



55th

EEPCINDIA

ENGINEERING THE FUTURE

Annual Report

2009-10

55th Annual Report 2009 - 2010

Chairman

Shri Aman Chadha

Vice Chairman

Shri Mahesh K. Desai

Vice Chairman

Shri Anupam Shah

Executive Director

Shri R. Maitra

Addl. Executive Director & Secretary

Shri B. Sarkar

Auditors

Ranjit Jain & Co.
Chartered Accountants
135A, Chittaranjan Avenue
Kolkata - 700 007

Solicitors & Advocates

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

Bankers

Punjab National Bank

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

Foreign Offices

Chicago (USA)
Singapore

Offices of EEPC INDIA

HEAD OFFICE

EEPC INDIA
Vanija Bhavan (1st Floor)
International Trade Facilitation Centre
1/1 Wood Street, Kolkata-700 016
Tel. : 91-33-22890651/52/53, Fax : 91-33-22890654
E-mail : eeepc@eepecindia.org, URL : www.eepecindia.org

TERRITORIAL DIVISION

EEPC INDIA
Vandhna (4th Floor), 11 Tolstoy Marg, New Delhi-110 001
Tel. : 91-11-23353353, 23711124/25
Fax : 91-11-23310920, E-mail : eeepcto@eepec.gov.in

REGIONAL OFFICES

Chennai

EEPC INDIA
Greems Dugar (3rd Floor)
149 Greems Road, Chennai-600 006
Tel. : 91-44-28295501/5502, Fax : 91-44-28290495
E-mail : eepecchennai@airtelmail.in

Kolkata

EEPC INDIA
Vanija Bhavan (2nd Floor)
International Trade Facilitation Centre
1/1 Wood Street, Kolkata-700 016
Tel. : 91-33-22890673/74, Fax : 91-33-22890687
E-mail : eepecrokol@vsnl.net

Mumbai

EEPC INDIA
Centre 1, 12th Floor, World Trade Centre
Cuffe Parade, Mumbai-400 005
Tel. : 91-22-42125555, Fax : 91-22-42125556/22180119
E-mail : eepecmum@mtnl.net.in, eepecmum@vsnl.com

New Delhi

EEPC INDIA
4A, Vandhna Building (4th Floor)
11, Tolstoy Marg, New Delhi-110 001
Tel. : 91-11-23314171/74, Fax : 91-11-23317795
E-mail : info@eepecrodel.org, mail@eepecrodel.org

SUB-REGIONAL OFFICES

Bangalore

EEPC INDIA
Vinayaka Complex (2nd Floor)
44/45, Residency Road Cross, Bangalore-560 025
Tel. : 91-80-25581396/8669, Fax : 91-80-25586914
E-mail : eepecsrob@vsnl.net

Hyderabad

EEPC INDIA
Soham Mansion (1st Floor)
No. 5-4-187/3 & 4/4, M.G. Road, Secunderabad-500 003
Tel. : 91-40-27536704, Telefax : 91-40-27536705
E-mail : eepechyd@airtelmail.in, eepecindiahyd@gmail.com

Jalandhar

EEPC INDIA
Plot Comm. 1, Focal Point, Jalandhar-144 004
Tel. : 91-181-2602264, Fax : 91-181-2601124
E-mail : enggcprp_jld@dataone.in

FOREIGN OFFICES

Singapore

EEPC INDIA
No. 3, Shenton Way, #07-02 Shenton House
Singapore-068 805, Tel. : 65-62279282/83
Fax : 65-62279284, E-mail : enexprco@singnet.com.sg

USA

EEPC INDIA
411 Business Center Drive, Suite 103
Mount Prospect, Illinois 60070, USA
Tel. : 1-847-297-8500 (2 lines), Fax : 1-847-297-8502
E-mail : eepecilusa2@yahoo.com
eepecilusa@gmail.com

CONTENTS

	Page No.		Page No.
1. REPORT OF THE WORKING COMMITTEE	5	7. POLICY MATTERS	19
2. EXPORT PERFORMANCE	7	• Foreign Trade Policy for 2009-2014	
3. PROMOTIONAL ACTIVITIES	8	• Post Budget Suggestions	
A. Overseas	9	• Safeguard Duty on HR Coils/ Sheets	
• Trade Fairs & Exhibitions Participated / Organised		• Proposal to raise Import Duty on Steel Products	
• Buyer Seller Meets / Delegations		• Inclusion of Urban Co-operative Bank in the AD category for Interest Subvention Scheme	
B. Domestic	15	• Anti-Dumping/CVD Issues	
• Reverse Buyer Seller Meets in India		• WTO and Non-Tariff Barriers	
4. FOREIGN OFFICES	15	8. MARKET DEVELOPMENT ASSISTANCE (MDA)	22
• Market Survey Reports		9. COUNCIL'S MEMBERSHIP DETAILS	22
• Country Reports		10. LIST OF ANNEXURES	23
5. SEMINARS/ CONFERENCES/ MEETINGS	16	12. WORKING COMMITTEE OF EEPC INDIA	35
• Export Awareness Programme & Other Seminars		13. REGIONAL CHAIRMEN OF EEPC INDIA	43
• Award Functions		14. COMMITTEE OF ADMINISTRATION OF EEPC INDIA	44
• Publicity		15. AUDITOR'S REPORT & ACCOUNTS	45
• Trade Information Division			
6. ACTIVITIES OF PANELS AND COMMITTEES	19		

Former Chairmen of the Council

1955-56	Late D. N. Jalan	1982-83	Shri T. A. S. Balagopal
1956-57	Late K. L. Chowdhary	1983-84	Shri R. P. Jhalani
1957-58	Late S. L. Kirloskar	1984-85	Shri R. P. Jhalani
1958-59	Late B. S. Agarwal	1985-86	Shri M. C. Shah
1959-60	Late B. S. Agarwal	1986-87	Shri M. C. Shah
1960-61	Late A. K. Bhattacharya	1987-88	Shri M. C. Shah
1961-62	Late A. K. Bhattacharya	1988-89	Shri M. C. Shah
1962-63	Late S. L. Kirloskar	1989-90	Shri M. C. Shah
1963-64	Late S. L. Kirloskar	1990-91	Shri J. S. Bhasin
1964-65	Shri R. H. Mody	1991-92	Shri J. S. Bhasin
1965-66	Shri R. H. Mody	1992-93	Shri J. S. Bhasin
1966-67	Late R. L. Rajgarhia	1993-94	Shri J. S. Bhasin
1967-68	Late R. L. Rajgarhia	1994-95	Shri P. K. Shah
1968-69	Late K. L. Chowdhary	1995-96	Shri P. K. Shah
1969-70	Late K. L. Chowdhary	1996-97	Shri P. K. Shah
1970-71	Late Raunaq Singh	1997-98	Shri P. K. Shah
1971-72	Late Raunaq Singh	1998-99	Shri P. K. Shah
1972-73	Late Dr. B. V. Bhoota	1999-00	Shri J. S. Bhasin
1973-74	Late Dr. B. V. Bhoota	2000-01	Shri J. S. Bhasin
1974-75	Shri R. C. Maheshwari	2001-02	Shri J. S. Bhasin
1975-76	Shri R. C. Maheshwari	2002-03	Shri Satish K. Dhanda
1976-77	Shri R. C. Maheshwari	2003-04	Shri Satish K. Dhanda
1977-78	Shri Suresh Mehta	2004-05	Shri Rakesh Shah
1978-79	Late V. P. Punj	2005-06	Shri Rakesh Shah
1979-80	Shri G. D. Shah	2006-07	Shri Rakesh Shah
1980-81	Shri G. D. Shah	2007-08	Shri Rakesh Shah
1981-82	Shri G. D. Shah		

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)
 [Company Limited by Guarantee]

Report of the Working Committee

To the Members of EEPC India

Your Committee is pleased to present its 55th Annual Report for the financial year ended 31st March 2010 together with Audited Account 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, reports of periodical Accounts were prepared from time to time and discussed in the working committee meeting.

Membership

The Membership strength in the Council has risen from 11756 as on 01.04.09 to 11996 as on 31.03.10.

The details are as under:-

	As on 31.03.2010	As on 31.03.2009
Ordinary Members	7860	7504
Associate Members	4128	4248
Nominated Members	08	04
Total:	11996	11756

Financial Status

Summary of Income & Expenditure Account

	2009-2010	2008-2009
Members' Subscription & Other Income	231873866	187408478
Grant - in - Aid from Govt. of India	51077384	43797123
Interest	11331930	12561655
Total Income	294283180	243767256
Total Expenses	290764071	239735176
Surplus / (Deficit) for the year	3519109	4032080

Declaration

As stipulated in section 217 (2AA) of the Companies Act, 1956, your Committee subscribes to the "Committee Responsibility Statement" and confirm 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 and applied consistently and made judgements 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, 2010 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.

Auditor's Report

M/s. Ranjit Jain & Co. Chartered Accountants are the statutory auditor, who retire at the ensuing Annual General Meeting of the company and offer themselves for reappointment, subject to the approval from the Central Government. They have also confirmed that their appointment, if made, would be within the limits as prescribed u/s 224(1B) of the Companies Act, 1956.

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) Rule, 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

Date : 30th October, 2010

Place : Kolkata

Aman Chadha

Chairman

The Working Committee of EEPC INDIA has the pleasure in presenting the activities of the Council for the year ended 31st March, 2010.

EXPORT PERFORMANCE

A. Overall Exports

In the reporting year based on the provisional data obtained from DGCI&S India's exports of engineering goods have posted a negative growth of -18.42% during the fiscal year 2009-10 in comparison to the same period in the previous fiscal. The provisional data indicate that exports of engineering goods from India have reached USD 32718.7 million (As per R.B.I. data of Exchange Rate) up to March 2010.

In rupee terms, India's export of engineering goods is valued at Rs. 155152.07 Cr. during 2009-10 and posted a negative growth of -15.74% in comparison to the previous fiscal.

B. Performance: Principal Commodity-wise

Export of Non-ferrous metals, Aluminium other than products has shown growth in April-February

2009-10. Export of Transport equipment, Machinery & instruments, Manufactures of metals, Primary & semi-finished iron & steel, Ferro alloys, Iron & steel bar/rods, Machine tools, Residual engineering items, Mica has declined.

(Figures in Rs. Cr.)

Principal Commodity	Cumulative Exports 2008-09 (Revised)	Cumulative Exports 2009-10 (Provisional)	% change over 2008-09
Transport equipment	51297.79	47193.05	-8.00
Machinery & instruments	50341.86	45325.81	-9.96
Manufactures of metals	34716.67	26296.59	-24.25
Primary & semi-finished iron & steel	21774.09	13640.72	-37.35
Non-ferrous metals	9258.3	10318.06	11.45
Ferro alloys	6878.15	4142.87	-39.77
Iron & steel bar/rods	5006.5	3477.68	-30.54
Aluminium other than products	2335.08	2643.73	13.22
Machine tools	1722.41	1330.36	-22.76
Residual engineering items	666.95	651.00	-2.39
Mica	136.17	132.20	-2.91
Grand Total	184134.00	155152.07	-15.74

(Source : DGCI&S Provisional Data, EEPC India Member's Monthly Export Return)

C. Top Destinations

In the reporting year, Countries like NEPAL, SOUTH AFRICA emerged as premier destination partner for Indian Engineering goods while BELGIUM, SPAIN declined their respective position from the top 20 ranking.

Top 20 Destinations (Figures in Rs. Cr.)

Importing Country	Cumulative Exports 2009-10	% change over 2008-09	Rank 2008-09	Rank 2009-10
U S A	15857.54	-31.81	1	1
SINGAPORE	10359.46	-10.72	3	2
UAE	9545.43	-31.22	2	3
U K	7309.14	-13.57	4	4
CHINA P R P	6880.53	67.71	11	5
GERMANY	6606.47	-20.01	5	6
ITALY	5509.68	-6.13	8	7
MALAYSIA	4672.88	-39.66	6	8
INDONESIA	3615.65	42.06	18	9
NETHERLAND	3473.83	-30.61	9	10
FRANCE	3405.90	-1.41	12	11
SAUDI ARABIA	3319.29	-45.28	7	12

Importing Country	Cumulative Exports 2009-10	% change over 2008-09	Rank 2008-09	Rank 2009-10
KOREA RP	2950.41	-6.35	14	13
NIGERIA	2778.49	-11.85	13	14
SRI LANKA DSR	2751.75	5.80	17	15
IRAN	2718.79	-5.06	16	16
BANGLADESH PR	2607.21	10.67	20	17
NEPAL	2567.29	41.72	29	18
THAILAND	2337.45	-19.12	15	19
SOUTH AFRICA	2302.69	4.32	22	20

(Source : DGCI&s Provisional Data, EEPC India Member's Monthly Export Return)

D. Top 5 destinations: Product Performance

Destinations	Substantial Growth	Heavy Decline
USA		Non-ferrous metals, manufactures of metals, aluminium other than products, primary & semi-finished iron & steel, ferro alloys
Singapore	Non-ferrous metals, machinery & instruments	Primary & semi-finished iron & steel, residual engineering items, mica, aluminium other than products
UAE	Aluminium other than products	Machine tools, iron & steel bar / rod etc, primary & semi-finished iron & steel, ferro alloys
UK	Transport equipments, machine tools	Ferro alloys, non-ferrous metals, primary & semi-finished iron & steel, aluminium other than products
China P RP	Aluminium other than products, non-ferrous metals, machine tools machinery & instruments	Transport equipments, primary & semi-finished iron & steel

(Source : DGCI&s Provisional Data, EEPC India Member's Monthly Export Return)

PROMOTIONAL ACTIVITIES

During the year under review, EEPC India organized various activities for promoting exports of engineering goods and services both in India and abroad. Besides, organizing own exhibition, EEPC India participated in various exhibition by setting up Information Booths and Catalogue Shows with the assistance of its foreign offices and Indian Embassies in abroad. As a sequel of INDEE series, during the year, EEPC India organized two INDEEs Caxias do Sul (Brazil) and Jakarta (Indonesia).

Also, EEPC India arranged Buyer Seller Meets and Delegations for the benefit of exporters in India and abroad. The overseas offices were instrumental for product mailing campaign and updating of importers/distributors list of their respective territories covered by each office.

In the domestic arena, EEPC India conducted various seminars, workshops and awareness seminars on export finance, quality up gradation, 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.

EEPC India also provided a wide range of coverage on various promotional activities in its website.

A. OVERSEAS

Exhibitions Organised

1. Trade Fairs and Exhibitions Participated/ Organised

EEPC India's major promotional activities include organising 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) series of 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. EEPC India organized India's engineering industries participation and set up Information Booths at the following exhibitions in 2009-10:



A view of EEPC INDIA Theme Pavilion during INDEE - Brazil held in Caxias do Sul, Brazil in October 2009.

INDEE Brazil 2009

Caxias do Sul is the second largest city in the State of Rio Grande do Sul in Brazil and is also the most important industrial cluster. There are several small, medium, large and multinational companies in the city and is recognized as an entrepreneurial exporting hub of Brazil.

EEPC India organized its 21st INDEE during 20-23 October, 2009 at the Centro de Feiras e Eventor Festa da Uva, Rua Ludovico Cavinato, Caxias do Sul, Brazil. This exhibition coinciding with MERCOPAR - the Subcontracting and Industrial Innovation Fair, organized annually by Sebrae-RS (Micro and Small Business Support Service Organisation) in cooperation with Hannover Fairs Sulamérica, a subsidiary of Deutsche Messe of Germany. This exhibition was a tailor made product to enhance India's exports to Brazil and for penetrating into the entire Latin American region. India was chosen the "Partner Country" in this exhibition while EEPC India was given the status of "Partner Entity".

128 Indian companies participated and showcased their products in the exhibition. In the course of the exhibition, EEPC India signed a Memorandum of Understanding with Sebrae/RS for the promotion of trade and investment between our two countries. The MoU was signed in presence of Mr. B. S. Prakash, H.E. Ambassador of India in Brazil and Mr. Jeitendra Tripathi, Consul General of India, Sao Paulo, representatives of Sebrae/RS and all member exporters.

About 31,900 trade visitors visited the show. 1341 new contacts were made by the participating members during the exhibition.

INDEE Indonesia 2009

Indonesia is India's third largest trading partner in ASEAN and second largest export destination in ASEAN with a US\$20 billion bilateral trade target in the next five years. Engineering export constitutes 29% of India's total export to Indonesia. All these factors have encouraged EEPC India to hold its third venture of an exclusive Indian Engineering Exhibition: INDEE in Jakarta.

EEPC India organized its 22nd INDEE during 02 - 05 December, 2009 in the Jakarta International Expo, Indonesia alongside Manufacturing Indonesia 2009 with



Mr Aman Chadha, Chairman, EEPC INDIA and Mr Ariful Hidayat, Chairman (Asia-Pacific), KADIN Indonesia exchanging greetings after signing an MoU for trade promotion during INDEE Indonesia 2009 held in Jakarta in December 2009.

active support from Embassy of India, Indonesian Chamber of Commerce & Industry (KADIN Indonesia) and Federation of Indonesian Metalwork & Machinery Industries Association (GAMMA).

In all 124 Indian companies took part in INDEE showcasing the variety of their products and capabilities in different fields. While 116 Indian companies were housed in Hall C2, the remaining 8 companies were allocated space in Hall D2 in view of huge demand. Medium and Small Manufacturing Enterprises (MSME) comprising 8 companies and Federation of Indian Small and Medium Enterprises (FISME) comprising 6 companies took part in this exhibition for the first time which could give a further boost to this vibrant sector for projecting their strength and capabilities to meet the challenges of fast changing demands in the global market.

The joint Inauguration of INDEE and Manufacturing Indonesia took place on 2nd December 2009 at Pusat Niaga Building, Jakarta International Expo Kemayhoran by Dr. Budi Darmadi, Director General of Ministry of Industry representing HE Mr. Mohamad S. Hidayat, Minister of Industry of the Republic of Indonesia, His Excellency Mr. Andy Ghalib, Ambassador of Indonesia in India, His Excellency Mr. Biren Nanda, Ambassador of India, Mr. Thomas Darmawan, Chairman, GAPMI, Mr. Ariful Hidayat, Chairman, Asia Pacific, KADIN Indonesia, Ms. Mridul Jain, Director, Ministry of Commerce & Industry, Govt. of India, Ms. Pratibha Parkar, First Secretary (E & C), Embassy of India, Mr. Otto Riadi, Counsellor, Embassy of Indonesia in India, Mr. Ruslan Usaha Sitepu, Trade Attache, Embassy

of Indonesia in India, Mr. Anupam Shah, Vice Chairman, EEPC India, Mr. R. Maitra, Executive Director, EEPC India, besides host of other distinguished guests and exhibitors.

A MoU was signed by Mr. Ariful Hidayat, Chairman, Asia Pacific, KADIN Indonesia and Mr. Aman Chadha, Chairman, EEPC India.

Out of total attendance of 35,000 business visitors in the Manufacturing Indonesia, 25,000 visitors visited INDEE during the four day show. EEPC India had organized an exclusive one-to-one meetings for the Indian participants under B2B Programme with the identified Indonesian buyers and it is reported that 1194 such meetings during all 4 days were organized.

PARTICIPATION IN OTHER INTERNATIONAL EXHIBITIONS

India Pavilion at Hannover Fair 2009, Hannover, Germany

Hannover Messe is the ideal place to obtain the latest industrial know-how. Established sixty years ago, this exhibition currently ranks as the leading international showplace for industrial technologies, materials and product ideas. Hannover Messe 2009 took place during 20 to 24 April, 2009. EEPC India organized an India Pavilion and a Catalogue Show at its own Information Booth at the exhibition. Korea was the Partner Country.

There were 6,150 exhibitors from 61 countries, with displays filling 224,800 square meters of space. 137 Indian companies participated in this show, out of which 59 companies participated through EEPC India. EEPC India booked a total of 602 sq. mtr. space in five halls, viz Hall No. 3, 4, 8, 12 and 25.

Dr. B. M. Vinod Kumar, Consul General of Hamburg visited the India Pavilion and he had detailed discussions with Indian participants regarding the quality & quantum of trade enquiries generated for their products. He highly appreciated EEPC India for organizing the India Pavilion in Hannover. He also assured to the participants for giving all kinds of help in future for promoting exports to Germany and other EU countries.

India Pavilion at Project Near East 2009, Amman, Jordan

Project Near East, is one of the leading construction exhibition serving the markets of Jordan, Iraq, Syria and

the Palestinian Territories in particular and other neighbouring Middle East market in general. The organizers have merged two of their most successful events Rebuild Iraq and Project Jordan covering Construction Equipment, Building Materials, Products and Services, Power Generation, Electrical Engineering, Lighting and HVAC, Water and Agriculture, Airport Equipment & Contracting etc.

EEPC India organized an India Pavilion in Project Near East during 04-07 May, 2009. 7 Indian companies participated through EEPC India to showcase and displayed their products/catalogues in this exhibition. In addition EEPC India had also set up an Information Booth where EEPC publications were displayed.

About 400 companies from 28 countries participated and 4,000 (approx) trade visitors visited the show.

India Pavilion at China Cycle 2009, Shanghai, China

The Chinese cycling market has seen a rapid development in recent years. China is not only largest producer but also largest consumer of bicycles. EEPC India organized an India Pavilion at the **China Cycle 2009, Shanghai, China** during 04 - 07 May, 2009.

9 Indian companies displayed their products and exhibits and there was an EEPC India Information Booth where informative catalogues were kept on display. More than 1200 companies exhibited in six different halls of the Shanghai New Expo Exhibition Center. India Pavilion in the China Cycle 2009 was inaugurated by Mrs. Riva Ganguly Das, the Consul General of India, Shanghai. Mr. Prakash Gupta, Consul for Visa Affairs and Commercial Section was also present on the occasion.

Around 12,000 trade visitors visited the 4 day exhibition. Most of the visitors were serious businessmen. At least 11-12 new contacts on average made by each participant.

India Pavilion at National Manufacturing Week 2009, Melbourne, Australia

EEPC India organized an India Pavilion at the National Manufacturing Week 2009 held at Melbourne, Australia from 12th to 15th May, 2009. 5 member-exporters participated in the said event and displayed their samples and product catalogues in their respective stalls. EEPC India Information Booth was also set up in the exhibition. Mr. Vijay Sharma, Vice Consul, Consulate General of India, Melbourne paid a visit to the stalls on 14th May, 2009.

The event as such was a grand show. As per for feedback received from the above participants, a total of 43 contacts were established during the show.

India Pavilion at INTERMACH 2009, Bangkok, Thailand

INTERMACH 2009 (Asia's premier manufacturing machinery exhibition) was held during 13-17 May, 2009 at Bangkok International Trade & Exhibition Centre (BITEC), Bangkok, Thailand coinciding with Subcon Thailand 2009 (Thailand's only Industrial Subcontracting Exhibition). Around 1000 companies, mostly from Thailand as well as leading international firms from China, India, Korea, Taiwan, Malaysia, Japan, Germany set up their stalls in this exhibition and displayed various kinds of machineries, machine tools, industrial automation/robotics etc.

Leading dignitaries like Mr. Damri Sukhotanang, Dy. Permanent Secretary, Ministry of Industry, Government of Thailand, Mr. Chanchai Chairungruang, Minister of Industry, Government of Thailand and Mr. Madhukar Asnani, First Secretary (Commerce), Embassy India, Bangkok visited the India Pavilion.

EEPC India organized an India Pavilion in the above fair. Six member-exporters of EEPC India had taken part in this exhibition and EEPC India had put up an Information Booth for the benefit of overseas visitors. Around 30,000 visitors from 25 countries visited the show.

India Pavilion at Saudi Elenex 2009, Riyadh, Saudi Arabia

Saudi Elenex 2009 was held during 24-27 May, 2009 at Riyadh Exhibition Center Riyadh, Saudi Arabia. 152 companies, including leading international firms from Saudi Arabia, China, India, Iran, Korea, Turkey and the UAE displayed various kinds of electrical products. India was the third largest delegation after China and Turkey.

EEPC India organized an India Pavilion in the above fair. 10 member-exporters of EEPC India had taken part in this exhibition and EEPC India had put up an Information Booth for the benefit of overseas visitors. Around 10,000 visitors from 12 countries visited the show.

EEPC India Information Booth at the 2nd South Asian Countries Commodity Fair, Kunming, China

The 2nd South Asian Countries Commodity Fair was held during 6-10 June, 2009 at Kunming, China. The Show was inaugurated by H.E. Mr. Qin Guangrong, the

Governor of Yunnan Province. The inauguration ceremony was also graced by Mr. Manabendra Mukherjee, Hon'ble Minister of Tourism, Micro & Small Scale Enterprises, Government of West Bengal, Mr. Gautam Bambawale, Consul General, Consulate General of India, Guangzhou and Mr. Dinesh Sharma, Joint Secretary, Ministry of Commerce & Industry, Government of India, Dr. Sheela Bhide, Chairman and Managing Director, ITPO.

EEPC India set up an Information Booth at the above fair. A good number of EEPC India product specific publications were displayed. The special publication EEPC At Work and other publication in Chinese language were displayed which attracted the Chinese visitors much. In the Information Booth, catalogues of a few EEPC members in Chinese language were also displayed. The visitors showed keen interest about the EEPC Publication in general and special interest on EEPC publications in the Chinese language in particular. A large number of general enquiries have been generated. The exhibition attracted around 30,000 visitors from various parts of the world.

India Pavilion at SUBCON 2009, Birmingham, UK

EEPC India organized an India Pavilion at SUBCON 2009 was held during 9th to 11th June, 2009. SUBCON is UK's One-Stop-Shop for Local, Regional, National and Global Sourcing. The Show covers everything from machining and turning, electronic assemblies, plastic molding and metal fabrications through to rapid prototyping, design & build and full manufacturing services that supply finished products and assemblies from scratch.

The India Pavilion was inaugurated by Mrs. J. D. Paval, Consul General of India at Birmingham on 9th June, 2009 at NEC Birmingham, U.K. 10 companies from India participated in the exhibition and showcased Casting, Forgings, Precision Machined Turned Products, Auto Components, Sheet Metal Fabrication, etc. Around 2,800 visitors from 12 countries visited the show.

India Pavilion at Kyiv Technical Trade Show 2009, Kyiv, Ukraine

EEPC India organized an India Pavilion at Kyiv Technical Trade Show 2009 at Kiev, Ukraine during 10-12 June, 2009. 8 Indian companies participated in the India Pavilion. The Show was inaugurated by Mr. K. P. M. Raman, First Secretary, Embassy of India, Kiev. HE

Mr. Debabrata Saha, Ambassador of India in Kiev, Ukraine visited the India Pavilion on 11th June, 2009.

Kyiv Technical Trade Show 2009 reflected good potential for manufacturers and exporters of engineering items related to machine building, ferrous and nonferrous metallurgies, electric power generation, machine industry, mining, welding technology, cutting tools etc. Around 5,229 trade visitors from various countries visited the show. Around 44 new contacts were made during the 3 day show.

India Pavilion at Innovations-Technologies-Machines (ITM) Exhibition, Poznan, Poland

ITM Poland is the Central and Eastern Europe's largest fair of modern technologies of industries organized under the honorary patronage of the Minister of Economy and Minister of Science of Govt. of Poland.

EEPC India organized an India Pavilion at ITM 2009 at Poznan, Poland during 16-19 June, 2009. 6 member-exporters of EEPC India had taken part in this exhibition and EEPC India had put up an Information Booth for the benefit of overseas visitors. BSM organised by the organiser on 17th June, and all Indian participants were invited and participated in the said BSM and had B2B meetings with relevant businessmen in Poland. Around 74 new contacts were established. Around 15,273 trade visitors visited the fair.

India Pavilion at PAACE Automechanika 2009, Mexico City, Mexico

EEPC India organized an India Pavilion at PAACE Automechanika 2009, Mexico City, Mexico during 15-17 July, 2009. 7 Indian companies participated in the show, out of which 5 companies participated through EEPC India. On the second day of the exhibition that is July 16, 2009, HE Indian Ambassador Mr. Dinesh Kumar Jain visited India Pavilion along with Mr. Jeeva K. Sagar, Counsellor and Deputy Head of Mission, Embassy of India in Mexico.

237 exhibitors from 14 countries participated in the show. The fair attracted 13,200 visitors not only from Mexico City but from other cities also. Most of the exhibitors got around 20 new contacts during the show.

India Pavilion at CAITME 2009, Tashkent, Uzbekistan

CAITME 2009 (Central Asia's premier Textile Machinery Exhibition) was held during 15 - 17 September 2009 at

Uzexpocenter, Tashkent, Uzbekistan coinciding with Textile Expo.

EEPC India organized an India Pavilion at CAITME 2009. 15 members of EEPC India participated in this exhibition. EEPC India had also put up an Information Booth for the benefit of overseas visitors and briefed everyone about the activities of the organization. Mr. S. S. Panicker, Second Secretary (Commercial & Information), Indian Embassy in Tashkent visited India Pavilion and interacted with all the Indian exhibitors. He highly appreciated EEPC India for organizing the India Pavilion in Tashkent and discussed the business prospects in Uzbekistan. The participants have established contacts with many buyers.

India Pavilion at SISTEP 2009, Casablanca, Morocco

SISTEP 2009 is a major exhibition in Morocco for subcontracting, procurement and partnership, bringing together suppliers, purchasers and service providers. It was in its 8th edition. Around 250 companies from 12 countries set up their stalls in this exhibition and displayed various kinds of machineries, machine tools, industrial automation/robotics components, etc.

EEPC India organized an India Pavilion at SISTEP 2009 was held at Casablanca, Morocco during 30th September to 3rd October 2009. 8 members of EEPC India participated in this exhibition. An EEPC India Information Booth was put up for the benefit of overseas visitors and briefed everyone about the activities of the organization.

There were approximately 10,000 visitors from 12 countries.

India Pavilion at EMO 2009, Milan, Italy

The trade fair EMO is organized under the patronage and at the initiative of the European Committee for Cooperation of the Machine Tool Industries (CECIMO). EMO takes place every other year, twice consecutively in Hannover, once in Milan, e.g. Hannover - Hannover - Milan - Hannover - Hannover - Milan. EMO has been considered world over as the showcase for metal forming industries & machine tools sector.

EEPC India organized an India Pavilion at EMO 2009, Milan, Italy was held during 05-10 October 2009. 12 member-exporters of EEPC India participated in this show. Mr. S. Chakravarthi, Consul General, Consulate General of India in Milan visited the exhibition and interacted with the Indian participants.

During the six days of the exhibition, the organizers registered 1,24,660 business visitors, representing 99 countries from five continents. More than 1400 international companies from 39 countries exhibited their state of the art machines and equipments in 11 Halls covering over an area of over 1,00,000 sq mt.

India Pavilion at MIDEST 2009, Paris, France

MIDEST is the world's largest show exclusively dedicated to Industrial Subcontracting and business conferencing. The show brought together nearly 1800 companies from 37 countries. EEPC India had organized an India Pavilion at MIDEST Show 2009, held at Hall No. 6 of the Paris-Nord Villepinte Exhibition Center in Paris, France from 17-20 November 2009.

10 member-exporters participated in this show with EEPC India. India Pavilion at MIDEST Show was inaugurated by Mr. Mohan Kumar, Deputy Chief of Mission, Embassy of India in Paris on 17th November, 2009.

The four-day-show had an excellent turnout of approximate 35,000 registered trade visitors. Based on the feed back received from the Indian participants 300 new contacts were established during the show.

India Pavilion at the BIG 5 & BIG 5 PMV 2009, Dubai, UAE

The BIG 5 & BIG 5 PMV, is a leading exhibition dedicated to building and construction and products related to the same plant, construction vehicles, machinery and equipment was held during 23-26 November, 2009 at Dubai, UAE.

EEPC India had organized an India Pavilion at The BIG 5 & BIG 5 PMV 2009. Total 51 Indian companies participated in this exhibition. Out of 51 companies, 17 Indian companies participated through EEPC India. Mr. P. Jaideep, Consul (Eco.), Consulate General of India in Dubai visited the EEPC India Information Booth and other participating companies' stall on the second day of the event and also interacted with the Indian participants. During 4 days of the show around 47,000 trade visitors attended the exhibition.

India Pavilion at International Hardware Fair 2010, Cologne, Germany

International Hardware Fair, Cologne, Germany is one of the world's leading exhibition covering Tools, Industrial Supply (workshop and factory equipment), Fastening and Fitting, Locks & Fittings and Home

Improvement (Builders & DIY Supply) Sectors. It held once in every two years. This year the fair was held on 28th February to 3rd March 2010 at Cologne, Germany.

EEPC India set up an India Pavilion in this exhibition. 17 member companies were presented to the industry and trade who displayed their products/catalogues in this Exhibition. In addition EEPC India had also set up an Information Booth where EEPC publications were displayed.

Mr. Ajit Kumar, Consul General of India, Frankfurt along with Mr. Harish Chander, Consul (Comm.) visited EEPC India Pavilion and had interactions with representatives of each participating company individually and apprised them about the market scenario in the region. Around 56,500 trade visitors from 124 countries visited during the four days show. Total 422 contacts were established during the exhibition by Indian participants.

Buyer Seller Meets/Delegations

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 various Delegations and Buyer Seller Meets in various countries during the year under review as indicated below :

Sl. No.	Focus Region	Countries Visited	Period	No. of Participants
1.	Africa	Cote d'Ivoire, Nigeria, Kenya and D. R. Congo	25th Feb. - 6th March, 2010	19
2.	LAC	Argentina, Brazil, Paraguay, Peru and Uruguay	1st - 17th March, 2010	20
3.	ASEAN+2	Indonesia, Malaysia, Singapore and Thailand	22nd - 26th March, 2010	14

The products covered in the above delegations are Agricultural Tractors and Spare Parts, Agriculture Machinery & Equipments, Aluminium Products and Utensils, Automobile Components and Spare Parts, Automotive Parts and Service, Bakery Machinery, Ball or Roller Bearings, Transmission Shafts, Batteries, Broadcast Equipment, Builders' Hardware, Building Products, Cement Plant & Machinery, Commercial Vehicles, Compressors, Construction Machinery and Equipments, Copper Products, Cutting Tools, Diesel



Mr Aman Chadha, Chairman, EEPC INDIA addressing a seminar at Asuncion, Paraguay during EEPC INDIA Multi Product Trade Delegation to Latin American countries in February-March 2010.

Engines & Parts, Domestic Appliances, Earthmoving Machinery and Parts, Electric Generators, Electric Home Appliances, Electric Motors, Generators, Electric Transformers, Electric Wires & Cables, Electrical Panel Boards and Switchgears, Electrical Power Systems, Environmental Technologies and Equipment, Food Processing Machinery and Packaging Equipment, Forgings, Hand Tools, Industrial Castings, Industrial Plant & Machinery, Kitchen Equipments, Laboratory & Scientific Instruments, Lifting and Handling Equipment and Parts, Light Fittings and Luminaries, Lightning Arresters, Machine Tools and Accessories, Machinery for Mining, Quarrying and Parts, Medical Equipment and Supplies, Metals & Metal Products, Mining & Drilling Equipments, Nuts, Bolts and Fasteners, Oil and Gas Equipment, Packaging Machinery and Parts, Pharmaceutical Machinery, Plastic/Rubber Machinery and Parts, Pollution Control Equipment, Pumps, Refrigeration/Air-conditioning Equipments and Accessories, Sanitary Castings, Security and Safety Equipment, Solar Energy/Equipments, Stainless Steel Kitchenwares, Stainless Steel Utensils, Cutleries, Steel Pipes & Tubes, Steel Wire and Wire Products, Nails, Telecommunication Equipment, Textile Machinery and Parts, Transformers, Switchgears, Circuit Breakers, Vehicles, Welding Electrodes & Welding Machines, Wood Working Machinery etc.

Subsequently, MoUs were signed with appropriate trade bodies in order to promote trade with the various countries as a fall out the delegations.

B. DOMESTIC

Reverse Buyer Seller Meets in India

EEPC India organized Buyer Seller Meets from 8th March to 12th March, 2010 in seven locations viz. New Delhi, Ludhiana, Chennai, Mumbai, Bangalore, Kolkata and Ahmedabad under the MAI Scheme. Importers of Engineering products from different parts of the world like European Countries, USA & Canada, African Countries, ASEAN + 2 Countries, CIS Countries, Latin American Countries, South Asia and Gulf Countries interacted with the Indian counterparts not only for import of products and services but also to explore the possibility of joint ventures as well as investment opportunities. 78 buyers from 27 countries participated in the Reverse Buyer Seller Meets and had direct business interactions with 358 Indian companies.



Mr R Maitra, Executive Director, EEPC INDIA addressing a Buyer - Seller Meet in Bengaluru in March 2010

The details of the said meet at various cities are as follows:

Date	City	Countries	No. of Foreign Delegates	No. of Indian Participants
08.03.10	New Delhi	North America, Europe, CIS	29	55
09.03.10	Ludhiana	CIS, LAC	17	40
10.03.10	Chennai	North America, Europe, ASEAN, South Asia	44	63
11.03.10	Mumbai	North America, LAC, Africa, Gulf	33	75
11.03.10	Bangalore	ASEAN, Europe, CIS	30	62
12.03.10	Kolkata	ASEAN, South Asia, Africa	36	29
12.03.10	Ahmedabad	LAC, Europe, Gulf	23	34

BSMs were held in seven locations across India, with an objective to reach out to exporters in the prominent industrial clusters of the country.

The products covered in the above Reverse Buyer Seller Meet are given in **Annexure I**.

FOREIGN OFFICES

EEPC India has been continuously providing requisite support for promoting exports of Indian engineering products and services in the global markets through its two foreign offices. The Chicago office covered countries in North, Central and Latin America; while the Singapore office catered to the ASEAN countries, Far East and also Australia and New Zealand.

The foreign offices identified various market opportunities and developed close contacts with wholesalers, importers, distributors and original equipment manufacturers in the regions under their respective jurisdiction. During the course of interaction, details about these companies and their operations, technical specifications of their requirements and drawings wherever possible were collected and transmitted to Council's Indian offices for circulating amongst member firms for direct response.

The foreign offices, regularly interacted with major Chambers of Commerce and Industry Associations, Government Departments and Indian Missions for their guidance and cooperation. A large number of companies were also contacted for soliciting their support and participation in various promotional activities organized during the year and efforts were made in persuading local businessmen for visiting India to explore and source their requirements.

Council's overseas offices, as per the decisions taken at the Panel meetings or at the request of individual member-exporters, prepared and submitted market survey reports, flash reports, notes etc. for engineering products and on other export related subjects.

Visits of Overseas Businessmen

In the reporting year, EEPC India provided necessary arrangements to the overseas visitors during their business visit. The offices of the Council, arranged meeting with the prospective exporters for their requirements. Also, the offices provided necessary

assistance to the visiting delegations from various countries round the year. Some of the individual business visit's details are as follows:

Sl. No.	Details of the Overseas Businessmen	Item of Interest
1.	Mr. Sanjay Melwani M/s. PMI Export P.O. Box No. 1033 29620 Torremolinos Malaga Spain Tel : 0034951923841 Mobile : 0034608367261 E-mail : pmlexport@gmail.com	Safety Razor Blade.
2.	Ms. Angela Wakefield Director M/s. Master Lifts Pty. Ltd. Australia	Metal Fabrication.
3.	M/s. Ganton International Inc. 8213, Durand Avenue Sturtvant, WI53177 USA Tel : 262-898-6333 Fax : 262-497-3216 E-mail : dbecker@amermetals.com; ravi@GantonInternational.com; ravir99@aol.com Contact Person : Mr. David M. Macker, President; Mr. Ravin Ramanujam, C.E.O.	Aluminium Gravity Castings, Cast Iron and Ductile Iron Steel Castings, Forged and Machined Components, and Drive Shaft Parts for light trucks, cars, etc. and Aluminium Extruded Automobile Components.

SEMINARS/CONFERENCES/MEETINGS

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 workshops 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 the office of EEPC India attended various meetings and seminars and gave presentations/lecture

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 Programmes

In the reporting year, EEPC India organized various training programmes for the benefit of the senior executives of the member firms on various topics. The details of the same are summarized in Annexure IV.

AWARD FUNCTIONS

All India Export Excellence Award Function

The Annual All India Export Excellence Award Function for 2007-08 was held in Mumbai on August 29 2009 at the ITC Hotel Grand Maratha Sheraton & Towers, Mumbai. Hon'ble Union Minister of Commerce & Industry

Mr. Anand Sharma was the Chief Guest on this occasion. The meritorious exporters were honoured with awards for the year 2007-08 for excellent export performance in their respective domain. Nearly 100 firms received the award. The event was well represented by the industry representatives. The Award Function had also been telecasted on NDTV Profit. Also, the interview of Hon'ble Union Minister of Commerce & Industry, Mr. Anand Sharma and Chairman of EEPC India, Mr. Aman Chadha was telecasted on the said channel.

Eastern Region Export Excellence Award Function

The Award Presentation Function of EEPC India Eastern Region for the year 2006-07 was held at Hotel Oberoi Grand, Kolkata on May 20, 2009. The occasion was graced by Mr. Arun Kumar Bit, IAS, Development Commissioner, Falta Special Economic Zone, 30 engineering firms received the awards under various categories for their export excellence for the year 2006-07.

Southern Region Export Excellence Award Function

The Regional Office organized the Regional Export Award Presentation Function for the year 2007-08 on February 21, 2010 at Hotel Kurumba Resorts, Maldives. His Excellency The President of Maldives, Mr. Mohamed Nasheed graced the Award Function and distributed the trophies and shields to the member-firms for their outstanding contribution to the export of engineering goods from Southern Region.

PUBLICITY

Publications

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 special international edition of the magazine on the occasion of INDEE Shanghai besides the regular monthly Indian edition.

b. Engineering Export Info-Bulletin

EEPC INDIA's weekly Newsletter titled : Engineering Export Info-Bulletin continues to be disseminated among all its members in an electronic form and sent through e-mail on Tuesday every week.

c. Product Catalogues

EEPC INDIA brought out 2 product catalogues during the year:

1. Instruments — All Types in the month of November 2009.
2. Builders' Hardware in the month of February 2010.

This catalogue contains brief details of manufacturers and exporters of the product group from all over the country. Copies of this catalogues are distributed in the INDEE and EEPC India information booths at various international exhibitions. The Catalogue was also circulated among overseas buyers, International Chambers of Commerce, Trade Associations, and EEPC India's foreign offices and Indian Missions abroad.

d. Yearly Publications

- Telephone Directory of Working Committee members of EEPC India was printed in four colour in December 2009.
- EEPC India published its 54th Annual Report for the year 2008-09 in English along with a Hindi version.

Award Function 2007-08

Council's All India Award Presentation Function for the year 2007-08 was held in Mumbai in August 2009.

- A special Award issue of EEPC INDIA's monthly magazine - Indian Engineering Exports containing details of the Award Winners in various categories was published on the occasion.

- **Chairman's Speech** was released in printed booklet form.
- Well-designed **Certificates** were prepared and distributed to meritorious exporters for the year 2007-08.
- EEPC India organized 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 editions of The Economic Times to commemorate the event.

Press Releases/Press Conferences

- A number of press releases were issued before and after all the major events organized 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 exhibition INDEE in Kuala Lumpur and Shanghai and a series of Buyer-Seller Meets at 6 locations across the country.
- Facts about EEPC India's strategy to increase India's share in the global trade were also disseminated through a press conference. Press was also invited on the occasion of EEPC. All India Award Function held in Mumbai on 29th August 2009 and on the occasions of EEPC India's 4 regional level Award Functions at Maldives, Mumbai, Kolkata and Ludhiana. A large no. of media was also invited on the occasion of Buyer Seller Meets 2010 held in 7 locations across the country.

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, Rupee Appreciation, Rise in Steel Prices, Cluster Development and the success of EEPC India's participation in international exhibitions in different parts of the world. They received very

positive response from the media and have been covered by leading national and business newspapers as well as television channels.

Media Publicity (Domestic & Overseas)

1. All India Award Presentation Function

A 3 page Newspaper Supplement was brought out in all the editions of "The Economic Times" on the occasion of EEPC India's All India Award Presentation Function held in Mumbai on 29th August 2009.

Besides, EEPC India published various publications from time to time during the year. The details of the publications published during the year are furnished in **Annexure V**.

TRADE INFORMATION DIVISION

In the reporting year, Trade Information Division continued its efforts to provide information to exporting community, Government and In-house in the areas of market intelligence, export potential of Indian engineering products and services.

TID Head Office

• **Mailing Campaigns**

Disseminated various Government circulars, notifications, public notices, etc. through mail to all members of the Council on regular basis. Also undertook mailing campaigns for Council's various promotional activities held during the year.

• **Video Conferencing**

TID Department has introduced a new dimension to interact views with members in different locations through Video Conferencing by the service providers. The department organized a couple of meetings successfully on this facility.

• **Bulk Mailing**

EEPC India had circulated a large number of mails such as Government Circulars, Notifications, information received from Missions abroad as well as problems faced by the members on a regular basis to inform its members through Bulk mailing service. Council also sent Engineering Export Info-Bulletin, an online weekly Newsletter on regular basis to inform its members about the recent activities.

● Country Profiles/Market Survey Reports

Country Profiles/Market Survey Reports on the following countries have been prepared by TID Department of EEPC India (Head Office), Kolkata such as – Japan, Malaysia, South Korea, Singapore, Mexico, China, UK, Brazil etc. and the same have been published in Weekly Newsletters and hosted in our website during the period of 2009-10.

● Trade Enquiries

Trade enquiries received through Council's Foreign Offices, Indian Embassies/ Missions abroad, direct from the party had been provided to all members of the Council on weekly basis by the Department. In this regard, this division developed a format for verification purpose before publishing/ disseminating the same to the members.

● Knowledge Partner/Event Partner

This division liaison with various service providers and agencies which were helpful for the manufacturers and exporters and invited them as Knowledge Partner and Event Partner for various activities undertaken by the Council.

● Marketing of Council's Information Portal

Members are aware that the Council having its own Website. A good number of firms have already registered their names in the Council's Website, which is exclusively for the Engineering sector. The Council being a Government sponsored organization adds confidence to overseas buyers and the firms Hyperlinked their Website through EEPC India portal had benefited enormously.

TID Territorial Office

During the year, EEPC India has organized two Indian Engineering Exhibitions (INDEE) in Brazil and Indonesia and TID Department of Territorial Office has coordinated various works related to the above exhibitions such as compiling importers' list with reference to the participations and also provided necessary assistance to the participants for getting their visa for the above INDEEs and other promotional activities.

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 VI.

POLICY MATTERS

The Foreign Trade Policy for 2009-2014 was announced by the Hon'ble Minister of Commerce & Industry, Mr. Anand Sharma on 27th August 2009 for a period of 5 years commencing from 27th August 2009. The policy has come in when there is global slow down. This has affected all the countries across the world in varying degrees. The Government has been taking various measures including fiscal, monetary and administrative steps to arrest the severity of decline in our economy as a whole including exports. The FTP has been formulated with greater incentives, procedural rationalization, institutional changes, enhanced market access and diversification of exports. The high lights of the Foreign Trade Policy, 2009-2014 are furnished below:

1. Incentive Scheme under Chapter 3 has been expanded by way of addition of new products and markets.
2. 26 new markets have been added under Focus Market Scheme. These include 16 new markets in Latin America and 10 in Asia-Oceania.
3. The incentive available under Focus Market Scheme (FMS) has been raised from 2.5% to 3%.
4. The incentive available under Focus Product Scheme (FPS) has been raised from 1.25% to 2%.
5. A large number of products from various sectors have been included for benefits under FPS. These include, Engineering products (agricultural machinery, parts of trailers, sewing machines, hand tools, garden tools, musical instruments, clocks and watches, railway locomotives etc.)
6. Market Linked Focus Product Scheme (MLFPS) was greatly expanded by inclusion of products classified under as many as 153 ITC HS Codes at 4 digit level. Some major products amongst other include certain iron and steel products and certain articles of aluminium. Benefits to these products will be provided, if exports are made to 13 identified markets (Algeria, Egypt, Kenya, Nigeria, South

Africa, Tanzania, Brazil, Mexico, Ukraine, Vietnam, Cambodia, Australia and New Zealand.

7. MLFPS benefits also extended for export to additional new markets for certain products. These products include auto components, motor cars, bicycle and its parts.
8. A common simplified application form was introduced for taking benefits under FPS, FMS, MLFPS and VKGUY.
9. Higher allocation for Market Development Assistance (MDA) and Market Access Initiative (MAI) Schemes was being provided.
10. Technology Upgradation: To aid technology upgradation of export sector, EPCG Scheme at Zero Duty has been introduced. This scheme will be available for engineering & Electronic products. This scheme would be in operation till 31.03.2011.
11. To increase the life of existing plant and machinery, export obligation on import of spares, moulds etc. under EPCG Scheme was reduced to 50% of the normal specific export obligation.
12. Taking into account the decline in exports, the facility of Re-fixation of Annual Average Export Obligation for a particular financial year in which there was decline in exports from the country, was extended for the 5 year policy period 2009-14.
13. To accelerate exports and encourage technological upgradation, additional Duty Credit Scrips would be given to Status Holders @ 1% of the FOB value of past exports. The Duty Credit Scrip could be used for procurement of capital goods with actual user condition. This facility would be available up to 31.3.2011.
14. To impart stability to the policy regime, Duty Entitlement Passbook (DEPB) Scheme was extended beyond 31.12.2009 till 31.12.2010.
15. Interest subvention of 2% for pre-shipment credit for 7 specified sectors was extended till 31.03.2010 in the Budget 2009-10.
16. Income Tax exemption to 100% EOU's and to STPI units under Section 10B and 10A of Income Tax Act, was extended for the financial year 2010-11 in the Budget 2009-10.
17. The adjustment assistance scheme initiated in December 2008 to provide enhanced ECGC cover at 95% to the adversely affected sectors, was continued till March 2010.
18. To encourage Value Added Manufactured export, a minimum 15% value addition on imported inputs under Advance Authorization Scheme was prescribed.
19. Coverage of Project Exports and a large number of manufactured goods under FPS and MLFPS.
20. To facilitate duty free import of samples by exporters, number of samples / pieces was increased from the existing 15 to 50. customs clearance of such samples shall be used on declarations given by the importers with regard to the limit of value and quality of samples.
21. Greater flexibility was permitted to allow conversion of Shipping Bills from one export Promotion Scheme to other scheme. Customs would now permit this conversion within three months, instead of the present limited period of only one month.
22. To reduce transaction costs, dispatch of imported goods directly from the Port to the site was allowed under Advance Authorization Scheme for deemed supplies. At present, the duty free imported goods could be taken only to the manufacturing unit of the authorization holder or its supporting manufacturer.
23. Disposal of manufacturing wastes/scrap will now be allowed after payment of applicable excise duty, even before fulfillment of export obligation under Advance Authorization and EPCG Scheme.
24. No fee shall now be charged for grant of incentives under the Schemes in Chapter 3 of FTP. Further, for all other Authorizations/licence applications, maximum applicable fee was being reduced to Rs. 1,00,000 from the existing Rs. 1,50,000 for annual applications and Rs. 50,000 from the existing Rs. 75,000 for EDI application.
25. To further EDI initiatives, Export Promotion Councils/Commodity Boards have been advised to issue RCMC through a web based on line system. It is expected that issuance of RCMC would become EDI enabled before the end of 2009.

26. Electronic Message Exchange between Customs and DGFT in respect of incentive schemes under Chapter 3 will become operational by 31.12.2009. This will obviate the need for verification of scrips by Customs facilitating faster clearances.
27. For EDI ports, with effect from December 2009, double verification of Shipping Bills by customs for any of the DGFT scheme shall be dispensed with.
28. In cases, where the earlier authorization was cancelled and a new authorization was issued in lieu of the earlier authorization, application fee paid already for the cancelled authorization will now be adjusted against the application fee for the new authorization subject to payment of minimum fee of Rs.200.

Post Budget Suggestions of EEPC INDIA

In response to the Union Budget Proposals announced by the Finance Minister on 6th July 2009, EEPC India had made the following recommendations to the Government:

In the Budget speech, the Hon'ble Finance Minister stated that two taxable services namely "transport of goods by road" and "Commission paid to foreign agents" have been exempted from levy of service tax, if the exporter is liable to pay service tax on reverse charge basis. The Explanatory Memorandum to the Service Tax also states that the present cap of 10% (Ten) percent on Commission Agency charges has been retained while the exporters will have to pay Service Tax on the amount of commission, which is in excess of 10%.

However, the Notification No.18/2009-Service Tax dated 7th July 2009 has stated that under section 65 (105) (zzb) the exporter shall declare the amount of commission paid or payable to the commission agent in the shipping bill or bill of export and the exemption shall be limited to 1 (one) percent of the FOB value of export goods for which the said service has been used.

We would also suggest that in view of the fact that Reserve Bank of India allows Foreign Agency Commission at 12.5% of FOB value, the exemption may be given the full of 12.5% of FOB value instead of 10%.

The Explanatory Notes to the Finance Bill states that "Exemption from service tax" (leviable under "club or association" service) is being provided, to the Federation of Indian Export Organizations (FIEO) and specified

Export Promotion Councils, on the membership or any other fee collected by them. This exemption is valid up to 31.03.2010 [refer notification No.16/2009-ST dated 07.07.2009]. Now Notification No. 16 specifically exempts the taxable service, referred to in sub-clause (zzze) of clause (105) of section 65 of the Finance Act, provided or to be provided by the certain associations, from the whole of the service tax leviable thereon under section 66 of the said Finance Act.

Thus, Business Auxiliary Services U/s Section 65 clause 19 will continue to attract service tax. Consequently, for promotional activities by organizations like EEPC India, service tax will be levied. Thus, if an exporter directly participates in an exhibition abroad, no service tax is levied, but if he or she goes through EEPC India, service tax will be leviable. This does not seem to be the intention of Explanatory Notes and we would request that Notification 16 is amended to include Business Auxiliary Services.

Further, while thanking for the extension of the Interest Subvention Scheme till March 31, 2010, EEPC India urges that now that agriculture has been given a further subvention of 1%, the Interest Subvention for the seven export sector should also have a floor of 6% from the present 7%. Also the engineering sector should be included in the interest subvention scheme given that engineering exports is now in the negative zone.

While welcoming the abolition of the Fringe Benefit Tax (though there is a view that this will be taxed at the hands of employees), the MAT has been increased from 10% to 15%. This will create considerable problems for MSME EOU's. In view of the present global scenario, it is suggested that MAT be suspended at least till March 2010. Given the small number of such units, the revenue implications of this measure will be negligible.

We thank the Government for inclusion of the Terminal Handling Charges in the Service Tax Refund system. We hope that the procedures laid down for claiming refund through Form EXP1 will bring about a faster refund process. In fact, the Government may even think of using the EDI system for filing of service tax refunds and automatic crediting of refunds as is the case with the Drawback System.

Safeguard Duty on H R Coils/Sheets

The Director General of Safeguard had issued a Notification No.D-22011/10/2009 dated 23rd April 2009 recommended a provisional safeguard duty on 25% for imports of H R Coils/Sheets up to and including CIF value of US\$ 600 per M/T which was considered to be

the minimum required to protect the interest of the domestic industry. The EEPC India had submitted a detailed comment against this recommendation to the Director General of Safeguard, Ministry of Commerce and Industry as also to the Ministry of Steel. It may be mentioned that other user organizations have also protested against this move, but there is still pressure from the steel majors on the Government to impose the safeguard duty.

Proposal to raise import duty on Steel products

There was a news report prior to the Union Budget 2009-2010 that the Government was considering raising the import duty on various flat products viz. HR Coils. EEPC India on request from senior Working Committee members submitted a detailed comment against this measure to the Union Finance Ministry and the Union Commerce Ministry. The Union Budget Proposal for 2009-2010 did not contain any such hike on the import duty.

Urban Co-operative Bank was included in the AD Category for Interest Subvention Scheme

EEPC India had demanded for inclusion of Urban Co-operative Bank in the AD category for Interest Subvention Scheme. The Reserve Bank of India vide its Circular No.3/13.05.000/2008-09 dated 18th June 2009 had agreed to the above suggestions effective 1st June 2009.

Anti-Dumping/CVD cases

The Council received the following Anti-Dumping/CVD cases notices from the Government, which had since been forwarded to the concerned members of the Council:

- Initiation of anti-subsidy and anti-dumping proceeding made by European Commission concerning imports of certain stainless steel bars originating in India.
- International Trade Administration Commission of South Africa had made investigations into alleged dumping of picks under tariff H.S.Code No.8201 30 03 originating in to imported from India.
- The European Union had initiated an Anti-subsidy proceeding against certain Stainless Steel Fasteners and parts originating from India with the following H.S. Codes: 7318 12 10, 7318 14 10, 7318 15 30, 7318 15 51, 7318 15 70, 7318 16 51. The EU had stated that the anti-subsidy proceedings would be based on the above products, which were manufactured through Cold Forged Process. As per the Anti-subsidy investigations, the Government of India was

requested to file a reply to the petition lodged by the domestic European Fasteners Industry with the European Commission.

WTO and Non-Tariff Barriers

- The Council had submitted a representation to the Government for expansion of Indo-Chile PTA.
- The Council had sent a note to the Government in regard to the Bosnia and Herzegovina offer to the WTO as also the Council's suggestions pertaining to the bound rates in respect of engineering tariff lines.
- The Council had sent a note to the Government highlighting the high tariffs for Indian exports to South Asian countries.
- The Council submitted a note to the Government on the proposal for sectoral liberalization in the Enhanced Healthcare Sector proposed by EC, Japan, Norway, Switzerland the United States concerning 46 engineering tariff lines under NAMA sectorial negotiation.

A note had been sent to the Government in regard to the Indo-Azerbaijan draft protocol for cooperation in the filed of engineering industry, machine tool, construction, ferrous and non-ferrous metallurgy.

MARKET DEVELOPMENT ASSISTANCE (MDA)

The Council received MDA grant of Rs. 4.90 crore from Ministry of Commerce & Industry during 2009-10 for disbursing among the individual exporters. Around 331 members were benefited under this scheme by participating in the Council's promotional events like INDEE, BSM, Delegation etc.

MEMBERSHIP DETAILS

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

MEMBERSHIP DETAILS

Region	Membership Position as on 01.04.2009	New / revived Member	Resigned/ Defaulter Member	Membership Position as on 31.03.2010
Western	4942	602	566	4978
Northern	3190	497	305	3382
Southern	2735	283	282	2736
Eastern	889	153	142	900
Total	11756	1535	1295	11996

Annexure - I

List of Thrust Products Identified for RBSM 2010

South Asia

Prime Iron & Steels
Other Non-Ferrous Metal & Products
Ferro Alloys
Aluminium & Products Thereof
Fencing Structures
Ferrous Holloware
Bright Bars
Steel Pipes & Tubes
Steel Wire
Sanitary Castings
Bolts & Nuts (Fasteners)
Ferrous industrial castings
Steel Wire Ropes

Canada

Other Non Ferrous Metal & Products
Steel Forgings
Ferro Alloys
Ferrous industrial castings
Prime Iron & Steels
Bright Bars
Steel Wire
Stainless Steel Utensils
Bicycle & Parts
Steel Pipes & Tubes
Ferrous Holloware
Electric Power Equipments & Parts
Pumps
Electric Manufacturers N.O.S.
Other Industrial Machinery
Fencing Structures
Aluminium & Products Thereof
I.C. Engine & Parts
Bolts & Nuts (Fasteners)
Automobile Parts
Air Compressor
Instruments All Types
Food Processing Machinery & Parts
Machine Tools
Tractors & Agricultural Equipments

USA

Prime Iron & Steels
Ferrous industrial castings
Steel Forgings

Steel Pipes & Tubes
Steel Wire
Electric Power Equipments & Parts
Bright Bars
Stainless Steel Utensils
Ferro Alloys
Tractors & Agricultural Equipments
Other Industrial Machinery
I.C. Engine & Parts
Electric Manufacturers N.O.S.
Bicycle & Parts
Other Non Ferrous Metal & Products
Ferrous Holloware
Air Compressor
Bolts & Nuts (Fasteners)
Automobile Parts
Instruments All Types
Pumps
Aluminium & Products Thereof
Aircraft & Spares
Fencing Structures
Machine Tools
Food Processing Machinery & Parts

ASEAN + 2

Other Non Ferrous Metal & Products
Aluminium & Products Thereof
Prime Iron & Steels
Electric Power Equipments & Parts
I.C. Engine & Parts
Automobile Parts
Bicycle & Parts
Instruments All Types
Steel Pipes & Tubes
Cutting Tools
Aircraft & Spares
Tractors & Agricultural Equipments
Commercial Vehicles
Bright Bars
Other Chemical Plant
Stainless Steel Utensils
Fencing Structures
Food Processing Machinery & Parts
Cranes
Lifts & Winches
Accumulator

Annexure - I (Contd.)

2/3 wheeler
Other Construction Machinery

CIS

Food Processing Machinery & Parts
Bicycle & Parts
Hand Tools
Steel Wire
Electric Power Equipments & Parts
Bright Bars
Ferrous Industrial Castings
Fencing Structures
Commercial Vehicles
Stainless Steel Utensils
Other Chemical Plant
Electric Manufacturers N.O.S.
Other Construction Machinery
Other Industrial Machinery
Heating & Cooling Equipments
Accumulator
Ferro Alloys
Automobile Parts
Textile Jute Mill Machinery
Instruments - All Types
I.C. Engine & Parts
Ferrous Holloware
Aluminium & Products Thereof
Prime Iron & Steels
Steel Pipes & Tubes

Africa

Prime Iron & Steels
Electric Power Equipments & Parts
Automobile Parts
I.C. Engine & Parts
Commercial Vehicles
Bicycle & Parts
Stainless Steel Utensils
Ferrous industrial castings
Ferro Alloys
Ferrous Holloware
Steel Forgings
Steel Wire
Bolts & Nuts (Fasteners)
Bright Bars
Air Compressor
Other Non Ferrous Metal & Products

Aircraft & Spares
Food Processing Machinery & Parts

Europe

Prime Iron & Steels
Automobile Parts
Commercial Vehicles
Electric Power Equipments & Parts
I.C. Engine & Parts
Ferro Alloys
Bicycle & Parts
Bright Bars
Steel Wire
Ferrous Holloware
Stainless Steel Utensils
Ferrous Industrial Castings
Other Non-Ferrous Metal & Products
Steel Forgings
Bolts & Nuts (Fasteners)
Air Compressor
Aircraft & Spares
Food Processing Machinery & Parts

LAC

Prime Iron & Steels
Electric Power Equipments & Parts
Automobile Parts
Steel Pipes & Tubes
Tractors & Agricultural Equipments
Commercial Vehicles
I.C. Engine & Parts
Bicycle & Parts
Stainless Steel Utensils
Ferro Alloys
Steel Wire
Bright Bars
2/3 Wheeler
Other Industrial Machinery
Pumps
Instruments All Types
Other Non-Ferrous Metal & Products
Hand Tools
Food Processing Machinery & Parts
Other Chemical Plant
Other Steel Products N.O.S.
Steel Files
Ferrous Holloware

Annexure - II

Details of Seminars/Meetings/Conferences held during the year 2009-10

Name of the Office	Name of the Event	Topic of the Event	Date	Venue
Bangalore	Refresher Programme	Customs Procedure for Imports & Exports with case studies	May 29, 2009	Bangalore
Bangalore	Interactive Session-cum-Functional Committee Meeting	Potential of Indian engineering products in MERCOSUR countries and highlights of INDEE Brazil	July 18, 2009	Bangalore
Bangalore	Refresher Programme	Export Documentation	July 24, 2009	Bangalore
Bangalore	Presentation Programme	Equipping Exporters to Mitigate their Financial Risks	November 4, 2009	Bangalore
Bangalore	Export Awareness Seminar	About ECGC Products and Services	November 20, 2009	Trivandrum
Bangalore	Refresher Programme	New Foreign Trade Policy & Procedures 2009-2014	December 10, 2009	Bangalore
Bangalore	Seminar on CIS Countries	Activities of EEPC India in CIS Countries	January 22, 2010	Bangalore
Bangalore	Buyer-Seller Meet	Indo-CIS, Indo-US/ Canada & Indo-Gulf	February 27, 2010	Bangalore
Bangalore	Buyer-Seller Meet	Indo-Europe, Indo-CIS & Indo-ASEAN	March 11, 2010	Bangalore
Bangalore	B2B Meeting	Meeting with Foreign Buyer and 10 EEPC India Members based in Bangalore	March 15, 2010	Bangalore
Chennai	Export Awareness Programme	Organized an Exporters' Meet with the Executive Director and salient features of INDEE-Brazil and its advantages for penetration of Brazilian and other neighbouring markets in the Latin American region	June 26, 2009	Coimbatore
Chennai	Interactive Session for INDEE-Brazil	Highlighting the importance of the Exposition and the potential available for Indian engineering products in MERCOSUR countries	July 04, 2009	Chennai

Annexure - II (Contd.)

Name of the Office	Name of the Event	Topic of the Event	Date	Venue
Chennai	Export Awareness Programme	Role of EEPC India, Scope of Export of Engineering products	July 21, 2009	Chennai
Chennai	Interactive Session	Foreign Exchange Cover	July 24, 2009	Chennai
Chennai	Export Awareness Programme	Organised with ECGC for Promoting trade from Indian engineering industries in the global market	August 21, 2009	Madurai
Chennai	Seminar on Foreign Trade Agreement and Business Opportunities	Trade Agreements between India and neighbouring countries	August 28, 2009	Coimbatore
Chennai	Committee on Foreign Trade & Special Task Force through Video Conferencing	Issues relating to Schemes of Focus Markets and Focus products, Levy of Fringe Benefit Tax, documentation in availing of the Focus Market Scheme, EPCG Schemes etc.	September 14, 2009	Chennai, Bangalore, Hyderabad
Chennai	Seminar on African Countries	Trade and Investment opportunities in the African countries	September 18, 2009	Chennai
Chennai	Awareness Meeting	Meeting with members on INDEE Jakarta	September 19, 2009	Chennai
Chennai	Regional Committee Meeting	Reviewed of Export performance and noted 20% Southern Region's contribution of Country's total exports	October 03, 2009	Chennai
Chennai	Seminar on ASEAN Countries	Augment export of engineering goods to ASEAN countries	October 06, 2009	Coimbatore
Chennai	Export Awareness Programme	Role of EEPC India, Scope for export of engineering products	October 20, 2009	Chennai

Annexure - II (Contd.)

Name of the Office	Name of the Event	Topic of the Event	Date	Venue
Chennai	ACU Awareness Seminar	Regarding clearing union to facilitate payments among SAARC countries for eligible transaction in order to economize the use of Foreign Exchange Reserves and transfer cost while promoting trade among the participating countries	November 27, 2009	Chennai
Chennai	Interactive Session	First discussion paper on Goods and Service Tax	December 09, 2009	Chennai
Chennai	Export Awareness Programme	Enlightened about the roll of ECGC in covering various risks involved in export transactions	January 05, 2010	Chennai
Chennai	Press Meet on Hannover Messe 2010	Opportunities provided by the Government to the participants in this Exposition	February 03, 2010	Chennai
Chennai	Buyer-Seller Meet	Indo-US, Indo-Europe, Indo-ASEAN, Indo-South ASEAN	March 10, 2010	Chennai
Hyderabad	Export Awareness Programme	Export procedure and documentation	May 26, 2009	Hyderabad
Hyderabad	Export Awareness Session	Activities of EEPC India, schemes of ECGC and its importance in exports	July 03, 2009	Hyderabad
Hyderabad	Interactive Session for INDEE-Brazil	Highlighting the importance of the Exposition and the potential available for Indian engineering products in MERCOSUR countries	July 10, 2009	Hyderabad
Hyderabad	Seminar on Transaction Cost	To help reduce Transaction cost involved in Banking transaction during export & import	August 21, 2009	Hyderabad
Hyderabad	Export Awareness Seminar	Activities of EEPC India, schemes of ECGC and its importance in exports	September 23, 2009	Hyderabad

Annexure - II (Contd.)

Name of the Office	Name of the Event	Topic of the Event	Date	Venue
Hyderabad	Seminar on Latin American Countries	Focus on Latin American countries for engineering products	November 27, 2009	Hyderabad
Hyderabad	Export Awareness Session	Activities of EEPC India, schemes of ECGC and its importance in exports	December 29, 2009	Hyderabad
Hyderabad	Interactive Session	Export procedures and New Foreign Trade Policy	February 26, 2010	Vijayawada
Jalandhar	Seminar on Cost cutting methods for engineering industry	Jointly organized with CII, Chandigarh on Cost cutting methods for engineering industry	April 22, 2009	Parwanoo
Jalandhar	Seminar on Copenhagen Day	Regarding invitation for starting business in Denmark and a gateway to Europe	August 05, 2009	Ludhiana
Jalandhar	Awareness Programme on Export Documentation and Procedure and benefits available to the exporters	Organized in association with Mohali Industries Association	November 19, 2009	Mohali
Jalandhar	Workshop for SMEs	Organized in association with ICICI Bank regarding hedging and forward trading etc	February 19, 2010	Jalandhar
Jalandhar	Interactive Meeting with Police Commissioner, Jalandhar	Regarding redressal of safety and security issues of the industry	March 11, 2010	Jalandhar
Kolkata	Workshop on Service Tax Refund for engineering exporters	Issues relating to refund of Service Tax	April 16, 2009	Kolkata
Kolkata	Presentation on Occupation Health Safety Assurance System and Social Accountability	Important to introduce a Quality Management System in an organization. The standards were based on UN and ILO Conventions & Declarations, National Laws and ISO Management systems	June 03, 2009	Kolkata

Annexure - II (Contd.)

Name of the Office	Name of the Event	Topic of the Event	Date	Venue
Kolkata	Interactive Session for INDEE-Brazil	Economy of Brazil and also provided statistics regarding India-Brazil Trade relation and opportunity to explore the market in Brazil	July 03, 2009	Kolkata
Kolkata	Live viewing of the Union Budget	The experts given their views and analysis on the effect impact would only be cleared in the long run	July 06, 2009	Kolkata
Kolkata	Interactive Session on VAT Refund	Problems & issues pertaining to VAT Refund	July 10, 2009	Kolkata
Kolkata	Focus Group Discussion	Exchange Rate Movement and its impact on India's export of Textiles and Engineering	July 23, 2009	Kolkata
Kolkata	Awareness programme with new members on INDEE-Brazil	Highlighted the members on the markets and the benefits of Brazil	July 26, 2009	Kolkata
Kolkata	Interactive Session with VDMA	To identify right partners in Germany providing information on market trends, prospects, further development, new projects and tenders	September 7, 2009	Kolkata
Kolkata	Awareness Meeting on INDEE Jakarta 2009	Discussed about Economy of Indonesia and also provided statistics regarding India-Indonesia trade relations and opportunity to explore the Indonesian market	October 10, 2009	Kolkata
Kolkata	Road-Show on INDEE Jakarta 2009	Road show in association with Adityapur Industrial Area Development Authority	October 23, 2009	Jamshedpur
Kolkata	Territorial Committee on Trade with China, Korea and Japan	Chinese economy and the market potential of China along with various issues discussed	October 29, 2009	Kolkata

Annexure - II (Contd.)

Name of the Office	Name of the Event	Topic of the Event	Date	Venue
Kolkata	Interactive Session with Federation of Shipping Agents' Association of India	Discussed various problems faced by the exporters with respect to acute shortage of handling equipt. inside the port, shortage of berth, vessels of export cargo etc.	November 16, 2009	Kolkata
Kolkata	Award Sub-Committee	Issues pertaining to award function	November 19, 2009	Kolkata
Kolkata	Export Awareness Seminar on Focus ASEAN+2 Countries	Issues related FTA between India and ASEAN countries	February 05, 2010	Kolkata
Kolkata	Seminar on Focus Africa	Trade prospects and other issues	February 19, 2010	Kolkata
Kolkata	Road-Show on RBSM	Jointly organized with Adityapur Industrial Area Development Authority about RBSM	February 22, 2010	Jharkhand
Kolkata	Road-Show on RBSM	Technical session on FTP 2009-14 and Banking solution and financing options for exporters	February 26, 2010	Bhubaneswar
Kolkata	Road-Show on RBSM	In association with Bihar Industries' Association about RBSM	March 08, 2010	Patna
Mumbai	Focus Group Discussion on Exchange Rate Fluctuations and its impact on export of engineering goods	Discussion had with General Manager of RBI along with other dignitaries on exchange rate fluctuations and impact on export of engg. goods	June 19, 2009	Mumbai
Mumbai	Seminar on Trade with Focus LAC countries	Discussed on Foreign Trade Policy and export potential on LAC countries	September 11, 2009	Mumbai
Mumbai	Export Awareness Seminar on ASEAN Countries	Discussed on Look East Policy and FTA with ASEAN countries	October 07, 2009	Mumbai
Mumbai	Export Awareness Seminar	For educating the exporters regarding export procedure, different Government schemes and policies relating to exports, market potential	December 05, 2009	Vadodara

Annexure - II (Contd.)

Name of the Office	Name of the Event	Topic of the Event	Date	Venue
Mumbai	Seminar on Radioactive Contamination in Steel industries	Problem faced by steel industries regarding Radioactive contamination	December 19, 2009	Mumbai
Mumbai	Export Awareness Seminar on Foreign Exchange Hedging and Banking Regulations for SMEs	In association with NIMA and ICICI Bank with regard to foreign exchange hedging and banking regulation	January 15, 2010	Nashik
Mumbai	Sub-Committee Meeting on Trade with East Africa	Discussed various issues relating to export to African countries	February 22, 2010	Mumbai
New Delhi	Export Awareness Seminar	Managing Engineering Export during global recession and SEZs benefit	June 19, 2009	New Delhi
New Delhi	Export Awareness Seminar on Focus LAC	Managing Forex Volatility and Focus LAC in association with Faridabad Small Indus. Association	July 01, 2009	Faridabad
New Delhi	Interactive Session VDMA	Discussed various issues pertaining to export to Germany	September 10, 2009	New Delhi
New Delhi	Meeting with Business Delegation from Romania	Organized in association with FISME	October 26, 2009	New Delhi
New Delhi	Workshop on Promotion of ICT in SME	To improve business effectiveness and create new business opportunities	October 27, 2009	New Delhi
New Delhi	Export Awareness Seminar coincided with Interactive Session	Meeting with Member (Customs), CBEC, Ministry of Finance, Govt. of India	December 18, 2009	Ludhiana

Annexure - III

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

Southern Region

- Meeting with Commissioner of Industries, Government of Andhra Pradesh on August 03, 2009.
- Interactive Session of Engineering Exporters with Mr. Francis Anthony, Regional Joint Director General of Foreign Trade, Bangalore on August 13, 2009.
- Video Conference Meeting with Jt. DGFT on September 14, 2009.
- An Interactive Meeting with Union Commerce Secretary and DGFT in association with FIEO was organized on September 17, 2009.
- Meeting with Chief Commissioner of Customs, Bangalore on October 29, 2009 regarding Foreign Trade Policy and other issues.
- Interactive Session on Export Promotion Policy of the Government of Tamil Nadu on November 12, 2009.
- Meeting with Commissioner of Industries, Government of Andhra Pradesh on December 15, 2009 regarding Export Promotion Policy of Andhra Pradesh.
- State Level Banking Committee meeting with Officials of RBI, State Government, Banks ECGC, Industry Associations along with few exporters on January 27, 2010.

Eastern Region

- Meeting with VAT Commissioner regarding VAT refund on April 09, 2009.
- Meeting with ECGC, RBI, SBI and EXIM Bank regarding 'stimulus package for exporters' on April 22, 2009.
- Meeting with Port Trust Authority, Kolkata regarding Electronic Transfer of Fund on May 05, 2009.
- Meeting with Director, Dy. Secretary of Ministry of Commerce & Industry in association with FICCI, CAPEXIL, PLEXCONCIL, IIFT, UNCTAD etc. with regard to Free Trade Agreements with EU and EFTA countries on May 27, 2009.
- Meeting with a High-level Delegation from Ras Al Khaimah Free Trade Zone Authority during June 24-26, 2009.
- Meeting with DGFT on DGFT's First Empowered Standing Committee on Trade Facilitation on July 07, 2009.
- Meeting with Shri H. K. Dwivedi, Commissioner, VAT on July 15, 2009.
- Meeting with MSME Development Institute, Kolkata pertaining to participation on INDEE-Brazil on July 29, 2009.
- Meeting with VAT Commissioner pertaining to VAT refund on September 15, 2009.
- Meeting with Chairman, Kolkata Port Trust with various issues on October 12, 2009.
- Meeting with Commissioner of Customs (Port) regarding Levy of 3.5% Cess on Export of Mica and Mica Products on October 14, 2009.
- Interactive meeting with Commissioner-cum-Secretary of Industries Deptt., Government of Orissa and other Government officials regarding INDEE Jakarta, October 21, 2009.
- Meeting with Ambassador, Embassy of Indonesia on March 26, 2010.

Northern Region

- Meeting with Chairman, Pollution Control Board Punjab on March 19, 2010.
- Meeting with Shri A. G. Mukim, Joint Secretary, Ministry of Commerce & Industry, Government of India on June 19, 2009.

Western Region

- Open House Meeting with DGFT in association with FIEO on January 20, 2010.

Annexure - IV

Training Programme Organized during the year 2009-10

Southern Region

- Programme on "Import Export related Excise Matters" on April 19, 2009.
- Programme on "How to reduce Transaction Costs" on April 20, 2009.
- Programme on "Incoterms" on June 26, 2009.
- Programme on "New Foreign Trade Policy and Procedures" on November 21, 2009.
- Programme on "New Foreign Trade Policy and Procedures" on January 08, 2010.

Eastern Region

- Programme on "Incoterms" on May 29, 2009.
- Programme on "E-Filing of Returns & E-Payment of Taxes under VAT Act" on August 05, 2009.
- Programme on "Export Documentation : 1st Batch" during September 04 - 16, 2009.
- Programme on "Foreign Exchange Risk Management" on September 10, 2009.
- Programme on "Export Documentation : 2nd Batch" during October 12 - 23, 2009.
- Programme on "Export Finance & Role of L/C and Payment Risk Management" on December 04 - 05, 2009.
- Programme on "Shipping & Transport Logistics" during January 18 - 29, 2010.

Northern Region

- Programme on How to use live internet for accessing data on importers of USA on March 05, 2010.

Western Region

- Programme on Sourcing from India - EU perspective on January 18, 2010.

Annexure - V

List of Publications Published for the year 2009-10

Some of them are as follows :

- EEPC AT WORK (English) and also in various languages
- India Pavilion at Hannover Fair, 2009
- India Pavilion at Project Near East, 2009, Amman, Jordan
- India Pavilion at Intermach 2009, Bangkok, Thailand
- India Pavilion at Saudi Elenex 2009, Riyadh, Saudi Arabia
- India Pavilion at SUBCON 2009, Birmingham, UK
- India Pavilion at KYIV 2009, Ukraine
- India Pavilion at Poznan International Fair, 2009, Poznan, Poland
- India Pavilion at Automechanika, Mexico, 2009, Mexico
- India Pavilion at Tashkent, Tashkent, Uzbekistan
- 54th Annual Report 2008-09
- India Pavilion at SISTEP, 2009, Morocco
- India Pavilion at EMO Milano, 2009 Italy
- India Pavilion at MIDEST, 2009, Paris, France
- India Pavilion at The BIG 5, 2009, Dubai, UAE
- India Pavilion at Intl. Hardware Fair, 2010, Cologne, Germany
- Product catalogue on Instruments
- Working Committee Telephone Directory, 2010
- Various publications related to INDEE Brazil'09 and INDEE-Indonesia'09
- Multi Product Trade Delegation to Coted'Ivoire, Nigeria, Kenya & Democratic Republic of the Conge (African Countries)
- Trade Delegation to Brazil, Peru, Argentina, Uruguay & Paraguay
- Trade Delegation to Indonesia, Malaysia, Singapore & Thailand

Annexure VI

Details of Panel Meetings held during the year 2009-10

Sl. No.	Name of the Panel	Date of Meeting	Place of the Meeting
1.	Sanitary Castings (P-20)	07.04.2009 26.05.2009 16.06.2009 14.09.2009 15.10.2009 26.03.2010	Kolkata Kolkata Kolkata Kolkata Kolkata Kolkata
2.	Ferrous Industrial Castings (P-21)	03.06.2009 11.08.2009	Kolkata Kolkata
3.	Machine Tools (P-14)	24.06.2009	Chennai
4.	Mica and Other Mineral Based Products (P-32)	10.07.2009 19.01.2010	Kolkata Kolkata
5.	Hand Tools (P-15)	17.07.2009 18.02.2010	Jalandhar Jalandhar
6.	Automobile Components Spare Parts Accessories including Storage Battery for Automobile Application and Auto Servicing Garage Equipments (P-7)	28.08.2009	Mumbai
7.	Pumps - all types (P-28)	06.10.2009	Coimbatore
8.	Railway Rolling Stock and Components Signaling Equipments and other Transport Equipments including Air-Crafts Ship Building and Repairing etc. (P-36)	28.10.2009	Kolkata
9.	Fabricated Steel Structures including Transmission Line Towers (P-16)	29.10.2009 19.03.2010	Kolkata Kolkata
10.	Instruments all types (P-35)	29.10.2009	New Delhi
11.	Ferro Alloys (P-37)	23.11.2009	Kolkata
12.	Project Exports (P-29)	27.11.2009	Kolkata
13.	Aluminium and Manufacturers thereof (P-23)	22.01.2010	Mumbai
14.	Construction and Earthmoving Machinery including Cranes, Hoists, Mining Equipments and Tractors for Construction and Earthmoving purpose. (P-30)	28.01.2010	New Delhi
15.	Industrial Machinery Others including Heating, Cooling and other Air-conditioning Equipments (P-5)	05.02.2010	Ahmedabad
16.	Electric Power Machinery, Switchgear and Control gear including Cable, Conductors, Cable/Conductor Accessories and Industrial Storage Batteries (P-10)	23.02.2010	Mumbai
17.	Free Trade Zone and 100% Export Oriented Units (P-31)	25.02.2010	New Delhi

WORKING COMMITTEE OF EEPC INDIA

Name & Address of Members	Name of the Panel
1. Shri Surinder Singh Bhurjee Partner M/s. Micro Mechanical Works 601 Delta Hirandani Gardens Powai, Mumbai 400 076	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. Wilson Engg. Works 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 Siddhartha Shah 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 CEO Dynamic Engineering Co. (P) Ltd. 268-269, G.I.D.C., Wadhwan City 363030 Dt. Surendranagar (Gujarat)	Industrial Machinery Others including Heating, Cooling and other Air-conditioning Equipments.
5. Shri R. T. Wasan Tata Motors Ltd. Block 'A', Shivsagar Estate Dr. A. B. Road, Worli, Mumbai 400 018	Motor Vehicles excluding Two Wheelers and Three Wheelers (This will include Heavy Duty Trucks, Jeeps, Chassis, Bus Bodies, Ambulances, Cars etc.).
6. Shri Tarvinder Singh Bhasin Partner M/s. Bharat Parabolic Springs P. Ltd. 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 Chairman M/s. Sadem Industries C-4, Focal Point, Dhandari Ludhiana 141 010	Bicycles, Bicycle Components and Accessories. (This will also include Tricycles and parts thereof).
8. Shri 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.

Name & Address of Members	Name of the Panel
<p>9. Shri Nayan N. Shah Partner M/s. Kusum Engg. Works Paras Compound S. V. Road, Goregaon (West) Mumbai 400 104</p>	<p>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).</p>
<p>10.. Shri Aman Chadha Partner M/s. Harvinder & Co. Nikko House, 399 Vithalbhai Patel Road Mumbai 400 004</p>	<p>Two Wheelers and Three Wheelers Complete (This will cover all sorts of Scooters, Motor Cycles, Mopeds and Three Wheelers).</p>
<p>11. Shri Sunil Krishna Khaitan Vice Chairman & Mg. Director M/s. Khaitan Electricals Ltd. Everest (20th Floor) 46C, J. L. Nehru Road Kolkata 700 071</p>	<p>Electric and Home Appliances, Fans, Sewing Machines, Dry Batteries, Torch Lights and other Electrical Manufactures-N.O.S.</p>
<p>12.. Shri Ashok Kumar Mahendru Director (Sales & Marketing) M/s. Uttam Galva Steels Ltd. Uttam House 69, P.D.' Mello Road Carnac Bunder, Masjid Bunder Mumbai 400 009</p>	<p>Iron and Steel.</p>
<p>13. Shri K. R. Pandian Partner M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalapatti, Coimbatore 641 035</p>	<p>Machine Tools.</p>
<p>14. Shri Sharad Aggarwal Partner M/s. Forgings & Chemicals Industries G. T. Road, Bye Pass Near Hotel Ranvir Classic Jalandhar 144 004, Punjab</p>	<p>Hand Tools.</p>
<p>15. Shri Arun Kumar Garodia M/s. Corona Steel Industry (P) Ltd. (Formerly: Sutti Steel Pvt. Ltd.) P-34, India Exchange Place Shah House (3rd Floor) Kolkata 700 001</p>	<p>Fabricated Steel Structures including Transmission Line Towers.</p>

Name & Address of Members	Name of the Panel
16. Shri M. S. Arora Zenith Birla (India) Limited Dalmal House, 1st Floor 206, J.B. Marg, Nariman Point Mumbai 400 021	Steel Pipes, Tubes and Fittings thereof.
17. Shri Jaspal Singh Bhasin Partner M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033	Steel Wire Products - all types including Steel Wire, Wire Ropes and Strands.
18.. Shri L. P. Gupta 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 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 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 Manufactures thereof.

Name & Address of Members	Name of the Panel
<p>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</p>	<p>Non-Ferrous Metals & Manufactures thereof (Other than Aluminium) including EPNS Wares etc.</p>
<p>24. Shri Kuldip Singh Chadha Proprietor M/s. Indo Nikko Industries Nikko House 399, V.P. Road Mumbai 400 004</p>	<p>Design, Technical and Consultancy Services.</p>
<p>25. Shri Chandubhai C. Udeshi Chairman M/s. Metro Exporters Ltd. 132, Kakad Chamber Dr. Annie Basant Road, Worli Mumbai 400 018</p>	<p>Super Star/Star/ Trading and Export House.</p>
<p>26. Mrs. Kamna Raj Aggarwalla M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004, Punjab</p>	<p>Fasteners - all types.</p>
<p>27. Shri Mahesh K. Desai M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1054/ A&B Industrial Area, Azamabad Hyderabad 500 020 (A.P.)</p>	<p>Pumps - all types.</p>
<p>28. Shri P. K. Shah Director C/o. M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017</p>	<p>Projects Export (This will also include Civil Construction Works connected with Industrial Projects).</p>
<p>29. Shri Rakesh Shah Partner M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017</p>	<p>Construction and Earthmoving Machinery including Cranes, Hoists, Mining Equipments and Tractors for Construction and Earthmoving purpose.</p>

Name & Address of Members	Name of the Panel
30. Shri Rajesh Kumar Sonthalia Vice Chairman-cum-Managing Director 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 Girish Kumar Madhogaria Managing Director M/s. NIF Ispat Limited P-260, Beneras Road Howrah 711 108 (W.B.)	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 Krishanlal Dhingra Managing Director M/s. Snowdrop Trading Pvt. Ltd. 15/71, Ashray MHB Complex Bandra Reclamation Bandra (West) Mumbai 400 050	Small & Cutting Tools including Engineers' Files.
34. Shri C. S. Shukla 31 C, Pocket B, Siddhartha Extension New Delhi 110 014	Instruments- all types.
35. Shri Pradeep Khaitan Director M/s. Rahee Track Technologies Pvt. Ltd. 45, Shakespeare Sarani Century Towers (5th Floor) Kolkata 700 017	Railway Rolling Stock and Components, Signalling Equipments and Other Transport Equipments including Air-Crafts, Ship Building and Repairing etc.
36. Shri Anupam Shah Director M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani Kolkata 700 017	Ferro Alloys.

Name & Address of Members

37. Shri Sulekh Jain
General Manager - Exports
M/s. Magppie International Ltd.
PD-4A, Pitampura
Delhi 110 088
38. Shri B. D. Agarwal
M/s. Calcutta Export Co.
18, R.N. Mukherjee Road
Kolkata 700 001

Name of the Panel

- Stainless Steel House-ware Products (This will cover Utensils, Cutlery, Kitchen Equipments etc.)
- Builders' Hardware including Hinges, Door Fittings, Locks, Pad Locks etc. of Base Metal.

ASSOCIATE MEMBERS

EASTERN REGION

1. Shri Om Prakash Agarwal
Director
M/s. Chirag Castings Pvt. Ltd.
Central Plaza, Suite # 808
2/6, Sarat Bose Road, 8th Floor
Kolkata 700 020
2. Shri B. N. Agarwal
Managing Partner
M/s. R. B. Agarwalla & Company
2/6 Sarat Bose Road
Central Plaza, Suite No. 606, 6th Floor
Kolkata 700 020

NORTHERN REGION

3. Shri Balram Kapoor
M/s. J.M.P. Auto Ltd.
C-98, Focal Point Extn.
Bye Pass, G.T. Road
Jalandhar 144 004
4. Shri Subhash Bajaj
M/s. Saroopsons Industrial Limited
C-62, Focal Point
Ludhiana 141 010

WESTERN REGION

5. Shri Sarabhjit Singh Bhasin
M/s. Jagpal Industries
37, Barrister Nath Pai Marg, Cottongreen
Mumbai 400 033.
6. Shri Tejinder Singh Anand
M/s. Magnum Overseas (India)
141, Siddeshi, 3rd Floor
Mahakali Caves Road
Sher-E-Punjab Society, Andheri (East)
Mumbai 400 093

SOUTHERN REGION

7. Shri K. S. Balamurugan
M/s. K. U. Sodalamuthu & Co. Pvt. Ltd.
Corporate Office, Door No. 7
Shiv Chambers, 2nd Floor, Alagesan Road
Sajbaba Mission Post, Coimbatore - 641011
8. Shri T. N. Nitiyananda Rahavan
M/s. Ensquare Engineerings India Pvt. Ltd.
77 & 78, Tiny Sector
1, Main Road
Ambattur Industrial Estate
Chennai 600 058
Tamil Nadu

REGIONAL CHAIRMEN NOT OTHERWISE REPRESENTED ON THE WORKING COMMITTEE

- | | |
|--|------------------------------------|
| 1. Shri Nayan N. Shah
Partner
M/s. Kusum Engg. Works
Paras Compound
S. V. Road, Goregaon (West)
Mumbai 400 104 | Regional Chairman (WR), EEPC INDIA |
| 2. Shri Ramesh Kumar Mutha
Director
M/s. Mohan Mutha Exports Pvt. Ltd.
No. 109, Vellala Street, Purusawalkam
Chennai 600 084 | Regional Chairman (SR), EEPC INDIA |
| 3. Shri B. N. Agarwal
Managing Partner
M/s. R. B. Agarwalla & Company
2/6 Sarat Bose Road
Central Plaza, Suite No. 606, 6th Floor
Kolkata 700 020 | Regional Chairman (ER), EEPC INDIA |
| 4. Shri S.C. Ralhan
Chief Executive
M/s. Sri Tools Industries
E-184, Focal Point
Ludhiana 141 010 | Regional Chairman (NR), EEPC INDIA |

NOMINEE OF GOVERNMENT OF INDIA

- | | |
|---|--|
| 1. Shri Sumanta Chaudhuri
Joint Secretary (E.P. Engg.)
Department of Commerce
Ministry of Commerce & Industry
Government of India
Udyog Bhavan
New Delhi 110 011 | Shri Virendra Gupta
Additional Secretary (ITP & ES)
Ministry of External Affairs
Government of India
Akbar Bhawan
New Delhi 110 001 |
| <i>Alternate</i>
Shri Ashok Kumar Arora
Deputy Secretary
Ministry of Commerce & Industry
Department of Commerce
Government of India
Udyog Bhavan, Room No. 220
New Delhi 110 011 | Shri Najib Shah
Joint Secretary (Drawback)
Department of Revenue
Ministry of Finance
Government of India
North Block
New Delhi 110 001 |

TOP EXPORTERS NOMINATED BY THE GOVERNMENT OF INDIA

- | | |
|---|---|
| <p>1. Shri S. Surya Narayanan
General Manager Fertiliser,
Petrochemical & Heat Transfer Equipment
Business Unit
Heavy Engineering Division
M/s. Larsen & Toubro Ltd.
Powai Campus, Gate No. 1
Saki Vihar Road, Mumbai 400 072</p> | <p>3. Shri P. K. Uppal
Executive Director
M/s. Bharat Heavy Electricals Ltd.
International Operations Division
Integrated Office Complex
Lodhi Road
New Delhi 110 003</p> |
| <p>2. Shri Rajeev Sinha
Head-International Sales
M/s. Essar Steel Ltd.
Essar House
11, Keshavrao Khadye Marg
Mahalaxmi, Mumbai 400 034</p> | |

MEMBER FROM THE SECRETARIAT

1. Shri R. Maitra
Executive Director
EEPC India
Vandhna (4th Floor)
11, Tolstoy Marg, New Delhi 110 001

SPECIAL INVITEES PAST CHAIRMEN

- | | |
|--|---|
| <p>1. Shri Russi Mody
Past Chairman, EEPC India
5/1B, Belvedere Road, Alipore
Kolkata 700 027</p> | <p>5. Shri T. A. S. Balagopal
Past Chairman, EEPC India
A 404, Manasarovar
19, Third Seaward Road
Valmiki Nagar
Chennai 600 041</p> |
| <p>2. 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</p> | <p>6. 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</p> |
| <p>3. Shri Suresh M. Mehta
Past Chairman, EEPC India
Dutta Prasad, 1st Floor, Gamadia Cross Road
Off-Navroje Gamadia Road, Mumbai 400 026</p> | <p>7. 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</p> |
| <p>4. 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</p> | |

OTHERS

1. **Shri B. K. Sengupta**
Dy. General Manager and
Regional Manager (Eastern Region)
Export Credit Guarantee Corporation of India Ltd.
A.C. Market Complex (9th Floor)
1, Shakespeare Sarani
Kolkata 700 071
2. **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
3. **Shri P. R. Venkatachalam**
Chairman
Committee on Trade with SAARC, EEPC India
C/o: M/s. Metro Exporters Pvt. Ltd.
Kakad Chambers
132, Dr. Annie Beswant Road
Worli
Mumbai 400 018
4. **Shri Pankaj Chadha**
Chairman
Committee on Raw Material, EEPC India
C/o: M/s. Jyoti Steel Industries
Kakad Bhavan, 4th Floor
Opp. Gaiety Galaxy Cinema
30th Road, Bandra (West)
Mumbai 400 050
5. **Shri B. Chandrasekharan**
Chairman
Committee on Trade with West &
Central Africa, EEPC India
C/o: M/s. Karnataka Pressure Vessels Ltd.
No.264, 1st Main Road, Chamarajit
Bangalore -560 018
6. **Shri Chandrakant D. Shah**
Chairman
Committee on Trade with West Asia, EEPC India
C/o: M/s. Morgain Inc.
14/1B, Nahar & Seth Industrial Estate
LBS Marg, Bhandup (W)
Pannlal Silk Mill Compound
Mumbai 400 078

REGIONAL CHAIRMEN & DY. REGIONAL CHAIRMEN

SOUTHERN REGION

Shri R. K. Mutha

Regional Chairman

Shri R. Subhash Chandra Goel

Dy. Regional Chairman

Shri A. Mathew

Dy. Regional Chairman

EASTERN REGION

Shri B. N. Agarwal

Regional Chairman

Shri Arun Kumar Garodia

Dy. Regional Chairman

Shri G. D. Agarwal

Dy. Regional Chairman

NORTHERN REGION

Shri S. C. Ralhan

Regional Chairman

Shri Ashwani Kumar

Dy. Regional Chairman

Shri Surinder Singh Bhogal

Dy. Regional Chairman

WESTERN REGION

Shri Nayan N. Shah

Regional Chairman

Shri Khalid Khan

Dy. Regional Chairman

Shri V. M. Kotadia

Dy. Regional Chairman

COMMITTEE OF ADMINISTRATION

1. **Shri Aman Chadha**
Chairman, EEPC India
C/o. M/s. Harvinder & Co.
Nikko House, 399, Vithalbhair Patel Road
Mumbai 400 004
Tel. : 022-4032 5600 (O)
 2. **Shri Mahesh K. Desai**
Vice Chairman, EEPC India
C/o. M/s. Meera & Ceiko Pumps Pvt. Ltd.
1-7-1054/ A&B, Industrial Area
Azamabad, Hyderabad 500 020 (A.P.)
Tel. : 040-27617098/27615131
 3. **Shri Anupam Shah**
Vice Chairman, EEPC India
C/o. M/s. Nipha India (P) Ltd.
48, Ganga Jamuna
28/1, Shakespeare Sarani, Kolkata 700 017
Tel. : 033-22872511, 22874447
 4. **Shri B. N. Agarwal**
Regional Chairman (ER), EEPC India
C/o. M/s. R. B. Agarwalla & Company
2/6 Sarat Bose Road, Central Plaza,
Suite No. 606, 6th Floor, Kolkata 700 020
Tel. : (O) 033-2485-8755/56/8576
 5. **Shri Ramesh Kumar Mutha**
Regional Chairman (SR), EEPC India
C/o. M/s. Mohan Mutha Exports Pvt. Ltd.
No. 109, Vellala Street, Purusawalkam
Chennai 600 084
Tel. : 044-2532 5057/25323885
 6. **Shri S. C. Ralhan**
Regional Chairman (NR), EEPC India
C/o. M/s. Sri Tools Industries
E-184, Focal Point, Ludhiana 141 010
Tel. : 0161- 2670219/2673805/5014122
 7. **Shri Nayan N. Shah**
Regional Chairman (WR), EEPC India
C/o. M/s. Kusum Engg. Works
Paras Compound, S. V. Road
Goregaon (West), Mumbai 400 104
Tel. : 022-26764990/91/92/93
 8. **Shri Jaspal Singh Bhasin**
M/s. ASB International
37, Barrister Nath Pai Marg
Cottongreen, Mumbai 400 033
Tel. : 022-23738856/23724381
 9. **Shri P. K. Shah**
Director
C/o. M/s. Nipha Exports (P) Ltd.
48, Ganga Jamuna Apartments
28/1, Shakespeare Sarani, Kolkata 700 017
Tel. : 033-22872511/6640/4447
 10. **Shri S. S. Kejriwal**
Director
M/s. Kiswok Industries Pvt. Ltd.
Draupadi Mansion, 11, Brabourne Road
Kolkata 700 001
Tel. : 033-22427920/7921/9039
 11. **Shri Chandubhai C. Udeshi**
Chairman
M/s. Metro Exporters Ltd.
132, Kakad Chamber, Dr. Annie Basant Road
Worli, Mumbai 400 018
Tel. : 022-24916500
 12. **Shri Sharad Aggarwal**
M/s. Forgings & Chemicals Industries
G. T. Road, Bye Pass
Near Hotel Ranvir Classic
Jalandhar-144 004, Punjab
Tel. : 0181-2611301/02/03
 13. **Shri Sumanta Chaudhuri**
Joint Secretary (E.P. Engg.)
Ministry of Commerce & Industry
Department of Commerce
Government of India, Udyog Bhavan
New Delhi 110 011
Tel. : (O) 91-011-23061274
 14. **Shri Rakesh Shah**
Partner
M/s. Nipha Enterprises
48, Ganga Jamuna Apartments
28/1, Shakespeare Sarani, Kolkata 700 017
Tel. : 033-2287-2511, 2287-6640
- ALTERNATE OF GOVT. NOMINEE**
- Shri Ashok Kumar Arora**
Deputy Secretary
Ministry of Commerce & Industry
Department of Commerce, Government of India
Udyog Bhavan, Room No. 220
New Delhi 110 011
Mob. : 98990 36958
Tel. : 2306 2197 / Fax : 2306 3418
E-mail: ashok.arora@nic.in

AUDITOR'S REPORT

To the Members

We have audited the attached Balance Sheet of **EEPC INDIA** (formerly **ENGINEERING EXPORT PROMOTION COUNCIL (Company Limited by Guarantee)**) as at 31st March, 2010 and the annexed Income & Expenditure Account 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.

Subject to Paras 1 to 7 of the Statement of Accounting Policy and Paras 9, 10, 11, 12, 13, 14, 15 and 16 of Notes on Accounts as contained in Schedule 'T' attached herewith and read with all other notes given in that Schedule, we further state and report that:-

- We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of audit.
- 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.
- The Balance Sheet and Income & Expenditure Account dealt with by this report are in agreement with the books of accounts.
- Subject to and read with the Statement of Accounting Policy as shown in Schedule 'T', the Accounting Standards referred to in Section 211 (3C) of the Companies Act, 1956 have been generally complied with by the Council.
- As reported to us, we report that none of the members of the Working Committee were 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.
- In our opinion and to the best of our information and according to the explanations given to us, the said accounts, subject to Statement of Accounting Policy and Notes referred to above and read with all other Notes in Schedule 'T', 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, 2010 and the said Income and Expenditure Account gives a true and fair view of the excess of Income over Expenditure for the year ended on that date.

135A, Chittaranjan Avenue
Kolkata - 700 007

Dated : 30th October, 2010

For **RANJIT JAIN & CO.**
Chartered Accountants
FRN 322505 E
RAJIV JAIN
Partner
Membership No. 061650

BALANCE SHEET as at 31st March, 2010

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)
(Company Limited by Guarantee)

	Schedules	Current Year		Previous Year	
		Rs.	Rs.	Rs.	Rs.
SOURCES OF FUNDS					
MEMBERS FUND					
General Reserve Fund			87,203,462		82,203,462
STAFF WELFARE FUND			9,874,533		9,604,015
(House Building/Vehicle/Computer Advance)					
BUILDING FUND			85,000,000		85,000,000
INCOME & EXPENDITURE ACCOUNT			2,305,885		3,786,776
			<u>184,383,880</u>		<u>180,594,253</u>
APPLICATION OF FUNDS					
FIXED ASSETS	A		72,341,737		77,494,735
NET CURRENT ASSETS					
Current Assets	B	230,391,616		201,413,844	
Less: Current Liabilities and Provisions	C	<u>118,349,473</u>	112,042,143	<u>98,314,326</u>	103,099,518
			<u>184,383,880</u>		<u>180,594,253</u>

Schedules 'A' to 'C' referred to above and Schedule 'T' of Statement of Accounting Policy and Notes form an integral part of this Balance Sheet.

In terms of our attached report of even date.

AMAN CHADHA
Chairman
MAHESH K. DESAI
Vice Chairman
ANUPAM SHAH
Vice Chairman
R. MAITRA
Executive Director
B. SARKAR
AED & Secretary

135A, Chittaranjan Avenue
Kolkata 700 007

Date : 30th October, 2010

For **RANJIT JAIN & CO.**
Chartered Accountants
FRN 322505 E
(RAJIV JAIN)
Partner
Membership No. 061650

INCOME AND EXPENDITURE ACCOUNT for the year ended 31st March, 2010

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

	Schedule	Current Year Rs.	Previous Year Rs.
INCOME			
From Members	D	222,819,530	181,002,329
Grant-in - Aid from Govt. of India	E	51,077,384	43,797,123
Miscellaneous Income	F	9,054,336	6,406,149
Income from Interest		11,331,930	12,561,655
		<u>294,283,180</u>	<u>243,767,256</u>
EXPENDITURE			
Expenses on Indian Offices & other Export Promotion Activities within India	G	147,481,599	135,344,711
Expenses on Foreign Offices & other Export Promotion Activities outside India	H	114,864,534	86,264,718
Loss on Sale/adjustment of Assets (Net)		2,545,705	991,292
Depreciation	A	8,382,360	9,198,022
Balance carried down		21,008,982	11,968,513
		<u>294,283,180</u>	<u>243,767,256</u>
Balance brought down		21,008,982	11,968,513
Less : Provision for Gratuity & Leave Encashment		17,489,873	7,936,433
Excess of Income over Expenditure for the year		3,519,109	4,032,080
Balance brought forward from last Year		3,786,776	4,754,696
		<u>7,305,885</u>	<u>8,786,776</u>
Less : Transferred to General Reserve Fund		5,000,000	5,000,000
Balance carried to Balance Sheet		<u>2,305,885</u>	<u>3,786,776</u>

Schedules 'D' to 'H' referred to above and Schedule T of Statement of Accounting Policy and Notes form an integral part of this Income & Expenditure Account.

In terms of our attached report of even date.

135A, Chittaranjan Avenue
Kolkata 700 007

Date : 30th October, 2010

For **RANJIT JAIN & CO.**
Chartered Accountants
FRN 322505 E
(RAJIV JAIN)

Partner
Membership No. 061650

AMAN CHADHA
Chairman
MAHESH K. DESAI
Vice Chairman
ANUPAM SHAH
Vice Chairman
R. MAITRA
Executive Director
B. SARKAR
AED & Secretary

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)
(Company Limited by Guarantee)

**SCHEDULE ANNEXED TO AND FORMING PART OF THE BALANCE SHEET
as at 31st March, 2010**

SCHEDULE "A"

FIXED ASSETS

Description of Assets	D E P R E C I A T I O N										Net Value as on 31.03.2010	Net Value as on 31.03.2009
	Gross value as on 31.03.2009	Additions during the year	Sales/ Adjustment during the year	Gross value as on 31.03.2010	Up to 31.03.2009	For the year	Adjustment	Total up to 31.03.2010				
	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	
Furniture & Fittings	21607029	2693350	1039683	23260396	10657000	2184633	763205	12078428	11181968	9468270		
Office Equipments	25310498	603247	596008	25317737	20614764	686394	556596	20744562	4573175	4695734		
Electrical Fittings	3591282	1425448	126900	4889830	1496345	392862	112441	1776766	3113064	2094937		
Motor Cars	5622905	766584	600000	5789489	3214676	726984	562701	3378959	2410530	2408229		
Computer including Software	7686670	580638	103490	8163818	5794197	830382	97398	6527181	1636637	1892473		
Land & Building	66715569	-	-	66715569	17193291	2476114	-	19669405	47046164	49522278		
PERMANENT PROJECTION CENTRE	2631180	-	-	2631180	1200009	199076	-	1399085	1232095	1431171		
IMPLEMENTATION OF ERP	5322237	-	-	5322237	3408731	765402	-	4174133	1148104	1913506		
INDIA ENGINEERING CENTRE												
Furniture & Fittings	4757237	-	4757237	-	2170860	120513	2291373	-	-	4068137		
TOTAL	143244607	6068967	7223318	142090256	65749873	8382360	4383714	69748519	72341737	77494735		
Previous year	138528288	8607553	3891234	143244607	58950646	9198022	2398796	65749873	77494735			

EETPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)
 (Company Limited by Guarantee)

SCHEDULE ANNEXED TO AND FORMING PART OF THE BALANCE SHEET
as at 31st March, 2010

SCHEDULE "B"

CURRENT ASSETS, LOANS & ADVANCES

	Current Year		Previous Year	
	Rs.	Rs.	Rs.	Rs.
A. CURRENT ASSETS				
CASH & BANK BALANCES :				
Cash in hand (as certified by the Management including Foreign Offices Rs. 25,940; Regional Offices Rs. 3,99,614 and Postage Stamps Rs. 165)		433,655		370,383
Units in Franking Machine		53,366		30,914
Remittance in Transit/Cheques in hand		2,136,020		1,830,470
Bank Balances : (With Scheduled Banks)				
In Current Account —				
In India				
Indian Rupees	6,533,500		12,860,066	
Foreign Currency	14,346,187		1,752,930	
At Foreign Offices	292,229		1,104,920	
In Savings Account —				
In India (including Auto Sweep facilities)	26,160,766		28,089,254	
In Fixed Deposit [including earmarked deposits for Gratuity & Leave Encashment Fund Rs. 3,82,54,977 (Previous Year Rs. 2,86,82,364)] in India	130,262,324		128,229,350	
		177,595,006		172,036,520
Interest accrued but not due		21,754,164		11,365,656
Carried Over		201,972,211		185,633,943

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)
(Company Limited by Guarantee)

SCHEDULE "B" (Contd.)

	Current Year		Previous Year	
	Rs.	Rs.	Rs.	Rs.
Brought Forward		201,972,211		185,633,943
B. LOANS & ADVANCES				
1. LOANS				
(out of Staff Welfare Fund)				
i) To Employees towards House Building	10,802,247		10,958,447	
Less : Realisation	<u>9,425,258</u>		<u>8,946,924</u>	
		1,376,989		2,011,523
ii) To Employees towards Purchase of Vehicles	390,000		270,000	
Less : Realisation	<u>261,225</u>		<u>216,200</u>	
		128,775		53,800
iii) To Employees towards Purchase of Computers	438,985		393,860	
Less : Realisation	<u>328,688</u>		<u>303,871</u>	
		110,297		89,989
2. ADVANCES				
(Recoverable in cash or in kind or for value to the received)				
Security Deposits (including Foreign Offices)	2,625,180		2,597,060	
Contribution Receivables for Events	2,518,745		3,372,734	
Other Advances	5,321,054		7,654,795	
Govt. Grant receivable	<u>16,338,365</u>		<u>—</u>	
		26,803,344		13,624,589
		<u>230,391,616</u>		<u>201,413,844</u>

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)
(Company Limited by Guarantee)

SCHEDULE ANNEXED TO AND FORMING PART OF THE BALANCE SHEET
as at 31st March, 2010

SCHEDULE "C"

CURRENT LIABILITIES & PROVISIONS

	Current Year Rs.	Previous Year Rs.
A. CURRENT LIABILITIES		
Sundry Creditors	32,624,332	34,720,802
Outstanding Liabilities	4,014,522	5,619,540
Liabilities for VRS monthly payment cases	5,174,986	6,407,017
Govt. Grant received in advance	7,241,000	—
Advance from members	26,823,910	25,762,829
	<u>75,878,750</u>	<u>72,510,188</u>
B. PROVISIONS		
Staff Gratuity & Leave Encashment (Fully invested, refer to Note No. 13 of Schedule T)		
As per Last Accounts	25,804,138	26,655,607
Add: During the year (including interest accrued but not due)	22,055,551	10,687,865
	47,859,689	37,343,472
Less: Paid during the year	5,388,966	11,539,334
	<u>42,470,723</u>	<u>25,804,138</u>
[A] + [B]	<u>118,349,473</u>	<u>98,314,326</u>

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)
(Company Limited by Guarantee)

**SCHEDULES ANNEXED TO AND FORMING PART OF THE
INCOME AND EXPENDITURE ACCOUNT
for the year ended 31st March, 2010**

Current Year	Previous Year
Rs.	Rs.

SCHEDULE "D"

INCOME FROM MEMBERS

Membership Subscription	138,295,637	116,311,672
Subscription for Panel	451,100	491,470
Contribution from Participating Members	84,072,793	64,199,187
	<u>222,819,530</u>	<u>181,002,329</u>

SCHEDULE "E"

GRANT--IN--AID FROM GOVT. OF INDIA

For the year	51,077,384	43,797,123
	<u>51,077,384</u>	<u>43,797,123</u>

SCHEDULE "F"

MISCELLANEOUS INCOME

Advertisement	3,540,181	3,482,148
Miscellaneous Receipts	2,577,149	1,190,450
Provisions no longer required written back	1,153,257	—
Participation/Sponsorship from other Agencies	1,783,749	1,733,551
	<u>9,054,336</u>	<u>6,406,149</u>

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE ANNEXED TO AND FORMING PART OF THE INCOME AND EXPENDITURE ACCOUNT for the year ended 31st March, 2010

	Current Year		Previous Year	
	Rs.	Rs.	Rs.	Rs.
SCHEDULE "G"				
EXPENSES ON INDIAN OFFICES & OTHER EXPORT PROMOTION ACTIVITIES WITHIN INDIA				
Salaries, Allowances & Exgratia including Staff Welfare, Contribution to Provident Fund, Contribution to Superannuation Fund & accumulated Leave Encashment	81,284,041		70,453,249	
Rent	6,409,007		6,320,966	
Property Tax	526,428		526,412	
Printing & Stationery, Postage & Telegram, Telephone & Fax	3,251,268		3,380,565	
Building Maintenance incl. Electricity	4,613,422		4,992,469	
Travelling & Conveyance Charges incl. reimbursement of Conveyance Charges	1,351,461		1,545,585	
Motor Car Up-keep	1,011,223		943,588	
Audit Fees	75,000		82,725	
Stipend to Management Trainees	-		1,014,238	
Internal Auditors' remuneration	413,130		320,366	
Professional Fees	874,800		696,000	
Election Expenses	187,013		223,982	
Meeting Expenses	137,123		334,064	
Legal Expenses	944,347		1,977,572	
Arrear against Revision of Pay	12,982,877		-	
Miscellaneous Expenses	2,236,950		2,358,706	
Employees' V.R.S. Expenses Written off	-		10,704,043	
		116,298,090		105,874,530
Other Export Promotion Expenses :				
Advertisement	76,130		114,709	
Seminars & Exhibitions	5,159,093		5,671,554	
Award Function Expenses	5,008,882		5,124,101	
Trade Information Division incl. cost of Publications	3,691,790		5,688,237	
Trade Delegation from abroad	26,522		93,050	
Expenses on MDA Assistance Scheme	132,748		126,429	
Subscription to Journal/Website	1,144,617		1,200,662	
Buyer-Seller Meets in India	8,904,475		9,490,425	
ISO Series Expenses	273,897		293,134	
Hospitality	522,899		507,191	
Expenses on HRD	28,671		304,728	
ERP - AMC & maintenance charges	1,063,320		855,961	
Strategy Paper	5,150,465		-	
		31,183,509		29,470,181
		147,481,599		135,344,711

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)
 (Company Limited by Guarantee)

**SCHEDULE ANNEXED TO AND FORMING PART OF THE
 INCOME AND EXPENDITURE ACCOUNT
 for the year ended 31st March, 2010**

	Current Year		Previous Year	
	Rs.	Rs.	Rs.	Rs.
SCHEDULE "H"				
EXPENSES ON FOREIGN OFFICES & OTHER EXPORT PROMOTION ACTIVITIES OUTSIDE INDIA				
Salaries, Allowances & Exgratia including Contribution to Provident Fund & Superannuation Fund	7,069,554		7,067,599	
Staff Welfare	135,981		162,498	
Rent	4,290,279		3,559,757	
Electricity & Water	105,656		23,015	
Printing & Stationery, Postage & Telegram, Telephone & Fax	971,432		1,624,275	
Travelling & Conveyance Charges	726,899		942,756	
Hospitality	58,730		95,049	
Motor Car Up-keep	665,944		585,978	
Foreign office Closing expenses	-		249,918	
Difference in foreign exchange	859,475		348,538	
Other Expenses	566,495		301,541	
		15,450,445		14,960,924
Other Export Promotion Expenses :				
Study Team Sales/Delegation/Buyer Seller Meets	4,692,507		4,354,756	
Publications for use Abroad	2,924,685		2,661,204	
Market Survey & Research/Subsription to Journals	157,353		573,777	
Exhibitions Abroad including Advertisement	90,240,103		55,082,694	
India Engineering Centre	1,399,441		8,631,363	
		99,414,089		71,303,794
		<u>114,864,534</u>		<u>86,264,718</u>

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2010 AND INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON THAT DATE.

SCHEDULE "I"**A. STATEMENT OF ACCOUNTING POLICY**

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.
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.
3. The subscription income from members is accounted for in the year during which it is received irrespective of the year to which it relates. As such, no accrued income is taken into consideration. Subscriptions received in advance have been treated as liability.
4. Items of printing and stationery are charged to Income & Expenditure Account of the year in which the same are purchased.
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.
6. Depreciation is being provided under the W.D.V. method at the rates prescribed under Schedule XIV of the Companies Act, 1956.
7. 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.

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE "I" (Contd.)

- (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 (Rs.)	Previous year (Rs.)
(i) Strait Dollar	1.00	33.00	34.00
(ii) U.S. Dollar	1.00	46.00	50.00
(iii) Euro	1.00	64.00	68.00

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

Currency		Current year (Rs.)	Previous year (Rs.)
(i) Strait Dollar	1.00	34.00	32.00
(ii) U.S. Dollar	1.00	50.00	44.00
(iii) Euro	1.00	68.00	66.00
(iv) Rand	1.00	0.00	5.00

B. NOTES ON BALANCE SHEET

8. 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. 250 in the case of Associate Members.

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE "I" (Contd.)

9. Fixed Assets:

- (a) 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.
- (b) Office equipment include those fans, refrigerators, dish washing machines etc. acquired prior to 01.04.1982.
10. (a) Secured Loans to employees for house building and purchase of vehicles includes cases where mortgage/lien could not be created and hence remained unsecured. The execution of mortgages etc. is pending due to reasons beyond the control of the loan debtors. However, efforts are on to expedite the execution of mortgage/hypothecation.
- (b) Other Advances in Schedule-B include Rs. 10,38,097 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.
- (c) Interest accrued but not due on house building and vehicle advance are not taken into account. Interest realised on such loans are, however, accounted for by way of directly crediting the same to "Staff Welfare Fund" account instead of routing them through Income & Expenditure Account.
11. 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.
12. Provision for Gratuity & Leave Encashment have been taken on actuarial valuation on the present value of future liability. Provision for this year include interest amounting to Rs. 45,65,678 earned on earmarked investments of Gratuity & Leave Encashment Fund directly credited to such Fund account without routing the same through Income & Expenditure A/c for the year.
13. 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, the year in which the same is determined.
14. No provision for Income Tax has been made in the accounts as the Council does not expect any liability on this account.

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE "I" (Contd.)

15. Grant received from Govt. of India amounting to Rs. 4,90,00,000 for disbursement of 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. 4,91,51,042 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.

C. NOTES ON INCOME & EXPENDITURE ACCOUNT

16. Special contribution from participating members (Schedule "D") represents amounts received towards delegations, publicity, conferences etc.
17. The figure shown in Schedule 'G' under the head "Arrear against Revision of Pay" reflects only the payments already made under this head and the balance to the tune of Rs. 1,59,38,416 would be accounted for in the year of payment.

D. GENERAL

18. In the absence of confirmation from the parties, various accounts like Loans & Advances, Deposits, Sundry Creditors etc. remain unconfirmed.
19. Previous year's figures have been regrouped/rearranged and nomenclature changed to make them comparable, as far as practicable, with those of current year.
20. Earnings in Foreign Exchange :

	2009 - 2010
	Rs.
(i) Vat refund	0 (6,22,562)
(ii) Contribution for events	4,31,60,377 (1,35,62,487)
(iii) Others	11,35,624 (6,88,396)

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

SCHEDULE "I" (Contd.)

21. Expenditure in Foreign Currency :

	2009 - 2010 Rs.
(i) Salary, Medical & other benefits	34,98,763 (67,35,385)
(ii) Rent, Rates & Taxes	42,90,279 (35,59,757)
(iii) Exhibitions, Showrooms, Conferences, Symposiums	6,69,57,581 (4,32,93,013)
(iv) Delegations, Study Team and Sales Team	29,65,247 (30,03,835)
(v) External Publicity	15,48,899 (23,07,151)
(vi) Capital Assets	34,488 (91,997)
(vii) Others	40,90,612 (42,33,656)

* Notes : Figures in brackets are for previous year.

135A, Chittaranjan Avenue
Kolkata 700 007

Date : 30th October, 2010

For **RANJIT JAIN & CO.**
Chartered Accountants
FRN 322505 E
(RAJIV JAIN)
Partner
Membership No. 061650

AMAN CHADHA
Chairman
MAHESH K. DESAI
Vice Chairman
ANUPAM SHAH
Vice Chairman
R. MAITRA
Executive Director
B. SARKAR
AED & Secretary

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

BALANCE SHEET ABSTRACT AND COMPANY'S BUSINESS PROFILES

I Registration Details

	CIN	U51900WB1955NPL022644
Balance Sheet	31.03.2010	

II Capital raised during the year

Public Issue	Right Issue	Bonus Issue	Private Placement
N.A.	N.A.	N.A.	N.A.

III Position of Mobilisation and Development of Fund

Total Liabilities	Total Assets
184383880	184383880

Source of Fund

Paid up Capital	Reserve & Surplus	Secured Loans	Unsecured Loans
N.A.	89509347	N.A.	N.A.
Net Fixed Assets	Net Current Assets	Investments	Misc. Expenditure
72341737	112042143	N.A.	N.A.
Accumulated Losses			
N.A.			

IV Performance of Company

Turnover	Total Expenditure		
294283180	290764071		
Profit/Loss before Tax	Profit/Loss after Tax	Earning per Share in Rs.	Dividend
3519109	3519109	N.A.	N.A.

V Generic Names of Three Principal Products/Services of Company (As per monetary terms)

Item Code No (ITC Code)	N.A.
Product Description	Not Applicable
Item Code No (ITC Code)	N.A.
Product Description	Not Applicable
Item Code No (ITC Code)	N.A.
Product Description	Not Applicable

AMAN CHADHA
Chairman
MAHESH K. DESAI
Vice Chairman
ANUPAM SHAH
Vice Chairman
R. MAITRA
Executive Director
B. SARKAR
AED & Secretary

