

EEPCINDIA
ENGINEERING THE FUTURE



57th Annual
Report
2011-12

Chairman

Shri Aman Chadha

Sr. Vice Chairman

Shri Anupam Shah

Vice Chairman

Shri Tarvinder Singh Bhasin

Executive Director

Shri R. Maitra

**Addl. Executive Director &
Secretary**

Shri B. Sarkar

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 Division

New Delhi

Regional Offices

Chennai
Kolkata
Mumbai
New Delhi

Sub-Regional Offices

Bangalore
Jalandhar
Hyderabad
Ahmedabad

Foreign Office

Singapore

Offices of EEPC INDIA

HEAD OFFICE

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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 57th Annual Report for the financial year ended 31st March 2012 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 31.03.2011 was 12037 and as on 31.03.12 was 11769.

The details are as under:

	As on 31.03.2012	As on 31.03.2011
Ordinary Members	8716	9880
Associate Members	3045	2148
Nominated Members	08	09
Total:	11769	12037

Financial Status

Summary of Income & Expenditure Account

	2011-2012	2010-2011
Income from Members' & Other Income	237781568	243204835
Grant - in - Aid from Govt. of India	141894143	87187405
Interest	15850132	19100634
Total Income	395525843	349492874
Total Expenses	389397973	346365000
Surplus / (Deficit) for the year	6127870	3127874

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, 2012 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 : 13/10/2012
Place : Kolkata

The Working Committee of EEPIC INDIA has the pleasure in presenting its report on the activities of the Council for the year ended 31st March, 2012.

EXPORT PERFORMANCE

A. Overall Exports up by 20.94%

Based on the provisional data published by DGCI&S exports during March, 2012 were valued at US\$ 28681.95 million (Rs.144331.29 crore) which was 5.71 percent lower in Dollar terms (5.46 percent higher in Rupee terms) than the level of US\$ 30418.50 million (Rs.136857.10 Crore) during March, 2011. Cumulative value of exports for the period 2011-12 was US\$ 303718.70 million (Rs.1454065.61crore) as against US\$ 251136.19 million (Rs.1142921.92 crore) registering a growth of 20.94 percent in Dollar terms and 27.22 percent in Rupee terms over the same period last year.

B. Performance of Engineering Sector in FY 2011-12

Based on the provisional data published by DGCI&S for the period April 2011 to March 2012, India's export of engineering goods have posted a growth of 20.89% in US\$ million during Financial Year 2011-12 in comparison to the same period in the previous fiscal. The provisional data indicate that exports of engineering goods from India have reached US\$ 60317.08 million up to March 2012. In the month of March 2011 Exports of Engineering goods were to the tune of US\$ 5432.06 million.

In rupee terms India's export of engineering goods are valued at Rs. 289039.45 crores during 2011-12 which is 27.17% higher than Rs. 227283.83 crores during April-March 2010-11.

C. Performance : Commodity-wise

Export of the commodities like Pumps of all types, Auto Components/Parts, Bicycle & Parts, Prime Mica & Mica Products, IC Engines and Parts, Two and Three Wheelers, Lead and products made of Lead, Ships, Boats and Floating Structures, Nickel and products made of Nickel have all shown substantial growth in 2011-12. Export of Copper and products made of Copper, Accumulator and Battery, Nuclear Reactors, Industrial Boilers and Parts have declined.

(Figures in US\$ million)

Commodity	Cumulative Exports 2010-11	Cumulative Exports 2011-12 (prov)	% change over 2010-11
Nickel and products made of Nickel	32.93	85.67	160.19
Ships, Boats and Floating Structures	4721.18	8549.32	81.08
Lead and products made of Lead	113.46	187.96	65.66
Two and Three Wheelers	856.25	1347.99	57.43
IC Engines and Parts	1153.50	1699.22	47.31
Prime Mica & Mica Products	14.35	20.71	44.38
Bicycle & Parts	227.40	312.31	37.34
Auto Components/Parts	2508.33	3393.87	35.30
Pumps of all types	428.12	579.25	35.30
Aircrafts, Spacecrafts and Parts	1766.39	2364.12	33.84
Cranes, Lifts & Winches	173.42	231.45	33.46
Misc. Machinery for ATMs, Injecting Moulding machinery, valves, etc.	833.49	1101.66	32.17
Hand Tools, Cutting Tools and Implements made of Metals	550.47	724.25	31.57
Other Construction Machinery	721.05	927.44	28.62
Medical and Scientific Instruments	800.79	1022.69	27.71
Aluminium and products made of it	1265.51	1581.35	24.96
Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Ce	802.94	997.48	24.23
Other Miscellaneous Items	1157.00	1428.20	23.44
Other Non Ferrous Metals and their products	318.58	389.25	22.18
Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc.	3186.08	3837.26	20.44
Tin and products made of Tin	4.71	5.56	18.09
Electric Machinery and Equipment	2955.35	3479.05	17.72
Office Equipments	51.78	60.88	17.59
Iron and Steel	7119.81	8268.37	16.13
Zinc and products made of zinc	709.84	791.92	11.56
Machine Tools	297.73	331.56	11.36
Products of Iron and Steel	6632.56	7367.53	11.08
Electrodes, Accumulators and Batteries	34.37	37.84	10.10
Motor Vehicle/Cars	5126.06	5354.35	4.45
Railway Transport and Parts	108.92	113.48	4.19
Nuclear Reactors, Industrial Boilers and Parts	488.13	463.45	(-) 5.06
Accumulator and Battery	207.36	192.83	(-) 7.01
Copper and products made of copper	4495.24	3027.11	(-) 32.66
Other Items	29.31	41.71	42.29
Total	49892.40	60317.08	20.89

D. Top Destinations

Brunei and Spain have entered into the list of top 20 destinations, while France and Japan have gone out of it.

Top 20 Destinations

(Figures in USD million)

Importing Country	Cumulative Exports 2010-11	Cumulative Exports 2011-12 (Prov)	% change over 2010-11	Rank 2010-11	Rank 2011-12 (Prov)
U S A	5114.64	6869.89	390.08	1	1
Singapore	1934.68	4779.69	70.40	4	2
U A E	2925.25	3766.27	73.23	3	3
China P RP	3989.00	3438.90	23.23	2	4
U K	1803.20	2219.41	200.49	6	5
Germany	1842.74	2210.21	304.58	5	6
Sri Lanka DSR	1348.33	1882.39	37.23	10	7
Indonesia	1050.40	1624.08	228.40	16	8
Italy	1323.71	1509.37	18.76	11	9
South Africa	1769.75	1228.13	80.75	7	10
Saudi Arab	1472.68	1079.60	267.55	9	11
Korea RP	947.41	1053.62	20.96	15	12
Nigeria	748.45	1017.40	83.51	8	13
Netherland	862.19	977.24	164.17	12	14
Belgium	1080.21	958.94	106.18	29	15
Malaysia	1602.39	957.74	742.58	14	16
Turkey	665.25	840.30	82.82	19	17
Brunei	6.57	816.46	37.62	21	18
Thailand	836.94	815.57	123.36	26	19
Spain	560.04	783.18	49.15	13	20

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

E. 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 USD million)

Destinations	Cumulative Export April-March 2010-11	Cumulative Export April-March 2011-12 (Prov.)	% Growth
Oman	360.53	580.59	61.04
Mexico	242.45	523.74	116.02
Canada	268.23	493.85	84.11
Colombia	272.90	463.33	69.78
Myanmar	79.17	321.53	306.11

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. Besides organizing its own exhibition, EEPC India participated in various exhibition by setting up Information Booths and Catalogue Shows with the assistance of its foreign office and Indian Embassies abroad. During the year, EEPC India organised one INDEE – Bangkok (Thailand). During the announcement of the New Foreign Trade Policy for the period 2009-2014, the Union Commerce & Industry Minister, Shri Anand Sharma had observed that “The Government seeks to promote Brand India through at least six ‘Made in India’ shows to be organised across the world every year. Accordingly, “The India Show” in Toronto, Canada was organised by EEPC India with the support from Ministry of Commerce & Industry, Government of India. The main objective of “The India Show” is to promote India’s image and provide a platform to Indian Exporters to showcase their strengths and capabilities in an emerging market and developing country. Also, EEPC India arranged Buyer Seller Meets for the benefit of exporters in India and abroad.

In the domestic arena, EEPC India conducted various seminars, workshops and awareness seminars on export finance, quality upgradation, focus country programmes, award functions and meeting with government agencies for solving the exporter’s problems. Information on overseas trade opportunities for products, turnkey projects and services were regularly collected and disseminated among member-exporters.

A. INDEE/INDIA SHOW

EEPC India’s major promotional activities include organizing and participating in specialized exhibitions in the overseas segment. EEPC India organized, on its own, product display of its member firms in INDEE (Indian Engineering Exhibition) mobilized India’s engineering industry’s participation in specialized Fairs and also set up Information Booths in some of the international trade fairs. Product catalogues/profiles of Indian engineering companies demonstrating the competence and capabilities levels in various fields in engineering sector and EEPC India’s own charts/publications were put on display in the Information Booths. EEPC India’s

representatives utilized the events for establishing and firming up contacts with as many visiting buyers as possible with the sole objective to make them aware of Indian engineering industries’ capabilities and help generating their interest in Indian products. Participation was organized in the following three major events:

INDEE Bangkok 2011, Thailand

EEPC India organized its 25th INDEE – the Indian Engineering Exhibition – in Bangkok from 23rd June 2011 to 26th June 2011. The show was co-located with the Manufacturing Expo 2011 – an event that brings together the most varied and complete exhibition of the latest in Machinery and Technologies in key industries like Automotive, Electronics, Plastic, Mold & Die, Machine Tools, Industrial Tools, Welding & Cutting Equipment, Subcontracting and related services. INDEE Thailand 2011 also coincided with



Inter Plas Thailand 2011, Inter Mold Thailand 2011, Automotive Manufacturing 2011 and Assembly Technology 2011, all part of Manufacturing Expo 2011. Besides Manufacturing Expo 2011, INDEE Bangkok also coincided with InterPlas Thailand 2011, InterMold Thailand 2011, Automotive Manufacturing 2011 and Assembly Technology 2011.

INDEE Bangkok was inaugurated jointly by HE Mr Pinak Ranjan Chakravarty, Ambassador of India in Thailand and Dr Nattapon Nattasombon, Deputy Permanent Secretary, Ministry of Industry, Thailand.

155 Indian companies participated in INDEE Bangkok. As per feedback received from 138 participants, 274 enquiries were generated. Out of these enquiries, only 35 reported value which was to the tune of US\$19.41 million. Orders worth US\$0.2 million were secured by the 138 reporting participants.

During the exhibition, a Memorandum of Understanding was signed between EEPC India and the Thai Subcontracting Promotion Association. The MoU was signed by Mr. Rakesh Shah, Former Chairman & Delegation Leader, EEPC India and Mr. Chanatip Surachaisittikul, President, Thai Subcontracting Promotion Association. The signing ceremony was witnessed by Mr. P. R. Chakravarty, Ambassador of India in Thailand, Mr. Chainarong Limkittisin, Managing Director of Reed Tradex and Mr. R. Maitra, Executive Director, EEPC India.

The India Show Toronto 2011, Canada

EEPC India organized its second "India Show" in Toronto, Canada with support from Ministry of

Commerce & Industry, Government of India. "The India Show" was synchronized with the largest and most famous industrial exhibition CMTS 2011 (The Canadian Manufacturing Technology Show) organized by SME (Society of Manufacturing Engineers), Canada. India was declared as the **"Strategic International Partner"** in the exhibition.

Focus products displayed in the event were Agricultural, Forestry Machinery & Parts, Automobiles and Auto Components, Automotive Services & Repairs, Bicycle & Components, Boilers, Books & Technical Publications, CAD/CAM Systems, Casting



and Forging, Coolant & Lubricants, Construction Machinery & Equipments, Cranes and Material Handling System, Cutting Tools & Accessories, Diesel Engine, Parts & Spares, Electrical & Power Equipment, Electrical and Electronic, Engineering Consultancy/Specialized Technical Institutes/Research & Development Institutes, Engineering Process Outsourcing (EPO), Designing, Ferrous & Non-Ferrous Metals, Food Processing & Packaging Machinery and so on.

After the inauguration of the event, Mr. Aman Chadha, EEPC India Chairman and Mr. Rana Sarkar, President and CEO of Canada-India Business Council (C-IBC) signed a protocol and cooperation agreement. The MoU agrees to establish and develop commercial links between the business communities of both countries in general and their respective members.

149 Indian participants participated in The India Show Toronto, Canada. The participants made around 1800 contacts, bagged orders worth US\$ 150,000 and got enquiries worth US\$ 42 million.

IESS 2012 (India Engineering Sourcing Show), Mumbai, India

EEPC India was selected as the lead agency to organize the first 'India Engineering Sourcing Show' (IESS) in Mumbai, an event of "India Show" stature of Ministry of Commerce & Industry, Government of India. IESS 2012 created a platform for exporters of engineering products and services to build business contacts with leading importers, buyers, dealers, distributors and wholesalers of engineering products from America, Europe, Africa, Latin America, ASEAN,



Australia, New Zealand and CIS Countries. Another major objective was to highlight India as an 'Outsourcing Hub' for the engineering industry where a wide range of high-quality engineering items could be sourced at very competitive rates. IESS 2012 was India's largest international engineering sourcing show.

The show was hosted successfully from 22-24 March 2012 in the Bombay Exhibition Centre, Goregaon, Mumbai. The show was graced by Deputy Ministers from the Czech Republic and Mozambique, senior officials from the Ministry of Commerce, Government of India and High Commissions/Embassies of Canada, Czech Republic, African countries, etc. Around 260 companies participated in the show and there were footfalls of around 7,000. Over 600 foreign delegates from 61 countries attended the show. There were country pavilions from Canada, Czech Republic, Thailand and Saudi Arabia. Canada was the Partner Country in the event while Maharashtra was chosen as the Partner State.

Along with the MSME players, the show was also attended by companies like Tata Motors, Suzlon, New India Electricals, Finolex Cable, Birla Precision,

Heavy Engineering Corporation of India, Bharat Earth Movers Limited, IIT – Mumbai and so on. There were participations from Ministries of Science & Technology; Heavy Industry; Micro, Small and Medium Enterprises.

The focus sectors of the event were automation tools and mechanism, industrial machinery and equipment, alternate energy solutions, innovation, industrial supplies and government procurement in the areas such as heavy industry, defence, railway, telecommunications and power.

The following conferences were also held during the exhibition:

- National Workshop on Skill Development for Manufacturing Sector
- National Convention of Indo-Canadian Business Chamber
- CxO Design Board – India: A Global Manufacturing Hub
- CxO Compass – India: A Global Investment Hub
- CxO Procure – India: New Paradigms in Government Procurement

- Leveraging Innovations – Enhancing Productivity by NRDC
- Clean Technology by NRDC

Events like Innovate India 2012 and EEPC India Awards were co-located with IESS 2012.

The products covered in IESS 2012 are given below :

Industrial Supply : Automobile components, spare parts, accessories, Agricultural implements, Castings & forgings, Earth moving equipments, Electrical and home appliances, Fasteners & accessories, Hydraulics & pneumatics, Hand tools, Power tools, Accessories, Materials/parts handling and Conveyors, Machine tools & accessories, Presses and forming equipment, Pumps, Valves & Compressors, Welding and brazing equipment, Wire (electrical), cables and conductors, Sewing machines.

Technologies for Business : Machinery for manufacture of paper, Machinery for manufacture of cement, Machinery for manufacture of chemicals including pressure vessels, boilers and heat exchangers, Textile machinery & accessories including all types of knitting machines, Food processing machinery, Pharmaceutical machinery, Packaging machinery, Machinery for HVAC (heating, ventilation, air conditioning), Engineering process outsourcing (EPO), Design, technical and consultancy services, Technical journals.

Factory Automation : Assembly systems and equipment, Automated storage and retrieval systems, Adhesives/dispensing equipment, Cleaning systems, Contract assembly services, Control software/hardware, Industrial & process automation, Motion control.



Innovation : Space, Nano-technology, Micro-biology, Traditional technologies, Venture financing, Technical institutes, R&D organizations, Industrial parks, Incubation centres.

Global Sourcing : Heavy industry equipment, Defence equipment, Telecom equipment, Railways equipment, Power plant equipment.

Cleantech : Sustainable energy, Energy efficiency, Water, Green buildings, Fleet & transportation, Waste & recycling, Green computing, Emissions, Supply chain & logistics.

Renewable energy : Solar, Wind, Geothermal, Bio-energy.

Infrastructure : Water management, Energy distribution, Energy storage, Energy & grid management.

Traditional energy : Oil & Gas, Clean Coal, Nuclear.

In the above events, EEPC INDIA signed MoU with the trade associations and the same is given below :

MoU with Trade Organisations

Event	Name of the Trade Bodies
INDEE Bangkok 2011	Thai Subcontracting Promotion Association, Thailand
The India Show, Toronto 2011	Canada-India Business Council (C-IBC), Canada
IESS 2012 (India Engineering Sourcing Show), Mumbai, India	BVV Trade Fairs, Czech Republic The National Chamber of Commerce of Sri Lanka (NCCSL), Sri Lanka

B. India Pavilions in International Exhibitions organized by EEPC INDIA

In the reporting year, EEPC India organised India Pavilions at various international exhibitions. These events were mostly 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.	Hannover Messe 2011	Hannover, Germany	4-8 April 2011	Industrial Supply, Energy, Industrial Automation and MDA - Motion, Drive & Automation
2.	Automec 2011	Sao Paulo, Brazil	12-16 April 2011	Automotive industry
3.	China Cycle Show 2011	Shanghai, China	4-7 May 2011	Bicycle & Motor Fair - Bicycle components & accessories, bikes, tubeless tyres & valves for air tubes
4.	Saudi Elenex 2011	Riyadh, Saudi Arabia	30 May – 2 June 2011	Electrical Engineering, Power Generation and Distribution
5.	Automechanika Middle East 2011	Dubai, UAE	7-9 June 2011	Automotive industry - Automotive Aftermarket event
6.	NEWCAST/GIFA/METALEX 2011	Düsseldorf, Germany	28 June – 02 July 2011	Foundry, Metallurgy and Casting
7.	PAACE Automechanika 2011	Mexico City, Mexico	13-15 July 2011	Automotive industry - Automotive OE, Aftermarket, Remanufacturing
8.	EMO Hannover 2011	Hannover, Germany	19-24 September 2011	Hand Tools, Metalworking Technology
9.	ITMA 2011	Barcelona, Spain	22-29 September 2011	Textile Machinery
10.	FENCETECH/DECKTECH 2012	Miami Beach, Florida, USA	25-27 January 2012	Fence, Deck, Security and Railing Industries
11.	Middle East Electricity 2012	Dubai, UAE	7-9 February 2012	Power, lighting, new & renewable energy, nuclear and water sectors
12.	Information Booth at The India Show	Lahore Pakistan	11-13 February, 2012	Agricultural Machinery, Automobile Components, Bearings, Bicycle & Parts, Building Materials and Technologies, Electrical, Printing Machinery, Surgical Equipments, Textile and Textile Machinery etc.
13.	Practical World 2012	Cologne, Germany	4-7 March 2012	Hardware industry covering sectors like Tools, Industrial Supply, Locks & Fittings, Fasteners & Fittings

C. Buyer Seller Meets/Delegation

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 a BSM – Delegation in the Latin American countries of Colombia and Panama in August 29 – September 03, 2011. The products covered in the above BSMs are given in **Annexure – I**.

FOREIGN OFFICE

EEPC India had earlier been providing support for promoting exports of Indian engineering products and services in the global markets through its foreign offices. However, in the current scenario, with communications and information access having become much easier and simpler, the need for maintenance of such foreign offices had reduced considerably. EEPC India had as such been phasing out its foreign offices. During the year 2011-12, the Chicago office in USA was closed down on June 16, 2011 as its utility was felt to have been outlived. The Working Committee of the Council in consultation with the Overseas Committee had decided on this closure and after the completion of all formalities, foreign office Chicago was closed down with effect from June 16, 2011.

The Singapore office, however, was in existence during the year and catered to the ASEAN countries, Far East and also Australia and New Zealand. Efforts were made by the Singapore Office in creating awareness in the regional business community about the capabilities and expertise of the Indian engineering industries, as a quality supplier of hi-tech goods to the markets in the region. This was through close interaction with the various Chambers and Trade and Industry Associations and other agencies, and particularly individual importers/buying organizations in this region. Feedback received from the markets was converted into business intelligence which helped increasing the possibilities of confirmed business. Constant touch was also maintained with the Indian Missions in the SE Asian countries, Australia, New Zealand etc. The product catalogue display facilities set up in the office to provide assistance to local buyers catered to more than 300 Indian firms. Visitors from India have also been availing of the facilities offered by the office in establishing business contacts in this region through the details of market, buying sources, importers' lists, statistical data on foreign trade, etc. The office also provided various types of information

requested by local companies on Indian manufacturers. Promotional activities were successfully implemented in pursuit of increasing our market penetration and marketing of engineering goods in the region.

A brief note on Die & Mould Industry in the Philippines and Thailand, and a brief report on Automobile Market in the Philippines were undertaken by EEPC India foreign office Singapore during the year under review.

The office participated in important business seminars as below :

- 1) With Mr. Ho Meng Kit, CEO of Singapore Business Federation.
- 2) The SICCI Public Lecture on “Insight India” by Dr. Shashi Tharoor, Member of Parliament, & Former Minister of State for Foreign Affairs, India.
- 3) A talk on “India’s Economy : Between Two Budgets” by Mr. R. Gopalan, Secretary (Dept. of Economic Affairs), Ministry of Finance, Government of India, organized by the High Commission of India and the Institute of South Asian Studies, Singapore.
- 4) “ASEAN Manufacturing Forum” organised by Reed Tradex Co., Bangkok.

The office was also invited to attend the following events:

- Reception hosted by the High Commission of India, Singapore, to bid farewell to Dr. K N Raghavan, First Secretary (Commerce) and to introduce his successor Mr. Amitesh Bharat Singh.
- The Unveiling Ceremony of a Marker of Pandit Jawaharlal Nehru at the Asian Civilisation Museum by the Hon’ble Prime Minister of India, Dr. Manmohan Singh during his visit to Singapore.
- India’s 63rd Republic Day Reception organized by the Indian High Commission.

Business Generated

While very little feedback is available from the member firms about actual value of business generated, Solutions Using Renewable Energy (SURE) Inc., Philippines, signed a US\$12 million project with one Indian company for 3 rice bran oil extraction plants, and also procured water recycling equipment and biogas purification equipment from India amounting to over US\$1.5 million.

Assistance to Indian Member Firms: 87 member firms contacted this office for information/assistance pertaining to countries in the region.

- This office was also instrumental in organising participation for INDEE Bangkok as well as IESS 2012 exhibition where delegations attended from Myanmar and Thailand.
- All courtesies were extended to Ms. Pratibha Parkar, First Secretary (E&C), Embassy of India, Jakarta.

Assistance to Overseas Customers

- Meetings were arranged, through EEPC India Regional Offices officials of at least 7 foreign companies of the region during their visits to India. This office also sorted out complaints by two overseas customers.
- The Curtain Raiser of IESS – This was organized by the High Commission of India, Singapore jointly with EEPC India and Singapore India Chambers of Commerce & Industry (SICCI) on 23rd February at the Pan Pacific Hotel. The programme included the welcome address by Mr. Amitesh Singh, First Secretary (Commerce) by screening of EEPC theme Film entitled “Made in India”. Speeches by Mr. Siddarth Singh, Joint Secretary, Ministry of Commerce & Industry, Mr. Rakesh Shah, Chairman Publicity, Exhibition & Delegation Committee, EEPC India and Mr. R. Narayanamohan, Chairman of Singapore India Chamber of Commerce & Industry (SICCI). Attendees included officials IE Singapore, EDB, Singapore Manufacturers’ Federation and the other members of the business community.

SEMINARS / CONFERENCE / 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 service 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 II**.

Meeting with Government Officials / Agencies / Open House Meetings

The officials of various EEPC offices attended 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 III**.

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 IV**.

AWARD FUNCTIONS

The 42nd EEPC INDIA National Awards for Export Excellence for 2009-10

The 42nd EEPC INDIA National Awards for Export Excellence during 2009-10 were held in New Delhi on 20th December 2012. On this occasion, HE Mr Jyotiraditya Scindia, Union Minister of State for Commerce & Industry was present as the Chief Guest and he presented specially made trophies and certificates to 98 meritorious exporters for excellent export performance during 2009-2010.

The 43rd EEPC INDIA National Awards for Export Excellence for 2010-11

The 43rd EEPC INDIA National Awards for Export Excellence during 2010-11 were held in Mumbai on the 2nd day of the three day long Indian Engineering Sourcing Show (IESS) on 23rd March 2012. On this occasion HE Mr Milan Hovorka, Deputy Minister of Trade & Industry, Government of Czech Republic and HE Kenneth Viagem Marizane, Vice Minister of Industry & Trade, Govt of Mozambique were present as Chief Guests. They presented specially made trophies and certificates to 112 meritorious exporters for excellent export performance during 2010-11.

Southern Region Export Excellence Award Function 2009-10 at Chennai

The Regional Office organized Regional Export Award Presentation Function (2009-10) at Chennai on 6th December 2011. His Excellency the Governor of Tamil Nadu, Dr. K. Rosaiah, 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. Totally 60 Exporters from Southern Region received the trophies and shields from His Excellency. The Award Presentation Function

was also graced by Shri Aman Chadha, National Chairman, EEPC India, Shri R.K. Mutha, Regional Chairman, EEPC India, Southern Region, Shri R. Subash Chandra Goel, Dy. Regional Chairman, EEPC India, Southern Region, Shri S. Sivanesan, Chairman, Export Award Sub Committee, Southern Region, Shri R. Maitra, Executive Director, EEPC India. The Regional Office also organized a "Cultural Event – Bharathnatyam" to mark the Regional Export Award Presentation Function.

Western Region Export Excellence Award Function 2008-09 at Mumbai

The Regional Office organized Regional Export Award Presentation Function 2008-09 at Mumbai on November 01, 2011. Shri H R Khan, Deputy Governor, Reserve Bank of 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 2008-09. 95 Exporters from Western Region received the trophies and shields. The Award Presentation Function was also graced by Shri Aman Chadha, National Chairman, EEPC India, Mr. Khalid Khan, Dy. Regional Chairman, Western Region, EEPC India, Shri V. M. Kotadia, Dy. Regional Chairman, Western Region, EEPC India and Shri R. Maitra, Executive Director, EEPC India.

PUBLICITY

a. Indian Engineering Exports - ie²

EEPC INDIA has been publishing a 40 page 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 select Chambers of Commerce, Indian mission 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 – Bangkok, The India Show – Toronto, Canada and IESS 2012 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. 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, Trade Delegations, 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 one edition was brought out in Thai language.

d. 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. Automec, Sao Paulo, Brazil
2. Hannover Fair, 2010
3. China Cycle Show, Shanghai
4. Saudi Elenex, Riyadh
5. Automechanika, Dubai
6. Newcast, Dusseldorf
7. PAACE, Automechanika
8. ITMA, Barcelona
9. EMO, Hannover
10. Fencetech, Miami, USA
11. Middle East Electricity Show, Dubai
12. Practical World, Cologne

e. Yearly Publications

EEPC INDIA published its 56th Annual Report for the year 2010-11 in English along with a Hindi version.

f. Award Function 2009-10

Council's All India Award Presentation Function for the year 2009-10 was held in New Delhi on 20 December 2011:

- A special Award issue of EEPC INDIA's monthly magazine – Indian Engineering Exports (ie²) containing details of the Award Winners in various categories was published on the occasion.
- Chairman's Speech was released in printed booklet form.
- Certificates were 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.

g. India Engineering Sourcing Show (IESS)

EEPC INDIA organized the first edition of IESS in Mumbai from 22 – 24 March 2012. Nearly 250 Indian companies participated in the Show and displayed their machines. Besides this, there were many foreign exhibitors as well. Delegates came from all over the event. Many other conferences and seminars were also held during the Show and EEPC INDIA also organized its 43rd National Awards for Export Excellence during the 3 day event.

The promotional material for the event included the following :

- Specially made jute bags with IESS and EEPC INDIA logo.
- A special edition of EEPC INDIA at work.
- 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 badges for all categories – Organiser, Exhibitor, Delegate, Support, Media, Award Winner, Guest etc.
- Specially made trophies for 43rd 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 2010-11 and participants of IESS 2012.
- Various Standees and Banners were prepared to publicise the event.
- Specially made lapel pin with IESS logo.

i. INDEE, Bangkok

During the year, EEPC INDIA organised the INDEE in Bangkok, Thailand 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 Thailand
- Interactive CD containing details of participants
- 2 types of lapel pins containing flags of India and Thailand and logo of The India Show
- A leaflet on Indian Engineering Industry in Thai language
- EEPC INDIA at Work in English language
- A leaflet containing Hall layout of the Exhibition

j. The India Show, Toronto

During the year, EEPC INDIA organised The India Show in Toronto, Canada 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 Canada
- Interactive CD containing details of participants
- 2 types of lapel pins containing flags of India and Canada and logo of The India Show
- A leaflet on Indian Engineering Industry in Turkish language
- EEPC INDIA at Work in English language
- A leaflet containing Hall layout of the Exhibition

k. Post Show Report of INDEE – Bangkok, India Show – Toronto and IESS 2012, Mumbai

EEPC INDIA organized three major shows during the year viz. INDEE Bangkok and India Show, Toronto and IESS 2012. These exhibitions were very successful and detailed reports were 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.

l. 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 42nd 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. The media was also very prominently present on the occasion of IESS 2012 and EEPC INDIA's 43rd All India Award Function held in Mumbai during IESS 2012.
- In most of the 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.

m. Media Publicity (Domestic & Overseas)

1. All India Award Presentation Function

Newspaper Supplements were brought out in leading newspapers on the occasion of EEPC INDIA's 42nd All India Award Presentation Function held in New Delhi on 20th December 2011 and the 43rd All India Award Presentation Function held in Mumbai coinciding with IESS 2012.

2. INDEE – Bangkok, Thailand

Council had organised its exclusive Engineering Exhibition INDEE at Bangkok in June 2011 in

which 155 member firms participated. To attract visitors and foreign buyers, advertisements were published in local newspapers. Various hoardings & banners at key locations as well as leading industrial areas and highways were put up to publicise the event. A special international edition of Council's monthly magazine – Indian Engineering Exports was released which contained 20 page section in Thai language.

3. The India Show, Toronto, Canada

EEPC INDIA organised the 2nd edition of India Show in Toronto, Canada and a large scale publicity campaign was undertaken prior to the Show with the release of advertisement in targeted newspapers and industry journals.

4. IESS 2012

India Engineering Sourcing Show (IESS) was the first Show of its kind organised by EEPC INDIA 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. Banners were put up on the buses of Mumbai on selected routes and hoardings were also put up in targeted areas to attract 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 market 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 organised and also other meetings 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 Austria and Serbia. These were published in Weekly Newsletter (EEIB) and hosted in our website.

- **Trade Enquiries :** Trade enquiries received through Council's Foreign Office, 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 hyperlinking 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 service 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 meetings held during the year are furnished in **Annexure V**.

POLICY MATTER

The Annual Supplement 2011-12 to the Foreign Trade Policy 2009-14 was announced by the Hon'ble Union Minister of Commerce & Industry, Shri Anand Sharma on 13th October 2011 in New Delhi. Unlike in the past years no 'Annual Supplement' was issued in 2011. In its place only a booklet of seven pages containing 'Announcement on Foreign Trade Policy 2009-2014' was released by the Hon'ble Union Minister of Commerce & Industry. In order to maintain the increased tempo of export development and promotion in the phase of difficulties being encountered due to unprecedented turmoil in the global economy, the Government announced certain measures to liberalize the current FTP and Procedures.

The highlights of the measures announced are as follows:

Special Bonus Benefit Scheme

1. The Government had introduced a new scheme to provide Special assistance to specified sectors for 6 months as special assistance. The support was given to Engineering, Pharmaceutical and Chemicals Sectors.
2. The Scheme would cover 50 products. Some of the major items under Engineering were Cast article of alloys steel and stainless steel, hand tools, gas compressors, motorcycles and goods vehicle. The list of products at 6-digit/8 digit levels was given in the newly created Table 7 in the Appendix 37D of the FPS Scheme. The Scheme was made available on exports made on or after 01.10.2011 and the Scheme would automatically sunset on 31.03.2012. The rate of duty credit was 1% of FOB value of exports.

Special Focus Market Scheme (SFMS)

3. The Government had introduced a Special Focus Market Scheme with a view to increase the competitiveness of exports with a geographical targeting. The Scheme would provide additional 1% duty credit when exports were made to these countries. This duty credit is over and above the duty credit granted under FMS i.e. if an item covered under FMS is exported to the countries listed under SFMS, then the total duty credit available would be @ 4%.
4. The markets were categorized into three groups viz. Latin American, African and CIS countries. The

countries are listed in new Table 3 of Appendix 37C. The total number of countries included under the scheme was 41. The list includes Cuba and Mexico as new entrants. Therefore, exports to these two countries would be entitled to duty credit script @ 4% of the FOB value of exports.

5. List of Latin American Countries include Argentina, Colombia, Costa Rica, Cuba, Ecuador, Haiti, Mexico, Nicaragua, Panama Republic, Paraguay, Peru and Uruguay (Total 12 countries).
6. List of African countries include Angola, Cameroon, Congo D. Republic, Congo P Republic, Cote D'Ivoire, Ethiopia, Gabon, Gambia, Ghana, Liberia, Madagascar, Malawi, Mali, Namibia, Rwanda, Senegal, Sierra Leone, Sudan, Tunisia, Uganda, Zambia, and Zimbabwe (Total 22 countries).
7. List of CIS countries include Armenia, Azerbaijan, Belarus, Kazakhstan, Kyrgyzstan, Tajikistan and Uzbekistan (Total 7 countries).

Focus Product Scheme

8. The list of items under FPS was expended to include 130 additional items. These items were mainly in the sectors of Chemicals /Pharmaceuticals, Textiles, Handicrafts, Engineering and Electronics Sector.
9. Important engineering items like other Ferro-Chromium, insulated conductors, vending machines, lithographic plates, and biomass gasifiers, fittings for doors and windows made of brass, name sign plates were also included in the list.
10. The items covered under FPS were entitled to get duty credit scrip @ 2% of FOB value of exports.

Market Linked Focus Product Scheme

11. The list of items under MLFPS has been extended to cover new items to specified countries. It has been decided to extend MLFPS for exports of Agricultural tractors > 1800cc capacity which would now be eligible for duty credit for exports made to Turkey. Sugar machinery & high-pressure boilers would be eligible for Brazil, Kenya, South Africa, Tanzania and Egypt. The scheme has also been extended to all existing MLFPS Countries for printing inks, writing ink etc.
12. The items covered under MLFPS are entitled to get duty credit scrip @ 2% of FOB value of exports.

EDI Initiatives and reduction in transaction Cost.

13. DGFT had established itself in the e-governance field. From on line filing of application to electronic issuance of licenses, it was a great success story. In furtherance of the EDI initiatives, online message exchange of DFIA Authorization with Customs was started from the date of announcement of Annual Supplement to 2011-2012. Therefore, now Advance Authorization, EPCG and DFIA were completely EDI enabled.

14. DGFT had also become India's first digital signature enabled department in Government of India, which was introduced a higher level of Encrypted 2048 bit Digital Signature. Digital certificate provides a high level of security for online communication such that only intended recipient can read it. It provides authentication, Privacy, non-repudiation and Integrity in the virtual world.

'Niryat Bandhu' - A scheme for International Business Mentoring

15. The DGFT had devised a novel 'Niryat Bandhu' scheme for mentoring first generation entrepreneurs. The officer (Niryat Bandhu) would function in the 'Mentoring' arena and would be a 'Handholding' experiment for the Young Turks in International Business enterprises.

16. Under the scheme, officers of DGFT will be investing Time and Knowledge primarily to mentor the interested individuals who want to conduct the business in a legal way. Over time, it would be expected to develop a class of businessmen who carry out the international business in an ethical manner.

Procedural simplification

17. Exporters have faced lots of problems in clubbing of their Advance Authorizations and in almost all the cases they were to approach DGFT, Hqrs. This procedure was time consuming and onerous. The procedure has now been simplified and the powers have been delegated to the Regional Authorities of DGFT. For the first time in the history of foreign trade formulation, the draft text for amendment of HBP v1 was uploaded on the website of DGFT seeking suggestions on the draft. The amendment has incorporated their valuable suggestions.

18. Process of simplifying the Redemption /No Bond Condition of Advance Authorization was started.

Under this additional window available to exporters the Redemption / No Bond condition of Advance Authorization will be done on the basis of a self-declaration. The cases will be subject to post-scrutiny with stricter penal provisions. The existing route of Redemption will also continue for such exporters who do not wish to go for a 'post scrutiny'. The draft procedure was placed on the DGFT website on 7.10.2011 inviting comments. Based on the inputs detailed mechanism was worked out.

19. The application of IEC had become online w.e.f. 1.1.2011. This reduces the interface of exporters with the Regional Authorities of DGFT. An effort was also on to update the IEC database containing more than 7.6 lakhs IEC. All the IEC holders are being urged to cooperate in this effort and update their details online. This exercise would be completed by 31.3.2012.

Fixation of Export Target for 2011-12

The export target for the year 2011-2012 was fixed at US\$ 72 Billion on the basis of the target fixed by the Doubling Strategy Paper of the Department of Commerce. This target was set in the base of US\$ 60 billion for 2010-2011.

Duty Entitlement Passbook Scheme (DEPB)

The DEPB Scheme was introduced by the Government vide Notification No.34/97-Customs dated 07.04.1997 and it was amended from time to time till its operation upto 30th September 2011. The Government issued Notification No.51/2011-Customs dated 22nd June 2011 stating the following para:

"This notification shall be valid in respect of the Duty Entitlement Pass Book Scrips issued by the Licensing Authority against exports having Let Export Order up to and inclusive of the 30th day of September 2011"

Accordingly, the DEPB Scheme expired with effect from October 01, 2011.

Benefits under the DEPB Scheme are available only upto September 30, 2011. Thus, all exports under DEPB Scheme upto and including September 30, 2011, where the "Let Export Order" (LEO) has been issued by the Customs officer shall be eligible for the issue of DEPB Scrips. Since, export consignments with 'Let Export Order' after this date would no longer be eligible for benefits under the DEPB Scheme, it is likely that there may be a rush of DEPB export consignments before this date causing extra load on the EDI system. All Custom

officers posted at ports under your jurisdiction may be directed to take due care and ensure that DEPB export consignments are accorded priority and processed/cleared expeditiously. Further, officers handling export assessment/examination with specific regard to DEPB Shipping Bills must ensure that the bills in the EDI queue are cleared expeditiously. If for any valid reason, the LEO cannot be given on the EDI on the said date, then the Commissioner of Customs may allow an endorsement of the LEO on the DEPB shipping bills manually.

Refund of 4% CVD (SAD) - extension of time upto 31st March 2012 for using re-credited 4% CVD (SAD) amount in DEPB

The Government vide its Circular No.30/2011-Customs dated 19.07.2011 provided the facility of manual filing of Bill of Entry for utilizing the amount of re-credited 4% CVD refunds (SAD) for payment of duty in case of re-credited DEPB/Reward Scheme Scrips upto 15.09.2011. However, after receding several representations from the trade and industry, the Government had decided to extend the time limit for using re-credited DEPB Scrips/Reward Scheme Scrips in case of 4% CVD (SAD) upto 31.03.2012 and no further extension would be given under any circumstances.

All Industry Rates of Duty Drawback 2011-2012

The Ministry of Finance, Department of Revenue, CBEC, Government of India had announced the All Industry Rates of Duty Drawback 2011-2012 vide Notification No.68/2011-Cis(N.T.) dated 22.09.2011. The rates of Duty Drawback have been made effective from 01.10.2011.

The drawback rates have been determined on the basis of certain broad parameters including, inter alia, the prevailing prices of inputs, Standard Input Output Norms, share of imports in the total consumption of inputs, FOB value of export goods and the applied rates of duty. The incidence of duty on HSD/Furnace Oil has been factored in the drawback calculations. The incidence of service tax paid on taxable services which are used as input services in the manufacturing or processing of export goods has also been factored. The Commissioners may ensure that the exporters do not avail of the refund of this tax through any other mechanism while claiming the All Industry Rates of duty drawback.

The drawback schedule this year incorporates items which were hitherto under the DEPB Scheme. Thus, the

total number of items in the drawback schedule now number approximately 4000. While incorporating these DEPB items in the drawback schedule, care has been taken to classify them at the appropriate four digit level. However, there may be some doubts about the classification of these DEPB items in the drawback schedule notified. Be that so as it may, it may please be noted that the rates of drawback as specified for these items in the drawback schedule is not to be denied in all such cases. For easy reference, a list of all the DEPB items falling under a particular product code and serial number with the corresponding drawback tariff item has also been separately hosted on the CBEC website. All field formations are requested to inform the Board about specific item/s (if any) on which there are doubts regarding the classification.

Broadly speaking, most of the items which are already covered under the duty drawback schedule will suffer a minor reduction in the existing drawback rates. The reduction is mainly on account of the reduction in basic customs duty on crude petroleum as well as a reduction in central excise duty on diesel.

In respect of items covered under the DEPB Scheme, major exporters operating under the DEPB Scheme are mainly from the Engineering sector including the auto and auto component industry, Chemicals, Pharmaceuticals, Textiles and the Marine sector. It has been decided to provide a smooth transition for items in these sectors while incorporating these in the drawback schedule. As a transitory arrangement, these items will suffer a modest reduction from their DEPB rates, ranging from 1% to 3% for most items.

Presently, the DEPB rates are available for two wheelers, three wheelers, commercial vehicles and tractors. Appropriate duty drawback rates have been provided for these items in the proposed schedule without any value cap. Exporters of passenger cars are presently opting for brand rate of duty drawback. Government has received requests from these exporters; appropriate All Industry Rate of duty drawback for export of Passenger Cars has been provided in this year's Drawback Schedule.

As a general policy, it has been decided that there will be no value cap on items in the drawback schedule, where the composite duty drawback rate is less than or equal to 3%. Further, there are certain goods especially in engineering and chemicals sectors where because of the wide variation in prices, no value cap has been assigned.

Under the heading 8307, the description has been amended to provide drawback on flexible tubing whether or not coated with PVC. It is clarified that the rate under the heading 8307 is applicable to the flexible tubing whether or not coated with PVC, and the rate would be applicable even for past periods, prior to the amendment.

It was clarified vide circular no. 25/2007 dated 16th July 2007, that drawback is to be allowed for articles under tariff items 7323 of the drawback schedule without making any deduction towards the lids, handles etc. provided they retain the character of iron or steel articles classifiable under the said tariff item. It is clarified that the same logic shall also be applicable for the goods falling under tariff items 8211 and 8215 of the drawback schedule.

WTO and Non-Tariff Barriers

The Council submitted a representation to the Government for expansion of Indo-Australia FTA negotiations.

The Council also submitted a detailed note in respect of Indo-Thailand FTA negotiation. The Thailand side had sought 323 items under ASEAN 'Plus' concessions.

The Council submitted a suggestion to the Government of India to enter into negotiations with South Africa to reduce its tariffs for exports of 50 top engineering goods from India on the occasion of the ensuing visit of the Hon'ble Union Minister of Commerce & Industry to South Africa during 6th – 8th January 2012.

Interest Subvention on Rupee Export Credit for engineering sector

The Council had taken up the issue with the various Departments for Interest Subvention on Rupee Export Credit for engineering sector. The Reserve Bank of India had issued a Circular No. DBOD. Dir(Exp).BC.No.38/04.02.001/2011-12 dated 11th October 2011 wherein the interest subvention has also been provided for the engineering sector effective 1st April 2011 to 31st March 2012.

Interest rates on Foreign Currency Credit

Keeping in view the tight liquidity conditions and widening of credit spreads due to recent developments in international financial markets, RBI had increased the ceiling rate on export credit in foreign currency by banks to LIBOR plus 350 basis points from the present ceiling rate of LIBOR plus 200 basis points with immediate effect till march 31, 2012, subject to the express condition that the banks will not levy any other charges viz. service

charge, management charge etc. except for recovery towards out of pocket expenses incurred. Similar changes was effected in interest rates in cases where EURO LIBOR/EURIBOR was used as the benchmark.

Export benefits on export proceeds realized in Indian Rupees for exports to Iran

The Department of Commerce, Government of India, New Delhi, issued a Notification No.105 (RE-2010)/2009-2014 dated 5th March 2012 to notify that exports to Iran would qualify for export benefits and incentives even in cases where export proceeds are realized in Indian rupees as well.

Revised Treaty of Trade between India and Nepal

Pursuant to Revised Treaty of Trade between India and Nepal exports to Nepal have been put at par with exports to other countries (except Bhutan). In this regard the CBEC has issued Central Excise Circular No.958/1/2012-CX dated 13.01.2012. This circular would be made effective from 1st March 2012.

Duty refund procedure (DRP) prescribed by Notification No. 20/2004-CE(NT) dated 6.9.2004 has been rescinded vide Notification No. 25/2011-CE(NT) dated 5.12.2011 w.e.f 1st March, 2012. Export to Nepal under claim of rebate is permissible under Notification No. 19/2004-CE(NT) dated 6.9.2004 as amended by Notification No. 24/2011-CE(NT) dated 5.12.2011 issued under rule 18 of Central Excise Rules, 2002 and under bond/LUT vide Notification No. 42/2001-CE(NT) dated 26.6.2001 [as amended by Notification No. 26/2011-CE(NT) dated 5.12.2011] in terms of Rule 19 of Central Excise Rules, 2002.

Clarifications have been sought as to whether in view of rescinding of Notification No. 20/2004-CE(NT) dated 6.9.2004, goods cleared under DRP invoices by Indian exporters from their factories etc. prior to 1st March, 2012 but yet to be exported to Nepal within the time limit of six months prescribed in Notification No. 20/2004-CE(NT) are to be treated as exports under DRP procedure or as normal export in terms of Notification No. 19/2004-CE(NT) dated 6.9.2004 as amended. It is clarified that such exports shall be treated as exports under the DRP procedure and duty refund will accordingly be credited to the Govt. of Nepal as per the procedure laid down under the DRP. The rebate element will not be admissible to Indian exporters in respect of such goods.

Further, Board has also been requested to clarify whether exports under claim of rebate under amended Notifications No. 19/2004-CE(NT) dated 6.9.2004 or under bond in terms of amended Notification No. 42/2001-CE(NT) dated 26.6.2001 are to be permitted even when the export proceeds are paid in Indian Rupees. It is clarified that neither Rule 18 or Rule 19 of Central Excise Rules, 2002, nor the above mentioned notifications make any distinction on the basis of mode of payment of currency for exports. It is therefore clarified that exports to Nepal will continue to be permissible irrespective of whether the payments are made in Indian currency or foreign convertible currency as long as they are in accordance with applicable RBI guidelines.

MARKET DEVELOPMENT ASSISTANCE (MDA)

The Council received MDA grant of Rs.3,22,88,000/-

from Ministry of Commerce & Industry during 2011-12 for disbursing to the individual exporters. Around 262 members were benefited under this scheme by participating in the Council's promotional events like INDEE, India Pavilion, BSM.

MEMBERSHIP DETAILS

Region	Membership Position as on 01.04.2011	New/ Revived Member	Resigned/ Defaulters Member	Membership Position as on 31.03.2012
Western	4850	486	653	4683
Northern	3530	471	496	3510
Southern	2747	301	335	2712
Eastern	910	87	133	864
Total	12037	1344	1612	11769

Annexure – I

Products covered in the Delegations/BSMs organised by EEPC India during the year are given below:

Agricultural Machinery and Tools, Aluminium Extrusion products, Automotive Components, Bicycle & Parts, Builders' Hardware, Castings and Forgings, Chemical Production Machinery, Construction Equipment, Drilling and Earthmoving Machinery, Dry & Storage Batteries, Electric Home Appliances & Parts, Electric Motors, Generators, Transformers, Electric Panels and Switch Gears, Fasteners, Ferro Alloys, Ferrous & Non Ferrous Machined Components, Food Processing and Packaging

Equipment, Gears and Transmission Equipments, Hand and Cutting Tools, Heating & Cooling Equipments, I.C. Engines & Parts, Light and Heavy Fabrication, Machine Tools and Accessories, Medical and Surgical Equipment, Oil and Gas field Machinery, Pollution Control Equipment, Primary Aluminium & Aluminium Products, Primary Iron & Steel, Pumps & Compressors, Railway Track Materials, Sheet Metal Components, Steel Pipes & Tubes, Telecommunications Equipment, Textile Machinery, Transmission Line Towers & Parts, Utensils & Kitchenware.

Annexure – II

Details of Seminars/Meetings/Conferences held during the year 2011-12

Name of the Office	Event Details	Date	Venue
Ahmedabad	Seminar on Export Benefit and Doing Business with ASEAN countries	April 19, 2011	Ahmedabad
Ahmedabad	Seminar on Doing Business with Canada	August 03, 2011	Ahmedabad
Ahmedabad	Workshop on EPCG Scheme and Project Import	September 23, 2011	Ahmedabad
Ahmedabad	Seminar on "Opportunities in Indian Engineering Sourcing & India Indian Engineering Sourcing at Ahmedabad Management Association (AMA)	December 20, 2011	Ahmedabad
Bangalore	SRO Bangalore has supported a Programme on 'Antwerp Port, A Gateway to Europe and a crucial link in your supply chain to and from Europe' organized by Port Authority of Antwerp and Flenders Investment & Trade, Bangalore	June 01, 2011	Bangalore
Bangalore	Organized jointly in association with FICCI, New Delhi a Seminar on 'Industry Consultation on Sectoral Tariff Negotiations in WTO with Focus on issues regarding India's Import Tariff Elimination and Reduction'	June 08, 2011	Bangalore
Bangalore	Organized a programme on Service Tax for Imports and Exports	July 20, 2011	Bangalore
Bangalore	Seminar on 'Doing Business with Canada'	July 28, 2011	Bangalore
Bangalore	Seminar on "Focus Asean+2 Seminar on Business Opportunities" at Bangalore	October 21, 2011	Bangalore
Bangalore	Attending Seminar organized at Palaghat, Kerala on the sidelines of INDEXPO	November 27, 2011	Kerala
Bangalore	Organized 'Road Show on IESS'	December 15, 2011	Bangalore
Bangalore	Organized in interaction session of exporters on IESS and Skill Development with Sumanta Chaudhuri, Jt. Secretary, Ministry of Commerce, Government of India	February 18, 2012	Bangalore
Bangalore	Organized 'Export Awareness Seminar' in association with ECGC and Palaghat Management Association	February 23, 2012	Bangalore
Bangalore	Organised a programme on RBI Schemes for Export Finance	March 08, 2012	Bangalore
Chennai	Export Awareness Programme in association with ECGC, Chennai and The Madurai District Tiny & Small Scale Industries Association, Madurai, for the benefit of the engineering units in and around Madurai, particularly from SSI Sector	April 21, 2011	Chennai
Chennai	Interactive Session on VAT	May 07, 2011	Chennai

Annexure – II (Contd.)

Name of the Office	Event Details	Date	Venue
Chennai	Seminar on “Doing Business with Thailand”	May 19, 2011	Chennai
Chennai	Seminar on “Focus – African Countries”	June 29, 2011	Coimbatore
Chennai	Seminar on “Doing Business with Canada & India Show – 2011”, Toronto, Canada	July 23, 2011	Coimbatore
Chennai	“Doing Business with Canada and India Show – 2011”, Toronto, Canada	August 09, 2011	Chennai
Chennai	Seminar on “Doing Business with the Government of Dubai”	September 17, 2011	Chennai
Chennai	Interactive Session on Marketing Development Assistance	October 18, 2011	Chennai
Chennai	Interactive Session with Port Officials	November 11, 2011	Chennai
Chennai	Session on ‘Skill Development for Engineering Sector’	December 27, 2011	Chennai
Chennai	Session on ‘ECGC – Global Business Opportunities & Risk Protection’	January 27, 2012	Chennai
Chennai	Awareness Programme in association with Thirumazhisai Industrial Manufacturers Association	February 17, 2012	Chennai
Chennai	Export Awareness Programme	February 25, 2012	Coimbatore
Chennai	Meeting of the Reconstituted Regional Committee (Southern Region)	March 09, 2012	Chennai
Hyderabad	Session on ‘Export Incentives’	May 12, 2011	Hyderabad
Hyderabad	Interactive Meeting of Members on ‘Marketing Development Assistance (MDA)’	July 29, 2011	Hyderabad
Hyderabad	Seminar on “Latin American Countries”	August 05, 2011	Hyderabad
Hyderabad	Seminar on “Doing Business with Canada & India Show-2011”, Toronto, Canada	August 06, 2011	Hyderabad
Jalandhar	Organized a ‘Design Management Programme’, in association with FICCI, MSME and NSIC	May 25, 2011	Jalandhar
Jalandhar	Seminar on Doing Business with Canada in association with ICBE New Delhi	July 20, 2011	Ludhiana
Jalandhar	Seminar organised in association with ITPO on participation in Cologne Fair 2012	August 29, 2011	Jalandhar
Jalandhar	Awareness meeting with Pubjan Infotech	August 30, 2011	Jalandhar
Jalandhar	Seminar organised with Yes Bank on Technology upgradation on Hand Tools Industry	September 03, 2011	Jalandhar
Jalandhar	Meeting with PHD Chamber of Commerce & Industry regarding IESS Meet	September 19, 2011	Chandigarh

Annexure – II (Contd.)

Name of the Office	Event Details	Date	Venue
Jalandhar	Meeting with Mohali Industry Association regarding IESS Meet	September 19, 2011	Mohali
Jalandhar	Meeting with Baddi Barotiwala and Nalagarh Association regarding IESS Meet	September 19, 2011	Baddi
Jalandhar	Meeting with Ludhiana members regarding IESS Meet	September 20, 2011	Ludhiana
Jalandhar	Seminar on Bicycle and Sewing Machine Research Centre in association with NSDC	November 21, 2011	Ludhiana
Jalandhar	Awareness programme in Paramount Exhibitors in Ludhiana	December 17, 2011	Ludhiana
Jalandhar	Seminar on Energy Saving in connection with IESS	January 20, 2012	Jalandhar
Jalandhar	Organized an exclusive IESS presentation with PHD Chamber of Commerce	January 27, 2012	Chandigarh
Jalandhar	Export Awareness Programme in MSME Jammu	March 01, 2012	Jammu
Jalandhar	Seminar on Energy Saving in association with PHD Chamber of Commerce	March 27, 2012	Jalandhar
Jalandhar	Regional Committee Meeting	March 30, 2012	Jalandhar
Kolkata	Meeting with West Bengal State Export Society	April 07, 2011	Kolkata
Kolkata	MSME – Tool Room Society on Cad-cam designing	April 08, 2011	Kolkata
Kolkata	Video Conferencing Session with Mr. Xavier Rebello, Executive Director, Messe Dusseldorf India P Ltd on “Newscast 2011”	April 20, 2011	Kolkata
Kolkata	Road Show on INDEE – Bangkok 2011	April 28, 2011	Jamshedpur
Kolkata	Road Show on INDEE – Bangkok 2011	May 05, 2011	Cuttack
Kolkata	Seminar on “Doing Business with Thailand” Focus: INDEE Bangkok 2011	May 12, 2011	Kolkata
Kolkata	Seminar on “Doing Business with Canada regarding Focus India Show Toronto”	July 25, 2011	Kolkata
Kolkata	Regional Committee Meeting	August 05, 2011	Kolkata
Kolkata	B2B meeting with buyers from Singapore	August 22, 2011	Kolkata
Kolkata	Interactive Session with Consulate General of the Federal Republic of Germany & Managing Director of the Foreign Trade Division of VDMA	September 13, 2011	Kolkata
Kolkata	Seminar on: “Finance for Competitive Exports Growth: Focus SMEs” with SIDBI, Citibank, SMERA	September 23, 2011	Kolkata

Annexure – II (Contd.)

Name of the Office	Event Details	Date	Venue
Kolkata	Road Show on IESS 2012 with AIADA	December 07, 2011	Jamshedpur
Kolkata	Road Show on IESS 2012 with MSME Cuttack	December 10, 2011	Cuttack
Kolkata	Meeting of the Award Sub-Committee	January 06, 2012	Kolkata
Kolkata	Regional Committee Meeting	January 18, 2012	Kolkata
Kolkata	Regional Office participated at "India MSME Summit, West Bengal", Organised by Federation of Indian Micro and Small & Medium Enterprises	January 19, 2012	Kolkata
Kolkata	New members meet on IESS 2012	February 13, 2012	Kolkata
Kolkata	Meeting with Export Head of Sonodyne for marketing IESS 2012	February 23, 2012	Kolkata
Kolkata	Seminar on "Management of currency risk in international trade"	February 24, 2012	Kolkata
Kolkata	Live viewing of the Union Budget	March 16, 2012	Kolkata
New Delhi	An interaction with overseas importers of stainless steel household items from Colombia with our members	April 11, 2011	New Delhi
Mumbai	Seminar on Doing Business with ASEAN countries	April 18, 2011	Mumbai
Mumbai	Internal Audit presentation given by Shri G. Chakraborty, Consultant, ISO	June 22, 2011	Mumbai
Mumbai	Video Conferencing on Committee on Budget & Finance	July 01, 2011	Mumbai
Mumbai	Video Conferencing on Publicity, Exhibition & Delegation Committee	July 13, 2011	Mumbai
Mumbai	Seminar on Doing Business with Canada at MCCIA Meeting Room	August 25, 2011	Pune
Mumbai	Export Awareness Seminar	August 26, 2011	Indore
Mumbai	Seminar on Doing Business with Dubai	September 16, 2011	Mumbai
Mumbai	Network Reception with Canadian Trade Minister	November 09, 2011	Mumbai
Mumbai	Expo Turkey at Exhibition Centre	November 16 – 19, 2011	Goregaon
Mumbai	Road Show on IESS-2012 and Seminar on Incentives on Engineering Exports at MCCI, Pune and at Chinchwad, Pimpri	December 02, 2011	Pune
Mumbai	Industrial Consultation on India-Israel, Free Trade Agreement in association with FICCI	December 05, 2011	Mumbai

Annexure – II (Contd.)

Name of the Office	Event Details	Date	Venue
Mumbai	Organised Road Show on IESS-2012 at Vadodara Chamber of Commerce & Industry	December 09, 2011	Vadodara
Mumbai	Organised Road Show on IESS-2012 and Seminar on 'How to Export' at Govindpura Industries Association	December 16, 2011	Mumbai
Mumbai	Road Show on IESS-2012 at Thane Small Scale Industries Association	December 21, 2011	Thane
Mumbai	Organised Road Show on IESS-2012 at Nashik Industries & Manufacturers Association	December 22, 2011	Nashik
Mumbai	Road Show on IESS-2012 at Chamber of Marathwada Industries Association and Agriculture	December 23, 2012	Aurangabad
Mumbai	Road Show on opportunities at the IESS-2012	January 06, 2012	Surendranagar
Mumbai	Celebration of a joyful and eventful New Year 2012 with Consulate General and Diplomat	January 09, 2012	Mumbai
Mumbai	Organised Road Show on opportunities at the IESS-2012 and Seminar on 'How to Export' at Kolhapur Engineering Association	January 11, 2012	Kolhapur
Mumbai	Organised meeting with CMIA member regarding IESS-2012	January 23-25, 2012	Aurangabad
Mumbai	Organised Road Show on opportunities at the IESS-2012 and Seminar on 'How to Export' in association with Goa State Industry Association	January 27, 2012	Goa
New Delhi	An interaction with overseas buyers of car and truck parts in North America with our members	May 13, 2011	New Delhi
New Delhi	Business Seminar on Export Financing Solutions for Engineering Industry	June 17, 2011	New Delhi
New Delhi	Seminar on Doing Business with Canada and The India Show 2011 Toronto, Canada	July 06, 2011	New Delhi
New Delhi	Seminar on Doing Business with Government of Dubai in association with Dubai Electricity & Water Authority (DEWA)	September 15, 2011	New Delhi
New Delhi	Organized meeting with Overseas buyer from Singapore between our member of washing machines, refrigerators and air-conditioners	September 16, 2011	New Delhi
New Delhi	Organized briefing session with India Show 2011, Canada participants regarding Dos and Don'ts of participating in the exhibition	September 27, 2011	New Delhi
New Delhi	Workshop organized in association with Stainless Steel Houseware Association	October 31, 2011	Kundli

Annexure – II (Contd.)

Name of the Office	Event Details	Date	Venue
New Delhi	Workshop organized in association with Print N Pack Industries Association	October 31, 2011	Karnal
New Delhi	Organized B2B meeting for our member with Russian delegation interested to source their requirements from India	November 17, 2011	New Delhi
New Delhi	Awareness Seminar/Interactive Session with the members of Builders' Hardware Exporters Association, Aligarh	November 17, 2011	Aligarh
New Delhi	Workshop organized in association with Gurgaon Industries Association and Grant Thornton for the Auto Cluster	November 21, 2011	Gurgaon
New Delhi	Seminar on Opportunities at The India Engineering Sourcing Show (IESS) 2012 in association with Indian Industries Association (IIA), Agra Founders Association and National Chamber of Industries & Commerce	November 28, 2011	Agra
New Delhi	Seminar on Opportunities at The India Engineering Sourcing Show (IESS) 2012 in association with Faridabad Small Industries Association (FSIA)	November 30, 2011	Faridabad
New Delhi	Seminar on 'Build your Brand : Grow your Business' in partnership with FICCI. It is an interactive workshop on 'advertising and marketing for SMEs sector'	December 01, 2011	New Delhi
New Delhi	Seminar on 'Opportunities at the India Engineering Sourcing Show (IESS) 2012 in association with IIA and WASME	December 16, 2011	Noida
New Delhi	Organized B2B meeting amongst our members and overseas buyer from Singapore, interest to source architectural safety glass from India	January 17, 2012	New Delhi
New Delhi	Seminar on 'Opportunities at the India Engineering Sourcing Show (IESS) 2012'	January 10, 2012	New Delhi
New Delhi	Seminar on 'Opportunities at the India Engineering Sourcing Show (IESS) 2012' in association with EPC for EOU and SEZ	January 20, 2012	New Delhi
New Delhi	Organized participation of northern region members for video conference on Foreign Trade Policy suggestions	February 12, 2012	New Delhi
New Delhi	Organized one to one meeting with the associations and members exporters in Ludhiana regarding IESS 2012	February 27 to 29, 2012	Ludhiana
New Delhi	Seminar on 'Business opportunities in Japanese market' and 'The India Show' in Tokyo, Japan	March 14, 2012	New Delhi

Annexure – III

Details of Meetings with Government Officials/Agencies/Open House Meeting

Southern Region

- Interactive Session of Members with Shri Sumanta Chaudhuri, Joint Secretary (EP-Engg.), Ministry of Commerce & Industry, Government of India at Chennai on July 04, 2011.
- Interactive Session with Officials of Zonal Jt. DGFT Chennai on October 12, 2011

Eastern Region

- Trade Facilitation Committee meeting with Mr. Agnishwar Sen, Joint DGFT on April 29, 2011.
- Meeting with Mr. S. Nandwani, Development Commissioner, Falta SEZ regarding 'India Show – Toronto' on July 20, 2011.
- Meeting at WBIDC regarding India Show – Canada on August 09, 2011.
- Meeting with WBIDC regarding IESS 2012 on November 16, 2011.
- Meeting with Deputy Chairman, Kolkata Port Trust on January 19, 2012.
- Meeting with Mr. H. S. Choudhury, Addl. DGOF & Member, Ordnance Factory and Mr. S. Khair, Addl. GM, Kashipur Gun & Shell Factory on January 27, 2012.
- Meeting with Mr. S Chawla, DDG at the Ordnance Factory on February 23, 2012.

Western Region

- EFCM Meeting with DGFT, Mumbai on June 03, 2011.
- EFCM Meeting with DGFT, Mumbai on July 01, 2011.
- Open House Meeting with Ms Lata Shukla, Jt. DGFT on July 28, 2011 at Vadodara.

Northern Region

- Meeting with Mr. Parneet Singh, Regional Passport Officer, Jalandhar on June 15, 2011.

- Meeting with Punjab Pollution Control Board on June 06, 2011 at Jalandhar.
- Open House Meeting with Dr. Anup K. Pujari, DGFT and Shri V. K. Gupta, Addl. DGFT on April 20, 2011 at Ludhiana.
- Meeting with Secretary, Joint Secretary and Development Commissioner, Ministry of MSME regarding IESS 2012
- Meeting with Embassy of Russia, Austria, Romania and Hungary in New Delhi regarding IESS 2012

Annexure - IV

Training Programme Organized during the year 2011-12

Southern Region

- Programme on "Import for Export Production" – A Tool for Cost Reduction on January 21, 2012.

Eastern Region

- Programme on "Export – Import Finance" on June 17, 2011.

Western Region

- Programme on "UCPDC-600, L/C & Incoterms-2010" on April 09, 2011.
- Programme on "Export documents" in association with Rajkot Engineering Association, Rajkot.
- Programme on "ERP" to all staffs from June 20 – 29, 2011.
- "Quality Policy Training" to all employees on June 22, 2011
- AERB Training on "Radio Contamination in Scrap Metal and Steel Products" on August 18, 2011 at Kolhapur Engineering Association.

Annexure – V

Details of Panel Meetings held during 2011-12

Sl. No.	Name of the Panel	Date of the Meeting	Place of the Meeting
1.	Fasteners – all types (P-27)	06.06.2011 03.02.2012	Jalandhar Jalandhar
2.	Sanitary Castings (P-20)	08.07.2011 16.08.2011 31.01.2012	Kolkata Kolkata Kolkata
3.	Pumps – all types (P-28)	09.03.2012	Chennai
4.	Stainless Steel Houseware Products (P-38)	17.06.2011	New Delhi
5.	Mica and other Mineral based Products (P-32)	20.05.2011 16.01.2012	Kolkata Kolkata
6.	Instruments – All Types (P-35)	28.04.2011 23.11.2011	New Delhi New Delhi
7.	Fabricated Steel Structure incl. Transmission Line Towers (P-16)	21.04.2011 20.01.2012	Kolkata Kolkata
8.	Ferrous Industrial Castings (P-21)	15.02.2012	Kolkata
9.	Project Exports (P-29)	10.01.2012	Kolkata
10.	Ferro Alloys (P-37)	23.02.2012	Kolkata
11.	Other Steel Products – all types (P-19)	22.02.2012	Kolkata
12.	Hand Tools (P-16)	02.02.2012	Jalandhar
13.	Railway Rolling Stock and Components etc. (P-36)	16.02.2012	Kolkata
14.	Internal Combustion Engines, Compressors and Parts thereof Panel (P-9)	20.05.2011 27.02.2012	Rajkot Rajkot
15.	Construction and Earthmoving Machinery incl. Cranes, Hoists, Mining etc. (P-30)	15.03.2012	Kolkata
16.	Aluminium and Manufactures thereof (P-23)	18.08.2011	Mumbai

LIST OF WORKING COMMITTEE MEMBERS [2010-11] OF EEPC INDIA

Sl. No.	Name of Members & Address	Name of the Panel
1.	Shri K M Shah Chairman-cum-Mg. Director M/s. Best Exports Centre Pvt Ltd Sterling Centre, 5th Floor, Andheri Kurla Road Andheri (E), Mumbai 400093	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. Estate Wadhwan City - 363035, Dist: Surendranagar (Gujarat)	Industrial Machinery - Others including Heating, Cooling and other Air-conditioning Equipments such as Sprinklers etc..
5.	VACANT	
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 Temporary Address: Village - Rajgarh On National Highway 1 Near Doraha, Ludhiana	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 (W), 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 400078	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 Vice Chairman 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 Kadad Bhavan (4th floor) 30th Road, Bandra (W), Mumbai 400050	Iron and Steel
13.	Shri K. R. Pandian Partner & CEO M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalappatti, Coimbatore 641 048	Machine Tools
14.	Shri Man Karan Bhandari Managing Partner M/s. Ambika Overseas Ambika House, Model House Road, Basti Sheikh, Jalandhar 144002	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 M. S. Arora Managing Director M/s. Zenith Birla (India) Limited Vedant Commercial Complex Building No. S-2, 2nd Floor, Vartak Nagar Pokhran Road No.1, Thane (W) - 400 606	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

Sl. No.	Name of Members & Address	Name of the Panel
18.	Shri L. P. Gupta Managing Director M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani, Kumarpur, Asansol - 713 304	Other Steel Products-all types. (This will include all Primary Steel based items not otherwise specified).
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 Vijay K. Parikh Managing Director M/s. Al-Can Exports Pvt.Ltd. Sheetal Industrial Estate Kashmira Road, Next to Bharat Gas Godown, Bhayander (East) Thane - 401 105 (Maharashtra)	Aluminium and Manufacturers thereof
23.	Shri Paresh K. Mehta Partner M/s. Sharda Corporation 1st floor, OM Shrinivas Co. Op. Housing Society Limited 101-103, C. P. Tank Road Mumbai 400 004	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 Basant Road Worli, Mumbai 400 018	Super Star/Star/ Trading and Export House

Sl. No.	Name of Members & Address	Name of the Panel
26.	Mrs. Kamna Raj Aggarwalla Partner 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. 1-7-1054/ A&B, Industrial Area, Azamabad Hyderabad 500 020 (A.P.)	Pumps - all types.
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 400033	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

Sl. No.	Name of Members & Address	Name of the Panel
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 Director Alloys Metals (India) 7, Clyde Row, Hastings, 1st Floor, Flat No. 6 Kolkata 700022	Ferro Alloys.
37.	Shri Sulekh Jain General Manager - Exports M/s. Magppie International Ltd. PD-4A, Pitampura Delhi 110 088	Stainless Steel House-ware Products (This will cover Utensils, Cutlery, Kitchen Equipments etc.)
38.	Shri B. D. Agarwal Director M/s. Calcutta Export Co. 18, R.N. Mukherjee Road Kolkata - 700 001	Builders Hardware including Hinges, Door Fittings, Locks, Pad Locks etc. of Base Metal.
ASSOCIATE		
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	(EASTERN REGION)
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	(EASTERN REGION)
41.	VACANT CEASED w.e.f.20.4.12	(NORTHERN REGION)

Sl. No.	Name of Members & Address	Name of the Panel
42.	Shri Subhash Bajaj Director M/s. Saroopsons Industries Limited C-62, Focal Point, Ludhiana - 141 010	(NORTHERN REGION)
43.	Shri Anmolbir Singh Anand Executive Director Tinsley Bridge Abbros Springs India Ltd 30, Back Central Avenue Opp. Hotel Jagsons, Nagpur 440 018	(WESTERN REGION)
44.	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	(WESTERN REGION)
45.	Shri Sumanta Chaudhuri Joint Secretary Ministry of Commerce & Industry Department of Commerce Government of India, Udyog Bhavan Room No. 287 New Delhi - 110 011	NOMINEE OF GOVERNMENT OF INDIA
ALTERNATE OF GOVERNMENT NOMINEE		
	Ms. Shubhra Director Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No.280A New Delhi - 110 011	
46.	Shri Najib Shah Joint Secretary (Drawback) Department of Revenue Ministry of Finance, Govt. of India, North Block New Delhi - 110 001	NOMINEE OF GOVERNMENT OF INDIA
47.	Smt. Radhika L Lokesh Joint Secretary (ITP) Ministry of External Affairs Jawahar Lal Nehru Bhawan Room No. B-2119, "B" Wing Maulana Azad Road New Delhi - 110001	NOMINEE OF GOVERNMENT OF INDIA

Sl. No.	Name of Members & Address	Name of the Panel
48.	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	TOP EXPORTERS NOMINATED BY THE GOVERNMENT OF INDIA
	MEMBER FROM THE SECRETARIAT	
49.	Shri R. Maitra Executive Director EEPC India Vandhana Building (4th floor), 11, Tolstoy Marg New Delhi - 110 001	
	SPECIAL INVITEES	
	PAST CHAIRMEN	
50.	Shri Russi Mody Past Chairman, EEPC India 5/1B, Belvedere Road, Alipore Kolkata - 700 027	
51.	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	
52.	Shri Suresh M. Mehta Past Chairman, EEPC India Dutta Prasad, 1st Floor Gamadia Cross Road Off-Navroje Gamadia Road, Mumbai 400 026	
53.	Shri G. D. Shah Past Chairman, EEPC India C/o: M/s. Nipha Group of Industries 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata - 700 017	
54.	Shri T. A. S. Balagopal Past Chairman, EEPC India A 404, Manasarovar 19, Third Seaward Road, Valmiki Nagar Chennai - 600 041	

Sl. No.	Name of Members & Address	Name of the Panel
55.	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	
56.	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	
OTHERS		
57.	Mrs. Tapasi De Regional Manager (ER) Export Credit Guarantee Corporation of India Limited 1, Shakespeare Sarani, A.C. Market, 9th floor, Kolkata - 700 001	
58.	Shri J. K. Babla Chairman Committee on Trade with East Africa, EEPC INDIA C/o: M/s. Miku Agencies 404, Udyog Mandir No.2 7-C, Bhagoji Keer Marg, Mahim (West), Mumbai - 400 016	
59.	Shri Ramesh Kumar Mutha Chairman Committee on Trade with West & Central Africa, EEPC INDIA M/s. Mohan Mutha Exports Pvt.Ltd. No. 109, Vellala Street, Purusawalkam, Chennai - 600 084	
60.	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	
61.	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 144 004, Punjab	
62.	Shri Ashok Kumar Mahendru Chairman, Committee on Trade with SAARC, EEPC INDIA C/o. : M/s. Uttam Galva Steels Ltd. Uttam House 69, P.D.' Mello Road, Carnac Bunder, Masjid Bunder Mumbai 400 009	A.K.Mahendru Director (Commercial) & Board Member Uttam Galva Steels Ltd 69, P.D'Mello Road, Mumbai -400 009, INDIA.

REGIONAL CHAIRMEN/CHAIRPERSON & DY. REGIONAL CHAIRMEN

Shri Mahesh K. Desai	Regional Chairman (SR), EEPC India
Mrs. Kamna Raj Aggarwalla	Regional Chairperson (NR), EEPC India
Shri Arun Kumar Garodia	Regional Chairman (ER) EEPC India
Shri Pankaj Chadha	Regional Chairman (WR) EEPC India

NAME OF DY. REGIONAL CHAIRMAN (FOUR REGION)

WESTERN	1 Shri K. L. Dhingra 2 Shri Anoop Marwaha	Snowdrop Engineering P. Ltd. Mansion Industries	Mumbai Mumbai	Dy. Regional Chairman Dy. Regional Chairman
EASTERN	1 Shri B. D. Agarwal 2 Shri Girish Kumar Madhogaria	M/s. Calcutta Export Co. M/s. NIF Ispat Limited	Kolkata Kolkata	Dy. Regional Chairman Dy. Regional Chairman
NORTHERN	1 Shri Pardeep Kumar Aggarwal 2 Shri Neeraj Dhanda	Spark Engineering Pvt. Ltd. Kalvin Bikes P. Ltd.	Ghaziabad Ludhiana	Dy. Regional Chairman Dy. Regional Chairman
SOUTHERN	1 Shri Y Hariharan, GM 2 Shri R Seshagiri	IGP Engineers P. Ltd. Gears & Gear Drives P. Ltd.	Chennai Bangalore	Dy. Regional Chairman Dy. Regional Chairman

LIST OF COMMITTEE OF ADMINISTRATION MEMBERS (2010-12)

Shri Aman Chadha <i>Partner</i> M/s. Harvinder & Co. Nikko House, 399 Vithalbhai Patel Road Mumbai 400 004	<i>Chairman</i>	Shri P. K. Shah <i>Director</i> M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani, Kolkata 700 017	<i>Member</i>
Shri Anupam Shah <i>Director</i> M/s. Nipha India (P) Ltd. 48, Ganga Jamuna, 28/1 Shakespeare Sarani Kolkata 700 017	<i>Sr. Vice Chairman</i>	Shri S. S. Kejriwal <i>Director</i> M/s. Kiswok Industries Pvt. Ltd. Draupadi Mansion (1st Floor) 11, Brabourne Road, Kolkata 700 001	<i>Member</i>
Shri Tarvinder Singh Bhasin <i>Partner</i> M/s. Bharat Parabolic Springs Pvt Ltd 37, Barrister Nath Pai Marg Cotton Green, Mumbai 400033	<i>Vice Chairman</i>	Shri K. R. Pandian <i>Partner & CEO</i> M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar, Kalappatti Coimbatore 641 048, Tamil Nadu	<i>Member</i>
Shri Mahesh K. Desai <i>MD & 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)</i> <i>(Ex-officio Member)</i>	Shri C. S. Shukla <i>Director</i> M/s. Paramount Surgimed Ltd 31C, Pocket-B, Siddhartha Extension New Delhi 110 014	<i>Member</i>
Shri Arun Kumar Garodia <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)</i> <i>(Ex-officio Member)</i>	Shri Sumanta Chaudhuri <i>Joint Secretary</i> Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 287 New Delhi - 110 011	<i>Member (Govt. of India Nominee)</i>
Mrs. Kamna Raj Aggarwalla <i>Partner</i> M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004 Punjab	<i>Regional Chairperson (NR)</i> <i>(Ex-officio Member)</i>	Ms. Shubhra <i>Director</i> Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 280A New Delhi - 110 011	<i>Alternate of Govt. Nominee</i>
Shri Pankaj Chadha <i>Partner</i> M/s. Jyoti Steel Industries Opp. Gaiety Galaxy Cinema Kadad Bhavan (4th floor) 30th Road, Bandra (W), Mumbai 400050	<i>Regional Chairman (WR)</i> <i>(Ex-officio Member)</i>	Shri Rakesh Shah <i>Partner</i> M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	<i>Permanent Invitee</i>
Shri Jaspal Singh Bhasin <i>Partner</i> M/s. ASB International 37, Barrister Nath Pai Marg, Cotton Green Mumbai 400 033 Mobile: 9820060756	<i>Member</i>		

AUDITORS' REPORT

To the Members

We have audited the attached Balance Sheet of **EEPC INDIA (Company Limited by Guarantee)** as at 31st March, 2012 and the annexed Statement of Income & Expenditure for the year ended on that date, and found them to be in agreement with the books of accounts. These financial statements are the responsibility of the Council's management. Our responsibility is to express our opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

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 Central Government of India, in terms of section 227(4A) of the Companies act, 1956, since in our opinion and according to the information and explanations given to us, the said order is not applicable to the Council, which is a Company licensed to operate u/s.25 of the Companies Act, 1956.

Further to our comments above, 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 audit.
- (b) In our opinion, proper books of accounts 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 accounts.
- (d) Subject to and read with the Significant Accounting Policies as shown in Note-1, the Accounting Standards referred to in Section 211 (3C) of the Companies Act, 1956 have been generally 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.
- (f) In our opinion and to the best of our information and according to the explanations given to us, the said accounts, subject to Note-1 of Significant Accounting Policies, Note-3 of Additional Information and read with all other Notes thereon, give the information required by the Companies Act, 1956 in the manner so required and the said Balance Sheet gives a true and fair view of the state of Council's affairs as on 31st March, 2012 and the said Statement of Income & Expenditure gives a true and fair view of the excess of Income over Expenditure for the year ended on that date.

135A Central Avenue (1st floor)
Room No.9
Kolkata 700 007

Dated: 13th October, 2012

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

Ranjit Jain
Partner
MEMBERSHIP NO.056597

BALANCE SHEET

as at 31st March, 2012

(In ₹)

	Note No.	AS ON 31.03.2012	AS ON 31.03.2011
EQUITY AND LIABILITIES			
Funds			
(a) Reserves & Surplus	2.1	252,175,548	188,213,003
Non-current Liabilities			
(a) Other Long-term liabilities	2.2	1,763,931	2,901,003
(b) Long-term provisions	2.3	45,716,069	46,316,422
Current Liabilities			
(a) Trade Payables	2.4	49,444,094	39,234,412
(b) Other Current Liabilities	2.5	81,863,562	58,287,615
(c) Short-term Provisions	2.6	7,991,232	2,608,444
TOTAL		438,954,436	337,560,899
ASSETS			
Non-current Assets			
(a) Fixed Assets			
(i) Tangible Assets	2.7	138,029,068	69,426,350
(ii) Intangible Assets	2.7	411,059	935,584
(b) Long-term Loans & Advances	2.8	4,338,944	3,634,545
Current Assets			
(a) Trade Receivables	2.9	8,688,788	12,377,128
(b) Cash & Cash Equivalents	2.10	172,880,013	186,148,375
(c) Short-term Loans & Advances	2.11	15,312,085	12,905,457
(d) Other Current Assets	2.12	99,294,479	52,133,460
TOTAL		438,954,436	337,560,899

SIGNIFICANT ACCOUNTING POLICIES AND
ADDITIONAL INFORMATION

1 & 3

Signed in terms of our audit report of even date.

AMAN CHADHA
Chairman

ANUPAM SHAH
Sr. Vice Chairman

T. S. BHASIN
Vice Chairman

R. MAITRA
Executive Director

B. SARKAR
AED & 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 : 13th October, 2012

STATEMENT OF INCOME AND EXPENDITURE for the year ended 31st March, 2012

(In ₹)

PARTICULARS	Note No.	2011-2012	2010-2011
Income			
Revenue from operations	2.13	226,338,668	229,216,731
Grant-in-aid from Govt. of India	2.14	141,894,143	87,187,405
Other Income	2.15	27,293,032	33,088,738
Total Revenue		395,525,843	349,492,874
Expenses			
Employee benefits Expense	2.16	116,152,481	132,177,292
Depreciation & Amortisation	2.17	10,109,445	7,526,494
Other Expenses	2.18	263,136,047	206,661,214
Total Expenses		389,397,973	346,365,000
Surplus/(Deficit) for the year		6,127,870	3,127,874

SIGNIFICANT ACCOUNTING POLICIES AND
ADDITIONAL INFORMATION

1 & 3

Signed in terms of our audit report of even date.

135A Central Avenue (1st Floor)
Room No.9, Kolkata 700 007
Dated : 13th October, 2012

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
Vice Chairman
R. MAITRA
Executive Director
B. SARKAR
AED & Secretary

NOTES ON ACCOUNTS for the year ended March 31, 2012

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

(In ₹)

Particulars	As at 31.03.2012	As at 31.03.2011
NOTE: 2.1: RESERVES & SURPLUS		
General Reserve Fund		
As per last Balance Sheet	90,203,462	87,203,462
Add : Transferred from statement of Income & Expenditure	-	3,000,000
Transferred from Building Fund	135,639,298	-
Closing Balance (A)	<u>225,842,760</u>	<u>90,203,462</u>
Staff Welfare Fund		
House Building/Vehicle/Computer Advance		
As per last Balance Sheet	10,575,782	9,874,533
Add : Addition during the year	5,694,766	701,249
Closing Balance (B)	<u>16,270,548</u>	<u>10,575,782</u>
Building Fund		
As per last Balance Sheet	85,000,000	85,000,000
Add : Transfer during the year	50,639,298	-
Special Contribution from Members (Western Region)	1,500,611	-
	137,139,909	85,000,000
Less : Utilised & transferred to General Reserve Fund	135,639,298	-
Closing Balance (C)	<u>1,500,611</u>	<u>85,000,000</u>
Surplus		
As per last Balance Sheet	2,433,759	2,305,885
Add : Transferred from the Statement of Income and Expenditure	6,127,870	3,127,874
	8,561,629	5,433,759
Less : Transferred to General Reserve Fund	-	3,000,000
Closing Balance (D)	<u>8,561,629</u>	<u>2,433,759</u>
Total (A) +(B) +(C)+(D)	<u>252,175,548</u>	<u>188,213,003</u>

(In ₹)

Particulars	Note No.	As at 31.03.2012	As at 31.03.2011
NOTE: 2.2: OTHER LONG TERM LIABILITIES			
Liabilities for VRS monthly payment cases		<u>1,763,931</u>	<u>2,901,003</u>
NOTE: 2.3: LONG-TERM PROVISIONS			
Staff Gratuity & Leave Encashment		<u>45,716,069</u>	<u>46,316,422</u>
NOTE: 2.4: TRADE PAYABLES			
Sundry Creditors for expenses		<u>49,444,094</u>	<u>39,234,412</u>
NOTE: 2.5: OTHER CURRENT LIABILITIES			
Outstanding Liabilities		11,566,912	3,671,705
Liabilities for VRS monthly payment cases		1,136,904	1,136,904
Govt. Grant received in advance		36,954,000	20,000,000
Govt. Grant refundable		-	4,505,514
Contribution received-in-advance from members for events		15,804,157	14,455,092
Membership Subscription received-in-advance		16,401,589	14,518,400
		<u>81,863,562</u>	<u>58,287,615</u>
NOTE: 2.6: SHORT TERM PROVISIONS			
Gratuity		6,353,196	2,145,490
Leave Encashment		1,638,036	462,954
		<u>7,991,232</u>	<u>2,608,444</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2012 (Contd.)

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

NOTE : 2.7 : FIXED ASSETS

(Figures are in ₹)

Assets	GROSS BLOCK				DEPRECIATION AND AMORTIZATION				NET BLOCK	
	As on 01.04.2011	Additions During the Year	Sales/ Adjustments During the Year	As on 31.03.2012	As on 01.04.2011	Provided for the Year	Adjustment	Up to 31.03.2012	As on 31.03.2012	As on 31.03.2011
A. TANGIBLES :										
Land & Building	67,655,469	77,112,127	0	144,767,596	22,030,423	4,857,821	0	26,888,244	117,879,352	45,625,046
Furniture & Fittings	24,532,147	33,000	3,451,839	21,113,308	14,152,312	1,745,302	2,468,684	13,428,930	7,684,378	10,379,835
Office Equipments	25,358,376	239,350	933,791	24,663,935	21,374,479	556,620	780,099	21,151,000	3,512,935	3,983,897
Electrical Fittings	5,348,030	307,810	69,160	5,586,680	2,223,051	465,208	46,502	2,641,757	2,944,923	3,124,979
Motor Cars	5,787,218	0	1,146,407	4,640,811	4,000,808	422,673	954,845	3,468,636	1,172,175	1,786,410
Computer	4,510,153	1,540,835	534,730	5,516,258	3,147,391	721,090	464,140	3,404,341	2,111,917	1,362,762
Video Conferencing Equipments	2,150,240	0	0	2,150,240	47,530	292,488	0	340,018	1,810,222	2,102,710
Permanent Projection Centre	2,631,180	0	0	2,631,180	1,570,469	147,545	0	1,718,014	913,166	1,060,711
	137,972,813	79,233,122	6,135,927	211,070,008	68,546,463	9,208,747	4,714,270	73,040,940	138,029,068	69,426,350
B. INTANGIBLES :										
Implementation of ERP	5,322,237	0	0	5,322,237	4,633,374	688,863	0	5,322,237	0	688,863
Computer Software	4,322,553	376,173	0	4,698,726	4,075,832	211,835	0	4,287,667	411,059	246,721
	9,644,790	376,173	0	10,020,963	8,709,206	900,698	0	9,609,904	411,059	935,584
TOTAL	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	70,361,934
Previous Year	142,090,256	5,554,618	27,271	147,617,603	69,748,519	7,526,494	19,344	77,255,669	70,361,934	0

(In ₹)

Particulars	As at 31.03.2012	As at 31.03.2011
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NOTE: 2.8: LONG-TERM LOANS AND ADVANCES
(Secured and considered goods)
A. Loans and Advances

Employees towards House Building Advance	1,179,306	804,552
Employees towards Purchase of Vehicles	110,630	91,381
Employees towards Purchase of Computers	122,338	113,432

B. Security Deposits

Security Deposits	2,926,670	2,625,180
	4,338,944	3,634,545

NOTE: 2.9: TRADE RECEIVABLE
(Unsecured and considered goods)

Contribution Receivables from Members for Events	5,253,788	2,391,921
Contribution Receivables from MSME for Exhibitions	3,435,000	9,985,207
	8,688,788	12,377,128

NOTE: 2.10: CASH AND CASH EQUIVALENTS
A. CASH AND CASH EQUIVALENTS

Cash in Hand (as certified by the Management including Foreign Offices Rs.6,194/-; Regional Offices Rs.22,912/- and Postage Stamps Rs.100/-)

	469,656	476,109
Units in Franking Machine	61,854	98,280
Remittance in Transit/Cheques in hand	150,000	769,757

Bank Balance with Scheduled Banks

In Current Accounts

In India

Indian Rupees (including Auto Sweep facilities)

Foreign Currency

At Foreign Offices

20,842,155	6,459,808
972,082	1,528,528
16,483	541,240

In Savings Account -

In India (including Auto Sweep facilities)

20,428,429	12,532,361
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In Fixed Deposit

72,236,757	104,645,456
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B. OTHER BANK BALANCES

In Fixed Deposit

Earmarked for Gratuity & Leave Encashment

Having maturity period of more than 12 months

44,927,597	46,596,836
12,775,000	12,500,000
172,880,013	186,148,375

NOTES ON ACCOUNTS for the year ended March 31, 2012 (Contd.)

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

Particulars	As at 31.03.2012	As at 31.03.2011
NOTE: 2.11: SHORT TERM LOANS AND ADVANCES		
Advance for Promotional Expenses	7,177,678	6,805,765
CENVAT Credit receivable	1,476,540	1,399,827
Tax deducted at source	3,200,406	2,317,639
Prepaid Expenses	-	95,286
Others	3,457,461	2,286,940
	15,312,085	12,905,457

NOTE: 2.12: OTHER CURRENT ASSETS

Govt. Grant receivable	90,279,937	35,089,631
Interest accrued on Fixed Deposits	4,823,000	17,043,829
Interest accrued on Loans & Advances	4,191,542	-
	99,294,479	52,133,460

Particulars	2011-2012 ₹	2010-2011 ₹
NOTE: 2.13: REVENUE FROM OPERATIONS		
INCOME FROM MEMBERS		
Membership Subscription	111,881,399	141,527,696
Subscription for Panel	593,394	281,259
Contribution from Participating Members	113,863,875	87,407,776
	<u>226,338,668</u>	<u>229,216,731</u>
NOTE: 2.14: GRANT-IN-AID FROM GOVT. OF INDIA		
For the year	<u>141,894,143</u>	<u>87,187,405</u>
NOTE: 2.15: OTHER INCOME		
Advertisement	2,888,841	5,118,781
Other Receipts	1,520,821	5,283,365
Participation/Sponsorship from others	4,473,620	3,585,958
Licence Fees received from Mumbai new premises	2,559,618	-
Interest Income	15,850,132	19,100,634
	<u>27,293,032</u>	<u>33,088,738</u>
NOTE: 2.16: EMPLOYEE BENEFITS EXPENSE		
Salaries, Allowances & Exgratia	92,921,694	87,662,728
Contribution to Provident Fund & Superannuation Fund	10,060,659	9,180,107
Staff Welfare Expenses	5,779,249	4,732,164
Provision for Gratuity & Leave Encashment	7,390,879	9,806,140
Arrear against Revision of Pay	-	20,796,153
	<u>116,152,481</u>	<u>132,177,292</u>
NOTE: 2.17: DEPRECIATION AND AMORTIZATION		
Depreciation	<u>10,109,445</u>	<u>7,526,494</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2012 (Contd.)

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

Particulars	2011-2012 ₹	2010-2011 ₹
NOTE: 2.18: OTHER EXPENSES		
Expenses on Council's offices		
Rent	10,846,179	10,722,705
Property Tax	1,315,032	640,292
Printing & Stationary, Postage & Telegram, Telephone & Fax	4,381,724	4,323,153
Building Maintenance incl. Electricity	6,175,176	5,659,668
Travelling & Conveyance Charges incl. reimbursement of Conveyance Charges	2,144,543	2,102,464
Motor Car Up-keep	2,044,809	1,902,977
Difference in foreign exchange	77,848	194,070
Auditor's remuneration		
for audit fees	150,000	100,000
Internal Auditors' remuneration	428,504	349,100
Professional Fees	419,840	656,774
Election Expenses	145,628	187,864
Meeting Expenses	47,795	225,697
Legal Expenses	1,187,383	1,264,800
Miscellaneous Expenses	3,406,688	2,600,328
Loss on Sale/Adjustment of Assets (Net)	1,082,384	-
Export Promotion Expenses		
Advertisement/Subscription to Journal & Website	1,644,900	2,099,057
Seminars, Exhibitions, RBSM & Delegations in India	67,954,039	14,128,878
Award Function Expenses	6,900,264	10,221,409
Trade Information Division incl. cost of Publications	5,453,566	4,106,244
Expenses on MDA Assistance Scheme	447,267	326,016
ISO Series Expenses	321,519	200,574
Hospitality	783,791	640,399
Study Team Sales/Delegation/Buyer Seller Meets abroad	1,531,162	2,943,777
Publications for use Abroad	4,091,769	4,477,623
Market Survey & Research	-	7,929,629
Exhibitions Abroad including Advertisement	140,154,237	128,657,716
TOTAL	263,136,047	206,661,214

NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2012 AND INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON THAT DATE.

NOTE -1: 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 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 01.04.2011 was Rs.8,50,00,000/- which included Rs.5,85,27,171/- utilized towards acquiring office premises at Kolkata (during 2003-04), and Delhi & Chennai (2004-05). During the year, the Council purchased a new premises at Mumbai for Rs.7,71,12,127/-. Accordingly, further transfers to the Fund were made which totalled Rs.5,06,39,298/-. This includes Rs.35,00,000/- received during the year as compensation towards loss of value of movable assets, in-built furniture, etc. in respect of the Council's guest house at Kolkata and the balance amount of Rs.4,71,39,298/- out of the total collection of Membership Subscription during the year. Besides the above, an amount of Rs.15,00,611/- was collected as special contribution from Western Region members which also has been directly credited to the Building Fund.
- 1.8. Provision for Gratuity & Leave Encashment is based on actuarial valuation on the present value of future liability.
- 1.9. Depreciation is being provided under the W.D.V. method at the rates prescribed under Schedule XIV of the 5 Companies Act, 1956.

NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2012 AND INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON THAT DATE.

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	43.00	36.00
(ii)	U.S.Dollar	55.00	45.00
(iii)	Euro	70.00	64.00

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

Currency		Current year ₹	Previous year ₹
(i)	Strait Dollar	36.00	33.00
(ii)	U.S.Dollar	45.00	46.00
(iii)	Euro	64.00	64.00

NOTE-3: ADDITIONAL 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 7(d) of the Statement of Accounting Policy, 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 determined by estimating the amount of expenses likely to be incurred. Since these contributions are being made on an estimated basis, as aforesaid, any short/excess contribution made is adjusted in the accounts of the Council in the year in which the same is determined.
- 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.3,22,80,000/- 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.3,42,83,078/- 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. Note 2.13 represents amounts received 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, 2012 AND INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON THAT DATE.

ADDITIONAL INFORMATION (Contd.)

3.11. Earnings in Foreign Exchange:	2011 – 2012 ₹
(i) Vat refund	0 (760103)
(ii) Contribution for events	2,46,25,411 (24996151)
(iii) Others	4,56,864 (1127034)
3.12. Expenditure in Foreign Currency:	
(i) Salary, Medical & other benefits	36,30,021 (6384226)
(ii) Rent, Rates & Taxes	33,67,256 (4063720)
(iii) Exhibitions, Showrooms, Conferences, Symposiums	12,86,82,066 (116013859)
(iv) Delegations, Study Team and Sales Team	0 (2197672)
(v) External Publicity	19,60,232 (2648515)
(vi) Capital Assets	0 (49225)
(vii) Others	21,70,289 (2913996)

* Notes: Figures in brackets are for previous year.

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Dated : 13th October, 2012

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
Vice Chairman
R. MAITRA
Executive Director
B. SARKAR
AED & Secretary



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