

2011/12

56th

ANNUAL REPORT

2010-11

EEPCINDIA
ENGINEERING THE FUTURE

EEPC INDIA
VANIJYA BHAVAN (1st FLOOR)
INTERNATIONAL TRADE FACILITATION CENTRE
1/1, WOOD STREET, KOLKATA 700 016

NOTICE

To

ALL MEMBERS OF EEPC INDIA

Re: **56th Adjourned Annual General Meeting of the Council**

NOTICE is hereby given to all the members that the adjourned 56th Annual General Meeting of EEPC India will be held at its Registered Office, 1/1 Wood Street, Kolkata-700 016 on Friday, the 30th November, 2012 at 11.30 a.m. to transact the following business:

ORDINARY BUSINESS

To place on record names of the members elected to the Working Committee in place of those retiring by rotation or ipso facto ceased to be a member of the Working Committee.

The 56th Annual General Meeting of EEPC India held on Thursday, the 29th September, 2011 in Kolkata was adjourned on the point of recording the names of the elected members of the Working Committee in place of those retiring by rotation or ipso facto ceased to be a member of the Working Committee, as the election process for the year 2011-12 could not be completed within the due date. Since now the election process has been completed by the Election Authority, it is now proposed to place on record names of the members so elected to the Working Committee in place of those retiring by rotation or ipso facto ceased to be a member of the Working Committee.

By Order of the Working Committee

Sd/-

B. SARKAR

Additional Executive Director & Secretary

Place: Kolkata

Date: 12th November 2012

(Formerly **ENGINEERING EXPORT PROMOTION COUNCIL**)

VANIYA BHAVAN (1ST FLOOR)
INTERNATIONAL TRADE FACILITATION CENTRE
1/1, WOOD STREET, KOLKATA-700 016

NOTICE

To

All Members of EEPC India

Re: 56th Annual General Meeting of the Council

NOTICE is hereby given to all the members that the 56th Annual General Meeting of EEPC India will be held at its Registered Office, 1/1 Wood Street, Kolkata-700 016 on Thursday, the 29th September, 2011 at 11.45 a.m. to transact the following business:

ORDINARY BUSINESS

1. To receive, consider and adopt the Audited Balance Sheet as at 31st March 2011 and the Income and Expenditure account for the year ended on that date and the reports of the Working Committee and Auditors thereon.
2. To appoint Auditors to hold office from the conclusion of this Annual General Meeting until the conclusion of the next Annual General Meeting of the Council and to fix their remuneration.
3. To place on record names of the members elected to the Working Committee in place of those retiring by rotation or ipso facto ceased to be a member of the Working Committee.

Place : Kolkata

Date : 13th September 2011

By Order of the Working Committee
sd/-

B. SARKAR

Additional Executive Director & Secretary

Encl : Audited Balance Sheet together with Income and Expenditure Account and Report of the Working Committee and the Auditors for the year ended 31st March, 2011.

EEPC INDIA
(Formerly Engineering Export Promotion Council)
VANIYA BHAVAN (1ST FLOOR)
INTERNATIONAL TRADE FACILITATION CENTRE
1/1, WOOD STREET, KOLKATA – 700 016

NOTICE

To
ALL MEMBERS OF EEPC INDIA

Re: 55th Adjourned Annual General Meeting of the Council

NOTICE is hereby given to all the members that the adjourned 55th Annual General Meeting of EEPC India will be held at its Registered Office, 1/1 Wood Street, Kolkata-700 016 on Thursday, the 29th September, 2011 at 11.00 a.m. to transact the following business:

ORDINARY BUSINESS

To place on record names of the members elected to the Working Committee in place of those retiring by rotation or ipso facto ceased to be a member of the Working Committee.

The 55th Annual General Meeting of EEPC India held on Friday, the 19th November, 2010 in Kolkata was adjourned on the point of recording the names of the elected members of the Working Committee in place of those retiring by rotation or ipso facto ceased to be a member of the Working Committee, as the election process for the year 2010-11 could not be completed within the due date. Since now the election process is due to be completed by the Election Authority, it is now proposed to place on record names of the members so elected to the Working Committee in place of those retiring by rotation or ipso facto ceased to be a member of the Working Committee.

By Order of the Working Committee

Place: Kolkata

Date:

Sd/-

B. SARKAR

Additional Executive Director & Secretary

Chairman

Shri Aman Chadha

Vice Chairman

Shri Mahesh K. Desai

Vice Chairman

Shri Anupam Shah

Executive Director

Shri R. Mitra

**Addl. Executive Director &
Secretary**

Shri B. Sarkar

Auditors

R. K. Patodi & Co.

Chartered Accountants

2, Church Lane, 4th Floor

Suite No. 404A

Kolkata - 700 001

Solicitors & Advocates

M/s. Fox & Mondal

12, Old Post Office Street

Kolkata - 700 001

Bankers

Punjab National Bank

HDFC Bank Ltd.

Registered & Head Office

Vanijya Bhavan (1st Floor)

International Trade Facilitation Centre

1/1, Wood Street, Kolkata - 700 016

Territorial Division

New Delhi .

Regional Offices

Chennai

Kolkata

Mumbai

New Delhi

Sub-Regional Offices

Bangalore

Jalandhar

Hyderabad

Ahmedabad

Foreign Offices

Chicago (USA)

Singapore

Offices of EEPC INDIA

HEAD OFFICE

EEPC INDIA
Vaniya 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 : eepcho@eepcindia.net, URL : www.eepcindia.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 : eepcto@eepcindia.net

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 : eepcrochen@eepcindia.net

Kolkata

EEPC INDIA
Vaniya Bhavan (2nd Floor)
International Trade Facilitation Centre
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Tel. : 91-22-42125555
Fax : 91-22-42125556/22180119
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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 : eepcrodel@eepcindia.net

SUB-REGIONAL OFFICES

Ahmedabad

EEPC INDIA
TF- 313/A (3rd Floor), ATMA House
Ashram Road, Ahmedabad -380 009
Tel. : 91-79-26588720
E-mail : eepcsroahd@eepcindia.net

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

Jalandhar

EEPC INDIA
Plot Comm. 1, Focal Point, Jalandhar-144 004
Tel. : 91-181-2602264, Fax : 91-181-2601124
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FOREIGN OFFICES

Singapore

EEPC INDIA
No. 3, Shenton Way, #07-02 Shenton House
Singapore-068 805, Tel. : 65-62279282/83
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USA

EEPC INDIA
411, Business Center Drive, Suite 103
Mount Prospect, Illinois 60070, USA
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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. Chowdhury	1995-96	Shri P. K. Shah
1969-70	Late K. L. Chowdhury	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	1999-2000	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 Rakesh Shah
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		

EEPCINDIA ENGINEERING THE FUTURE

(Formerly ENGINEERING EXPORT PROMOTION COUNCIL)

[Company Limited by Guarantee]

Report of the Working Committee

To the Members of EEPC India

(Formerly Engineering Export Promotion Council)

Your Committee is pleased to present its 56th Annual Report for the year ended 31st March 2011 together with the Audited Accounts for the said period. Your Committee gratefully acknowledges the encouragement, co-operation and support extended by the Members throughout the year. In order to maintain transparency, transactions of major financial impact were discussed in the Working Committee meetings from time to time.

Membership

The Membership Strength of the Council has risen from 11996 as on 01.04.10 to 12037 as on 31.03.11.

The details are as under :-

	As on 31.03.2011	As on 31.03.2010
Ordinary Members	9880	7860
Associate Members	2148	4128
Nominated Members	09	08
Total :	12037	11996

Financial Status

Summary of Income & Expenditure Account

	2010-2011	2009-2010
Income from Members & Other Income	243204835	231873866
Grant - in - Aid from Govt. of India	87187405	51077384
Interest	19100634	15897608
Total Income	349492874	298848858
Total Expenses	346365000	295329749
Surplus/(Deficit) for the year	3127874	3519109

Declaration

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

- 1) That in the preparation of the Annual Accounts, the applicable Accounting Standards have been followed along with proper explanation relating to material departures.
- 2) That the Committee has selected such accounting policies which are relevant for the purpose and applied consistently and made judgments and estimates that are responsible and prudent so as to give a true and fair view of the state of affairs of the Council as at 31st March, 2011 and of the Surplus of the Council for the year ended on that date.
- 3) That the Committee has taken proper and sufficient care for the maintenance of adequate records in accordance with the provisions of this Act for safeguarding the assets of the Council and for preventing and detecting fraud and other irregularities.
- 4) That the Committee has prepared the Annual Accounts on a going concern basis.

Auditors

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

Particulars of Employees

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

Acknowledgement

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

On behalf of the Working Committee

Sd/-

Aman Chadha

Chairman

Date : 06/09/2011

Place : Kolkata

Sl. No.	Name of the Member	Signature	Date
1	Mr. Aman Chadha		06/09/2011
2	Mr.
3	Mr.
4	Mr.
5	Mr.
6	Mr.
7	Mr.
8	Mr.
9	Mr.
10	Mr.
11	Mr.
12	Mr.
13	Mr.
14	Mr.
15	Mr.
16	Mr.
17	Mr.
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34	Mr.
35	Mr.
36	Mr.
37	Mr.
38	Mr.
39	Mr.
40	Mr.
41	Mr.
42	Mr.
43	Mr.
44	Mr.
45	Mr.
46	Mr.
47	Mr.
48	Mr.
49	Mr.
50	Mr.

The Working Committee of EEPC INDIA has the pleasure in presenting its report on the activities of the Council for the year ended 31st March, 2011.

EXPORT PERFORMANCE

A. Export Performance

Overall Exports up by 37.50%

In the reporting year, India's cumulative value of merchandise exports was US\$ 245868.29 million (Rs. 1118822.85 crore) as against US\$ 178751.41 million (Rs. 845533.62 crore) registering a growth of 37.50% in Dollar terms and 32.30% in Rupee terms as compared to the previous fiscal for 2010-11. [based on the provisional data released by DGCI&S]

B. Performance of Engineering Sector in the FY 2010-11

Based on the provisional data published by DGCI&S for the period April 2010 to March 2011, India's export of engineering goods have posted a growth of 84.17% in USD terms in comparison to the previous fiscal. The provisional data indicates that exports of engineering goods from India have reached US\$ 60006.28 million during 2010-11.

In Rupee terms, based on the same provisional data given by DGCI&S, India's export of engineering goods are valued at Rs. 272957.84 crore during

D. Top Destinations

In the reporting year, countries like Belgium, Kuwait & Japan have emerged as key destinations for Indian engineering goods and have entered the list of top 20 destinations, while France, Bangladesh PR & Nepal have lost their spot in the top 20.

Top 20 Destinations

(Figures in USD Million)

Importing Country	Exports 2009-10	Exports 2010-11 (Prov)	% change over 2009-10	Rank 2009-10	Rank 2010-11
1. China PR	1453.23	7122.04	390.08	5	1
2. USA	3357.69	5721.63	70.40	1	2
3. UAE	2010.64	3483.07	73.23	3	3
4. Singapore	2037.55	2510.83	23.23	2	4
5. Saudi Arabia	701.91	2109.18	200.49	12	5
6. South Africa	488.77	1977.45	304.58	20	6
7. Germany	1393.6	1912.42	37.23	6	7
8. Sri Lanka DSR	577.05	1895.02	228.40	16	8
9. UK	1542.7	1832.16	18.76	4	9
10. Malaysia	971.94	1756.78	80.75	8	10

(Contd.)

2010-11 which is 76.73% higher than Rs. 154451.79 crore during 2009-10.

C. Performance : Principal Commodity-wise

Exports of the Principal Commodities like Machinery & Instruments, Machine Tools, Iron & Steel Bar/Rods, Residual Engineering Items, Manufactures of Metals, Ferro Alloys, Non-Ferrous Metals, Aluminium other than products, Primary & Semi-finished Iron & Steel, Transport Equipment, Mica have all shown growth in 2010-11.

(Figures in USD Million)

Principal Commodity	Exports 2009-10	Exports 2010-11 (Prov.)	% change over 2009-10
Transport Equipments	9791.31	18447.38	88.41
Machinery & Instruments	9551.39	11968.79	25.31
Manufactures of Metals	5526.35	9491.66	71.75
Non-Ferrous Metals	2188.55	8949.33	308.92
Primary & Semi-Finished Iron & Steel	2902.44	5478.11	88.74
Ferro Alloys	880.41	2974.86	237.89
Iron & Steel Bar/Rod etc. incl. Ferro Alloy	737.19	1112.17	50.87
Aluminium other than Products	561.20	1049.12	86.94
Machine Tools	278.28	298.52	7.27
Residual Engineering items	137.17	204.24	48.90
Mica	27.94	32.1	14.89
Grand Total	32582.23	60006.28	84.17

Source : DGCI & S

Top 20 Destinations (Contd.)

(Figures in USD Million)

Importing Country	Exports 2009-10	Exports 2010-11 (Prov)	% change over 2009-10	Rank 2009-10	Rank 2010-11
11. Belgium	438.84	1612.97	267.55	21	11
12. Italy	1165.18	1409.36	20.96	7	12
13. Indonesia	749.53	1375.47	83.51	9	13
14. Thailand	494.63	1306.67	164.17	19	14
15. Korea Rp	627.7	1294.17	106.18	13	15
16. Kuwait	150.62	1269.1	742.58	34	16
17. Iran	586.71	1072.6	82.82	15	17
18. Netherland	733.29	1009.16	37.62	10	18
19. Japan	405.41	905.53	123.36	25	19
20. Nigeria	589.26	878.9	49.15	14	20

(Source : DGCI&S Provisional Data)

E. Top 5 destinations : Product Performance

Destinations	Substantial Growth	Heavy Decline
China PRP	Non-Ferrous Metals, Primary & Semi-Finished Iron & Steel, Ferro Alloys, Manufactures of Metals, Transport Equipments, Residual Engineering Items, Iron & Steel Bars/Rods etc including Ferro Alloy	Aluminium other than products
USA	Ferro Alloys, Non-Ferrous Metals, Manufactures of Metals, Transport Equipments, Aluminium other than products, Primary & Semi-Finished Iron & Steel, Residual Engineering Items, Iron & Steel Bars/Rods etc including Ferro Alloy.	Machine Tools
UAE	Non-Ferrous Metals, Ferro Alloys, Machine Tools, Transport Equipments, Mica, Primary & Semi-Finished Iron & Steel	Aluminium other than products
Singapore	Primary & Semi-Finished Iron & Steel, Ferro Alloys, Mica, Non-Ferrous Metals.	Iron & Steel Bars/Rods etc including Ferro Alloy, Aluminium other than products
Saudi Arabia	Primary & Semi-Finished Iron & Steel, Ferro Alloys, Manufactures of Metals, Aluminium other than products, Transport Equipments, Non-Ferrous Metals, Iron & Steel Bars/Rods etc including Ferro Alloy.	Residual Engineering items

(Source : DGCI&S Provisional Data)

F. Emerging Destinations

These countries have been identified based on the following conditions :

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

(Figures in USD Million)

Destinations	Exports 2009-10	Exports 2010-11(Prov.)	% Growth
Chile	119.49	325.84	172.69
Russia	178.72	459.09	156.88
Israel	153.94	375.59	143.98
Taiwan	228.47	511.73	123.98
Iraq	209.71	416.80	98.75
Australia	371.44	592.77	59.59

PROMOTIONAL ACTIVITIES

During the year under review, EEPC India organized various activities both in India and abroad for promoting exports of engineering goods and services. Besides organizing its own events, EEPC India organized Indian participation in various exhibitions by setting up Information Booths and Catalogue Shows with the assistance of its foreign offices and Indian Embassies abroad. During the year, EEPC India organized two INDEEs – in Bogota (Colombia) and Cairo (Egypt). Also, as part of the initiative of the Union Commerce & Industry Minister, Shri Anand Sharma to promote Brand India through "MADE IN INDIA" shows across the world, Embassy of India organized an India Show in Istanbul, Turkey with the support of the Ministry of Commerce & Industry. The main objective of "The India Show" is to promote India's image and provide a platform to Indian Exporters to showcase their strengths and capabilities in an emerging market and developing country. Also, the Council arranged Buyer Seller Meets and Delegations in India and abroad for the benefit of exporters. 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, the Council conducted various seminars, workshops and awareness seminars on export finance, quality upgradation, focus country programmes, award functions and meetings with government agencies for solving the exporter's problems. Information on overseas trade opportunities for products, turnkey projects and services were regularly collected and disseminated among member-exporters.

A. OVERSEAS

Exhibitions Organized

1. Trade Fairs and Exhibitions –Participated/Organized

EEPC India's major promotional activities include organizing and participating in specialized exhibitions in the overseas segment. EEPC India organized on its own, product displays of its member firms in INDEE (Indian Engineering Exhibition), mobilized India's engineering industry's participation in Specialized Fairs and also set up Information Booths in some of the international trade fairs. Product catalogues/profiles of Indian engineering companies demonstrating the competence and capabilities levels in various fields in engineering sector and EEPC India's own charts/publications were put on display in the Information Booths. EEPC India's representatives utilized the events for establishing and firming up contacts with as many visiting buyers as possible with the sole objective to make them aware of Indian

engineering industries' capabilities and help generating their interest in Indian products. EEPC India organized India's engineering industries' participation and set up Information Booths at the following exhibitions in 2010-11:



A view of EEPC India Pavilion in INDEE Cairo

INDEE Bogota 2010, Colombia

EEPC INDIA organized its 23rd Indian Engineering Exhibition (INDEE) for 5 days from 4- 8 October 2010 at Corferias Bogota, Centro Internacional de Negocios y Exposiciones de Bogota, Colombia. This exhibition coincided with Feria Internacional de Bogota, organized by Corferias Bogota – Internacional Business and Exhibition Center. This exhibition was a tailor made product to enhance India's exports to Colombia and for penetrating into the entire Latin American region.

151 Indian companies took part in this exhibition, representing the product sectors such as Metalworking – Machine tools & accessories including cutting tools, Automotive industry – Auto parts & accessories including trucks & trailers, Casting & forging, Steel pipes & tubes, Steel, Steel mill machinery, Fabricated steel structure, Steel flanges & fittings, Electrical & Energy and allied services, Equipments, Pumps, compressors & valves, Fasteners, Power tools & hand tools, Machinery for the food processing, Machinery for the agribusiness, Mining machinery & components, Textile machinery, Plastic & Packaging machinery, Wood industry machinery, Industrial machinery, Builders' hardware, SS utensils etc.

INDEE Cairo 2010, Egypt

The 24th Indian Engineering Exhibition (INDEE) was organized in Cairo, Egypt from 25th to 28th November 2010. The event took place in conjunction with MACTECH – a premier exhibition of machine tools, industrial tools and welding and cutting equipment - at the Cairo International



Shri Aman Chadha, Chairman, EEPC India presenting a memento to HE Mr. Juan Manuel Santos, President of Colombia during INDEE in Bogota, Colombia.

Convention Centre. INDEE Cairo was EEPC India's third major exhibition in Egypt after the success of the first in the year 2000 and the second in the year 2006.

79 Indian companies took part in this exhibition, representing the product sectors such as motor vehicle parts, optical equipment, fabricated metal products, bicycles and parts, steam generators, metalworking and metal forming machines, machines for wire and tube forming, welding and cutting equipment, grinding and polishing machines, horizontal and vertical lathes, drilling and boring machines and consumables, honing and lapping machines, hand tools, power tools, precision tools, pneumatic and hydro-pneumatic tools, die casting machines, forging machines, moulds and dies, robotic process and automation, laser equipment, measuring and testing equipment, woodworking machines and tools, air and gas compressors, vacuum pumps, air treatment and air control systems, motors, heads, starters, material handling and transportation equipment, storage equipment and containers and packaging equipment.

The India Show, Istanbul, Turkey during 3-6 February, 2011

As a part of the Government Policy, to promote "BRAND INDIA" concept by organizing at least six "MADE IN INDIA" shows in a year, as announced by the Hon'ble Union Commerce & Industry Minister, Shri Anand Sharma in the Foreign Trade Policy for the year 2009-14, EEPC India organized its maiden "The India Show" in Istanbul, Turkey from 3rd to 6th February 2011. The event took place in conjunction with WIN Part 1 - a premier exhibition of metal working, welding, surface treatment and material handling - at the Tüyap Fair Convention and Congress Center, Istanbul, Turkey. The main objective of the India Show was to promote India's image and provide a platform to Indian exporters to showcase their strengths and capabilities in an emerging market and fast developing economy like Turkey.

The Show also enabled India to get closer to rapidly growing markets like in Eurasia and Middle East. Another major objective was to highlight India as the 'Technology Hub' for the manufacturing industry as well as the Small, Medium and Large enterprises.

167 Indian companies took part in this exhibition, representing the product sectors such as Automobiles and Auto components, Automotive Services & Repairs, Renewable Energy - Wind and Solar, Engines, Turbine & Parts, Generators and Motors, Power Plant and Equipment, Electrical and Electronic, Transmission and Distribution, Hand Tools and Power Tools, Casting and Forging, Mould and Dies, Pumps and Valves, Tube and Pipe, Wire and Cables, Fasteners, Agricultural, Forestry Machinery & Parts, Instrumentation & Automation Systems, Metal cutting, Metal forming, Precision tools, tool and mould making, Parts, components, accessories and services, Welding and cutting machinery and equipment, Welding automation systems, Welding and filling materials, Welding services, Surface cleaning and pre-treatment equipment, Paint and plastics coating systems, etc.

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

MoU with Trade Organizations

Country	Event Detail	Name of the Trade Bodies
Turkey	India Show Turkey 2011	Istanbul Chamber of Industry
Colombia	INDEE Colombia 2011	The National Business Association of Colombia



HE Shri Jyotiraditya Scindia, Minister of State for Commerce & Industry along with Shri Aman Chadha, Chairman, EEPC India inaugurating the India Pavilion during The India Show in Istanbul, Turkey

Participation in International Exhibitions by EEPC INDIA under MDA/MAI Schemes

In the reporting year, Council organised India Pavilions at various international exhibitions under Focus LAC, Focus Africa, Focus ASEAN & Focus CIS programme and general areas earmarked by the Ministry of Commerce & Industry, Government of India. These events were organised under MDA and MAI Schemes. The details of the India Pavilions are furnished below :

Sl. No.	Country	Name of the Exhibition	Venue	Date	Space Booked	No. of Firms Participated	Products Covered in the Event
1.	Germany	Hannover Fair'2010	Hannover	19-23 April, 2010	626 sq. mtrs.	43	Materials/Technology know-how, Development Design and Processes, Parts Components Systems, Transmission and Distribution, etc.
2.	China	China Cycle Show'2010	Shanghai	27-30 April, 2010	126 sq. mtrs.	12	Components & accessories for bikes & e-bikes.
3.	Malaysia	MTA Malaysia'2010	Kuala Lumpur	5-9 May, 2010	54 sq. mtrs.	6	Precision engineering, machine tools & metal.
4.	UAE	Automechanika Middle East'2010	Dubai	25-27 May, 2010	108 sq. mtrs.	11	Automotive aftermarket of parts & systems, accessories & tuning, repair & maintenance, IT & management, service station & car wash, batteries.
5.	Ukraine	Kyiv Technical Trade Show	Kyiv	1-3 June, 2010	54 sq. mtrs.	5	Tubes & fittings, sheet metal, surface engineering, non-ferrous metals & wires, fasteners.
6.	China	ITMA ASIA + CITME'2010	Shanghai	22-26 June, 2010	147 sq. mtrs.	11	Various products textile industry & machinery.
7.	Mexico	PAACE Automechanika'2010	Mexico City	14-16 July, 2010	108 sq. mtrs.	11	Various products relating to automotive industry.
8.	Germany	Automechanika Frankfurt'2010	Frankfurt	14-19 Sept., 2010	99 sq. mtrs.	9	Automobile industry, automotive parts, components & systems, electronics, supply & maintenance equipments.
9.	Germany	INNOTRANS'2010	Berlin	21-24 Sept., 2010	65 sq. mtrs.	3	Railway & transport technology, railway construction, locomotives & coaches, tunneling technology, track components, spare parts & accessories.
10.	Germany	MEDICA'2010	Düsseldorf	17-20 Nov., 2010	48 sq. mtrs.	5	Medical, surgical instruments & healthcare products.
11.	Germany	Euromold	Frankfurt	1-4 Dec., 2010	120 sq. mtrs.	12	Mold making & tools, design & application development.
12.	UAE	ArabPlast	Dubai	8-11 Jan., 2011	318 sq. mtrs.	20	Plastic packing machinery & technology, equipment & services, post processing machine, ancillary equipment.

(Contd.)

Participation in International Exhibitions by EEPC INDIA (Contd.)

Sl. No.	Country	Name of the Exhibition	Venue	Date	Space Booked	No. of Firms Participated	Products Covered in the Event
13.	UAE	Middle East Electricity'2011	Dubai	8-10 Feb., 2011	78 sq. mtrs.	7	Power Generation Equipment, Automation Systems, Batteries, Distribution Equipment, Electrical Wiring, Accessories, Fuse Switches, Gas Turbines, Gas Related Products & Services, Generators, Insulation Material, Cable Accessories, Lighting Equipment, Overhead Line Equipment etc.
14.	Bangladesh	Asia Pharma Expo	Dhaka	24-26 Feb., 2011	279 sq. Mtrs.	29	Various pharmaceutical products.
15.	Bangladesh	BIET'2011	Dhaka	2-5 March, 2011	156 sq. Mtrs.	15	Solar power & agricultural equipments.
16.	Spain	Ferroforma'2011	Bilbao	23-26 March, 2011	84 sq. Mtrs.	8	Hand tools, electrical tools, industrial supplies etc.
17.	Argentina	EMAQH'2011	Buenos Aires	25-30 March, 2011	99 sq. Mtrs.	10	Machine tools & ancillaries.



EEPC India Information Booth in INNOTRANS 2010 in Berlin, Germany



HE Shri Dinesh Kumar Jain (L), Indian Ambassador to Mexico at EEPC India booth during PAACE Automechanika Exhibition in Mexico City

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.	General	Birmingham, UK	11 November, 2010	10
2.	LAC	Mexico, Panama, Guatemala and Colombia	7th - 19th March, 2011	10
3.	CIS	Belarus, Russia and Ukraine	27th March - 6th April, 2011	14
4.	Africa	Ethiopia, Kenya and Tanzania	31st March - 7th April, 2011	13

The products covered in the above delegations are given in Annexure - I.

B. DOMESTIC

Reverse Buyer Seller Meets in India

In the reporting year, EEPC INDIA organized Reverse Buyer Seller Meets at various cities across the country, with an objective to reach out to the exporters located in the prominent industrial clusters by inviting delegates from various countries. The details of the event are given below :

Date	City	Countries	No. of Foreign Delegates	No. of Indian Participants
11.01.11	Mumbai	LAC, CIS and Africa	26	20
13.01.11	Gandhinagar	LAC, CIS and Africa	26	24
02.03.11	Kolkata	ASEAN and South Asian countries	22	17
03.03.11 & 04.03.11	New Delhi	ASEAN and South Asian countries, CIS, US and Canada	36	33
22.03.11	Chennai	Africa, Europe and LAC	31	51
23.03.11	Bangalore	Africa, Europe and LAC	28	47

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, Europe; 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 equipments 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.

EEPC India 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 contracted 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.

This apart, EEPC India foreign offices prepared market information reports, country reports.

Foreign Office : Chicago, USA

Chicago Office prepared the following market information and reports –

1. Database & Information on Colombia for INDEE Colombia
2. Trinidad & Tobago Profile
3. Note on Instruments Market in USA
4. US Industrial production forecast
5. BRIC economies
6. US Industry Forecast 2011
7. "Steel Industry Outlook"
8. USITC - Official Harmonized Tariff Schedule 2011
9. Mexico Economic Outlook 2011-2015
10. "Automotive Outlook"
11. US – GSP Programme Status
12. CANADA - Machine Tool
13. "Cloudy" outlook for the Argentine economy in 2011
14. Brazil's Economy One of World's Top Five
15. Mexico's economy expands at fastest pace in a decade as growth hits 5.5%
16. Promoting Foreign Direct Investment - USA
17. BRAZIL : Importers face new barriers in Brazil
18. Country Outlook / Profile :
 - Argentina
 - Brazil
 - Chile
 - Colombia
 - Peru
 - Trinidad
 - Panama
 - Guatemala

Resident Director, EEPC India, Chicago visited Dealer Expo, Indianapolis, IN, IFT10 & Process Expo, Chicago, CWIEME 2010, Rosemont, Chicago. Apart from the exhibitions, Resident Director organized seminars & conferences on **"Doing Business with India"** conference jointly with Global Conference Group, Chicago, Engineering & Manufacturing Export/Import opportunities for Colorado Business & India, with NUICC, Denver, Colorado, Promoting Investments in India and attended with importers at the RBSM organized by the Council in India.

Foreign Office : Singapore

This office prepared the following reports :

- Process Instruments Markets in Southeast Asia
- Indonesian Textile Industry & Machinery Market
- Thailand's Automotive Industry
- Thailand Market for Engineering Goods
- Investment Opportunities in Thailand

Meetings/Seminars attended by the Resident Director

- Resident Director, EEPC India Singapore visited PS Asia 2010, the 10th International Exhibition on Fluid, Air & Gas Handling Systems in Asia on Air-Conditioning, Heating and Ventilation, Air-Filtration and Purification; CEM Asia 2010; The India Show organized by CII; MTA 2011.
- India-Singapore Trade & Investment Business Forum jointly organized by SBF, FICCI and the Indian High Commission, and held at the Shangri-La Hotel, Singapore.
- "ASEAN-Guangzhou Economic & Business Week" Activities held at the St. Regis, Singapore, by the China Council for the Promotion of International Trade (Representative Office) on behalf of its Guangzhou Office to promote trade and economic cooperation between Guangzhou and Singapore.

Opening of Sub-Regional Office, Ahmedabad

In the reporting year, the Council opened its fourth Sub-regional office in Ahmedabad on 4th December, 2010. This office was opened to meet the requirements of the firms based in Gujarat and also boosting the exports from the State.

SEMINARS/CONFERENCES/MEETINGS IN INDIA

Export Awareness Programme & Other Seminars

During the year under review, the Council's Regional Offices organized seminars and meetings for the benefit of the members at various locations under their jurisdiction. The seminars and 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 various EEPC offices attended a number of meetings and seminars and gave presentations/lectures about the Council and its promotional activities during the reporting year. They also organized Open House Meets on specific areas of interest. Such activities region-wise are furnished in **Annexure III**.

Training Programme

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

AWARD FUNCTION

All India Export Excellence Award Function

The annual All India Export Excellence Award Function for 2008-09 was held in Bangalore on September 10, 2010 at the ITC Hotel Royal Gardenia. Hon'ble Union Minister of Commerce & Industry Shri Anand Sharma was the Chief Guest on this occasion. The meritorious exporters were honoured with special awards for the year 2008-09 for excellent export performance in their respective sectors. In all, 107 firms received the award. The event was well represented by the government officials, industry representatives and other dignitaries. The Award Function was also aired on CNBC TV18 channel and the special programme also included interviews of Shri Anand Sharma, Hon'ble Union Minister of Commerce & Industry and Shri Aman Chadha, Chairman, EEPC India.

Eastern Region Export Excellence Award Function

The Award Presentation Function of EEPC India Eastern Region for the year 2008-09 was held at Oberoi Grand, Kolkata on February 25, 2011. The occasion was graced by H.E. Shri M. K. Narayanan, Hon'ble Governor of West Bengal. Around 43 engineering firms received the awards under various categories for their export excellence for the year 2008-09. A Study of 'Indian Mica Industry: Its Future Outlook and Export Prospects' was released by the Hon'ble Governor.

Southern Region Export Excellence Award Function

The Award Presentation Function of EEPC India Southern Region for the year 2008-09 was held on December 22, 2010 at Hotel Le Meridien, Bangalore. Dr. H. R. Bhardwaj, Hon'ble Governor of Karnataka was the Chief Guest and gave awards to the 69 Export Award Winners of EEPC India, Southern Region. Welcome address was given by Shri R. K. Mutha, Regional Chairman, EEPC India, Southern Region. Shri Mahesh K Desai, Vice Chairman, EEPC India; Shri R. Maitra, Executive Director, EEPC India; Shri M Ganesan, Regional Director, EEPC India; Shri C. H. Nadiger, Sr. Assistant Director, EEPC India, Bangalore were present in the programme.

Northern Region Export Excellence Award Function

- The Award Presentation Function of EEPC India Northern Region for the year 2007-08 was held at Shimla on May 08, 2010. The occasion was graced by the Hon'ble Chief Minister of Himachal Pradesh, Prof. Prem Kumar Dhumal and Shri S. C. Agarwal, Chief Secretary, Government of Punjab was the Guest of Honour on this occasion. 65 engineering firms received the awards under various categories for their export excellence for the year 2007-08.
- The Award Presentation Function of EEPC India Northern Region for the year 2008-09 was held at Ludhiana on January 08, 2011. Shri S. K. Goel, IRS, Member (Customs), Central Board of Excise & Customs was the Chief Guest. At the function, the Chief Guest presented Award, Trophies and Certificate to 73 top exporters for their outstanding export performance during the year 2008-09.

Western Region Export Excellence Award Function

The Award Presentation Function of EEPC India Western

Region for the year 2007-08 was held on August 08, 2010 at Hotel ITC Grand Central, Parel, Mumbai. Shri Rajendra Jawaharlal Darda, Hon'ble Minister (Industries, Employment and Self-Employment), Maharashtra was the Chief Guest on this occasion. EEPC India Chairman, Shri Aman Chadha was also present. Mr. Khalid Khan, Dy. Regional Chairman, EEPC India (WR) delivered the welcome speech. 91 Engineering firms from the region were awarded under various categories for their export excellence for the year 2007-08. All the winners were awarded with specially made Trophies and Certificates.

PUBLICITY

In the reporting year, Council published flyers, booklets, product catalogues, participants' profiles for India Pavilion events etc. along with the regular publications like *ie²*, *EEPC India at work* etc.

The details of the publications, published during the year are summarized below :

Product Catalogues

1. Bicycles, Components & Accessories
2. Sanitary Castings

Event Specific Publications

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

1. Hannover Fair, Germany
2. China Cycle Show, Shanghai
3. MTA, Malaysia
4. Automechanika, Dubai
5. Kyiv Technical Trade Show, Ukraine
6. ITMA Asia, Shanghai
7. PAACE Automechanika, Mexico
8. Automechanika, Frankfurt
9. InnoTrans, Berlin
10. Medica, Dusseldorf
11. Euromold, Frankfurt
12. Arab Plast, Dubai
13. Middle East Electricity Show, Dubai
14. Asia Pharma Expo, Dhaka
15. BIET 2011, Dhaka
16. Ferroforma, Bilbao, Spain

17. EMAQH, Buenos Aires, Argentina
18. Multi Product Trade Delegation to Latin American Countries
19. Multi Product Trade Delegation to Ukraine, Belarus & Russia
20. Multi Product Trade Delegation to Ethiopia, Kenya and Tanzania.

Council also published international editions of the magazine Indian Engineering Exporters (*ie²*) during the events like INDEE - Colombia, Cairo; The India Show, Turkey & National Award for Export Excellence. Further, press releases were released from time to time on Government policies and on promotional activities. The press releases were covered by leading newspapers both domestic and international. In addition to the print media coverage, Council's promotional activities were also covered well in the electronic media.

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

Government Circulars, Notifications, Public Notices, Invitation mailer for INDEE, THE INDIA SHOW etc. were disseminated by 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

Video conferencing facilities in the Council's offices in Kolkata, Mumbai, Chennai and New Delhi were implemented. A live session on Union Budget 2011 was organized on 28th February, 2011 where the Chairman of the Council along with WC members, RC members from different regions and Tax Consultants/experts had participated and discussed the pros and cons of the Budget amongst themselves. Various Panel and other Committees' meetings were organized on a regular basis through this facility.

◆ Bulk Mailing

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

◆ Country Profiles/Market Survey Reports

Country Profiles/Market Survey Reports on the countries viz; Netherlands, Singapore, Serbia, Indonesia, Slovakia, Ethiopia, Canada, Colombia, Brazil, Panama, Ecuador, Peru, Austria, Turkey etc. have been prepared on account of the promotional events organized by the Council during the year. The same have been published in Weekly Newsletter (EEIB) and hosted in our website.

◆ 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 from time to time. In this regard, this division developed a format for verification purpose before publishing/disseminating the same to the members.

◆ Knowledge Partner/Event Partner

The department identified and made liaison with various service providers and agencies which were helpful for the manufacturers and exporters. Such service providers/agencies were invited as Knowledge Partner/Event Partner for various activities undertaken by the Council.

◆ Marketing of Council's Information Portal

Members are kindly 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.

◆ Database of Foreign Buyers/Distributors/Importers

Databases of foreign buyers, distributors, importers of various countries relating to Council's promotional events as well as members requirement were prepared and provided for mailing campaigns.

ACTIVITIES OF PANELS AND COMMITTEES

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

POLICY MATTERS

The Annual Supplement 2010-11 to the Foreign Trade Policy 2009-14 was announced by the Hon'ble Union Minister of Commerce & Industry, Shri Anand Sharma on August 23, 2010 in New Delhi. The Government has set a total export target of US\$ 200 billion for the current fiscal. With a view to achieving this export target, the Government announced a large number of fiscal benefits.

The highlights of the Annual Supplement 2010-11 to the Foreign Trade Policy 2009-14 are as follows :

Higher Support for Market and Product Diversification

1. Additional benefit of 2% bonus, over and above the existing benefits of 2% under Focus Product Scheme, allowed for the Engineering Items : Bicycle Parts and Grinding Media Balls (all of which were earlier eligible for 2% benefit).

Support for Technological up-gradation

2. Zero duty EPCG scheme, introduced in August 2009 and valid for only two years upto 31.3.2011, has been extended by one more year till 31.3.2012. In addition, to give a boost to technological up-gradation for additional sectors as well, the benefit of the scheme has been expanded to additional engineering products.

Benefit and Flexibility to Status Holders

3. Status Holders contribute to a substantial part of our

exports. To support them to upgrade their technology, 1% Status Holder Incentive Scheme (SHIS) introduced in August 2009 and valid for only two years upto 31.3.2011, has been extended by one more year for 2011-12 exports. In addition, to give a boost to technological up-gradation for additional sectors as well, the benefit of the scheme has been expanded to cover additional engineering products.

Stability/Continuity of the Foreign Trade Policy

4. The popular and exporter friendly Duty Entitlement Passbook (DEPB) scheme has been extended beyond 31.12.2010 till 30.06.2011.
5. Availability of concessional Export Credit : Interest subvention of 2% for Rupee Export credit for sectors namely, Handloom, Handicraft, Carpet and SMEs for all export sectors, have been allowed till 31.3.2011 in the budget 2010-11. This facility has now been extended to a number of additional products pertaining to sectors like Engineering, leather, textiles, Jute.
6. Advance Authorization for Annual Requirement shall also be exempted from payment of anti-dumping & Safeguard duty in line with the underlying principle that goods and services should be exported and not the taxes and levies.

Procedural Simplification and Reduction of Transaction Cost

7. Exporters shall now have the flexibility to get a high value EPCG authorization by filing their EPCG application on Annual basis, without the need to file the application for individual capital goods from time to time. It will reduce transaction time and cost.
8. Exporters shall now have the flexibility to Club Advance authorization with Advance Authorization for Annual Requirement for the purpose of account closure.
9. To impart flexibility to exporters and to facilitate smooth clearance of consignments, a Single customs notification for the two variants of Advance Authorization scheme namely advance authorization for physical exports & deemed exports shall be issued. It will also eliminate the ambiguity in clubbing of such exports.

10. Ad-hoc Norms ratified under Advance Authorization scheme shall henceforth apply to all cases for the same export product upto one year not only prospectively but also retrospectively.
11. Clarification on the availability of 4% SAD refund benefit, as given by DOR in terms of customs Notification No. 102/2007, only to trader importers, to be also extended to manufacturers, who sell the imported items like traders.
12. Chartered Engineer Certificate for Advance Authorization on self declared basis, has been dispensed with. This will reduce documentation and the transaction cost.

EDI Initiatives

13. To reduce the transaction cost and time, the scope and domain of EDI is endeavoured to be continuously broadened. To remove redundancy of repeated submissions of RCMC, an 'e-RCMC' initiative has been commenced. Under this, the Export Promotion Councils would upload the RCMC data of their members on DGFT's website only once, thus reducing the procedural burden of repeated submissions and associated cost and time.
14. Facility of a data preparation module for Advance Authorization and Export Promotion Capital Good (EPCG) has been provided on an offline mode, which would reduce the need of continuous online interaction for long and address the connectivity and server response issues significantly.
15. In order to provide wider choice to the users and enlarge access for online filing, additional licenced certifying authorities for digital signatures and banks for electronic fund transfer (EFT) operations have been included in the gamut of EDI operations.
16. The online message exchange for Annual Advance Authorization and Duty Free Import Authorization (DFIA) shall also be made operational with Customs w.e.f. 1.12.2010.

Engineering and Electronics

17. Additional 2% bonus benefits over and above the existing benefits under Focus Product Scheme will significantly benefit Bicycle Parts and Grinding Media Balls exporters.

18. Additional items of Engineering, namely, Pipes & Tubes, Electric Generating Sets, Cast Articles of Iron & Steel, Ferro Manganese and Ferro Silicon shall now be entitled for benefit @ 2% under FPS.
19. A number of engineering items namely, Machine Tools, Compressors, Iron & Steel Structures including Transmission Towers and Scaffolding, LPG Cylinders, Ductile Tubes & Pipes shall now be entitled for benefits @ 2% of FOB value of exports to all markets under FPS instead of their exports to specific markets under MLFPS earlier.

Release of India-China Study

EEPC India had commissioned IIFT, New Delhi, to carry out a comparative study between Chinese Engineering Industry and the Indian Engineering Industry. We had requested IIFT to look at the various issues relating to prices of raw materials, export incentives to engineering industry as well as the WTO related issues in China and compare the same with the India's engineering industry.

The above study was released by Dr. Rahul Khullar, Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India, on 16th November 2010 in New Delhi.

Preparation of Strategy Paper for the growth of Engineering Exports : 2010-2014

As per the decision of the Working Committee held in Kolkata on 26th March 2009 for preparation of the Long Term Strategy Paper on the growth of engineering exports for 2010-11 to 2014-15 so that the Council could plan appropriate strategies during the five years., the EEPC India had commissioned Ernst & Young to carry out the above Strategy Paper. The above study was completed and Ernst & Young had submitted the report to us. The Strategy paper was released by the Hon'ble Minister for Commerce & Industry, Shri Anand Sharma on Tuesday the 27th April 2010 at 13.00 hours in Udyog Bhawan, New Delhi.

Preparation of Strategy Paper for the growth of Auto and Auto Components : 2010-2014 "Driving into the Future"

EEPC India had commissioned the well-known international consultant Ernst & Young to carry out as Strategy Paper for the Growth of Auto and Auto

Components Exports for the period 2010-2014 so that the council could plan appropriate strategies during the above five years.

The above study was completed and Ernst & Young had submitted the report to us. This Strategy Paper was released by the Hon'ble Commerce Secretary, Government of India, Dr. Rahul Khullar on Wednesday, the 28th April 2010 at 15.00 hours in Udyog Bhawan, New Delhi.

WTO and Non-Tariff Barriers

The Council submitted following representation to the Government on PTAs & FTAs :

- ♦ Indo-Mercosure PTA
- ♦ Indo-Chile PTA
- ♦ Indo-Turkey FTA
- ♦ Indo-Thailand FTA
- ♦ Note on the non-tariff barriers faced by our member exporters in different countries of the world.

Interest Subvention on Rupee Export Credit for Engineering Sector

The Council had taken up the issue with the various Departments for Interest Subvention on Rupee Export Credit for engineering sector. The Reserve Bank of India had issued a Circular No. DBOD. Dir (Exp). BC.No. 35/04.02. 001/2010-11 dated 9th August 2010 wherein the interest subvention has also been provided for the engineering sector effective 1st April 2010 to 31st March 2011.

Problem for Realization of Export Proceeds from Iran

We had made several representations to the various Departments in the Ministry including the RBI as some of the Public Sector Banks including SBI with regard to issues pertaining to export financing. However, the said member exporter intimates that all the Banks including SBI have advised that they are not in a position to process any financial transaction with Iran. They also state that they are given to understand that all Banks have been asked not to originate/process transaction related to Iran.

MARKET DEVELOPMENT ASSISTANCE (MDA)

The Council received MDA grant of Rs 4.75 crores from Ministry of Commerce & Industry during 2010-11 for disbursing among the individual exporters. Around 266 members were benefited under this scheme by participating in the Council's promotional events like INDEE, India Pavilion, BSM.

MEMBERSHIP DETAILS

Region	Membership Position as on 01.04.2010	New/ Revived Member	Resigned/ Defaulters Member	Membership Position as on 31.03.2011
Western	4978	536	664	4850
Northern	3382	537	389	3530
Southern	2736	352	341	2747
Eastern	900	114	104	910
Total	11996	1539	1498	12037

Annexure - I

Products covered in the Delegations led by the Council during the year are given below :

Agricultural Machinery, Equipment, Tools & Parts incl. Tractors; Air Pollution Control Equipment, Aluminium Extrusion Products, Automobile Parts, Automotive Components, Ball or Roller Bearings, Transmission Shafts, Batteries, Bicycle & Parts, Builders' Hardware, C I Castings, Castings and Forgings, Chemical Production Machinery, Commercial Vehicles, Construction Equipment, Construction Machinery, Copper Products, Diesel Engines, Drilling and Earthmoving Machinery, Dry & Storage Batteries, Electric Home Appliances & Parts, Electric Motors, Generators, Transformers, Electric Panels and Switchgears, Electrical & Energy Items, Electrical Machinery and Apparatus, Engines and Gensets, Fabricated Steel Structure, Fasteners, Flat Steel, Ferro Alloys, Ferrous & Non Ferrous Machined Components, Food Processing Machinery and Equipment, Gears and Transmission Equipment, Hand and Cutting Tools, Heating & Cooling Equipment, Hospital Furniture and Medical Equipment, I.C. Engines & Parts, Light and Heavy Fabrication,

Annexure - I (Contd.)

Machine Tools and Accessories, Machinery and Spares, Material Lifting & Handling Equipment, Medical and Surgical Equipment, Mining Machinery & Components, Oil and Gas field Machinery, Pharmaceutical Machinery, Plastic & Packaging Machinery, Pollution Control Equipment, Power Tool & Hand Tools, Primary Aluminium & Aluminium Products, Primary Iron & Steel, Primary Steel Based Items, Pumping Sets, Pumps, Compressors & Valves, Railway Track Materials, Sheet Metal Working Machinery & Components, Spares for Tractor and Trailors, Steel Flanges & Fittings, Steel Pipes & Tubes, Telecommunications Equipment, Textile Machinery & Parts, Transformers, Switchgears, Circuit Breakers, Transmission Line Towers & Parts, Turnkey Project, Utensils & Kitchenware, Water Well Screens and Drilling Rigs.

Products covered in the Reverse Buyer Seller Meet organized at various cities in India by the Council during the year are given below :

Agricultural Implements	Machinery, Tubes and Pipes
Agri Equipments	Material Handling Equipment
Air Compressor	Mild Steel
Aircraft & Spares	Motor Cycles and Bicycle Tires and Tubes
Aluminium & Products Thereof	Motors
Automobile Parts	Other Industrial Machinery
Bicycle & Parts	Other Non-Ferrous Metal & Products
Billets-Steel	Packaging Machinery for Food Processing
Bolts & Nuts (Fasteners)	Pet Containers for Industrial and Commercial Use
Bright Bars	Plastic Tray Making Machinery
Casting Steel	Prime Iron & Steels
Commercial Vehicles	Pumps
Die and Mould Machinery	Railway Equipment
Electric Power Equipment & Parts	Rubber Injection Machines used in Tyre Industry
Energy Solution	Silicon Ingots
Fencing Structures	Spare Parts and Accessories used in Auto Industry
Ferro Alloys	Spare Parts for Tractors and Cars
Ferrous Hollow-ware	Stainless Steel
Ferrous Industrial Castings	Stainless Steel Bar Stock
Food Processing Machinery & Parts	Stainless Steel Raw Material
General Electric and Machine Spare Parts	Stainless Steel Utensils
Hand Tools	Steel Forgings
Hardware Equipment	Steel Materials
Heating & Cooling Equipments	Steel Parts
Hospital and Medical Equipment	Steel Pipes & Tubes
Hydraulic Press	Steel Wire
I.C. Engine & Parts	Switches
Industrial, Construction and Metallic Machines and Equipment	Textile/Jute Mill Machinery
Instruments - All Types	Tractors Spear Parts
Inverters	Transformers
Iron Ore	Transmission Equipment
Led Traffic Lights	Voltage Transformers
LPG Conversion Kits for Motorcycles	Water Treatment Equipment
Machine Tools	Wires and Cables
Machinery and Raw Material for Wire Mesh Industry	2/3 Wheeler

Annexure - II

Details of Seminars/Meetings/Conferences held during the year 2010-11

Name of the Office	Event Details	Date	Venue
Bengaluru	Refresher Programme on Excise Duty & Service Tax on Exports & Imports	May 20, 2010	Bengaluru
Bengaluru	Refresher Programme on Logistics & Documentation on Exports & imports	Jul. 29, 2010	Bengaluru
Bengaluru	Seminar on Business Opportunities in Colombia	Aug. 20, 2010	Bengaluru
Bengaluru	Export Awareness Seminar	Sept. 18, 2010	Mysore
Bengaluru	Seminar on Export Opportunities in Turkey and Eurasia	Nov. 10, 2010	Bengaluru
	Engineering export opportunities in Turkey and Eurasia		
Bengaluru	Seminar on Focus-Africa Countries Discussed about business and investment opportunities in African countries	Nov. 19, 2010	Bengaluru
Bengaluru	Export Management Training Programme	Dec. 08, 2010	Bengaluru
Bengaluru	Export Awareness Seminar on ECGC Schemes	Jan. 28, 2011	Cochin
Chennai	Export Awareness Programme on ECGC Schemes	Apr. 30, 2010	Thirumudivakkam
Chennai	Seminar on Business Opportunities with Japan	Jun. 19, 2010	Chennai
Chennai	Seminar on Trade Agreement between India and various Trade Blocks	Jun. 25, 2010	Chennai
Chennai	Export Awareness Programme on Council's promotional activities	Jun. 30, 2010	Tiruchirapalli
Chennai	Seminar on Corrosion Protection & Sea Worthy Packaging Systems	Aug. 06, 2010	Coimbatore
Chennai	Seminar on Doing Business with Latin American Countries	Aug. 12 & 13, 2010	Chennai & Coimbatore
Chennai	Interactive Session on INDEE Cairo-2010	Sept. 18, 2010	Coimbatore
Chennai	Export Awareness Programme in association with ECGC, Coimbatore	Oct. 09, 2010	Coimbatore
Chennai	Seminar on Focus-ASEAN	Oct. 08, 2010	Mysore
Chennai	Seminar on Doing Business with Turkey & The India Show 2011, Turkey	Nov. 09, 2010	Coimbatore
Chennai	Export Awareness Programme	Dec. 16, 2010	Visakhapatnam

Annexure - II (Contd.)

Name of the Office	Event Details	Date	Venue
Chennai	Export Awareness Programme	Jan. 28, 2011	Cochin
Hyderabad	Session on Service Tax	Apr. 17, 2010	Hyderabad
Hyderabad	Export Awareness Session	May 21, 2010	Rajahmundry
Hyderabad	Seminar on INDEE - Colombia 2010	Jul. 09, 2010	Hyderabad
Hyderabad	Seminar on Trade Agreement between India and various Trade Blocks	Jul. 16, 2010	Hyderabad
Hyderabad	Programme on Logistics & Documentation on Exports & Imports	Jul. 16, 2010	Hyderabad
Hyderabad	Seminar on Focus African Countries	Aug. 07, 2010	Hyderabad
Hyderabad	Seminar on Focus-CIS Countries	Sept. 24, 2010	Hyderabad
Hyderabad	Interactive Session on INDEE-Cairo 2010	Sept. 25, 2010	Hyderabad
Hyderabad	Seminar on Focus ASEAN Countries	Sept. 24, 2010	Hyderabad
Hyderabad	Export Awareness Session	Dec. 16, 2010	Visakhapatnam
Hyderabad	Session on Inco Terms	Feb. 18, 2011	Hyderabad
Jalandhar	Export Awareness Programme	Jun. 01, 2010	Phagwara
Jalandhar	Export Awareness Programme	Aug. 07, 2010	Sirhind
Jalandhar	Seminar on Currency Trading Business in association with FIEO, New Delhi & Religare	Nov. 19, 2010	Jalandhar
Jalandhar	Interactive Session on The India Show 2011, Turkey	Nov. 27, 2010	Jalandhar
Jalandhar	Meeting on Technology Upgradation of Hand Tools Industry	Jan. 10, 2011	Chehru
Jalandhar	Meeting with Forgings Industry Experts	Jan. 18, 2011	New Court
Kolkata	Seminar on SME Credit Rating & Financing Options	Jun. 18, 2010	Kolkata
Kolkata	Road Show on INDEE-Colombia 2010	Jul. 07, 2010	Cuttack
Kolkata	Road Show on INDEE-Colombia 2010	Jul. 22, 2010	Patna
Kolkata	Presentation on Role & Function of EEPC India and scope of Engineering Exports	Jul. 29, 2010	Kolkata
Kolkata	Seminar on Doing Business with Colombia	Aug. 05, 2010	Kolkata
Kolkata	Workshop on Strategies to increase Export of Auto and Auto Components through SEZ	Aug. 21, 2010	Jamshedpur

Annexure - II (Contd.)

Name of the Office	Event Details	Date	Venue
Kolkata	Interactive Session with Jt. DGFT, Kolkata	Aug. 23, 2010	Kolkata
Kolkata	Interactive Session on currency Trading and Hedging	Aug. 23, 2010	Kolkata
Kolkata	Interactive Session with the Ambassador of India to Thailand	Nov. 11, 2011	Kolkata
Kolkata	Interactive Session on Understanding Direct Tax Code	Nov. 12, 2011	Kolkata
Kolkata	Seminar on Strategies for the Growth of Engineering Exports : 2010-14	Nov. 19, 2010	Kolkata
Kolkata	Buyer-Seller Meet in association with ASK Trading & Exhibition Pvt. Ltd. organized Indo-Bangladesh BSM	Nov. 19, 2010	Kolkata
Kolkata	An interaction with Mr. Pavel SVITIL, Minister-Counselor, Dy. Head of Delegation of European Union to India regarding future trade prospects and collaboration with the EU	Jan. 10, 2011	Kolkata
Kolkata	In association with ICICI Bank organized a session focusing on the SMEs in the engineering and allied sectors	Feb' 24, 2011	Kolkata
Kolkata	Presentation on Current Scenario & Future Prospect of Ferro Alloy Industry	Mar' 04, 2011	Kolkata
Kolkata	Export Awareness Programme on Six Sigma and its relevance on Engg sector	Mar' 17, 2011	Kolkata
Mumbai	Workshop on Strategy to increase export of Auto & Auto Components through SEZs	Jun' 11, 2010	Pune
Mumbai	Seminar on Doing Business with Latin American Countries	Aug' 23, 2010	Mumbai
Mumbai	Seminar on Exim Policy and Open House with Joint DGFT, Mumbai	Oct' 13, 2010	Nagpur
Mumbai	Export Awareness Seminar and Doing Business with Turkey	Nov' 19, 2010	Panaji, Goa
Mumbai	Export Awareness Seminar	Nov' 25, 2010	Thane
Mumbai	Panel discussion on 'Business Beyond Borders' in association with ICICI Bank and CNBC-TV18	Dec' 16, 2010	Mumbai
Mumbai	Seminar on Benefit Grants/Incentive to exporters	Dec' 21, 2010	Rajkot
Mumbai	Presentation by Citybank on Export Credit & Currency Market and Hedging Tools	Jan' 27, 2011	Navi Mumbai

Annexure - II (Contd.)

Name of the Office	Event Details	Date	Venue
Mumbai	Seminar on Export Incentives and Doing Business with ASEAN countries	Feb' 23, 2011	Kolhapur
New Delhi	Workshop on Strategies to increase exports of Auto and Auto Components through SEZ	Apr' 28, 2010	New Delhi
New Delhi	Meeting with NSIC	Jul' 09, 2010	New Delhi
New Delhi	MSME Summit	Jul' 22, 2010	New Delhi
New Delhi	Export Awareness Seminar - Doing Business with Turkey and The India Show	Nov' 11, 2010	New Delhi
New Delhi	Meeting with the members of Noida SEZ	Nov' 29, 2010	Noida
New Delhi	Meeting of the participants of The India Show 2011, Turkey	Jan' 17, 2011	New Delhi
New Delhi	Seminar on "Business Beyond Borders" in association with ICICI Bank and CNBC-TV 18	Feb' 22, 2011	New Delhi

Annexure - III

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

Southern Region

- Meeting with Dr. Rahul Khullar, I.A.S., Secretary, Ministry of Commerce & Industry, Government of India, on 1st June 2010.
- Meeting with Dr. Rahul Khullar, I.A.S., Secretary, Ministry of Commerce & Industry, Government of India, New Delhi, organized by FIEO, Chennai on 28th August 2010.

Eastern Region

- Meeting with VAT Commissioner regarding VAT refund on April 19, 2010.
- Meeting with Addl. Sales Tax Commissioner with regard to VAT pending claim on April 23, 2010.
- Meeting with Ambassador, Embassy of India, Azerbaijan and Shri Shyam Aggarwal, Joint Secretary, Ministry of Commerce & Industry, Government of India on May 03, 2010.

Northern Region

- Meeting with Punjab Pollution Control Board on April 02, 2010.
- Interactive session with Shri J. S. Viridi, Assistant Commissioner of State Excise and Shri Darshan Singh, Regional Jt. DGFT on October 29, 2010.
- Meeting with Pollution Control Board on December 03, 2010.
- Meeting with Pollution Control Board on February 24, 2011.

Western Region

- Mr. Esteban Guanes, Director, Trafosur, S.A., Asuncion visited Regional Office Mumbai and met exporters of this Region on April 26, 2010.
- Meeting with Shri Rajendra Darda, Hon'ble Minister (Industries, Employment and Self-Employment), Government of Maharashtra on August 24, 2010 at Mumbai.
- Open House with the Joint DGFT, Mumbai at Nagpur on October 13, 2010.
- Meeting with Turkey participants with Turkish Journalist in EEPC Conference Room on January 19, 2011 and Factory visit of M/s. Innovative Industries and M/s. KTA Spindle Tooling on 19-20 January, 2011.
- Meeting with ECGC on February 14, 2011 at Mumbai.
- Meeting with Shri Sisodia, Joint Commissioner VAT and Shri Sanjay Bhatia, Chief Commissioner of Sales Tax regarding VAT Refund on February 15, 2011 at Mumbai.
- Meeting with Shri Govande, Commissioner of Customs, Airport on February 24, 2011 regarding duty free allowance of import of prototype sample upto Rs. 3 lakhs.

Annexure - IV

Training Programme Organized during the year 2010-11

Southern Region

- Programme on "Service Tax" on June 05, 2010
- Programme on "Customs Procedures and formalities in Import and Exports" on October 09, 2010
- Programme on "Payment Terms - Import Export Transaction" on November 13, 2010
- Programme on "INCOTERMS" on February 18, 2011
- Programme on "FEMA" on February 26, 2011

Eastern Region

- Programme on Framework of International Trade Documents and Processing of an Export Order on February 04, 2011

Northern Region

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

Western Region

- Programme on 'How to find overseas Buyers' on September 28, 2010.

Annexure - V

Details of Panel Meetings held during 2010-11

SL No.	Name of the Panel	Date of Meeting	Place of the Meeting
1.	Internal Combustion Engines, Compressors and Parts thereof (P-9)	10.04.2010	Phagwara
2.	Fasteners – all types (P-27)	16.04.2010	Ludhiana
3.	Hand Tools (P-15)	07.05.2010	Jalandhar
4.	Sanitary Castings (P-20)	07.05.2010 28.01.2011	Kolkata Kolkata
5.	Pumps – all types (P-28)	17.07.2010	Hyderabad
6.	Machine Tools (P -14)	27.08.2010	Bangalore
7.	Mica and other Mineral based Products (P-32)	15.09.2010	Kolkata
8.	Instruments – All Types (P-35)	17.09.2010	New Delhi
9.	Aluminium and Manufacturers thereof (P-23)	17.09.2010	Chennai
10.	Fabricated Steel Structure incl. Transmission Line Towers (P-16)	22.09.2010	Kolkata
11.	Hand Tools (P-15)	29.10.2010	Jalandhar
12.	Ferrous Industrial Castings (P-21)	23.11.2010	Kolkata
13.	Project Exports (P-29)	10.02.2011	Kolkata
14.	Ferro Alloys (P-37)	04.03.2011	Kolkata
15.	Other Steel Products – all types	15.12.2010	Mumbai
16.	Fasteners – all types (P-27)	29.12.2010	Ludhiana
17.	Hand Tools (P-15)	24.01.2011	Jalandhar
18.	Construction and Earthmoving Machinery incl. Cranes, Hoists, Mining Equipments and Tractors for Construction and Earthmoving purpose (P-30)	29.03.2011 [Video Conference]	Kolkata

WORKING COMMITTEE OF EEPC INDIA

Name & Address of Members	Name of the Panel
<p>1. Shri Surinder Singh Bhurjee Partner M/s. Micro Mechanical Works 601 Delta Hirandani Gardens Powai, Mumbai 400 076</p>	<p>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.</p>
<p>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</p>	<p>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).</p>
<p>3. Shri Siddharth Shah M/s. Nevatia Udyog 20, Maharshi Debendra Road Kolkata 700 007</p>	<p>Agricultural Machinery - Field Equipments including Agricultural Tractors and Trailers, Spare Parts and Agricultural Implements, Tools, Irrigation Equipments such as Sprinklers etc.</p>
<p>4. Shri Amrutlal B. Bhimani CEO Dynamic Engineering Co. (P) Ltd. 268-269, G.I.D.C., Wadhwan City 363030 Dt. Surendranagar (Gujarat)</p>	<p>Industrial Machinery - Others including Heating, Cooling and other Air-conditioning Equipments.</p>
<p>5. Shri R. T. Wasan Tata Motors Ltd. Block 'A', Shivsagar Estate Dr. A. B. Road, Worli, Mumbai 400 018</p>	<p>Motor Vehicles excluding Two Wheelers and Three Wheelers (This will include Heavy Duty Trucks, Jeeps, Chassis, Bus Bodies, Ambulances, Cars etc.).</p>
<p>6. Shri Tarvinder Singh Bhasin Partner M/s. Bharat Parabolic Springs P. Ltd. 37, Barrister Nath Pai Marg Cotton Green, Mumbai 400 033</p>	<p>Automobile Components, Spare Parts, Accessories including Storage Battery for Automobile Application and Auto Servicing Garage Equipments.</p>
<p>7. Shri Satish Kumar Dhanda Chairman M/s. Sadem Industries C-4, Focal Point, Dhandari, Ludhiana 141 010</p>	<p>Bicycles, Bicycle Components and Accessories. (This will also include Tricycles and parts thereof).</p>
<p>8. Mr. Khalid Khan C.E.O. M/s. Geco Trading Corporation 102, Janki Centre, Veera Desai Road Andheri (W), Mumbai 400 053</p>	<p>Internal Combustion Engines, Compressors and Parts thereof.</p>

Name & Address of Members

Name of the Panel

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|---|---|
| 9. VACANT | 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). |
| 10. Shri Aman Chadha
Partner
M/s. Harvinder & Co.
Nikko House, 399 Vithalbhai Patel Road
Mumbai 400 004 | Two Wheelers and Three Wheelers - Complete
(This will cover all sorts of Scooters, Motor Cycles, Mopeds and Three Wheelers). |
| 11. Shri Sunil Krishna Khaitan
Vice Chairman & Mg. Director
M/s. Khaitan Electricals Ltd.
Everest (20th Floor)
46C, J. L. Nehru Road
Kolkata 700 071 | Electric and Home Appliances, Fans, Sewing Machines, Dry Batteries, Torch Lights and other Electrical Manufactures-N.O.S. |
| 12. Shri 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 | Iron and Steel. |
| 13. Shri K. R. Pandian
Partner
M/s. Sharp Tools
9/10 Sitra Road, Sharp Nagar
Kalapatti, Coimbatore 641 035 | Machine Tools. |
| 14. Shri Sharad Aggarwal
Partner
M/s. Forgings & Chemicals Industries
G. T. Road, Bye Pass
Near Hotel Ranvir Classic
Jalandhar 144 004, Punjab | Hand Tools. |
| 15. Shri Arun Kumar Garodia
M/s. Corona Steel Industry (P) Ltd.
(Formerly: Suiti Steel Pvt. Ltd.)
P-34, India Exchange Place
Shah House (3rd Floor), Kolkata 700 001 | Fabricated Steel Structures including Transmission Line Towers. |

Name & Address of Members

Name of the Panel

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| <p>16. Shri M. S. Arora
Zenith Birla (India) Limited
Dalmal House, 1st Floor
206, J. B. Marg, Nariman Point
Mumbai 400 021</p> | <p>Steel Pipes, Tubes and Fittings thereof.</p> |
| <p>17. Shri Jaspal Singh Bhasin
Partner
M/s. ASB International
37, Barrister Nath Pai Marg
Cotton Green
Mumbai 400 033</p> | <p>Steel Wire Products - all types including Steel Wire, Wire Ropes and Strands.</p> |
| <p>18. Shri L. P. Gupta
M/s. Eastern Anticorrosives Ltd.
Vidya Sagar Sarani
Kumarpur
Asansol 713 304 (W. B.)</p> | <p>Other Steel Products-all types. (This will include all Primary Steel based items not otherwise specified).</p> |
| <p>19. Shri S. S. Kejriwal
Director
M/s. Kiswok Industries Pvt. Ltd.
Draupadi Mansion
11, Brabourne Road
Kolkata 700 001</p> | <p>Sanitary Castings (This will also include Valve Box, Water Meter Box and Meter Lids).</p> |
| <p>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</p> | <p>Ferrous Industrial Castings. (This will also include Spun Pipes, Pressure Tested Pipe Fittings and Alloy Steel Castings).</p> |
| <p>21. Shri Avinash Gupta
Director
M/s. R. N. Gupta & Co.
C-55, Focal Point
Ludhiana 141 010</p> | <p>Steel Forgings - all types.</p> |
| <p>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)</p> | <p>Aluminium and Manufacturers thereof.</p> |

Name & Address of Members

Name of the Panel

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|--|--|
| <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 Besant Road, Worli
Mumbai 400 018</p> | <p>Super Star/Star/ Trading and Export Houses.</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
Managing Director & CEO
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

30. Shri Rajesh Kumar Sonthalia
Vice Chairman-cum-Managing Director
M/s. S. R. Enterprise
4/1A, Jagmohan Mullick Lane
Kolkata 700 007
31. Shri M. L. Rajgarhia
Chairman & Managing Director
M/s. Mica Manufacturing Co. (P) Ltd.
3C, Camac Street
Kolkata 700 016
32. Shri Girish Kumar Madhogaria
Managing Director
M/s. NIF Ispat Limited
P-260, Benaras Road
Howrah 711 108 (W.B.)
33. Shri Krishanlal Dhingra
Managing Director
M/s. Snowdrop Trading Pvt. Ltd.
15/71, Ashray MHB Complex
Bandra Reclamation
Bandra (West)
Mumbai 400 050
34. Shri C. S. Shukla
31 C, Pocket B, Siddhartha Extension
New Delhi - 110 014
35. Shri Pradeep Khaitan
Managing Director
M/s. Rahee Track Technologies Pvt. Ltd.
107, Lakhinarayantalla Road
Shalimar, Howrah - 711 103 (W. B.)
36. Shri Anupam Shah
Director
M/s. Nipha India (P) Ltd.
48, Ganga Jamuna
28/1, Shakespeare Sarani
Kolkata 700 017

Name of the Panel

- Free Trade Zone and 100% Export Oriented Units.
- Mica and other Mineral based products.
- 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.)
- Small & Cutting Tools including Engineers Files.
- Instruments - all types.
- Railway Rolling Stock and Components, Signalling Equipments and Other Transport Equipments including Air-Crafts, Ship Building and Repairing etc.
- Ferro Alloys.

Name & Address of Members

Name of the Panel

37. Shri Sulekh Jain
General Manager - Exports
M/s. Magppie International Ltd.
PD-4A, Pitampura
Delhi 110 088

Stainless Steel Houseware Products. (This will cover Utensils, Cutlery, Kitchen Equipments etc.)

38. Shri B. D. Agarwal
M/s. Calcutta Export Co.
18, R. N. Mukherjee Road
Kolkata 700 001

Builders' Hardware including Hinges, Door Fittings, Locks, Pad Locks etc. of Base Metal.

ASSOCIATE 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
Saibaba Mission Post, Coimbatore 641 011
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 CHAIRMAN NOT OTHERWISE REPRESENTED ON THE WORKING COMMITTEE

- | | |
|--|------------------------------------|
| 1. EXPIRED | 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.)
Ministry of Commerce & Industry
Department of Commerce
Government of India
Udyog Bhavan
New Delhi 110 011 | 2. Smt. Radhika L. Lokesh
Joint Secretary (ITP)
Ministry of External Affairs
Akbar Bhavan
New Delhi |
| <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 | 3. Shri Najib Shah
Joint Secretary (Drawback)
Ministry of Finance
Department of Revenue
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. CEASED</p> | |

MEMBER FROM THE SECRETARIAT

1. Shri R. Maitra
Executive Director
EEPC India
Vandhana Building (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. Mrs. Tapasi De
Regional Manager (ER)
Export Credit Guarantee Corporation of India Limited
1, Shakespeare Sarani
A. C. Market, 9th Floor
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 Besant 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)
Pannalal Silk Mill Compound
Mumbai 400 078

REGIONAL CHAIRMEN & DY. REGIONAL CHAIRMEN

SOUTHERN REGION

Shri R. K. Mutha
Regional Chairman

Shri R. Subhash Chandra Goel
Deputy Regional Chairman

Shri A. Mathew
Deputy Regional Chairman

EASTERN REGION

Shri B. N. Agarwal
Regional Chairman

Shri Arun Kumar Garodia
Deputy Regional Chairman

Shri G. D. Agarwal
Deputy Regional Chairman

NORTHERN REGION

Shri S. C. Ralhan
Regional Chairman

Shri Ashwani Kumar
Deputy Regional Chairman

Shri Surinder Singh Bhogal
Deputy Regional Chairman

WESTERN REGION

Mr. Khalid Khan
Deputy Regional Chairman
(Officiating as Regional Chairman)

Shri V. M. Kotadia
Deputy Regional Chairman

COMMITTEE OF ADMINISTRATION

1. **Shri Aman Chadha**
Chairman, EEPC India
C/o. M/s. Harvinder & Co.
Nikko House, 399, Vithalbhai Patel Road
Mumbai 400 004
 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.)
 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
 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
 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
 6. **Shri S. C. Ralhan**
Regional Chairman (NR), EEPC India
C/o. M/s. Sri Tools Industries
E-184, Focal Point, Ludhiana 141 010
 7. **Mr. Khalid Khan**
Dy. Regional Chairman
EEPC India (WR)
C/o. M/s. Geco Trading Corporation
102, Janki Centre, Veera Desai Road
Andheri (W), Mumbai 400 053
 8. **Shri Jaspal Singh Bhasin**
M/s. ASB International
37, Barrister Nath Pai Marg
Cottongreen, Mumbai 400 033
 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
 10. **Shri S. S. Kejriwal**
Director
M/s. Kiswok Industries Pvt. Ltd.
Draupadi Mansion
11, Brabourne Road, Kolkata 700 001
 11. **Shri Chandubhai C. Udeshi**
Chairman
M/s. Metro Exporters Ltd.
132, Kakad Chamber
Dr. Annie Besant Road
Worli, Mumbai 400 018
 12. **Shri Sharad Aggarwal**
M/s. Forgings & Chemicals Industries
G. T. Road, Bye Pass
Near Hotel Ranvir Classic
Jalandhar 144 004, Punjab
 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
- ALTERNATE**
- 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
14. **Shri Rakesh Shah**
Permanent Invitee of CA
EEPC India
C/o. M/s. Nipha Enterprises
48, Ganga Jamuna Apartments
28/1, Shakespeare Sarani, Kolkata 700 017

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, 2011 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 to 17 of Notes on Accounts as contained in Schedule 'I' attached herewith and read with all other notes given in that Schedule, we further state and report that :-

- (a) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of audit.
- (b) In our opinion, proper books of accounts as required by law have been kept by the Council so far as appears from our examination of those books.
- (c) The Balance Sheet and Income & Expenditure Account dealt with by this report are in agreement with the books of accounts.
- (d) Subject to and read with the Statement of Accounting Policy as shown in Schedule 'I', the Accounting Standards referred to in Section 211 (3C) of the Companies Act, 1956 have been generally complied with by the Council.
- (e) As reported to us, we report that none of the members of the Working Committee 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.
- (f) 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 'I', 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, 2011 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.

2, Church Lane, 4th Floor
Suite No. 404A, Kolkata 700 001

Dated : 06th September, 2011

For **R.K.PATODI & CO.**

Chartered Accountants

FRN 305091 E

S. PATODI

Partner

MEMBERSHIP NO.059144

BALANCE SHEET as at 31st March, 2011

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

	Schedules	Current Year		Previous Year	
		₹	₹	₹	₹
SOURCES OF FUNDS					
MEMBERS FUND					
General Reserve Fund			90,203,462		87,203,462
STAFF WELFARE FUND					
(House Building/Vehicle/Computer Advance)			10,575,782		9,874,533
BUILDING FUND					
			85,000,000		85,000,000
INCOME & EXPENDITURE ACCOUNT					
			2,433,759		2,305,885
			<u>188,213,003</u>		<u>184,383,880</u>
APPLICATION OF FUNDS					
FIXED ASSETS					
	A		70,361,934		72,341,737
NET CURRENT ASSETS					
Current Assets	B	267,198,965		230,391,616	
Less : Current Liabilities And Provisions	C	<u>149,347,896</u>	<u>117,851,069</u>	<u>118,349,473</u>	<u>112,042,143</u>
			<u>188,213,003</u>		<u>184,383,880</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.

2, Church Lane, 4th Floor
Suite No. 404A, Kolkata 700 001

Date : 06th September, 2011

For **R.K.PATODI & CO.**
Chartered Accountants
FRN 305091 E
(S. PATODI)
Partner
Membership No.059144

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

INCOME AND EXPENDITURE ACCOUNT for the year ended 31st March, 2011

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

(Company Limited by Guarantee)

	Schedules	Current Year ₹	Previous Year ₹
INCOME			
From Members	D	229,216,731	222,819,530
Grant-in - Aid from Govt. of India	E	87,187,405	51,077,384
Miscellaneous Income	F	13,988,104	9,054,336
Income from Interest		19,100,634	15,897,608
		<u>349,492,874</u>	<u>294,283,180</u>
EXPENDITURE			
Expenses on Indian Offices & other Export Promotion Activities within India	G	170,834,624	147,481,599
Expenses on Foreign Offices & other Export Promotion Activities outside India	H	158,197,742	114,864,534
Loss on Sale/adjustment of Assets (Net)		-	2,545,705
Depreciation	A	7,526,494	8,382,360
Balance carried down		12,934,014	25,574,660
		<u>349,492,874</u>	<u>298,848,858</u>
Balance brought down		12,934,014	25,574,660
Less : Provision for Gratuity & Leave Encashment		9,806,140	22,055,551
Excess of Income over Expenditure for the year		3,127,874	3,519,109
Balance brought forward from last Year		2,305,885	3,786,776
		<u>5,433,759</u>	<u>7,305,885</u>
Less : Transferred to General Reserve Fund		3,000,000	5,000,000
Balance carried to Balance Sheet		<u>2,433,759</u>	<u>2,305,885</u>

Schedules 'D' to 'H' referred to above and Schedule 'I' 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.

2, Church Lane, 4th Floor
Suite No. 404A, Kolkata 700 001

Date : 06th September, 2011

For **R.K.PATODI & CO.**
Chartered Accountants
FRN 305091 E
(S. PATODI)
Partner

Membership No.059144

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 2011**

SCHEDULE "A"

FIXED ASSETS

Description of Assets	Gross value as on 31.03.2010	Additions during the year	Sales/ Adjustment during the year	Gross value as on 31.03.2011	D E P R E C I A T I O N				Net Value as on 31.03.2011	Net Value as on 31.03.2010
					Upto 31.03.2010	For the year	Adjustment	Total upto 31.03.2011		
	₹	₹	₹	₹	₹	₹	₹	₹	₹	₹
Furniture & Fittings	23260396	1281751	10000	24532147	12078428	2081710	7826	14152312	10379835	11181968
Office Equipments	25317737	55639	15000	25388376	20744562	639164	9247	21374479	3983897	4573175
Electrical Fittings	4889830	458200	-	5348030	1776766	446285	-	2223051	3124979	3113064
Motor Cars	5789489	-	2271	5787218	3378959	624120	2271	4000808	1786410	2410530
Computer including Software	8163818	668888	-	8832706	6527181	696042	-	7223223	1609483	1636637
Land & Building	66715569	939900	-	67655469	19669405	2361018	-	22030423	45625046	47046164
Video Conferencing Equipments	-	2150240	-	2150240	-	47530	-	47530	2102710	0
PERMANENT PROJECTION CENTRE	2631180	-	-	2631180	1399085	171384	-	1570469	1060711	1232095
IMPLEMENTATION OF ERP	5322237	-	-	5322237	4174133	459241	-	4633374	688863	1148104
TOTAL	142090256	5554618	27271	147617603	69748519	7526494	19344	77255669	70361934	72341737
Previous year	143244607	6068967	7223318	142090256	65749873	8382360	4383714	69748519	72341737	

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, 2011

SCHEDULE "B"

CURRENT ASSETS, LOANS & ADVANCES

	Current Year		Previous Year	
	₹	₹	₹	₹
A. CURRENT ASSETS				
CASH & BANK BALANCES :				
Cash in hand (as certified by the Management including Foreign Offices ₹ 22,145; Regional Offices ₹ 32,750 and Postage Stamps ₹ 90)		476,109		433,655
Units in Franking Machine		98,280		53,366
Remittance in Transit/Cheques in hand		769,757		2,136,020
Bank Balances :				
(With Scheduled Banks)				
In Current Account -				
In India				
Indian Rupees	6,459,808		6,533,500	
Foreign Currency	1,528,528		14,346,187	
At Foreign Offices	541,240		292,229	
In Savings Account -				
In India				
(including Auto Sweep facilities)	12,532,361		26,160,766	
In Fixed Deposit				
[including earmarked deposits for Gratuity & Leave Encashment Fund ₹ 4,65,96,836 (Previous Year ₹ 3,82,54,977)]				
in India	163,742,292		130,262,324	
		184,804,229		177,595,006
Interest accrued but not due		17,043,829		21,754,164
Carried Over		203,192,204		201,972,211

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

SCHEDULE "B" (Contd.)

	Current Year		Previous Year	
	₹	₹	₹	₹
Brought Forward		203,192,204		201,972,211
B. LOANS & ADVANCES				
1. LOANS				
(out of Staff Welfare Fund)				
i) To Employees towards House Building	9,397,747		10,802,247	
Less : Realisation	8,593,195		9,425,258	
		804,552		1,376,989
ii) To Employees towards Purchase of Vehicles	420,000		390,000	
Less : Realisation	328,619		261,225	
		91,381		128,775
iii) To Employees towards Purchase of Computers	510,032		438,985	
Less : Realisation	396,600		328,688	
		113,432		110,297
2. ADVANCES				
(Recoverable in cash or in kind or for value to the received)				
Security Deposits (including Foreign Offices)	2,625,180		2,625,180	
Prepaid Expenses	95,286		-	
Contribution Receivables from members for Events	2,391,921		2,518,745	
Contribution Receivables from MSME for Exhibitions	9,985,207		-	
Other Advances	12,810,171		5,321,054	
Govt. Grant receivable	35,089,631		16,338,365	
		62,997,396		26,803,344
		<u>267,198,965</u>		<u>230,391,616</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, 2011

SCHEDULE "C" CURRENT LIABILITIES & PROVISIONS

	Current Year		Previous Year	
	₹	₹	₹	₹
A. CURRENT LIABILITIES				
Sundry Creditors for expenses & other financial services		39,234,412		32,624,332
Outstanding Liabilities		3,671,705		4,014,522
Liabilities for VRS monthly payment cases		4,037,907		5,174,986
Govt. Grant received in advance		20,000,000		7,241,000
Govt. Grant refundable		4,505,514		-
Contribution received-in-advance from members for events		14,455,092		12,290,467
Membership Subscription received-in-advance		14,518,400		14,533,443
		<u>100,423,030</u>		<u>75,878,750</u>
B. PROVISIONS				
Staff Gratuity & Leave Encashment (Refer to Note No. 12 of Schedule 'I')				
As per Last Accounts				
Gratuity	35,774,132		15,586,459	
Leave Encashment	6,696,591	42,470,723	10,217,679	25,804,138
Less : Paid During the year				
Gratuity	2,232,611		961,911	
Leave Encashment	1,119,386	3,351,997	4,427,055	5,388,966
		39,118,726		20,415,172
Add : Provision during the year				
Gratuity	7,053,124		21,149,584	
Leave Encashment	2,753,016	9,806,140	905,967	22,055,551
		<u>48,924,866</u>		<u>42,470,723</u>
[A] + [B]		<u>149,347,896</u>		<u>118,349,473</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, 2011**

	Current Year	Previous Year
	₹	₹
SCHEDULE "D"		
INCOME FROM MEMBERS		
Membership Subscription	141,527,696	138,295,637
Subscription for Panel	281,259	451,100
Contribution from Participating Members	87,407,776	84,072,793
	<u>229,216,731</u>	<u>222,819,530</u>

SCHEDULE "E"
GRANT-IN-AID FROM GOVT. OF INDIA

For the year	87,187,405	51,077,384
	<u>87,187,405</u>	<u>51,077,384</u>

SCHEDULE "F"
MISCELLANEOUS INCOME

Advertisement	5,118,781	3,540,181
Miscellaneous Receipts	5,283,365	2,577,149
Provisions no longer required written back	-	1,153,257
Participation/Sponsorship from other Agencies	3,585,958	1,783,749
	<u>13,988,104</u>	<u>9,054,336</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, 2011

	Current Year		Previous Year	
	₹	₹	₹	₹
SCHEDULE "G"				
EXPENSES ON INDIAN OFFICES & OTHER EXPORT PROMOTION ACTIVITIES WITHIN INDIA				
Salaries, Allowances & Exgratitia including Staff Welfare, Contribution to Provident Fund, Contribution to Superannuation Fund & accumulated Leave Encashment	94,537,091		81,284,041	
Rent	6,658,985		6,409,007	
Property Tax	640,292		526,428	
Printing & Stationary, Postage & Telegram, Telephone & Fax	3,384,056		3,251,268	
Building Maintenance incl. Electricity	5,453,997		4,613,422	
Travelling & Conveyance Charges incl. reimbursement of Conveyance Charges	1,418,527		1,351,461	
Motor Car Up-keep	1,252,333		1,011,223	
Audit Fees	100,000		75,000	
Internal Auditors' remuneration	349,100		413,130	
Professional Fees	656,774		874,800	
Election Expenses	187,864		187,013	
Meeting Expenses	225,697		137,123	
Legal Expenses	1,264,800		944,347	
Arrear against Revision of Pay	20,796,153		12,982,877	
Miscellaneous Expenses	2,332,133		2,236,950	
		139,257,802		116,298,090
Other Export Promotion Expenses :				
Advertisement/Subscription to Journal & Website	1,961,444		1,220,747	
Seminars & Exhibitions	6,882,368		5,159,093	
Award Function Expenses	10,221,409		5,008,882	
Trade Information Division incl. cost of Publications	3,872,778		3,691,790	
Trade Delegation from abroad	123,174		26,522	
Expenses on MDA Assistance Scheme	326,016		132,748	
Buyer-Seller Meets in India	7,123,336		8,904,475	
ISO Series Expenses	200,574		273,897	
Hospitality	573,947		522,899	
Expenses on HRD	58,310		28,671	
ERP - AMC & maintenance charges	64,217		1,063,320	
Strategy Paper	169,249		5,150,465	
		31,576,822		31,183,509
		170,834,624		147,481,599

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, 2011**

	Current Year		Previous Year	
	₹	₹	₹	₹
SCHEDULE "H"				
EXPENSES ON FOREIGN OFFICES & OTHER EXPORT PROMOTION ACTIVITIES OUTSIDE INDIA				
Salaries, Allowances & Exgratia including Contribution to Provident Fund & Superannuation Fund	6,785,000		7,069,554	
Staff Welfare	252,908		135,981	
Rent	4,063,720		4,290,279	
Electricity & Water	205,671		105,656	
Printing & Stationary, Postage & Telegram, Telephone & Fax	939,097		971,432	
Travelling & Conveyance Charges	683,937		726,899	
Hospitality	66,452		58,730	
Motor Car Up-keep	650,644		665,944	
Difference in foreign exchange	194,070		859,475	
Other Expenses	268,195		566,495	
		14,109,694		15,450,445
Other Export Promotion Expenses :				
Study Team Sales/Delegation/Buyer Seller Meets	2,943,777		4,692,507	
Publications for use Abroad	4,477,623		2,924,685	
Market Survey & Research/Subscription to Journals	8,008,932		157,353	
Exhibitions Abroad including Advertisement	128,657,716		90,240,103	
India Engineering Centre	-		1,399,441	
		144,088,048		99,414,089
		<u>158,197,742</u>		<u>114,864,534</u>

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

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SCHEDULE ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2011 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 not taken into account unless received. As such, no accrued income is considered in the accounts. Subscriptions received in advance have been treated as liability.
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.

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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 ₹	Previous year ₹
(i) Strait Dollar	1.00	36.00	33.00
(ii) U.S.Dollar	1.00	45.00	46.00
(iii) Euro	1.00	64.00	64.00

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

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

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 ₹ 1,000/- in the case of Ordinary Members and ₹ 50/- in the case of Associate Members.

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

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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 equipments include 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 include 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 ₹ 4,91,602/- due from an ex-employee of the Council towards misappropriation of funds in Johannesburg. The Council is trying to recover this amount and adequate provision for loss, if any, will be made after the extent of realisability is ascertained.
 - (c) Interest accrued but not due on house building, vehicle and computer advances 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.
 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.

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SCHEDULE "I" (Contd.)

15. Grant received from Govt. of India amounting to ₹ 4,75,00,000 for disbursement to the Exporters under MDA Assistance Scheme has not been treated as Income for the year since the Council only acts as a custodian of the said Grant. Similarly amount disbursed during the year aggregating to ₹ 3,97,99,017 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 the payments of the balance under this head following the part payment made in the previous year.

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 :

	2010 - 2011
	₹
(i) Vat refund	7,60,103 (0)
(ii) Contribution for events	2,49,96,151 (43160377)
(iii) Others	11,27,034 (1135624)

EEPC INDIA (formerly ENGINEERING EXPORT PROMOTION COUNCIL)

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SCHEDULE "I" (Contd.)

21. Expenditure in Foreign Currency :

	2010 – 2011
	₹
(i) Salary, Medical & other benefits	63,84,226 (3498763)
(ii) Rent, Rates & Taxes	40,63,720 (4290279)
(iii) Exhibitions, Showrooms, Conferences, Symposiums	11,60,13,859 (66957581)
(iv) Delegations, Study Team and Sales Team	21,97,672 (2965247)
(v) External Publicity	26,48,515 (1548899)
(vi) Capital Assets	49,255 (34488)
(vii) Others	29,13,996 (4090612)

* Notes : Figures in brackets are for previous year.

2, Church Lane, 4th Floor
Suite No. 404A, Kolkata 700 001

Date : 06th September, 2011

For **R.K.PATODI & CO.**
Chartered Accountants
FRN 305091 E
(S. PATODI)
Partner
Membership No.059144

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 31.03.2011	31.03.2011	
II Capital raised during the year		
Public Issue	Right Issue	Bonus Issue
N.A.	N.A.	N.A.
		Private Placement
		N.A.
III Position of Mobilisation and Development of fund		
Total Liabilities	Total Assets	
188213003	188213003	
Source of Fund		
Paid up Capital	Reserve & Surplus	Secured Loans
N.A.	92637221	N.A.
Net Fixed Assets	Net Current Assets	Unsecured Loans
70361934	117851069	N.A.
Investments	Misc. Expenditure	
N.A.	N.A.	
Accumulated Losses		
N.A.		
IV Performance of Company		
Turnover	Total Expenditure	
349492874	346365000	
Profit/Loss before Tax	Profit/Loss after Tax	Earning per Share in ₹
3127874	3127874	N.A.
		Dividend
		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	

2, Church Lane, 4th Floor
Suite No. 404A, Kolkata 700 001

Date : 06th September, 2011

For **R.K.PATODI & CO.**

Chartered Accountants

FRN 305091 E

(S. PATODI)

Partner

Membership No.059144

AMAN CHADHA

Chairman

MAHESH K.DESAI

Vice Chairman

ANUPAM SHAH

Vice Chairman

R. MAITRA

Executive Director

B. SARKAR

AED & Secretary



EEPC INDIA

Vanijya Bhavan (1st Floor)

International Trade Facilitation Centre

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