India and members from the diplomatic community.

More than 300 Indian companies and 60 Overseas companies participated in the event. International country pavilions were from Czech Republic, France, Japan, South Africa, Thailand and Yemen. Australia, Canada and Hungary also sent their international exhibitors.

Indian Central and state Governments had impressive participation and exhibitors included Department of Heavy Industries, Indian Army, Ministry of Defence, Governments of Madhya Pradesh, Punjab and Rajasthan, Maharashtra Industrial Development Corporation, the National Small Industries Corporation Ltd., Rail Wheel Factory (Ministry of Railways), MMTC Ltd., Indian Space & Research Organisation, Adityapur

Industrial Area Development Authority, Bokaro Industrial Area Development Authority (BIADA) and Jharkhand Government Mini Tool Room & Training Centre were key exhibitors.

Top Indian corporates included Bajaj Electricals Limited, Birla Ericsson Optical Limited, Finolex Cables Ltd., Ghatge Patil Industries Ltd., Industrial Boilers Ltd., HPL India Ltd., Jindal Steel & Power Limited, JSW Steel Ltd., Mahindra World City - Jaipur Ltd., State Bank of India, Tata Autocomp Systems Ltd., Toyota Kirloskar Motor Pvt. Ltd. etc. Indian SMEs, too, had an impressive display of their engineering expertise in IESS 2013.

Apart from the visiting high delegation from the Czech Republic, IESS 2013 received a number of ministerial delegations from various countries, such as Myanmar, Guinea, Togo and Mozambique.

The following seminars/business sessions were organized on the sidelines of IESS 2013:

- Indo-Czech Business Forum
- Discussion on India : A Global Manufacturing Hub
- ABB Seminar on Global Sourcing
- Seminar on Government Procurement – PSU, Defense & Energy sectors
- Seminar on Investment – Overseas and Domestic
- Seminar on Trade Finance
- Workshop on Skill Development for Manufacturing Sector
- 1st Meeting of Indo-Czech Joint Working Group
- AMCHAM Seminar on Growth Opportunity for India SMEs with American Companies in India
- EEPC India also organized its 44th Annual Awards for Export Excellence in 2011-12.

IESS 2013 was supported by the following associations:

- American Chamber of Commerce in India
- Bombay Industries Association
- Federation of Karnataka Chambers of Commerce & Industry
- Gurgaon Industry Association
- Indian Textile Accessories & Machinery Manufacturers' Association
- Indo-African Chamber of Commerce & Industries
- Indo-American Chamber of Commerce
- Industries Association of Uttarakhand
- Jamnagar Chamber of Commerce & Industry
- Jodhpur Entrepreneurs International
- Karnataka Small Scale Industries Association



- Mahratta Chamber of Commerce, Industries and Agriculture
- Malabar Chamber of Commerce
- National Chamber of Industries & Commerce
- Peenya Industries Association
- Rajasthan Chamber of Commerce & Industry
- Rajasthan Stainless Steel Re-Roller Association
- Rajkot Engineering Association
- Sangli Miraj MIDC Manufacturers' Association
- Small & Medium Business Development Chamber of India
- Surat Engineering Vikas Association
- TAGMA
- The All India Plastics Manufacturers' Association
- The Council of EU Chambers of Commerce in India
- The Industrial Technology Developers' Association
- Vatva Industries Association

The following international organizations supported IESS 2013:

- All Industrialists' and Businessmans' Association, Turkey
- Baghdad Chamber of Commerce, Iraq
- Czech Chamber of Commerce, Czech Republic
- Dubai Chamber of Commerce & Industry, UAE
- Egyptian International Trade Point, Egypt
- Federation of Malaysian Foundry & Engineering Industries Associations, Malaysia
- Indo European Chamber of Small & Medium Enterprises, Italy
- Small & Medium Enterprises Association (SAMENTA), Malaysia
- Thai Subcontracting Promotion Association, Thailand
- The Electrical and Electronics Association of Malaysia (TEEAM), Malaysia



*Inauguration of The India Show with the formal ribbon cutting ceremony by (L – R) Mr Aman Chadha, Chairman, EEPC INDIA; Mr Anand Sharma, Minister of Commerce & Industry, Govt of India; Mr Martin Kuba, Czech Minister of Trade & Industry; Mr Anupam Shah, Sr Vice Chairman, EEPC INDIA and Mr B Sarkar, Executive Director & Secretary, EEPC INDIA; Mr Miloslav Stasek, Czech Ambassador in India is also seen in the background.*

## 2. India Pavilions in major international exhibitions

In the reporting year, EEPIC India organised India Pavilions at various international exhibitions. These events were organised under MDA and MAI Schemes. The details of the India Pavilions' are furnished below:

Sl. No.	Name of the Exhibition	Venue	Date	Products Covered in the Event
1.	India Pavilion at BIET 2012	Dhaka, Bangladesh	05-08 April 2012	Industrial machinery and supplies, energy
2.	India Pavilion at AUTOMEC 2012	Sao Paulo, Brazil	10-14 April 2012	Automotive industry
3.	India Pavilion at SIMTOS 2012	Kintex, Korea	17-22 April 2012	Machine tools
4.	India Pavilion at Hannover Messe 2012	Hannover, Germany	23-27 April 2012	Subcontracting, energy
5.	India Pavilion at Automechanika Middle East 2012	Dubai, UAE	22-24 May 2012	Automotive industry
6.	India Pavilion at JIMEX 2012	Amman, Jordan	04-06 June 2012	Machinery, electricity automation, energy, renewable energy, HVAC & water technologies
7.	India Pavilion at ACHEMA 2012	Frankfurt, Germany	18-22 June 2012	Chemical engineering, environmental protection and biotechnology
8.	India Pavilion at Sri Lanka Plast 2012	Colombo, Sri Lanka	10-12 August 2012	Plastics industry
9.	India Pavilion at Automechanika Frankfurt 2012	Frankfurt, Germany	11-16 September 2012	Automotive industry
10.	India Pavilion at METALEX Vietnam 2012	Ho Chi Minh City, Vietnam	04-06 October 2012	Machine tools, sheet metalworking, welding technology, factory automation, pumps & valve, mold & die wire, control measurement, tools & tooling
11.	India Pavilion at Big5 2012	Dubai, UAE	05-08 November 2012	Construction industry
12.	India Pavilion at MMT Yangon 2013	Yangon, Myanmar	16-18 January 2013	Myanmar manufacturing equipment, components & engineering technology
13.	India Pavilion at Asia Pharma 2013	Dhaka, Bangladesh	23-25 February 2013	Pharmaceutical industry
14.	India Pavilion at INAPA 2013	Jakarta, Indonesia	28-31 March 2013	Automotive industry

### 3. Buyer Seller Meets

In an endeavour to promote the “Made in India Brand” and to create awareness on the capabilities of Indian engineering industries for delivering goods and services in the global arena, EEPC India organized following RBSM/ Buyer Seller Meets during the year under review as indicated below:

Sl. No.	Countries Visited	Period
1.	Reverse Buyer Seller Meet in India-ASEAN Business	18-20 December, 2012
2.	Reverse Buyer Seller Meet 2013 (Coinciding with Vibrant Gujarat 2013)	10 January, 2013
3.	Buyer Seller Meet in Myanmar (Coinciding with MMT Yangon 2013)	13-19 January, 2013
4.	Buyer Seller Meet in Algeria and Senegal	13-23 January, 2013
5.	Buyer Seller Meet in Peru, Ecuador and Colombia	February 23 – March 06, 2013

### 4. Signing of MoUs

In its various exhibitions held in India and abroad, EEPC India signed MoUs and also facilitated MoU signing between its member-constituents and their international counterparts.

During 2012-13, EEPC India signed MoUs with:

- Czech Chamber of Commerce
- Confederation of Industry of the Czech Republic

EEPC India facilitated signing of the following MoUs:

- Invest India & Czech Invest
- Varun International, India and Water Savers, Czech Republic
- Pushpak Products India Pvt. Ltd., India and Liko – S International, Czech Republic
- Agile Europe s.r.o. and The Law House.

### SEMINARS/CONFERENCES/MEETINGS IN INDIA

#### Export Awareness Programme & Other Seminars

During the year under review, the Council's Regional Offices organized seminars and meetings for the benefit of the members at various locations under their jurisdiction. The seminars and workshop were well attended by the member firms. Representatives of various services sectors and Government departments participated and briefed about their services for the growth of exports. The office-wise and date-wise

details of the same are furnished chronologically in **Annexure I.**

#### Meeting with Government Officials/Agencies/Open House Meetings

The officials of various EEPC India offices attend a number of meetings and seminars and gave presentations/lectures about the Council and its promotional activities during the reporting year. They also organized Open House Meets on specific areas of interest. Such activities region-wise are furnished in **Annexure II.**

#### Training Programme

In the reporting year, EEPC India organized various Training Programmes for the benefit of the senior executives of the member firms on various topic. The details of the same are given in **Annexure III.**

#### AWARD FUNCTIONS

#### The 44th EEPC India National Awards for Export Excellence for 2011-12

The 44th EEPC India National Awards for Export Excellence for 2011-12 was held in Mumbai on 15th March 2013 as part of the 3-day India Engineering Sourcing Show 2013 held from 14–16 March, 2013 in Mumbai. Mr. Martin Kuba, Hon'ble Minister of Trade, Czech Republic was the Chief Guest on this occasion. The meritorious exporters were honoured with special awards for the year 2011-12 for excellent export performance in their respective sectors. In all,

111 firms received the award in different categories. The event was well represented by the government officials, industry representatives and other dignitaries. The Award Function was also aired on NDTV Profit TV channel.

#### **Southern Region Export Excellence Award Function 2010-11 in Hyderabad**

The Regional Office organized the Regional Export Award Presentation Function at Hotel Novotel, Hyderabad, on 27th July 2012. Dr. M. M. Pallam Raju, Hon'ble Union Minister of State for Defence, Ministry of Defence, Government of India, graced the Award Function and presented trophies to the outstanding members for their meritorious performance in export of engineering goods during 2010-11. Shri Anupam Shah, Sr. Vice Chairman, EEPC India delivered Keynote Address. Shri Mahesh K. Desai, Regional Chairman, EEPC India, Southern Region, welcomed the Chief Guest, Dignitaries, Award Winners, members and media persons. Shri Rana Roy, Addl. Executive Director, EEPC India was also present at this Award Function. 67 members from Southern Region received the trophies/shields from the Hon'ble Union Minister of State for Defence. Shri Y. Hariharan, Dy. Regional Chairman proposed Vote of Thanks.

#### **Eastern Region 28th Export Excellence Award Function 2009-10 in Kolkata**

The Regional Office organized Regional Export Award Presentation Function (2009-10) in Kolkata on April 05, 2012. His Excellency Mr. Miloslav Stasek, Czech Ambassador in India and Shri G. D. Shah, Former Chairman, EEPC India, graced the event as the Chief Guest and presented trophies and shields to the meritorious exporters for their outstanding export performance during the year 2009-10. Around 43 Exporters from Eastern Region were given Awards in various categories. Shri A. K. Garodia, Regional Chairman, EEPC India (ER); Shri P. K. Shah, Former Chairman, EEPC India; Shri Rakesh Shah, Former Chairman, EEPC India; Shri B. D. Agarwal, Deputy Regional Chairman, EEPC India (ER); Shri G. K. Madhogaria, Deputy Regional Chairman, EEPC India (ER); Shri R. Maitra, Executive Director, EEPC India; Shri B. Sarkar, Additional Executive Director and Secretary, EEPC India; Shri S. Gupta, Director, EEPC India; Mrs. Anima Pandey, Regional Director, EEPC India (ER) were present at the occasion.

#### **Eastern Region 29th Export Excellence Award Function 2010-11 in Kolkata**

The 29th Export Excellence Award Presentation Function (2010-11) had been organized by the Regional Office in Kolkata on February 06, 2013. Dr. Anup K. Pujari, Director General of Foreign Trade, Ministry of Commerce & Industry, Government of India was the Chief Guest and presented the awards to the awardees. 46 member-exporters had been awarded on this occasion. Shri Aman Chadha, National Chairman, EEPC India; Shri A. K. Garodia, Regional Chairman, EEPC India (ER); Shri P. K. Shah, Former Chairman, EEPC India; Shri Rakesh Shah, Former Chairman, EEPC India; Shri B. D. Agarwal, Deputy Regional Chairman, EEPC India (ER); Shri G. K. Madhogaria, Deputy Regional Chairman, EEPC India (ER); Shri B. Sarkar, Executive Director and Secretary, EEPC India; Shri S. Gupta, Additional Executive Director, EEPC India; Mrs. Anima Pandey, Regional Director, EEPC India (ER) were present at the occasion.

#### **Northern Region Export Excellence Award Function 2009-10 & 2010-11 in Jalandhar**

The Regional Office organized Regional Export Award Presentation Function (2009-10 & 2010-11) in Jalandhar on September 28, 2012. Hon'ble Deputy Chief Minister of Punjab, Sardar Sukhbir Singh Badal, Chief Guest and Shri Bikram Singh Majithia, Hon'ble Minister of Revenue and Rehabilitation, Information and Public Relations, Non-conventional Energy, NRI Affairs; Guest of Honour Shri K. D. Bhandari, MLA; Shri Pargat Singh, MLA were also present at this prestigious ceremony. Hon'ble Deputy Chief Minister presented trophies and shields to the meritorious exporters for their outstanding export performance during the year 2009-10 and 2010-11. More than 300 member-exporters from Northern Region received the awards on this occasion. The Award Presentation Function was also graced by Shri Aman Chadha, Chairman, EEPC India; Mrs. Kamna Raj Aggarwalla, Regional Chairperson (NR), EEPC India; Shri R. Maitra, Executive Director, EEPC India.

#### **PUBLICITY**

##### **a. Indian Engineering Exports - ie<sup>2</sup>**

EEPC India has been publishing coloured magazine every month which is highly acclaimed by the readers across the industry. The magazine contains issues related to exports, policy, domestic industry, general economy, country profile etc. and the articles are more analytical and research based. It provides necessary feedback to all the members of EEPC India and also



to its subscribers. This is circulated to Indian Missions located overseas, foreign diplomatic missions located in India and various Government Ministries/Departments at the state and Central level, leading Chambers of Commerce, Trade bodies and key figures in the Indian industry and banking. During the year, Publicity Department brought out a 3 special international editions of the magazine on the occasion of INDEE – Morocco; the India Show – Tokyo, Japan and the India Show, Brno, Czech Republic besides the regular monthly Indian edition.

#### **b. Engineering Export Info Bulletin**

EEPC India's weekly bulletin entitled: *Engineering Export Info-Bulletin* continues to be disseminated among all its members in an electronic form and sent through e-mail on Monday every week. Besides this, the magazine is also uploaded on EEPC India's website. The electronic version of the bulletin covers overseas information like Market Survey Reports, Country Profiles, Trade Regulations, Tenders and Enquiries, advance information on International Exhibitions and Trade Fairs as well as information on domestic events. It circulates the information on Government Policies and Regulations, EXIM Policy, Exchange Control, Export Credit, Export Finance, Central Excise etc. Through this bulletin, members are apprised of promotional activities organised by the Council such as Exhibitions, Buyer-Seller Meets, Trade Delegations, Business Awareness Seminars and so on.

EEPC India also brings out many other publications. These include Council's introductory booklet *EEPC INDIA at Work*, Product Catalogues, Journals, event reports, and event specific booklets & profiles. These give a first-hand idea about the latest developments in the Indian Engineering Industry, its technical expertise and capabilities to cater to the needs of overseas markets.

#### **c. Product Catalogues**

EEPC India brought out 2 product catalogues during the year :

1. Machine Tools
2. Auto Components

#### **d. EEPC INDIA at Work**

This is the introductory booklet of the Council highlighting its objectives, promotional activities in India and abroad while detailing the current status of engineering exports from India. It gives a brief idea about the services offered to the Indian exporters and their counterparts

abroad. This is the most widely circulated publication of EEPC India, both in India and overseas and reaches to the target audience during various International Exhibitions, Buyer-Seller Meet etc. This publication is also being sent to important Chamber of Commerce abroad, Indian Missions and Embassies all over the world and Foreign Diplomatic Missions in India.

During the year, two editions in English and three editions were brought out in Japanese, Czech and French languages.

#### **e. Event Specific Publications**

Participants' profiles, bi-lingual booklets and special publicity material including posters, leaflets, interactive CDs etc. were prepared and distributed during the following events where India Pavilions were set up by EEPC India.

1. BIET, Dhaka, Bangladesh
2. Automec, Sao Paulo, Brazil
3. SIMTOS, Seoul, South Korea
4. Hannover Fair 2012, Germany
5. Automechanika Middle East, Dubai
6. JIMEX, Amman, Jordan
7. ACHEMA, Frankfurt, Germany
8. Sri Lanka Plast, Colombo, Sri Lanka
9. Automechanika, Frankfurt, Germany
10. METALEX, Ho Chi Minh City, Vietnam
11. Big 5, Dubai
12. Buyer-Seller Meets in Algeria & Senegal
13. Buyer-Seller Meet, Myanmar
14. MMT Yangon, Myanmar
15. Asia Pharma, Dhaka, Bangladesh
16. INAPA, Jakarta, Indonesia
17. Buyer-Seller Meets in Peru, Ecuador & Colombia

#### **f. Yearly Publications**

EEPC India published its 57th Annual Report for the year 2011-12 in English along with a Hindi version.

#### **g. Award Function 2011-12**

Council's All India Award Presentation Function for the year 2011-12 was held in New Delhi on 20 December 2011.

- A special Award issue of EEPC India's monthly magazine – *Indian Engineering Exports* containing details of the Award Winners in various categories was published on the occasion.
- Chairman's Speech was released in printed booklet form.
- Well-designed Certificates were prepared and distributed to all meritorious exporters for the 2009-10.
- EEPC India organised fabrication of Trophies for Award Winners for the year in recognition of their export performance in different categories.
- Individual Badges were also prepared for all the Award Winners and guests who graced the occasion.
- Various Standees and Banners were prepared to publicise the event.
- A 3-page Newspaper Supplement was released in all edition of *The Economic Times* to commemorate the event.

#### **h. Post Show Report of India Show, Tokyo, Japan & India Show, Brno, Czech Republic**

EEPC India organised two exclusive Shows – The India Show at Tokyo, Japan and Brno, Czech Republic. Both the Shows were a big success and detailed report was published after the event containing all the details of the exhibition including media reports, publicity campaign, event photographs, details of business visitors, statistics and other business related information. The reports were distributed among Government officials, Embassies of the respective countries and all participants of this exhibition.

#### **i. India Engineering Sourcing Show (IESS)**

EEPC India organised the second edition of IESS in Mumbai from 14 – 16 March 2013. More than 300 Indian companies participated in the Show and displayed their products. Besides this, there were many foreign exhibitors as well. Visitors came from all over the world. Many other conferences and seminars were also held during the Show and Council also organised its 44th National Awards for Export Excellence for the year 2011-12 during the Show.

The promotional material for the event included the following :

- Flyers for mobilization of domestic participation
- Leaflets to promote the event
- Flyers for mobilization of overseas delegates

- Specially made jute bags with the logos of IESS, EEPC India, Govt of India, IBEF and Czech – Partner Country logos
- A special edition of *EEPC INDIA at Work* in English
- A special international edition of EEPC India monthly magazine – *Indian Engineering Exports*
- A CD directory containing details of all the exhibitors and delegates
- A tabloid newspaper – *Show Daily* on all the days of the Show
- Programme Details & Hall Layout for distribution among all the visitors
- Specially made trophies for 44th National Award Winners
- Specially made mementos for overseas exhibitors
- Specially made plaques for panel speakers
- Specially made posters were put up in the EEPC India pavilion
- Extensive outdoor & indoor publicity was undertaken to publicise the Show
- Well-designed Certificates were prepared and distributed to all meritorious exporters for the year 2011-12 and participants of IESS 2012
- Various Standees and Banners were prepared to publicise the event.
- Specially made lapel pin with IESS logo

#### **j. The India Show, Tokyo, Japan**

During the year, EEPC India organised The India Show in Tokyo, Japan as per the Government of India guidelines. Following material was prepared for the Show :

- Special flyer for mobilization of participants in India
- Special leaflet for mobilization of visitors in Japan
- Interactive CD containing details of participants
- 2 types of lapel pins containing flags of India and Japan and logo of The India Show
- A leaflet on Indian Engineering Industry in Japanese language
- *EEPC INDIA at Work* in Japanese language
- A leaflet containing Hall layout of the Exhibition
- A special issue of EEPC India monthly magazine

– *Indian Engineering Exports* with a special section in Japanese language.

#### **k. The India Show, Brno, Czech Republic**

During the year, EEPC India organised The India Show in Brno, Czech Republic as per the Government of India guidelines. Following material was prepared for the Show :

- Special flyer for mobilization of participants in India
- Special leaflet for mobilization of visitors in Czech Republic
- Interactive CD containing details of participants
- 2 types of lapel pins containing flags of India and Czech Republic and logo of The India Show
- A leaflet on Indian Engineering Industry in Czech language
- *EEPC INDIA at Work* in Czech language
- A leaflet containing Hall layout of the Exhibition
- A special issue of EEPC India monthly magazine – *Indian Engineering Exports* with a special section in Czech language.

#### **l. INDEE Morocco**

During the year, EEPC India organised its exclusive engineering exhibition - INDEE in Casablanca, Morocco as per the Government of India guidelines. Following material was prepared for the Show:

- Special flyer for mobilization of participants in India
- Special leaflet for mobilization of visitors in Morocco
- Interactive CD containing details of participants in French language
- Lapel pin containing flags of India and Morocco
- A-4 page leaflet on Indian Engineering Industry in French language
- *EEPC INDIA at Work* in French language
- A leaflet containing Hall layout of the Exhibition
- A special issue of EEPC India monthly magazine – *Indian Engineering Exports* with a special section in French language.

#### **m. Press Release / Press Conferences**

- A no. of press releases were issued before and after all the major events organised during the fiscal year.
- EEPC India organized a number of press meets

during the year to highlight achievements on the overall engineering exports front and its efforts to promote engineering exports through its exclusive exhibitions, INDEE, India Show and IESS.

- Facts about EEPC India's strategy to increase India's share in the global trade were also disseminated through a press conference.
- Besides, press was also invited on the occasion of EEPC India All India Award Function held in New Delhi on 20th December 2011 and on the occasions of EEPC India's 4 regional level Award Functions. A large no. of media was also invited on the occasion of IESS 2012 and EEPC India's 43rd All India Award Function held in Mumbai during IESS 2012.
- In most of press conferences, the National Chairman of EEPC India briefed the press and electronic media through pictorial and DVD presentations.

Besides, EEPC India issued various Press Releases from time to time during the year to keep the media updated of its news and views on various issues including, Foreign Trade Policy, Union Budget and EEPC India's participation in international exhibitions in different parts of the world.

#### **Media Publicity (Domestic & Overseas)**

##### **The India Show, Tokyo, Japan**

EEPC India organised the 3rd edition of India Show in Tokyo, Japan and a large scale publicity campaign was undertaken prior to the Show with the release of advertisement in targeted newspapers and industry journals.

##### **India Show, Brno, Czech Republic**

A8-page supplement was brought out in a local newspaper prior to the exhibition. Ads were also released in leading daily and economic newspapers to publicise the exhibition.

##### **INDEE – Casablanca, Morocco**

The Council had organised its exclusive Engineering Exhibition INDEE at Casablanca, Morocco. To attract visitors and foreign buyers, advertisements were published in local newspapers.

##### **IESS 2013**

The 2nd edition of India Engineering Sourcing Show (IESS) was organized in March 2013 for which a strategic publicity plan was created. Advertisements were released in various editions of leading national and business dailies. Besides this, ads were also

released in regional newspapers in other languages and industry journals. EEPC India also had barter systems with leading portals for exchange of web ads. Social media and networking sites were also used to publicise the event. Hoardings were put up in targeted areas of Mumbai to attract business visitors.

### TRADE INFORMATION DIVISION

During the year, Trade Information Division continued its efforts to provide information to the exporting community, government and in-house in the areas of marketing intelligence, export potential of Indian engineering products and services. This included :

- **Mailing of EEPC India Weekly Newsletter – Engineering Export INFO Bulletin** : The online weekly newsletter on a regular basis, *Info-Bulletin* containing the information about Council's recent activities, global tenders, enquiries, reports, Government notifications/circulars, steel price, shipping information, trade fair etc. are circulated to all members of the Council and hosted in Council's website.
- **Bulk Mailing Campaigns** : The Bulk Mailing Campaigns were carried out to all members for Government Circulars, Notifications, Public Notices, Invitation Mailer for INDEE, The India Shows and also for Council's various promotional activities.
- **Video Conferencing** : Implemented in the Council's offices in Kolkata, Mumbai, Chennai and New Delhi. A live session on Union Budget 2012 was organized and also other meeting such as Panel meetings, various Committee meetings, where the Chairman of the Council along with Working Committee members, Regional Committee members from different regions participated.
- **Country Profile/Market Survey Reports** : Prepared for Japan, Czech Republic, UAE, Morocco. These were published in Weekly Newsletter (EEIB) and hosted in our website.
- **Trade Enquiries** : Trade enquiries received through Indian Embassies/Missions abroad, direct from the party had been provided to all members of the Council from time to time. In this regard, this division developed a format for verification purpose before publishing / disseminating the same to the members.
- **Marketing of Council's Information Portal** : The Council's website updated regularly by the TID Department by hosting the day to day information and various activities. The department also provides hyper-linking service to its member by which

members can get worldwide coverage of Indian Engineering Sector through EEPC India's website by hosting/hyper-linking their website.

- **Database of Foreign Buyers/Distributors/Importers** : Database of foreign buyers, distributors, importers of various countries relating to Council's promotional events as well as members requirement were prepared and provided for mailing campaigns.

### ACTIVITIES OF PANELS AND COMMITTEES

During the reporting year, Commodity Panels, Territorial and other Committees, comprising member-exporters and representatives from services organizations, ably assisted the Council on various trade related aspects. These Panels and Committees met regularly, identified constraints faced by exporters, suggested suitable remedial measures and resolved local issues. The details of the Panel meeting held during the year are furnished in **Annexure IV**.

### POLICY MATTERS

The Hon'ble Union Commerce, Industry and Textile Minister, Shri Anand Sharma released the *Annual Supplement 2012-13 to the Foreign Trade Policy 2009-2014* on 5th June 2012. The Hon'ble Minister had mentioned that the doubling of export target of US\$ 500 billion by 2014 will be maintained. This apart, many of the suggestions of EEPC India were incorporated in the Annual Supplement such as extension of 'Zero Duty EPCG Scheme', extension of 2% Interest Subvention Scheme both for a period of one year, transferability of SHIS with certain conditions, use of Duty Scrip under Chapter – 3 for utilization of payment of excise duty for domestic procurement, extension of FMS, MLFPS and FPS. The new Annual Supplement had also launched an e-BRC initiative. The highlights of the Annual Supplement are furnished below :

#### **2% Interest Subvention Scheme : Continuation and Expansion**

Two percent Interest Subvention Scheme was available only to Handlooms, Handicrafts, Carpets and SMEs till 31st March 2012. Now this would be continued till 31st March 2014. It was also being extended to labour intensive sectors, namely, Toys, Sports Goods, Processed Agricultural Products and Ready-Made Garments, in addition to four sectors benefiting from the scheme earlier.

#### **Technological Upgradation / EPCG Scheme**

Zero Duty EPCG Scheme had come to an end on 31st of March 2012. For continued technological up-



gradation of export sectors, this Scheme was extended up to 31st March 2013. There was no change in the coverage of the sectors benefiting from this scheme.

Though the coverage of the sectors remains unchanged, scope of Zero Duty EPCG Scheme was enlarged. At present, Zero Duty EPCG Scheme was not available to units that were availing the benefits of Technology Up-gradation Fund Scheme (TUFS). Henceforth, even if the benefit of TUFS was availed, additionally the Zero Duty EPCG Authorization could be availed for another line of business by the same applicant. Further, if it was the same line of business, Zero Duty EPCG Scheme could still be availed if the benefits of TUFS already availed were surrendered/refunded with applicable interest.

Up to 31st March 2012, the benefit of Zero Duty EPCG Scheme was not available to such applicants who would have availed benefit of Status Holder Incentive Scrip (SHIS). It was now decided that if such SHIS benefit already availed was surrendered subsequently with applicable interest to the concerned RA, and then the benefit of Zero Duty EPCG Scheme would be extended.

### **Introduction of a new Post-Export EPCG Scheme**

Exporters if they choose to may import Capital Goods on payment of duty in cash and subsequently receive duty credit scrip on completion of export obligation. Thus there would be no duty remission / duty exemption at the time of import of the Capital Good (CG). Applicant would have to inform the Regional Office of DGFT (RA) about the import of CG and based on which RA would fix export obligation. Since the duties were paid upfront at the time of import of CG, the EO would be 85% of normal EO. On the basis of export performance, a Duty Credit Scrip would be issued subsequently, by RA, in proportion to export obligation so fixed. This would obviate the monitoring and reporting requirements, as the scheme would be self-monitored. Reduced transaction cost coupled with comparatively reduced EO would make this scheme attractive.

Under the EPCG Scheme, at present, the condition of maintenance of average level of exports was not applicable to some sectors, namely, Handicrafts, Handlooms, Cottage Sector, Tiny Sector, Agriculture, Aquaculture (including fisheries), Horticulture, Pisciculture, Viticulture, Poultry and Sericulture. Three new sectors were being added to this list, namely, Carpet, Coir and Jute. This would provide substantial relief to these labour intensive industries, which find it difficult to maintain the average export obligation.

Presently under EPCG scheme, catalysts were allowed only once for the initial charge. It was decided to permit a second charge of the catalysts.

To facilitate setting up of Common Service Centres located in the town of export excellence (TEE), a Common Service Provider (CSP) under EPCG Scheme would henceforth be permitted to give a single Bank Guarantee (BG). The quantum of BG would be equivalent to the amount of duty foregone. It was open to CSP to provide the BG for full amount by himself or on a sharing basis along with the users of the common service.

### **Support for Export of Products from North Eastern Region**

Promote manufacturing activity and employment in the North Eastern Region of the country, export obligation under the EPCG Scheme should be 25% of the normal export obligation. This would be applicable to the States of Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland, Tripura, and Sikkim.

Export of specified products through notified Land Customs Stations of North Eastern Region should be provided additional incentive to the extent of 1% of FOB value of exports. This benefit should be in addition to any other benefit that might be available under Foreign Trade Policy in respect of these exports.

### **Support for Export of Green Technology Products**

To promote exports of 16 identified green technology products, export obligation for manufacturing of these products, under the EPCG Scheme, was being reduced to 75% of the normal export obligation.

The 16 products were: Equipment for Solar Energy decentralized and grid connected products, Bio-Mass Gassifier, Bio-Mass / Waste Boiler, Vapour Absorption Chillers, Waste Heat Boiler, Waste Heat Recovery Units, Unfired Heat Recovery Steam Generators, Wind Turbine, Solar Cells, Solar Collector and Parts thereof, Water Treatment Plants, Wind Mill, Wind Turbine/Engine, Other Generating Sets; wind powered, Electrically Operated Vehicles – Motor Cars, Electrically Operated Vehicles – Lorries and Trucks, Electrically Operated Vehicles – Motor Cycles / Mopeds.

### **Incentives for Promoting Investment In Labour Intensive Sectors**

Status holders were issued Status Holders Incentive Scrip (SHIS) to import Capital Goods for promoting investment in up-gradation of technology of some specified labour intensive sectors like Leather, Textile

& Jute, Handicrafts, Engineering, Plastics and Basic Chemicals. It was now decided that up to 10% of the value of these scrips would be allowed to be utilized to import components and spares of capital goods imported earlier. Such a dispensation was not available earlier.

At present these scrips were subject to Actual User Condition and were not transferable. Since a status holder may or may not have manufacturing facility, it was now decided to allow limited transferability of SHIS scrip. However, such Transferee should have to (a) be a status holder and (b) have manufacturing facility.

### **Encouragement for Manufacturing Sector in Domestic Market**

The present Policy allowed scrips under different schemes of Chapter 3 of Foreign Trade Policy, namely, Focus Product Scheme (FPS), Focus Market Scheme (FMS), Vishesh Krishi and Gram Udyog Yojana (VKGUY) Scheme, Status Holder Incentive Scrip (SHIS) Scheme, Market Linked Focused Product (MLFPS) Scheme, Served From India Scheme (SFIS) and Agri. Infrastructure Incentive Scrip (AIIIS) Scheme, for import of goods as per conditions of these Schemes. Now these scrips should be permitted to be utilized for payment of Excise Duty for domestic procurement. Earlier only scrips under SFIS were so permitted for procurement of goods from domestic market. Now all scrips would be permitted to source from domestic market so as to encourage manufacturing, value addition and employment. This would be an important measure for import substitution and would help in saving of foreign exchange in addition to creating additional employment.

### **Simplification of Procedures**

Import under Advance Authorisation (AA) would henceforth be permitted at any of the EDI ports, irrespective of EDI port in which the AA was registered. There would be no requirement of Transfer Release Advice (TRA). This would facilitate imports under AA and would significantly bring down transaction costs of the exporters.

Exports shipments from Delhi & Mumbai through Post, through Courier or through e-Commerce should be entitled for export benefits under FTP. An Inter-Ministerial Task Force constituted by the Ministry of Finance would expeditiously look into various aspects to the feasibility of enabling shipments through all postal locations.

Exporters would be henceforth permitted to give single revolving Bank Guarantee for different transactions.

### **Visakhapatnam Airport Recognised under Export Promotion Schemes**

Visakhapatnam Airport was identified as a new Port for the purpose of benefits under Export Promotion Schemes.

### **New “e-BRC” Initiative: A Major EDI Initiative**

An extremely challenging and significant EDI initiative, “e-BRC” was launched by DGFT. “e-BRC” would herald electronic transmission of Foreign Exchange Realization from the respective Banks to the DGFT’s server on a daily basis. Exporter would not be required to make any request to bank for issuance of Bank Realization Certificate (BRC). This would establish a seamless EDI connectivity amongst DGFT, Banks and Exporters. “e-BRC” would facilitate early settlement and release of FTP incentives / entitlements. This was a significant step to reduce transaction cost to the exporters.

### **Search based “ITC (HS)” on DGFT Website**

DGFT had published a new, updated, ITC (HS) classification of Export and Import items. On the DGFT website (<http://www.dgft.gov.in>), a facility was provided to search / enquire about the current Import Policy of an item by entering either ITC (HS) Code of that item or brief description of that item. This would be of major help to trade and industry as well to academicians and researchers.

### **Re-Writing of FTP/HBP To Make it More User-Friendly**

DGFT had undertaken a through revision of Foreign Trade Policy / Handbook of Procedures, Vol.1 to make it more user friendly. Substantial efforts were made to remove ambiguities in language, delete repetitions and harmonize the text with amendments to policy and new policy announcements.

### **Market & Product Diversification**

7 new markets were being added to Focus Market Scheme (FMS). These countries were Algeria, Aruba, Austria, Cambodia, Myanmar, Netherlands Antilles, and Ukraine. 7 new markets were being added to the Special Focus Market Scheme (Special FMS). These countries were Belize, Chile, El Salvador, Guatemala, Honduras, Morocco, and Uruguay.

46 new items were being added to Market Linked Focus Product Scheme (MLFPS). This would have the effect of including 12 new markets for the first time. 110 new items were being added to the Focus Product Scheme (FPS) list.

**Towns of Export Excellence**

3 new towns were being declared as Towns of Export Excellence (TEE). These were Ahmedabad (Textiles), Kolhapur (Textiles), and Shaharanpur (Handicrafts).

**TDS on Foreign Agency Commission**

At the 4th meeting of the Board of Trade held on 1st June 2012 in New Delhi, where various points were discussed amongst others, vide Sl. No.19 of Record of Proceedings of BOT, Shri R. S. Gujral, Union Finance Secretary, mentioned "that TDS for foreign agency commission should not be imposed and assured that the Department of Revenue will look into this issue". EEPC India welcomed this observation. Unfortunately, this problem remains unresolved and we took up this matter with the Union Finance Secretary vide our letter dated 26th July 2012 for its clarification.

**All Industry Rates of Duty Drawback for the year 2012-2013**

The Ministry of Finance, Department of Revenue, CBEC, Government of India had announced the All Industry Rates of Duty Drawback 2012-2013 vide Notification No. 92/2012-Customs (N.T.) dated 4th October 2012. The new rates of Duty Drawback were made effective from 10.10.2012.

**MARKET DEVELOPMENT ASSISTANCE (MDA)**

The Council received MDA grant of Rs 2,85,00,000/- from Ministry of Commerce & Industry, Govt. of India during 2012-13 for disbursing to the individual exporters. Around 162 members were benefited under this Scheme by participating in the Council's promotional events like INDEE, India Pavilion, BSM etc.

**MEMBERSHIP DETAILS**

During the reporting year, Region-wise membership position of the Council was as follows:

Region	Membership Position as on 01.04.2012	New / Revived Member	Resigned/ defaulters Member	Membership Position as on 31.03.2013
Western	4683	500	520	4663
Northern	3510	471	448	3533
Southern	2712	251	427	2536
Eastern	864	76	103	837
<b>Total</b>	<b>11769</b>	<b>1298</b>	<b>1498</b>	<b>11569</b>



**Annexure – I**
**Details of Seminars/Meetings/Conferences held during the year 2012-13**

Name of the Office	Event Details	Date	Venue
Ahmedabad	Interactive Session on 'Doing Business with Japan'.	May 08, 2012	Ahmedabad
Ahmedabad	Workshop on Changing Thought Process for Engineering Business Innovation.	May 08, 2012	Ahmedabad
Ahmedabad	Seminar on Doing Business with Central & Eastern Europe & India Show - Czech Republic.	July 19, 2012	Ahmedabad
Ahmedabad	Export Awareness Programme with Focus on Latin American Countries (LAC) & Opportunities on IESS.	November 23, 2012	Ahmedabad
Bangalore	Interactive Session with Jt. DGFT & Customs officials on issues related to policies and procedures. 50 member-exporters participated in the event.	April 13, 2012	Bangalore
Bangalore	Road Show on India Show Japan.	May 19, 2012	Bangalore
Bangalore	Organised 2nd Meeting of Regional Committee (SR).	June 29, 2012	Bangalore
Bangalore	Road Show on India Show Czech Republic.	June 13, 2012	Bangalore
Bangalore	Seminar on CIS countries – Business Opportunities in CIS countries.	August 23, 2012	Bangalore
Bangalore	Awareness Programme on Foreign Trade Policy and Procedure.	September 21, 2012	Bangalore
Bangalore	A foreign visitor from the USA visited SRO Bangalore and met selected exporters (one-to-one) of Iron & Steel Castings.	October 09, 2012	Bangalore
Bangalore	Organised a programme on Industry Consultation on Tariff Elimination and Reduction to remanufactured goods in association with FICCI.	October 10, 2012	Bangalore
Bangalore	Awareness Programme on Central Excise & Service Tax Rebate.	October 31, 2012	Bangalore
Bangalore	Organised Export Awareness Programme in association with Belgaum Chamber of Commerce & Industry on coverage of Export Risks.	November 22, 2012	Belgaum
Bangalore	Organised a Road Show on India Engineering Sourcing Show.	December 19, 2012	Bangalore
Bangalore	Export Awareness Seminar on coverage of Export Risks in association with Shimoga District Chamber of Commerce and Industry.	February 22, 2013	Shimoga

**Annexure – I (Contd.)**

Name of the Office	Event Details	Date	Venue
Bangalore	SRO Bangalore organised a session on New Export Incentives in light of the Supplements and Amendments in Foreign Trade Policy.	March 26, 2013	Bangalore
Chennai	Organised Seminar on 'Business Opportunities in Japanese Market and India Show Japan'.	May 09, 2012	Chennai
Chennai	Organised 1st Meeting of the Committee on Trade with Western & Northern Africa.	June 28, 2012	Chennai
Chennai	Organised Seminar on 'Business Opportunities in Czech Republic and Road Show on the India Show Czech Republic'.	July 14, 2012	Coimbatore
Chennai	Seminar on Latin American countries – Business and Investment Opportunities in LAC countries in association with Southern India Chamber of Commerce & Industry and Indo-Latin American Chamber of Commerce & Industry. This seminar coinciding with the meeting of the Committee on Trade with Latin American countries.	July 16, 2012	Chennai
Chennai	Organised Export Awareness Programme in association with the Tiruchirappalli District Tiny SSI Association on various steps being taken by the Government and EEPC India in promoting international trade from the engineering sector.	August 24, 2012	Chennai
Chennai	Organised 3rd Meeting of the Regional Committee (SR).	October 26, 2012	Coimbatore
Chennai	Seminar on Doing Business with Government of Dubai. Delegates from Dubai were present at this seminar.	November 07, 2012	Coimbatore
Chennai	Seminar on Export Credit and Exports to Iran in association with ECGC and Uco Bank.	November 27, 2012	Chennai
Chennai	Organised a Meeting with top member-exporters and Government officials of Southern Region with regard to IESS 2013.	December 20, 2012	Chennai
Chennai	Road Show on IESS 2013.	December 21, 2012	Chennai
Chennai	Seminar on Focus – ASEAN + 2.	December 28, 2012	Chennai
Chennai	Attended a training programme organised by Department of MSME, Ministry of Industry, Government of India where Regional Director gave a deliberation on 'Role of EEPC India in promotion of export of engineering goods'.	January 12, 2013	Coimbatore

Name of the Office	Event Details	Date	Venue
Chennai	Road Show on IESS 2013.	January 12, 2013	Coimbatore
Chennai	Organised Export Awareness Programme in association with ECGC, Chennai and the Madurai District Tiny SSI Association on benefit of the engineering units in and around Madurai, particularly from MSME sector.	February 15, 2013	Madurai
Chennai	Organised Export Awareness Programme on Business Opportunities at IESS 2013.	March 09, 2013	Coimbatore
Hyderabad	Presentation on India Show Japan.	May 04, 2012	Hyderabad
Hyderabad	Organised Regional Award Sub-Committee Meeting.	May 30, 2012	Hyderabad
Hyderabad	Presentation on India Show Czech Republic.	July 10, 2012	Hyderabad
Hyderabad	Export Awareness Session to create awareness on exports and the role of EEPC India in supporting the industry towards exports.	September 14, 2012	Vijayawada
Hyderabad	Seminar on Focus African Countries – Doing Business with African countries.	September 27, 2012	Hyderabad
Hyderabad	A foreign visitor from the USA visited SRO Hyderabad and met selected exporters.	October 13, 2012	Hyderabad
Hyderabad	Interactive session with Government officials on create an awareness and educate the engineering entrepreneurs on policy matters relating to exports and also providing on spot clarification.	October 31, 2012	Hyderabad
Hyderabad	Organised a programme on India Engineering Sourcing Show.	December 18, 2012	Hyderabad
Hyderabad	Organised 4th Meeting of Regional Committee (SR).	February 01, 2013	Hyderabad
Hyderabad	Export Awareness Session on Export Incentives.	February 06, 2013	Hyderabad
Hyderabad	Export Awareness Session to create awareness on exports and the role of EEPC India in supporting the industry towards exports.	March 22, 2013	Visakhapatnam
Jalandhar	Export Awareness Seminar about EEPC activities and export procedures and incentives in association with Small Industries Association, Phagwara.	May 01, 2012	Phagwara
Jalandhar	Attended Development of Business in CIS at Bicycle Research Centre.	June 15, 2013	Ludhiana

## Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Jalandhar	Organised Awareness programme on "Power to Do More with Intel" in association with Software Solutions – Intel team of experts.	June 22, 2012	Jalandhar
Jalandhar	Seminar on "Doing Business with Czech Republic, Central and Eastern Europe". Mrs. R. Calabkova, First Secretary of Czech Embassy, Mrs. K. Aggarwalla, Regional Chairperson (NR), EEPC India, Mr. M. K. Bhandhari, Mr. Satish Dhanda, Mr. Balram Kapoor attended this Seminar.	June 27, 2012	Jalandhar
Jalandhar	Export Awareness Programme on EEPC India activities and promotional role in association with MSME and DIC.	July 11, 2013	Jalandhar
Jalandhar	Meeting with Government of Canada Delegation.	July 24, 2013	Chandigarh
Jalandhar	Seminar on "Doing Business with Czech Republic" in association with PHD Chamber.	July 26, 2013	Chandigarh
Jalandhar	Meeting with Pollution Control Board in association with Focal Point Extn. Association regarding machinery pollution.	August 07, 2013	Jalandhar
Jalandhar	Exporters' Meet on Finance and Banking in association with Karnataka Bank Ltd. and FIEO, New Delhi. A large No. of member-exporters attend this programme.	October 20, 2012	Ludhiana
Jalandhar	Export Awareness programme on Doordarshan, Jalandhar on how to export.	December 03, 2012	Jalandhar
Jalandhar	Attend Rojgar Mela organized by Kapurthala Indian Technical Institution. EEPC Official gave speech on Cluster Development and export promotion.	December 05, 2013	Jalandhar
Jalandhar	Organised a meeting with Industrial Focal Point Association regarding Free Hold Scheme of PSIEC and enhancement of issue of industrial plots.	December 12, 2013	Jalandhar
Jalandhar	Organised an E-Commerce programme on exports with FIEO, ECGC, Ebay and Paypal to aware on doing export through Ebay and receiving payment through Paypal and delivery through Fedex.	December 14, 2012	Jalandhar
Jalandhar	A Foreign buyer, Mr. Dineshchander Dave from Italy visited SRO Jalandhar for a joint venture in Machine Tools or sheet cutting and solar panels manufacturing with Italian technology. Relevant meeting with concerned member-exporters was arranged.	January 6-9, 2013	Jalandhar

Name of the Office	Event Details	Date	Venue
Jalandhar	Export Awareness Seminar in association with ASIMA, FIEO and ECGC.	January 09, 2013	Ambala
Jalandhar	Organised a programme on IESS 2013 with Mohali Industries Association.	January 17, 2013	Mohali
Jalandhar	Awareness programme organized with PHD Chamber on energy conservation.	January 18, 2013	Jalandhar
Jalandhar	Organised a meeting on promotion of exports at DAV College of Engineering & Technology.	February 01, 2013	Jalandhar
Jalandhar	Mr. Manpreet Singh, CIS Expert from Russian Federation visited SRO Jalandhar for promoting exports of Indian engineering goods to CIS Region. Relevant meeting with concerned member-exporters was arranged.	February 22-23, 2013	Jalandhar
Jalandhar	Organised a Seminar on export through E-Commerce in association with FIEO and Ebay and Fedex. Mr. Darshan Singh, Reg. Jt. DGFT, Ludhiana was the Chief Guest. More than 100 member-exporters were present at this Seminar.	March 08, 2013	Ludhiana
Jalandhar	Meeting with PSIEC regarding Punjab State for participation at IESS 2013.	March 20, 2013	Chandigarh
Kolkata	Workshop on "Export - Import Finance and Preparation of Project Reports".	April 27, 2012	Kolkata
Kolkata	Joint Meeting of the Committee on Trade with ASEAN and Committee on Trade with China, Korea and Japan.	May 02, 2012	Kolkata
Kolkata	"Doing Business with Japan": Interactive session with Mr. Mitsuo Kawaguchi, Hon'ble Consul General of Japan.	May 04, 2012	Kolkata
Kolkata	Meeting with Senior Officers of Govt. of Jharkhand for India Show Tokyo, Japan.	May 11, 2013	Ranchi
Kolkata	Meeting with Mr. S. Bhattacharya, Spl. Secretary, Commerce Dept., Govt. of West Bengal for India Show Tokyo, Japan.	May 14, 2013	Kolkata
Kolkata	Meeting with WBIDC for "INDIA SHOW" Brno, Czech Republic at WBIDC, West Bengal.	July 04, 2012	Kolkata
Kolkata	Export Awareness Seminar, Focus : India Show at Brno, Czech Republic.	July 21, 2012	Rourkela
Kolkata	Meeting of the Regional Committee EEPC India, Eastern Region.	July 27, 2012	Kolkata

**Annexure – I (Contd.)**

Name of the Office	Event Details	Date	Venue
Kolkata	Capacity Building Seminar on WTO, FTA, Regional Integration and International Trade Issues organised by EEPC India (ER) with FICCI, FIEO, International Trade Centre Geneva and Centre for WTO Studies.	July 27-28, 2012	Kolkata
Kolkata	MRC meeting and presentation on Skill Development by Executives from Inskills, Kolkata	August 28, 2012	Kolkata
Kolkata	Export Awareness Seminar & Road Show on "THE INDIA SHOW" Brno, Czech Republic & India Engineering Sourcing Show, 2013.	August 31, 2012	Jamshedpur
Kolkata	Export Awareness Seminar & Road Show on India Engineering Sourcing Show, 2013.	September 17, 2012	Patna
Kolkata	Interactive session with the Indian Ambassador to Colombia.	September 25, 2012	Kolkata
Kolkata	Interactive session with H. E. Kyaw Swe Tint, Consul General of Myanmar.	October 04, 2012	Kolkata
	Interactive Session with Mr. John Bruijn, Senior Expert from PUM Netherlands.	October 11, 2012	Kolkata
Kolkata	Seminar of Trade Agreements Mr. Rajeev Raizada, Additional Director, Export Inspection Council of India.	October 12, 2012	Kolkata
Kolkata	Interactive session with Mr. Dean R. Thompson, Consul General, Consulate General of the United States of America, Kolkata at the Meeting of the Committee on Trade with North America.	November 02, 2012	Kolkata
Kolkata	Interactive Session on "Entry Tax & Recent Amendments in VAT".	December 05, 2012	Kolkata
Kolkata	Round Table with the Ambassador of Czech Republic, Partner Country at "IESS 2013".	December 06, 2012	Kolkata
Kolkata	Road Show on IESS 2013.	December 13, 2012	Patna
Kolkata	Meeting with Chairman of Andrew Yule for IESS 2013.	December 14, 2012	Kolkata
Kolkata	Meeting with Chairman of Ordnance Factory Board for IESS 2013.	December 27, 2012	Kolkata
Kolkata	Meeting with WBIDC for IESS 2012 at WBIDC Office, Kolkata.	January 02, 2013	Kolkata

Name of the Office	Event Details	Date	Venue
Kolkata	Interactive Session with Mr. S. Ramakrishnan, Regional Manager, Small Industries Development Bank of India (SIDBI).	January 21, 2013	Kolkata
Kolkata	Road Show on IESS 2013.	February 26, 2013	Jamshedpur
Kolkata	Live Viewing Union Budget.	February 28, 2013	Kolkata
Mumbai	Seminar on Doing Business with Japan.	May 09, 2012	Mumbai
Mumbai	Seminar on Doing Business with Japan.	May 23, 2012	Pune
Mumbai	Seminar on Doing Business with Czech Republic & India Show - Czech Republic.	July 23, 2012	Pune
Mumbai	Seminar on Doing Business with Czech Republic & India Show - Czech Republic.	July 27, 2012	Mumbai
Mumbai	Skill Development programme.	August 03, 2012	Pune
Mumbai	Factory Visit with Mr. Sumanta Chaudhuri, Joint Secretary, Ministry of Commerce, Gov. of India, Mr. Rana Roy, AED and Mr. Rajat Srivastava, Regional Director. Following companies factory were visited: Bharat Forge Ltd., Pune; Accurate Engineering Company Pvt. Ltd., Pune and Thermax Ltd., Pune.	August 03, 2012	Pune
Mumbai	Factory Visit with Dr. Kavita Gupta, Addl. DGFT, Mumbai to Skoda India Pvt. Ltd.	August 09, 2012	Aurangabad
Mumbai	Export Awareness Programme.	August 10, 2012	Aurangabad
Mumbai	A Delegation from Sri Lanka visited Mumbai. The Council organized Business Meetings and Factory Visits.	September 24-27 2012	Pune & Navi Mumbai
Mumbai	Export Awareness Programme with Focus on Latin American Countries (LAC) & Opportunities on IESS.	October 22, 2012	Nashik
Mumbai	Export Awareness Programme with Focus Africa & Opportunities on IESS.	November 03, 2012	Vasai
Mumbai	Seminar on Opportunities on IESS.	December 14, 2012	Rajkot
Mumbai	Export Awareness Programme with Focus on Latin American Countries (LAC) & Opportunities on IESS.	December 14, 2012	Pune
Mumbai	Interactive Session on Policy Matter & Opportunities on IESS.	December 22, 2012	Jamnagar



## Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Mumbai	Interactive session with Czech Ambassador on doing business with Czech Republic and Road Show on IESS-2013.	January 14, 2013	Pune
Mumbai	Export Awareness Programme with Focus on Latin American Countries (LAC) & Opportunities on IESS.	January 18, 2013	Nagpur
Mumbai	Export Awareness Programme with Focus on ASEAN Countries & Opportunities on IESS-2013.	January 23, 2013	Kolhapur
Mumbai	Export Awareness Programme on Export Incentives & Opportunities in IESS-2013.	January 31, 2013	Surat
Mumbai	Export Awareness Programme on Export Incentives & Opportunities in IESS-2013.	February 11, 2013	Bhopal
Mumbai	Export Awareness Programme on Export Incentives & Opportunities in IESS-2013.	February 18, 2013	Aurangabad
Mumbai	Brief Meeting on Opportunities on IESS 2013.	March 20, 2013	Mumbai

## Annexure – II

Details of Meetings with Government Officials/Agencies/  
Open House Meeting held during the year 2012-13

### Eastern Region

- Meeting with Mr. Mitsuo Kawaguchi, Hon'ble Consul General of Japan on April 13, 2012.
- Interactive Session with Dr. L. B. Singhal, Additional Director General of Foreign Trade, Kolkata on July 12, 2012.
- Trade Facilitation meeting at Customs House, Kolkata on August 21, 2012.
- Trade Facilitation meeting at Customs House, Kolkata on November 20, 2012.
- Round Table Discussions on "Enhancing Exports from Engineering Sector: Focus EU Countries" with Shri Sumanta Chaudhuri, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India, New Delhi on January 31, 2013.
- Interactive Meeting with H.E. Mr. D.P. Srivastava, Ambassador, Embassy of India, Tehran on February 14, 2013.
- Round Table Discussions with Shri Amar Sinha, IFS, Joint Secretary, Department of Commerce, Ministry

of Commerce & Industry, Government of India, New Delhi on "Trade Policy issues and India's trade relations with neighbours" on February 23, 2013.

- Pre-Policy (FTP) discussion with Shri Sumanta Chaudhuri, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India, New Delhi and Dr. L. B. Singhal, Addl. DGFT, Ministry of Commerce & Industry, Government of India with FIEO & CLE on March 08, 2013.

### Western Region

- Meeting with Mr. S. S. Shinde, Jt. Commissioner, BMC on April 23, 2012 on issues related to Octroi.
- Mr. Pankaj Chadha, Regional Chairman and Mr. Anoop Marwaha, Dy. Regional Chairman had a meeting on 11th May, 2012 with Dr. K. K. Gohokar, Addl. Commissioner of Sales Tax, Govt. of Maharashtra on VAT issue.
- Drawback meeting in conference room of EEPC India, Mumbai on May 17, 2012 chaired by Shri Rana Roy, AED, EEPC India through video conferencing to discuss issues related to fixation of drawback.
- Drawback meeting in Mumbai on May 18, 2012 with Mr. Saumitra Chaudhuri, Mr. B. S. Rastogi & Mr. Rajiv Thakur. Members raised various issues related to drawback. Mr. Chaudhuri assured members that

the issues will be considered. Mr. Pankaj Chadha, Regional Chairman along with Mr. Rana Roy, AED and Mr. Rajat Srivastava, Regional Director attended the meeting.

- Open House with Mr K K Gohokar, Additional Commissioner, VAT on June 27, 2012 in Mumbai. Panel discussed issues related to VAT refund.
- Interactive session with Commerce Secretary & DGFT held at Hotel Lalit, Mumbai on July 20, 2012.
- EFCM Meeting held on July 23, 2012 at DGFT office.
- 1st Meeting of Committee on Trade with Eastern and Southern Africa on August 09, 2012 at EEPC Conference Room, Mumbai through Video Conferencing to other region chaired by Shri J. K. Babla.
- Meeting of Hon'ble Ambassador of Czech Republic & Chairman EEPC India at Mumbai with Skoda Auto India Pvt. Ltd., KEC International Limited, Mahindra & Mahindra Ltd., JSW Steel Ltd. & Essar Group on August 16-17, 2012.
- Meeting with Ms. Shubhra, Director (EP Engineering), Department of Commerce, Govt. of India regarding decline in export performance of Iron & Steel sector held through Video Conferencing on August 24, 2012 in the Conference Room of EEPC India, Mumbai.
- 1st Meeting of Committee on Trade with Eastern and Central Europe on August 27, 2012 at EEPC Conference Room, Mumbai through Video Conferencing to other region chaired by Shri Chalam.
- EFC Meeting held on August 27, 2012 at DGFT office attended by Mr. Pankaj Chadha, Regional Chairman; Mr. Rajat Srivastava, Regional Director and Ms. Neetu Singh, Sr. Executive Officer.
- EFC Meeting held on September 24, 2012 at DGFT office attended by Mr. Rajat Srivastava, Regional Director.
- B2B Meeting of Sri Lankan delegates with our member-exporters held on September 27, 2012.

#### **Northern Region**

- Open House Meet with Shri S. K. Goel, Chairman (C.B.E.C), Ministry of Finance, Government of India,

New Delhi and Shri P. S. Pruthi, Chief Commissioner of Customs on July 07, 2013.

- Organised Skill Development Programme in Jalandhar where Shri Sumanta Chaudhuri, Joint Secretary, Ministry of Commerce & Industry, Government of India, New Delhi, Mrs. Kamna Raj Aggarwalla, Regional Chairperson, EEPC India (NR), Shri Ranjan Chaudhury, NSDC, Shri Anshuk Talwar, IISD were present and delivered their valuable speech to member-exporters on July 09, 2013. The Regional Committee Meeting was coinciding with this meeting.
- Meeting with Shri Kapoor, Industry Secretary of Himachal Pradesh. Ms. Radhka Calabkova First Secretary, Czech Embassy and EEPC India officials also present.
- Export Facilitation Committee Meeting at DGFT, Ludhiana on October 09, 2012.
- RSCQC Meeting organized by DGFT Ludhiana on November 27, 2012.
- Meeting with DGFT in association with CII Chandigarh regarding reviewing FTP at Chandigarh on March 07, 2013.

#### **Southern Region**

- Interactive session with Mrs. Shubha Sharma, IAS, Deputy Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India through video conferencing regarding fall in exports of categories of engineering goods – Iron & Steel on July 11, 2012.
- Interactive session with Shri Sumanta Chaudhuri, IAS, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India regarding market-linked Focus Product Scheme and target the untapped market and other important issues raised by the exporters at Coimbatore on November 02, 2012.
- Interactive session with Shri Sumanta Chaudhuri, IAS, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India on Skill Development Programme at Coimbatore on November 03, 2012.

### Annexure – III

#### Training Programme Organized during the year 2012-13

##### Eastern Region

- Procedures for Online Submission for VAT Refund and Recent Amendments in the Policy on August 03, 2012.

##### Southern Region

- Customs process in Imports and Banking Process in Exports on March 28, 2013

##### Western Region

- Two days Training Programme on Shipping & Logistics on October 5-6, 2012 at Mumbai.

### Annexure IV

#### Details of Panel Meetings Held during 2012-13

Sl. No.	Name of the Panel	Date of Meeting	Place of Meeting
1.	Sanitary Castings (P-20)	24.04.2012	Kolkata
2.	Machine Tools (P-14)	31.05.2012	Chennai
3.	Sanitary Castings (P-20)	08.06.2012	Kolkata
4.	Non-Ferrous Metals & Manufactures thereof (other than Aluminium) incl. EPNS Wares etc. (P-24)	20.05.2012 16.06.2012	Jamnagar
5.	Electric Power Machinery, Switchgear and Controlgear incl. Cable Conductor Accessories and Industrial Storage Batteries etc. (P-10)	13.07.2012	Ahmedabad
6.	Aluminium and Manufacturers thereof (P-23)	13.07.2012	Ahmedabad
7.	Mica and other Mineral based Products (P-32)	25.07.2012	Kolkata
8.	Fabricated Steel Structures incl. Transmission Line Towers (P-16)	30.07.2012	Kolkata
9.	Instruments - all types (P-35)	01.08.2012	New Delhi
10.	Super Star/Star/Trading and Export House (P-26)	13.08.2012	Mumbai
11.	Ferrous Industrial Castings (P-21)	23.08.2012	Kolkata
12.	Iron & Steel (P-13)	24.09.2012 28.01.2013	Mumbai Mumbai
13.	Industrial Machinery of Manufacture of Paper, Cement, Chemical incl. Pressure Vessels, Boilers & Heat Exchangers etc. (P-2)	18.10.2012	Mumbai
14.	Electric Power Machinery, Switchgear & Controlgear incl. Cable, Conductors accessories and industrial storage Batteries etc. (P-10)	19.10.2012	Mumbai
15.	Other Steel Products - all types (P-19)	19.10.2012	Kolkata
16.	Pumps - all types (P-28)	26.10.2012	Coimbatore
17.	Sanitary Castings (P-20)	27.11.2012	Kolkata
18.	Ferro Alloys (P-37)	19.12.2013	Kolkata
19.	Electric Power Machinery, Switchgear and Control-gear incl. Cable, Conductors, Cable/Conductor Accessories and Industrial Storage Batteries (P-10)	28.01.2013	Mumbai
20.	Railway rolling stock & components, signaling equipments & other transport equipments including air- crafts, ship building & repairing etc. (P-36)	29.01.2013	Kolkata
21.	Pumps - all types (P-28)	01.02.2013 15.05.2013	Hyderabad Chennai
22.	Aluminium and Manufacturers thereof (P-23)	22.02.2013	Kolkata
23.	Ferro Alloys (P-37)	26.02.2013	Kolkata
24.	Project Exports (P-29)	25.03.2013	Kolkata
25.	Construction and Earthmoving Machinery incl. Cranes Hoists Mining Equipments and Tractors for Construction and Earthmoving Purpose (P-30)	26.03.2013	Kolkata

**LIST OF WORKING COMMITTEE MEMBERS [2012-13] OF EEPC INDIA**

Sl.No.	Name of Members & Address	Name of the Panel
1.	VACANT	Industrial Machinery for manufacture of Paper, Cement, Chemicals including Pressure Vessels, Boilers and Heat Exchangers and Textile Mill Machinery & Accessories incl. all types of Knitting Machines.
2.	Shri Anoop Marwaha Partner M/s. Marslon Industries 9-10-11 Neelam Bldg. (Ground Floor) 108, R. G. Thadani Road, Worli Mumbai 400 018	Food Processing Machinery, Sugar Mill Machinery including Pharmaceutical Machinery. (this will include Oil, Tea, Coffee, Flour, Dal, Rice and Canning Mill Machinery and Dairy Equipments and Animal Drawn Sugarcane Crushers.)
3.	Shri Siddharth Shah CEO M/s. Nevatia Udyog 20, Maharshi Debendra Road Kolkata 700 007	Agricultural Machinery - Field Equipments including Agricultural Tractors and Trailers, Spare Parts and Agricultural Implements, Tools, Irrigation Equipments such as Sprinklers etc.
4.	Shri Amrutlal B. Bhimani Chairman & Mg. Director M/s. Dynamic Engineering Co. (P) Ltd. 268/269, G.I.D.C. Wadhwanicity 363 035 (Gujarat)	Industrial Machinery – Others including Heating, Cooling and other Air-conditioning Equipments.
5.	Shri K. Srikanth Sr. Vice President M/s. Toyota Kirloskar Motor Pvt. Ltd. Plot No.1, Bidadi Industrial Area Bidadi, Ramanagar District Bangalore 562 109	Motor Vehicles excluding Two Wheelers and Three Wheelers. (this will include Heavy Duty Trucks, Jeeps, Chassis, Bus Bodies, Ambulances, Cars etc.)
6.	Shri Sarabhjit Singh Bhasin Partner M/s. Jagpal Industries 37, Barrister Nath Pai Marg Cotton Green, Mumbai 400 033	Automobile Components, Spare Parts, Accessories including Storage Battery for Automobile Application and Auto Servicing Garage Equipments.
7.	Shri Satish Kumar Dhanda Partner M/s. Sadem Industries 32 Club Road, Ludhiana 141 001	Bicycles, Bicycle Components and Accessories. (this will also include Tricycles and Parts thereof.)
8.	Mr. Khalid Khan C.E.O. M/s. Geco Trading Corporation 102, Janki Centre, Veera Desai Road Andheri (West), Mumbai 400 053	Internal Combustion Engines, Compressors and Parts thereof.
9.	Shri C D Shah Export Executive M/s. Morgain Inc. 14/B, Nahar & Seth Industrial Estate LBS Marg, Bhandup (W) Pannlal Silk Mill Compound, Mumbai 400 078	Electric Power Machinery, Switchgear and Controlgear including Cable, Conductors, Cable/Conductor, Accessories and Industrial Storage Batteries. (this will also include Electric Generators, Power and Distribution Transformers, Electric Motors, Telephone Cables and ACSR.)

Sl.No.	Name of Members & Address	Name of the Panel
10.	Shri Aman Chadha Partner M/s. Harvinder & Co. Nikko House 399 Vithalbhai Patel Road, Mumbai 400 004	Two Wheelers and Three Wheelers - Complete. (this will cover all sorts of Scooters, Motor Cycles, Mopeds and Three Wheelers.)
11.	Shri Sunil Krishna Khaitan CMD M/s. Khaitan Electricals Ltd. Everest House (20th Floor) 46C, J. L. Nehru Road, Kolkata 700 071	Electric and Home Appliances, Fans, Sewing Machines, Dry Batteries, Torch Lights and other Electrical Manufactures-N.O.S.
12.	Shri Pankaj Chadha Partner M/s. Jyoti Steel Industries Opp. Gaiety Galaxy Cinema Kakad Bhavan (4th Floor) 30th Road, Bandra (W), Mumbai 400 050	Iron and Steel.
13.	Shri K. R. Pandian Partner & CEO M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalappatti, Coimbatore 641 048, Tamil Nadu	Machine Tools.
14.	Shri Man Karan Bhandari Managing Partner M/s. Ambika Overseas Ambika House Model House Road Basti Sheikh, Jalandhar 144 002	Hand Tools.
15.	Shri Arun Kumar Garodia Managing Director M/s. Corona Steel Industry (P) Ltd. P-34, India Exchange Place Shah House (3rd Floor), Kolkata 700 001	Fabricated Steel Structures including Transmission Line Towers.
16.	Shri Ramesh Kumar Mutha Director M/s. Mohan Mutha Exports Pvt. Ltd. No. 109, Vellala Street, Purusawalkam Chennai 600 084	Steel Pipes, Tubes and Fittings thereof.
17.	Shri Jaspal Singh Bhasin Partner M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green, Mumbai 400 033	Steel Wire Products - all types including Steel Wire, Wire Ropes and Strands.
18.	Shri L. P. Gupta Managing Director M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani Kumarpur, Asansol 713 304 West Bengal	Other Steel Products - all types. (this will include all Primary Steel based items not otherwise specified.)

Sl.No.	Name of Members & Address	Name of the Panel
19.	Shri S. S. Kejriwal Director M/s. Kiswok Industries Pvt. Ltd. Draupadi Mansion (1st Floor) 11, Brabourne Road, Kolkata 700 001	Sanitary Castings. (this will also include Valve Box, Water Meter Box and Meter Lids.)
20.	Shri R. P. Sehgal Managing Director M/s. Carnation Industries Ltd. 222, A.J.C. Bose Road 1st Floor, Room No. 4 & 5, Kolkata 700 017	Ferrous Industrial Castings. (this will also include Spun Pipes, Pressure Tested Pipe Fittings and Alloy Steel Castings.)
21.	Shri Avinash Gupta Managing Director M/s. R. N. Gupta & Co. C-55, Focal Point, Ludhiana 141 010	Steel Forgings – all types.
22.	Shri Tushar Dalmia Director M/s. Anvil Cables Pvt. Ltd. 20, Ballygunge Circular Road Suket Apartments, 5th Floor Kolkata 700 019	Aluminium and Manufactures thereof.
23.	Shri Sukhvinder Singh Bhasin Partner M/s. B S International (Bombay) 37, Barrister Nath Pai Marg Cottongreen, Mumbai 400 033	Non-Ferrous Metals & Manufactures thereof (other than Aluminium) including EPNS Wares etc.
24.	Shri Kuldip Singh Chadha CEO M/s. Indo Nikko Industries Nikko House 399, V.P. Road, Mumbai 400 004	Design, Technical and Consultancy Services.
25.	Shri Chandubhai C. Udeshi Chairman M/s. Metro Exporters (P) Ltd. Kakad Chamber 132, Dr. Annie Besant Road, Worli Mumbai 400 018	Super Star/Star/Trading and Export House.
26.	Mrs. Kamna Raj Aggarwalla Partner (Director Marketing) M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004	Fasteners - all types.
27.	Shri Mahesh K. Desai MD & CEO M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1056/ A&B Industrial Area, Azamabad, Hyderabad 500 020 (A.P.)	Pumps - all types.



Sl.No.	Name of Members & Address	Name of the Panel
28.	Shri P. K. Shah Director M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Projects Export (This will also include Civil Construction Works connected with Industrial Projects).
29.	Shri Rakesh Shah Partner M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Construction and Earthmoving Machinery including Cranes, Hoists, Mining Equipments and Tractors for Construction and Earthmoving purpose.
30.	Shri Rajesh Kumar Sonthalia CEO M/s. S. R. Enterprise 4/1A, Jagmohan Mullick Lane Kolkata 700 007	Free Trade Zone and 100% Export Oriented Units.
31.	Shri M. L. Rajgarhia Chairman & Mg. Director M/s. Mica Manufacturing Co. (P) Ltd. 3C, Camac Street, Kolkata 700 016	Mica and other Mineral based products.
32.	Shri Tarvinder Singh Bhasin Partner M/s. Bharat Parabolic Springs Pvt. Ltd. 37, Barrister Nath Pai Marg Cotton Green, Mumbai 400 033	Miscellaneous Manufactures - N.O.S. including Ferrous Holloware and Office Equipments (This will include all residual products not otherwise specified and Office Equipments including Photocopier, Typewriter, Duplicator etc.)
33.	Shri Krishnanlal Dhingra Managing Director M/s. Snowdrop Engineering Pvt. Ltd. C/1-51, 18C, Elco Arcade 46, Hill Road, Bandra West Mumbai 400 050	Small & Cutting Tools including Engineers Files.
34.	Shri C. S. Shukla Director M/s. Paramount Surgimed Ltd. 31C, Pocket-B, Siddhartha Extension New Delhi 110 014	Instruments- all types.
35.	Shri Anupam Shah Director M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani, Kolkata 700 017	Railway Rolling Stock and Components, Signalling Equipments and other Transport Equipments including Air-Crafts, Ship Building and Repairing etc.
36.	Shri Surendra Agarwal CEO M/s. Alloys Metals (India) 7, Clyde Row, Hastings 1st Floor, Flat No. 6, Kolkata 700 022	Ferro Alloys.



Sl.No.	Name of Members & Address	Name of the Panel
37.	Shri Hitendra B. Bhalaria Managing Director M/s. Bhalaria Metal Craft Pvt. Ltd. 401, Soni House, 4th floor 4th Road, 19 Surana Nagar CHS JVPD Scheme, Vile Parle (E) Mumbai 400 056	Stainless Steel House-ware Products (This will cover Utensils, Cutlery, Kitchen Equipments etc.)
38.	Shri B. D. Agarwal Managing Partner M/s. Calcutta Export Co. 18, R. N. Mukherjee Road 4th Floor, Kolkata 700 001	Builders' Hardware including Hinges, Door Fittings, Locks, Pad Locks etc. of Base Metal.
<b>ASSOCIATE</b>		
39.	Shri Omprakash Agarwal Director M/s. Chirag Castings Pvt. Ltd. Central Plaza, Suite # 808 8th floor, 2/6, Sarat Bose Road Kolkata 700 020	<b>(EASTERN REGION)</b>
40.	Shri B. N. Agarwal Director M/s. R.B.A. Exports Pvt. Ltd. 2/6 Sarat Bose Road Central Plaza, Suite No. 606, 6th Floor Kolkata 700 020	<b>(EASTERN REGION)</b>
41.	Shri Subhash Bajaj Director M/s. Saroopsons Industries Limited C-62, Focal Point Ludhiana 141 010 (Punjab)	<b>(NORTHERN REGION)</b>
42.	Shri Anmolbir Singh Anand Director Tinsley Bridge Abbros Springs India Ltd. 30, Back Central Avenue Opp. Hotel Jagsons, Nagpur 440 018	<b>(WESTERN REGION)</b>
43.	Shri Tejinder Singh Anand Proprietor M/s. Magnum Overseas (India) 141, Siddeshi Building, 3rd Floor Mahakali Caves Road, Sher-E-Punjab Colony Andheri (East), Mumbai 400 093	<b>(WESTERN REGION)</b>
44.	Shri Ravi Capoor Joint Secretary Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 216 New Delhi 110 011	<b>NOMINEE OF GOVERNMENT OF INDIA</b>

Sl.No.	Name of Members & Address	Name of the Panel
<b>ALTERNATE OF GOVT. NOMINEE</b>		
	Shri N. Ramakrishnan Deputy Secretary Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, New Delhi 110 011	
45.	Shri Najib Shah Joint Secretary (Drawback) Department of Revenue Ministry of Finance Government of India North Block, New Delhi 110 001	<b>NOMINEE OF GOVERNMENT OF INDIA</b>
46.	Shri Prabhat Kumar Joint Secretary (ES - ITP) Ministry of External Affairs Jawahar Lal Nehru Bhawan "A" Wing, Room No. 3055 Maulana Azad Road, New Delhi 110 001	<b>NOMINEE OF GOVERNMENT OF INDIA</b>
47.	Shri P. K. Uppal Executive Director (International Operations) M/s. Bharat Heavy Electricals Ltd. International Operations Division Integrated Office Complex 5th Floor, Lodhi Road New Delhi 110 003	<b>TOP EXPORTERS NOMINATED BY THE GOVERNMENT OF INDIA</b>
<b>MEMBER FROM THE SECRETARIAT</b>		
48.	Shri B. Sarkar Executive Director & Secretary EEPC India Vandhna Building (4th floor) 11, Tolstoy Marg New Delhi 110 001	
<b>SPECIAL INVITEES</b>		
<b>PAST CHAIRMEN</b>		
49.	Shri Russi Mody Past Chairman, EEPC India 5/1B, Belvedere Road, Alipore Kolkata 700 027	
50.	Shri Ramesh Maheshwari Past Chairman, EEPC India C/o. M/s. Texmaco Limited Birla Building, 6th floor 9/1, R. N. Mukherjee Road Kolkata 700 001	

Sl.No.	Name of Members & Address	Name of the Panel
51.	Shri Suresh M. Mehta Past Chairman, EEPC India Dutta Prasad, 1st Floor Gamadia Cross Road Off-Navroje Gamadia Road Mumbai 400 026	
52.	Shri G. D. Shah Past Chairman, EEPC India C/o: M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	
53.	Shri T. A. S. Balagopal Past Chairman, EEPC India A 404, Manasarovar 19, Third Seaward Road Valmiki Nagar Chennai 600 041	
54.	Shri R. P. Jhalani Past Chairman, EEPC India M/s. Aarvee Waxpol Tools (India) Pvt. Ltd. 116, Ashirwad Complex D-1, Green Park, New Delhi 110 016	
55.	Shri M. C. Shah Past Chairman, EEPC India M/s. Nipha Exports Pvt. Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	
<b>OTHERS</b>		
56.	Mrs. Tapasi De Regional Manager (ER) Export Credit Guarantee Corporation of India Limited 1, Shakespeare Sarani A.C. Market, 9th floor Kolkata 700 001  Shri Paramdeep Lal Thakur Regional Manager (ER) Export Credit Guarantee Corporation of India Limited 1, Shakespeare Sarani A.C. Market, 9th floor Kolkata 700 001	
57.	Shri J. K. Babla Chairman Committee on Trade with East Africa, EEPC India C/o: M/s. Miku Agencies 403, Udyog Mandir No. 2 7-C, Bhagoji Keer Marg, Mahim (West), Mumbai 400 016	

Sl.No.	Name of Members & Address	Name of the Panel
58.	Shri P. R. Venkatachalam Chairman Committee on Trade with Central Europe, EEPC India C/o: M/s. Metro Exporters Pvt. Ltd. Kakad Chambers 132, Dr. A. B. Road, Worli Mumbai 400 018	
59.	Shri Sharad Aggarwal Chairman, Committee on Taxation including VAT, EEPC India C/o: M/s. Forgings & Chemicals Industries G. T. Road, Bye Pass Near Hotel Ranvir Classic Jalandhar 144 012 Punjab	
60.	Shri Ashok Kumar Mahendru Chairman, Committee on Trade with SAARC, EEPC India C/o. : M/s. Uttam Galva Steels Ltd. Uttam House, 2nd Floor 69, P. D.'Mello Road Carnac Bunder, Masjid Bunder Mumbai 400 009	
61.	Shri M. S. Arora Chairman Committee on Trade with West Asia, EEPC India C/o: M/s. Zenith Birla (India) Limited Vedant Commercial Complex Building Ni.S-2 2nd floor, Vartak Nagar Pokhran Road Ni.1 Thane (West) 400 606	

## CHAIRMAN/ SR. VICE CHAIRMAN/ VICE CHAIRMAN/ REGIONAL CHAIRMEN/CHAIRPERSON OF EEPC INDIA

<b>Shri Aman Chadha</b> (Contact details given under Sl. No. 10)	Chairman EEPC India
<b>Shri Anupam Shah</b> (Contact details given under Sl. No. 35)	Sr. Vice Chairman EEPC India
<b>Shri Tarvinder Singh Bhasin</b> (Contact details given under Sl. No. 32)	Vice Chairman EEPC India
<b>Shri Mahesh K. Desai</b> (Contact details given under Sl. No. 27)	Regional Chairman (SR), EEPC India
<b>Mrs. Kamna Raj Aggarwalla</b> (Contact details given under Sl. No. 26)	Regional Chairperson (NR), EEPC India
<b>Shri Arun Kumar Garodia</b> (Contact details given under Sl. No. 15)	Regional Chairman (ER), EEPC India
<b>Shri Pankaj Chadha</b> (Contact details given under Sl. No. 12)	Regional Chairman (WR), EEPC India

## ADDRESS OF REGIONAL CHAIRMEN/ CHAIRPERSON & DY. REGIONAL CHAIRMEN

<b>SOUTHERN</b>	1. Shri Mahesh K. Desai	M/S Meera & Ceiko Pumps Pvt. Ltd	Hyderabad	Regional Chairman
	2. Shri R. Seshagiri	M/s. Gears & Gear Drives Pvt. Ltd.	Bangalore	Dy. Regional Chairman
	3. Shri Y. Hariharan	M/S IGP Engineers (P) Ltd.	Chennai	Dy. Regional Chairman
<b>EASTERN</b>	1. Shri Arun Kumar Garodia	Corona Steel Industry (P) Ltd.	Kolkata	Regional Chairman
	2. Shri B. D. Agarwal	M/s. Calcutta Export Co.	Kolkata	Dy. Regional Chairman
	3. Shri Girish Kumar Madhogaria	M/s. NIF Ispat Limited	Howrah	Dy. Regional Chairman
<b>NORTHERN</b>	1. Mrs. Kamna Raj Aggarwalla	M/s. GDPA Fastners	Jalandhar	Regional Chairperson
	2. Shri Pradeep Kumar Aggarwal	M/s. Spark Engineering Pvt. Ltd.	Ghaziabad	Dy. Regional Chairman
	3. Shri Neeraj Dhanda	M/s. APT Manufacturing Pvt Ltd	Ludhiana	Dy. Regional Chairman
<b>WESTERN</b>	1. Shri Pankaj Chadha	M/s. Jyoti Steel Industries	Mumbai	Regional Chairman
	2. Shri K. L. Dhingra	M/s. Snowdrop Engineering P. Ltd.	Mumbai	Dy. Regional Chairman
	3. Shri Anoop Marwaha	M/s. Marslon Industries	Mumbai	Dy. Regional Chairman

## LIST OF COMMITTEE OF ADMINISTRATION MEMBERS (2010-12)

<b>Shri Aman Chadha</b> <i>Partner</i> M/s. Harvinder & Co. Nikko House 399 Vithalbhai Patel Road Mumbai 400 004	<i>Chairman</i>	<b>Shri P. K. Shah</b> <i>Director</i> M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	<i>Member</i>
<b>Shri Anupam Shah</b> <i>Director</i> M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani Kolkata 700 017	<i>Sr. Vice Chairman</i>	<b>Shri S. S. Kejriwal</b> <i>Director</i> M/s. Kiswok Industries Pvt. Ltd. Draupadi Mansion (1st Floor) 11, Brabourne Road Kolkata 700 001	<i>Member</i>
<b>Shri Tarvinder Singh Bhasin</b> <i>Partner</i> M/s. Bharat Parabolic Springs Pvt. Ltd. 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033	<i>Vice Chairman</i>	<b>Shri K. R. Pandian</b> <i>Partner &amp; CEO</i> M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalappatti Coimbatore 641 048 Tamil Nadu	<i>Member</i>
<b>Shri Mahesh K. Desai</b> <i>MD &amp; CEO</i> M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1054/ A&B Industrial Area, Azamabad Hyderabad 500 020 (A.P.)	<i>Regional Chairman (SR) (Ex-officio Member)</i>	<b>Shri C. S. Shukla</b> <i>Director</i> M/s. Paramount Surgimed Ltd 31C, Pocket-B Siddhartha Extension New Delhi 110 014	<i>Member</i>
<b>Shri Arun Kumar Garodia</b> <i>Managing Director</i> M/s. Corona Steel Industry (P) Ltd. P-34, India Exchange Place Shah House (3rd floor) Kolkata 700 001	<i>Regional Chairman (ER) (Ex-officio Member)</i>	<b>Shri Ravi Capoor</b> <i>Member (Govt. of India Nominee)</i> <i>Joint Secretary</i> Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 216 New Delhi 110 011	
<b>Mrs. Kamna Raj Aggarwalla</b> <i>Partner</i> M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004 Punjab	<i>Regional Chairperson (NR) (Ex-officio Member)</i>	<b>ALTERNATE OF GOVT. NOMINEE</b> <b>Shri Ramakrishnan. N</b> <i>Deputy Secretary</i> Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan New Delhi 110 011	
<b>Shri Pankaj Chadha</b> <i>Partner</i> M/s. Jyoti Steel Industries Opp. Gaiety Galaxy Cinema Kadad Bhavan (4th floor) 30th Road, Bandra (W) Mumbai 400 050	<i>Regional Chairman (WR) (Ex-officio Member)</i>	<b>Shri Rakesh Shah</b> <i>Partner</i> M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	<i>Permanent Invitee</i>
<b>Shri Jaspal Singh Bhasin</b> <i>Partner</i> M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green, Mumbai 400 033	<i>Member</i>		



## AUDITORS' REPORT

To the members of EEPC INDIA

### Report on the Financial Statements

We have audited the accompanying financial statements of EEPC INDIA (Company Limited by Guarantee) ("the Council") which comprise the Balance Sheet as at March 31, 2013, and the Statement of Income & Expenditure Account for the year then ended, and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position, financial performance of the Council in accordance with the Accounting Standards referred to in sub-section (3C) of Section 211 of the Companies Act, 1956 ("the Act"). This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Council's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion and to the best of our information and according to the explanations given to us, the said accounts, subject to and read with the Summary of Significant Accounting Policies and other Explanatory information, as contained in *Note-1* and *Note-3* give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- a) in the case of the Balance Sheet, of the state of affairs of the Council as at March 31, 2013; and
- b) in the case of the Statement of Income & Expenditure Account, of the excess of Income over Expenditure for the year ended on that date.

### Report on Other Legal and Regulatory Requirements

1. This report does not include a statement on the matters specified in paragraph 4 of the Companies (Auditor's Report) Order, 2003, issued by the Department of Company Affairs, in terms of Section 227(4A) of the Companies Act, 1956, since in our opinion and according to the information and explanation given to us, the said order is not applicable to the Council, which is a Company licensed to operate under Section 25 of the Companies Act, 1956.
2. As required by section 227(3) of the Act, we report that:
  - a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
  - b) in our opinion proper books of account as required by law have been kept by the Council so far as appears from our examination of those books;
  - c) the Balance Sheet and the Statement of Income & Expenditure dealt with by this Report are in agreement with the books of account;
  - d) Subject to and read with the summary of Significant Accounting Policies, as contained in *Note-1*, the Accounting Standards referred to in Section 211(3C) of the Companies Act, 1956 have been complied with by the Council;
  - e) As reported to us, we report that none of the members of the Working Committee was disqualified from being appointed as a member of the Working Committee in terms of Clause (g) of sub-section (1) of Section 274 of the Companies Act, 1956.

135A Central Avenue (1st floor)  
Room No. 9  
Kolkata - 700 007  
Date : 5th September 2013

For **Ranjit Jain & Co.**  
Chartered Accountants  
FRN 322505 E

**Ranjit Jain**  
Partner

MEMBERSHIP NO. 056597

## BALANCE SHEET

### as at 31st March, 2013

(In ₹)

	Note No.	AS ON 31.03.2013	AS ON 31.03.2012
<b>EQUITY AND LIABILITIES</b>			
<b>Funds</b>			
(a) Reserves & surplus	2.1	302,259,247	252,175,548
<b>Non-current Liabilities</b>			
(a) Other long-term Liabilities	2.2	837,745	1,763,931
(b) Long-term provisions	2.3	44,238,027	45,716,069
<b>Current Liabilities</b>			
(a) Trade payables	2.4	49,076,657	49,444,094
(b) Other current Liabilities	2.5	62,883,610	81,863,562
(c) Short-term provisions	2.6	9,094,557	7,991,232
<b>TOTAL</b>		<b>468,389,843</b>	<b>438,954,436</b>
<b>ASSETS</b>			
<b>Non-current Assets</b>			
(a) Fixed Assets			
(i) Tangible Assets	2.7	131,317,121	138,029,068
(ii) Intangible Assets	2.7	285,220	411,059
(b) Long-term Loans & Advances	2.8	5,174,919	4,338,944
<b>Current Assets</b>			
(a) Trade receivables	2.9	20,663,193	8,688,788
(b) Cash & cash equivalents	2.10	213,233,390	172,880,013
(c) Short-term Loans & Advances	2.11	11,046,304	15,312,085
(d) Other Current Assets	2.12	86,669,696	99,294,479
<b>TOTAL</b>		<b>468,389,843</b>	<b>438,954,436</b>
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1		
OTHER EXPLANATORY INFORMATION	3		

Signed in terms of our audit report of even date.

**AMAN CHADHA**  
Chairman

**ANUPAM SHAH**  
Sr. Vice Chairman

**T. S. BHASIN**  
Vice Chairman

**B. SARKAR**  
Executive Director  
& Secretary

For **Ranjit Jain & Co.**  
Chartered Accountants

F. R. N. 322505 E  
(**Ranjit Jain**)  
Partner  
M. No. 056597

135A Central Avenue (1st Floor)  
Room No.9, Kolkata 700 007  
Dated : 5th September 2013

**STATEMENT OF INCOME AND EXPENDITURE**  
**for the year ended 31st March, 2013**

(In ₹)

<b>PARTICULARS</b>	<b>Note No.</b>	<b>2012-2013</b>	<b>2011-2012</b>
<b>INCOME</b>			
Revenue from operations	2.13	230,770,026	222,028,338
Grant-in-aid from Govt. of India	2.14	190,902,585	141,894,143
Other Income	2.15	33,075,702	21,900,153
<b>Total Revenue</b>		<b>454,748,313</b>	<b>385,822,634</b>
<b>EXPENSES</b>			
Employee benefits expense	2.16	118,167,610	111,766,287
Depreciation & Amortisation	2.17	10,451,577	10,109,445
Other expenses	2.18	316,642,403	257,819,032
<b>Total Expenses</b>		<b>445,261,590</b>	<b>379,694,764</b>
<b>Surplus /(Deficit) for the year</b>		<b>9,486,723</b>	<b>6,127,870</b>

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES 1

OTHER EXPLANATORY INFORMATION 3

Signed in terms of our audit report of even date.

**AMAN CHADHA**  
*Chairman***ANUPAM SHAH**  
*Sr. Vice Chairman***T. S. BHASIN**  
*Vice Chairman***B. SARKAR**  
*Executive Director  
& Secretary***For Ranjit Jain & Co.**  
*Chartered Accountants*F. R. N. 322505 E  
**(Ranjit Jain)**  
*Partner*  
M. No. 056597135A Central Avenue (1st Floor)  
Room No.9, Kolkata 700 007  
Dated : 5th September 2013

## NOTES ON ACCOUNTS

### for the year ended March 31, 2013

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

(In ₹)

Particulars	As at 31.03.2013	As at 31.03.2012
<b>NOTE: 2.1: RESERVES &amp; SURPLUS</b>		
<b>General Reserve Fund</b>		
As per last Balance Sheet	225,842,760	90,203,462
Add: Transferred from Building Fund	-	135,639,298
Closing Balance (A)	<b>225,842,760</b>	<b>225,842,760</b>
<b>Staff Welfare Fund</b>		
House Building/Vehicle/Computer Advance		
As per last Balance Sheet	16,270,548	10,575,782
Add: Addition during the year	516,976	5,694,766
Closing Balance (B)	<b>16,787,524</b>	<b>16,270,548</b>
<b>Building Fund</b>		
As per last Balance Sheet	1,500,611	85,000,000
Add: Transfer during the year	40,000,000	50,639,298
Special Contribution from Members (Western Region)	80,000	1,500,611
	41,580,611	137,139,909
Less: Utilised & transferred to General Reserve Fund	-	135,639,298
Closing Balance (C)	<b>41,580,611</b>	<b>1,500,611</b>
<b>Surplus</b>		
As per last Balance Sheet	8,561,629	2,433,759
Add: Transferred from the Statement of Income and Expenditure	9,486,723	6,127,870
Closing Balance (D)	<b>18,048,352</b>	<b>8,561,629</b>
Total (A) +(B) +( C)+(D)	<b>302,259,247</b>	<b>252,175,548</b>

	(In ₹)	
Particulars	As at 31.03.2013	As at 31.03.2012
<b>NOTE: 2.2: OTHER LONG-TERM LIABILITIES</b>		
Liabilities for VRS monthly payment cases	<u>837,745</u>	<u>1,763,931</u>
<b>NOTE: 2.3: LONG-TERM PROVISIONS</b>		
Staff Gratuity & Leave Encashment	<u>44,238,027</u>	<u>45,716,069</u>
<b>NOTE: 2.4: TRADE PAYABLES</b>		
Sundry Creditors for expenses	<u>49,076,657</u>	<u>49,444,094</u>
<b>NOTE: 2.5: OTHER CURRENT LIABILITIES</b>		
Outstanding Liabilities	13,615,697	11,566,912
Liabilities for VRS monthly payment cases	926,144	1,136,904
Govt. Grant received in advance	-	36,954,000
Govt. Grant refundable	1,026,384	-
Contribution received-in-advance from members for events	21,530,168	15,804,157
Membership Subscription received-in-advance	25,785,217	16,401,589
	<u>62,883,610</u>	<u>81,863,562</u>
<b>NOTE: 2.6: SHORT TERM PROVISIONS</b>		
Gratuity	7,532,888	6,353,196
Leave Encashment	1,561,669	1,638,036
	<u>9,094,557</u>	<u>7,991,232</u>

## NOTES ON ACCOUNTS

### for the year ended March 31, 2013 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

(Figures are in ₹)

#### NOTE: 2.7: FIXED ASSETS

Assets	GROSS BLOCK				DEPRECIATION AND AMORTIZATION				NET BLOCK	
	As on 01.04.2012	Additions During the year	Sales/ Adjustments During the year	As on 31.03.2013	As on 01.04.2012	Provided for the year	Adjust- ment	Up to 31.03.2013	As on 31.03.2013	As on 31.03.2012
<b>A. TANGIBLES</b>										
Land & Building	144,767,596	0	0	144,767,596	26,888,244	5,893,968	0	32,782,212	111,985,384	117,879,352
Furniture & Fittings	21,113,308	0	291,680	20,821,628	13,428,930	1,390,560	282,224	14,537,266	6,284,362	7,684,378
Office Equipments	24,663,935	342,163	809,460	24,196,638	21,151,000	579,378	756,681	20,973,697	3,222,941	3,512,935
Electrical Fittings	5,586,680	31,040	3,427	5,614,293	2,641,757	418,516	3,092	3,057,181	2,557,112	2,944,923
Motor Cars	4,640,811	2,685,777	1,758,827	5,567,761	3,468,636	451,584	1,414,076	2,506,144	3,061,617	1,172,175
Computers	5,516,258	993,555	205,085	6,304,728	3,404,341	1,212,910	173,662	4,443,589	1,861,139	2,111,917
Video Conferencing Equipments	2,150,240	0	0	2,150,240	340,018	251,801	0	591,819	1,558,421	1,810,222
Permanent Projection Centre	2,631,180	0	0	2,631,180	1,718,014	127,021	0	1,845,035	786,145	913,166
	<b>211,070,008</b>	<b>4,052,535</b>	<b>3,068,479</b>	<b>212,054,064</b>	<b>73,040,940</b>	<b>10,325,738</b>	<b>2,629,735</b>	<b>80,736,943</b>	<b>131,317,121</b>	<b>138,029,068</b>
<b>B. INTANGIBLES:</b>										
Computer Software	4,698,726	0	0	4,698,726	4,287,667	125,839	0	4,413,506	285,220	411,059
	<b>4,698,726</b>	<b>0</b>	<b>0</b>	<b>4,698,726</b>	<b>4,287,667</b>	<b>125,839</b>	<b>0</b>	<b>4,413,506</b>	<b>285,220</b>	<b>411,059</b>
<b>TOTAL</b>	<b>215,768,734</b>	<b>4,052,535</b>	<b>3,068,479</b>	<b>216,752,790</b>	<b>77,328,607</b>	<b>10,451,577</b>	<b>2,629,735</b>	<b>85,150,449</b>	<b>131,602,341</b>	<b>138,440,127</b>
<b>Previous Year</b>	147,617,603	79,609,295	6,135,927	221,090,971	77,255,669	10,109,445	4,714,270	82,650,844	138,440,127	0



	(In ₹)	
Particulars	As at 31.03.2013	As at 31.03.2012
<b>NOTE: 2.8: LONG-TERM LOANS AND ADVANCES</b>		
<b>A. Loans and Advances</b>		
<b>(Secured and considered goods)</b>		
Employees towards House Building Advance	1,961,332	1,179,306
Employees towards Purchase of Vehicles	428,078	110,630
Employees towards Purchase of Computers	173,349	122,338
<b>B. Security Deposits</b>		
Security Deposits	2,612,160	2,926,670
	<b>5,174,919</b>	<b>4,338,944</b>
<b>NOTE: 2.9: TRADE RECEIVABLE</b>		
<b>(Unsecured and considered goods)</b>		
Contribution Receivables from Members for Events	8,394,393	5,253,788
Contribution Receivables from MSME for Exhibitions	12,268,800	3,435,000
	<b>20,663,193</b>	<b>8,688,788</b>
<b>NOTE: 2.10: CASH AND CASH EQUIVALENTS</b>		
<b>A. CASH AND CASH EQUIVALENTS</b>		
Cash in Hand (as certified by the Management including Foreign Offices Rs.6,194/- ; Regional Offices Rs.22,912/- and Postage Stamps Rs.100/-)	506,651	469,656
Units in Franking Machine	107,246	61,854
Remittance in Transit/Cheques in hand	-	150,000
Bank Balance with Scheduled Banks		
In Current Accounts		
In India		
Indian Rupees (including Auto Sweep facilities)	22,460,492	20,842,155
Foreign Currency	472,260	972,082
At Foreign Offices	-	16,483
In Savings Account -		
In India (including Auto Sweep facilities)	10,340,233	20,428,429
In Fixed Deposit Account	687,500	72,236,757
<b>B. OTHER BANK BALANCES</b>		
In Fixed Deposit Account		
Earmarked for Gratuity & Leave Encashment	56,984,954	44,927,597
Having maturity period of more than 12 months	121,674,054	12,775,000
	<b>213,233,390</b>	<b>172,880,013</b>

**NOTES ON ACCOUNTS****for the year ended March 31, 2013** *(Contd.)*

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

(In ₹)

<b>Particulars</b>	<b>As at 31.03.2013</b>	<b>As at 31.03.2012</b>
<b>NOTE: 2.11: SHORT TERM LOANS AND ADVANCES</b>		
Advance for Promotional Expenses	843,517	7,177,678
CENVAT Credit receivable	779,907	1,476,540
Tax deducted at source	5,317,184	3,200,406
Others	4,105,696	3,457,461
	<b>11,046,304</b>	<b>15,312,085</b>

**NOTE: 2.12: OTHER CURRENT ASSETS**

Govt. Grant receivable	75,615,524	90,279,937
Interest accrued on Fixed Deposits	7,618,628	4,823,000
Interest accrued on Loans & Advances	3,435,544	4,191,542
	<b>86,669,696</b>	<b>99,294,479</b>

Particulars	2012-2013 ₹	2011-2012 ₹
<b>NOTE: 2.13: REVENUE FROM OPERATIONS</b>		
<b>INCOME FROM MEMBERS</b>		
Membership Subscription	116,631,565	111,881,399
Subscription for Panel	862,619	593,394
Contribution from Participating Members	113,275,842	109,553,545
	<b>230,770,026</b>	<b>222,028,338</b>
<b>NOTE: 2.14: GRANT-IN-AID FROM GOVT. OF INDIA</b>		
For the year	<b>190,902,585</b>	<b>141,894,143</b>
<b>NOTE: 2.15: OTHER INCOME</b>		
Advertisement	1,416,063	2,888,841
Other Receipts	1,476,816	1,470,821
Participation/Sponsorship from others	11,207,101	3,516,935
License Fees received from Mumbai new premises	4,018,614	2,559,618
Interest Income	14,957,108	11,463,938
	<b>33,075,702</b>	<b>21,900,153</b>
<b>NOTE: 2.16: EMPLOYEE BENEFITS EXPENSE</b>		
Salaries, Allowances & Exgratia	97,488,828	92,921,694
Contribution to Provident Fund & Superannuation Fund	10,418,603	10,060,659
Staff Welfare Expenses	5,232,240	5,779,249
Provision for Gratuity & Leave Encashment	5,027,939	3,004,685
	<b>118,167,610</b>	<b>111,766,287</b>
<b>NOTE: 2.17: DEPRECIATION AND AMORTIZATION</b>		
Depreciation	<b>10,451,577</b>	<b>10,109,445</b>

**NOTES ON ACCOUNTS****for the year ended March 31, 2013 (Contd.)**

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

Particulars	2012-2013 ₹	2011-2012 ₹
<b>NOTE: 2.18: OTHER EXPENSES</b>		
<b>Expenses on Council's Offices</b>		
Rent	8,157,075	10,846,179
Property Tax	1,056,257	1,315,032
Printing & Stationary, Postage & Telegram, Telephone & Fax	3,384,809	4,381,724
Building Maintenance incl. Electricity	8,336,584	6,175,176
Travelling & Conveyance Charges	1,531,446	2,144,543
Motor Car Up-keep	1,322,325	2,044,809
Difference in foreign exchange	35,166	77,848
<b>Auditors' Remuneration</b>		
Audit Fees	150,000	150,000
Internal Auditors' remuneration	695,754	428,504
Professional Fees	786,637	419,840
Election Expenses	165,457	145,628
Meeting Expenses	51,020	47,795
Legal Expenses	1,079,543	1,187,383
Miscellaneous Expenses	4,345,479	4,489,072
<b>Export Promotion Expenses</b>		
Advertisement/Subscription to Journal & Website	1,491,506	1,644,900
Seminars, Exhibitions, RBSM & Delegations in India	75,522,299	67,954,039
Award Function Expenses (Net)	1,154,595	1,583,249
Trade Information Division incl. cost of Publications	5,039,812	5,453,566
Expenses on MDA Assistance Scheme	288,806	447,267
ISO Series Expenses	262,435	321,519
Hospitality	824,034	783,791
Delegation/Buyer Seller Meets abroad	3,335,620	1,531,162
Publications for use Abroad	3,888,733	4,091,769
Exhibitions Abroad including Advertisement	193,737,011	140,154,237
<b>TOTAL</b>	<b>316,642,403</b>	<b>257,819,032</b>

## **NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2013 AND INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON THAT DATE.**

### **NOTE-1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

- 1.1. Expenses/Income, especially those relating to specific projects, are accounted for in the year for which budget approval has been granted and not necessarily in the year of incurrence of expenditure. Any payment/receipt on that account is kept under advances/liabilities till the year of budget approval.
- 1.2. Expenditure related to various Code and other specific activities are booked under those functional heads to conform to the budgets approved by the Government of India. As such, expenses shown under various natural heads are not necessarily the total expenditure incurred under these particular heads.
- 1.3. The subscription income from members is not taken into account unless received. As such, no accrued income for membership subscription is considered in the accounts. Subscriptions received in advance have been treated as liability.
- 1.4. Items of printing and stationery are charged to Income & Expenditure Account of the year in which the same are purchased.
- 1.5. Pursuant to the policy adopted by the management in 1982-83, the expenditure on Publication is directly charged to Income & Expenditure account and no stock of publications at the end of the year is accounted for, as these are considered purely export promotional literature
- 1.6. Interest accrued on House Building, Vehicle and Computer Advances are accounted for by way of directly crediting the same to "Staff Welfare Fund" account instead of routing them through Income & Expenditure Account.
- 1.7. The balance in the Building Fund a/c as on 01.04.2012 was Rs.15,00,611/- which was collected as special contribution from Western Region members. Further a special contribution Rs.80000/- has been received during the year as special contribution from Western Region members and the same has been directly credited to the Building Fund. The Building Fund has also been directly credited with Rs.4.00 crore out of the total collection of Membership Subscription during the year to facilitate purchase of properties for the use of the Council.
- 1.8. Provision for Gratuity & Leave Encashment is based on actuarial valuation on the present value of future liability. Based on actuarial valuation, total provision required for Gratuity & Leave Encashment is Rs.1,03,02,516/- which includes Rs.52,74,577/- being interest on earmarked investments of Gratuity & Leave Encashment fund directly credited to Provision for Gratuity & Leave Encashment without showing in the Income & Expenditure Account.
- 1.9. Depreciation is being provided under the W.D.V. method at the rates prescribed under Schedule XIV of the Companies Act, 1956.



**NOTE-1 (Contd.)**
**1.10. Foreign Currency Transaction:**

- (a) Income & Expenditure (including additions to and sale of Fixed Assets) in foreign currency are translated at standard rates fixed for the year. Standard rates adopted for the current year are enumerated in Sub-para (d) below. However, prepaid expenditure in earlier years and expenditures for which provisions have been made in this year have been converted at the standard rates adopted for the year of payment
- (b) Difference between the actual rupee remittance and foreign currency received converted at standard rates is taken as gain or loss on translation. Any increase or decrease in cash and bank balance (in rupee terms) due to change in standard rate from one year to next year is also treated as gain or loss on translation.
- (c) Liabilities provided for during the year as well as Cash and Bank balances are translated at the standard rates fixed for the following year as mentioned below. However, the liabilities for earlier years are kept at the rates adopted for those particular years.

Currency		Current year ₹	Previous year ₹
(i) Strait Dollar	1.00	43.00	43.00
(ii) U.S. Dollar	1.00	55.00	55.00
(iii) Euro	1.00	72.00	70.00

- (d) Expenses and Income during the current year have been translated at the rate of :

Currency		Current year ₹	Previous year ₹
(i) Strait Dollar	1.00	43.00	36.00
(ii) U.S. Dollar	1.00	55.00	45.00
(iii) Euro	1.00	70.00	64.00

**NOTE-3: OTHER EXPLANATORY INFORMATION**

- 3.1. Every member of the Council other than the Officials of Government undertakes to contribute to the assets of the Council in the event of the same being wound up during the time that he was a member or within one year afterwards, for payment of the debts and liabilities of the Council contracted prior to the date on which he ceases to be a member and the costs, charges and expenses of winding up the same and the adjustment of the right of the contributories among themselves, such amount as may be required not exceeding Rs.1,000/- in the case of Ordinary Members and Rs.50/- in the case of Associate Members.
- 3.2. Fixed Assets:  
As an impact of the policy for conversion of additions/deductions to Fixed Assets (paid/received in foreign currency) at standard rates as detailed under Para 1.10 of the Summary of Significant Accounting Policies, the difference between actual and standard rates of exchange is being charged/credited to Income & Expenditure Account as difference in exchange rate, whenever the actual rate is different from the standard rate of exchange. The policy is being consistently followed for years and hence the net effect of the same has not been ascertained.
- 3.3. (a) Secured Loans to employees for house building and purchase of vehicles include cases where mortgage/lien could not be created on the year end.  
(b) Other Advances in Schedule-B include Rs.4,91,602/- due from an ex-employee of the Council towards misappropriation of funds in Johannesburg. The Council is trying to recover this amount and adequate provision for loss, if any, will be made after the extent of realisability is ascertained.
- 3.4. The Council is separately maintaining bank accounts (including deposit accounts) in connection with opposing non-tariff barriers, International Price Reimbursement Scheme, Provident Fund, EEPC Pension Fund etc. as a custodian only, which are not forming part of the Council's accounts.
- 3.5. (a) The Council is maintaining a Joint Bank Account for making joint payments on behalf of itself and other occupants in relation to the office space acquired in the International Trade Facilitation Centre at Kolkata. As the Council is only acting as a custodian of this bank account, the same does not form part of its accounts.  
(b) The said bank account was opened for the convenience of these occupants in making those payments which are common in nature, such as, premises maintenance expenses, security services, electricity, water supply, lift maintenance etc. The funds required for such expenses are contributed by all these occupants on a mutually agreed basis.
- 3.6. No provision for Income Tax has been made in the accounts as the Council does not expect any liability on this account.
- 3.7. Grant received from Govt. of India amounting to Rs.2,85,00,000/- for disbursement to the Exporters under MDA Assistance Scheme has not been treated as Income for the year since the Council only acts as a custodian of the said Grant. Similarly amount disbursed during the year aggregating to Rs.2,01,07,139/- to the Exporters under MDA Assistance Scheme is not treated as Expenditure for the year. The Council has appointed a firm of Chartered Accountants for checking the claim of the exporters under this Scheme before making any such disbursement. The interest, if any, earned on the funds received for making such disbursements under this Scheme is utilized for meeting various administrative expenses e.g. Audit Fees, Bank Charges etc., incurred by the Council for administering this Scheme and is shown accordingly in the Accounts.
- 3.8. Contribution from participating members as shown in Note 2.13 includes amounts towards exhibitions, publicity, conferences etc.
- 3.9. In the absence of confirmation from the parties, various accounts like Loans & Advances, Deposits, Sundry Creditors etc. remain unconfirmed.
- 3.10. Previous year's figures have been regrouped/rearranged and nomenclature changed to make them comparable, as far as practicable, with those of current year.

**NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET  
AS AT 31ST MARCH, 2013 AND INCOME & EXPENDITURE ACCOUNT  
FOR THE YEAR ENDED ON THAT DATE.****OTHER EXPLANATORY INFORMATION (Contd.)**

3.11.	Earnings in Foreign Exchange	2012 – 2013 ₹
	(i) Contribution for events	63,80,767 (24625411)
	(ii) Others	39,53,793 (456864)
3.12.	Expenditure in Foreign Currency:	
	(i) Salary, Medical & other benefits	5,34,112 (3630021)
	(ii) Rent, Rates & Taxes	2,73,875 (3367256)
	(iii) Exhibitions, Showrooms, Conferences, Symposiums	16,22,83,234 (128682066)
	(iv) External Publicity	6,40,955 (1960232)
	(v) Others	6,49,434 (2170289)

\* Notes: Figures in brackets are for previous year.

135A Central Avenue (1st Floor)  
Room No.9, Kolkata 700 007  
Dated : 5th September 2013

For **Ranjit Jain & Co.**  
Chartered Accountants

F. R. N. 322505 E  
**(Ranjit Jain)**  
Partner  
M. No. 056597

**AMAN CHADHA**  
Chairman

**ANUPAM SHAH**  
Sr. Vice Chairman

**T. S. BHASIN**  
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