

India**Engineering** **Sourcing**Show2012

22 > 24 March, 2012 Bombay Exhibition Centre, Mumbai

A REPORT

ORGANISED BY

Department of Commerce
Ministry of Commerce & Industry
Government of India

The India Show
Land of limitless opportunities

LEAD AGENCY

EEPCINDIA
ENGINEERING THE FUTURE
www.eepcindia.org

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FOREWORD



EEPC India was the nodal agency for the Union Commerce and Industry Ministry to organize India's largest engineering sourcing show – India Engineering Sourcing Show (IESS) 2012 in Mumbai over 22 – 24 March 2012.

IESS 2012 was unique because it was India's first international engineering sourcing event and we hope the event will change the way domestic and international companies connect and conduct business. The Show also endeavoured to promote the 'Brand India' image within India.

Through IESS we also tried to highlight India as a 'Technology Hub' for the manufacturing industry – from SMEs to large-scale organisations. IESS was not only an opportunity to do business with overseas companies, it was also where government departments and PSUs shopped for manufacturers and suppliers from among MSMEs. Vendor development and government procurement activities with leading Indian buyers of engineering products and services thus turned out to be an important aspect of IESS 2012. The most prominent in this group were the Indian Railways, the Departments of Defence, Heavy Industry and Science & Technology. Around 250 exhibitors from India and abroad participated in the Show.

Following the success of The India Show in Toronto, Canada last year, Canada joined IESS 2012 as Partner Country. The Indo-Canadian Business Chamber (ICBC) also organised its annual convention during show.

The Show, as we all know, was an outstanding success and received overwhelming response both from exhibitors and delegates.

However, a show of this magnitude would not have been possible without the support of various entities, organizations and government machinery. We specially thank the Hon'ble Minister of Commerce, Industry & Textiles and his team of officials for their support, encouragement and enormous faith in the capabilities of EEPC India.

I thank Mr Anup Wadhawan and Mr Sumanta Chaudhuri, Joint Secretaries, Department of Commerce, Government of India for their presence during the Show.

I specially thank Mr Milan Hovorka, Deputy Minister, Ministry of Industry and Trade of The Czech Republic for being with us during the Show and leading a business delegation from the Czech Republic.

I express heartfelt thanks to Mr Kenneth Viagem Marizane, Vice Minister of Industry and Trade, Government of Mozambique for gracing the occasion and leading a business delegation.

We are also thankful to the High Commission of Canada in New Delhi, India and Consulate General of Canada in Mumbai for their support as 'Partner Country' and the continuous presence of Mr Jim Nickel, Deputy High Commissioner of Canada in India and Mr Nicolas Lepage, Consul General, Consulate General of Canada in India during the three-day extravaganza along with Canadian exhibitors and a business delegation.

My sincere thanks to the Maharashtra Government for being the 'Partner State' at the Show.

I extend sincere thanks to the Ministry of Small, Micro & Medium Enterprises (MSME), Ministry of Science & Technology, Department of Heavy Industry, Government of India; Coir Board of India, Mazgaon Dock Limited, EXIM Bank, Maharashtra Industrial Development Corporation, Karnataka Udyog Mitra, Government of Gujarat and Jharkhand and all the industry associations for being a part of this EEPC India initiative.

This exhibition has benefitted most participants and I am sure that in the coming months, the event will help foster new ventures, partnerships and investments.

Aman Chadha
Chairman, EEPC India

EEPCINDIA
ENGINEERING THE FUTURE

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सत्यमेव जयते

वणिज्य एवं उद्योग तथा वस्त्र मंत्री

MINISTER OF COMMERCE, INDUSTRY & TEXTILE
INDIA



Message

I am glad to know that EEPC India is organizing India Show at Mumbai with support of Ministry of Commerce & Industry, Government of India from 22-24 March 2012. Numerous Companies, Industry Associations and Institutions from India will be present at the Bombay Exhibition Centre with an impressive display that underlines the potential of this growing sector in our vast economy.

Indian engineering companies are contributing significantly to India's economic growth. Due to their innovative practices and futuristic vision, Indian companies are supplying engineering products and services to a large number of developed and developing countries.

The show aims to promote India as a Technology Hub and showcase India's manufacturing capabilities and global technological innovations before the wide audience expected to join the show from both national and international areas.

I wish the organizers & participants all success in their endeavours.

ANAND SHARMA

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ज्योतिरादित्य मा. सिंधिया
JYOTIRADITYA M. SCINDIA

सत्यमेव जयते

राज्य मंत्री
वाणिज्य एवं उद्योग
भारत सरकार
Minister of State for
Commerce & Industry
Government of India

27 FEBRUARY, 2012



Message

I am happy to learn that EEPC India is organizing India Show at Mumbai with the support of Ministry of Commerce & Industry, Government of India from 22 – 24 March, 2012.

This will be a unique platform showing India's capabilities and expertise in the engineering sector.

In the recent years, Indian engineering industry has made rapid strides in development and modernization of manufacturing facilities, thus producing world class products. An immediate access to more than 200 engineering companies will enable the technocrats to access areas of trade and technical compatibility for join collaborations.

I wish both Indian and Overseas Participants to develop a long lasting mutually beneficial business relationship.

JYOTIRADITYA M. SCINDIA

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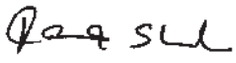
Engineering industry vital to Indian economy

The Indian engineering industry forms a crucial backbone of the economy. It is the largest segment of the Indian industrial sector. According to the Annual Survey of Industries 2009-10, the latest available, out of the 29 major industry groups at two digit level of NIC-2008 classification, engineering industry accounts for 8 groups. These 8 engineering groups represent 26.93% of total factories in India, 36.95% of invested capital, 29.41% of total persons engaged and 39.21% of the total Net Value added. To top it all, engineering exports accounts for over 20% of India's total exports.

The top 10 export destinations of Indian engineering products are: USA, UAE, Singapore, UK, Germany, Malaysia, Saudi Arabia, Italy, The Netherlands and Belgium.

Factors behind the growth of the engineering sector

- The growth of end user sectors in India. For example, the domestic sales of automobiles have grown at the compounded annual growth rate of around 14 per cent over the past four years.
- Government's emphasis on power and construction sector has increased for the past few years and thus increasing the demand for capital goods.
- Further, India is being preferred by global manufacturing companies as an outsourcing destination due to its lower labour cost and better designing capabilities. Engineering companies thus have a huge potential for direct exports and outsourcing.



Rakesh Shah
Former Chairman & Chairman, PED, EEPC India

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Engineering goods exporters the foremost foreign exchange earners

EEPC India (formerly Engineering Export Promotion Council) was set up in 1955 under the sponsorship of the Ministry of Commerce & Industry, Government of India, for promoting exports of engineering goods, projects and services from India. EEPC India, which started out in a small way with a few members, has established itself as the largest export promotion council in the country in the last five decades. Today EEPC India has a membership of around 13,000 engineering firms covering the entire spectrum of India's engineering industry consisting of large corporate houses, and small and medium enterprises. EEPC India is the first export promotion organization in India to have got the ISO 9002 certification and the first organization in the country to be certified ISO 9001:2000 for designing and organizing exhibitions abroad.

Engineering exports from India has been steadily growing and the performance has probably exceeded all expectations ever since the birth of EEPC India. Engineering exporters are the foremost net foreign exchange earner in the country. In 1956-57, the value of engineering exports was just US$ 10 million. By 2010-11, our exports had touched US$ 60 billion.

Export promotion activities

The marketing activities of EEPC India are manifold. In addition to direct marketing, structured promotional events are organized on a regular basis to create awareness among exporters, like product specific delegations to targeted countries, organizing exclusive Indian Engineering Exhibition overseas, participation in specialized trade fairs and catalogue shows overseas, buyer seller meets, and product-specific seminars/conferences in India and abroad.



R Maitra
Executive Director, EEPC India

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WHY HOLD THE 'INDIA ENGINEERING SOURCING SHOWS'?

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

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

During February 2011, Union Minister of Commerce & Industry, Shri Anand Sharma while releasing the draft strategy paper for doubling exports mentioned that engineering sector has done considerably well and now need to move up the value addition chain for high value precision engineering both for domestic production and exports. With support from Ministry of Commerce & Industry, a target of reaching US$125 billion by 2014 for total engineering exports has been set up.



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WHY HOLD THE 'INDIA ENGINEERING SOURCING SHOWS'?

With this objective EEPC India was selected as the lead agency to organise the first 'India Engineering Sourcing Show' (IESS) in Mumbai. IESS 2012 created a platform for exporters of engineering products and services to build business contacts with leading importers, buyers, dealers, distributors and wholesalers of engineering products from America, Europe, Africa, Latin America, ASEAN, Australia, New Zealand and CIS Countries. Another major objective was to highlight India as an 'Outsourcing Hub' for the engineering industry where a wide range of high-quality engineering items could be sourced at very competitive rates.

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

The Show was hosted successfully from 22-24 March 2012 in Mumbai. It showcased the strength and capabilities of the Indian engineering sector before a global audience. The Show was graced by Deputy Ministers from the Czech Republic and Mozambique, senior officials from the Ministry of Commerce, Government of India and High Commissions/Embassies of Canada, Czech Republic, African countries, etc. Around 260 companies participated in the Show and there were footfalls of around 7,000.



ENGINEERING SOURCING

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

India provides outsourced services in the ar-

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A view of The India Show in Toronto which was held last year

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

India's growing importance as an engineering sourcing destination is backed by recent studies that indicate the country's potential. Research shows that the global market for engineering sourcing – which encompasses design and Research and Development (R&D) is likely to increase from around US$150 billion in 2008 to US$200-220 billion by 2020. The Indian ES industry meanwhile is expected to touch US$6.2 billion in FY2009, with the market growing to US$40 billion over the next few years.

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MUMBAI, THE HOST CITY

Mumbai, formerly known as Bombay, is the capital of the Indian state of Maharashtra. It is the most populous city in India and the 6th most populous city in the world, with a total metropolitan area population of approximately 20.5 million. Mumbai is the commercial and entertainment capital of India and is also one of the world's top 10 centres of commerce in terms of global financial flow, generating 5% of India's GDP and accounting for 25% of industrial output, 70% of maritime trade in India and 70% of capital transactions to India's economy. Mumbai is the commercial capital of India. Mumbai accounts for slightly more than 6% of India's economy contributing 40% of foreign trade. Mumbai was ranked among the fastest cities in India for business startup in 2009.

It has rising venture capital firms, start-ups and established brands in aerospace, optical engineering, medical research, information technology, computers and electronic equipment of all varieties, shipbuilding and salvaging, renewable energy and power. Mumbai is also home to the Western fleet of the Indian Navy, key to India's maritime security.

With these parameters, there could not have been a better location for holding an engineering show of this magnitude which brought various entrepreneurial forces in one arena.

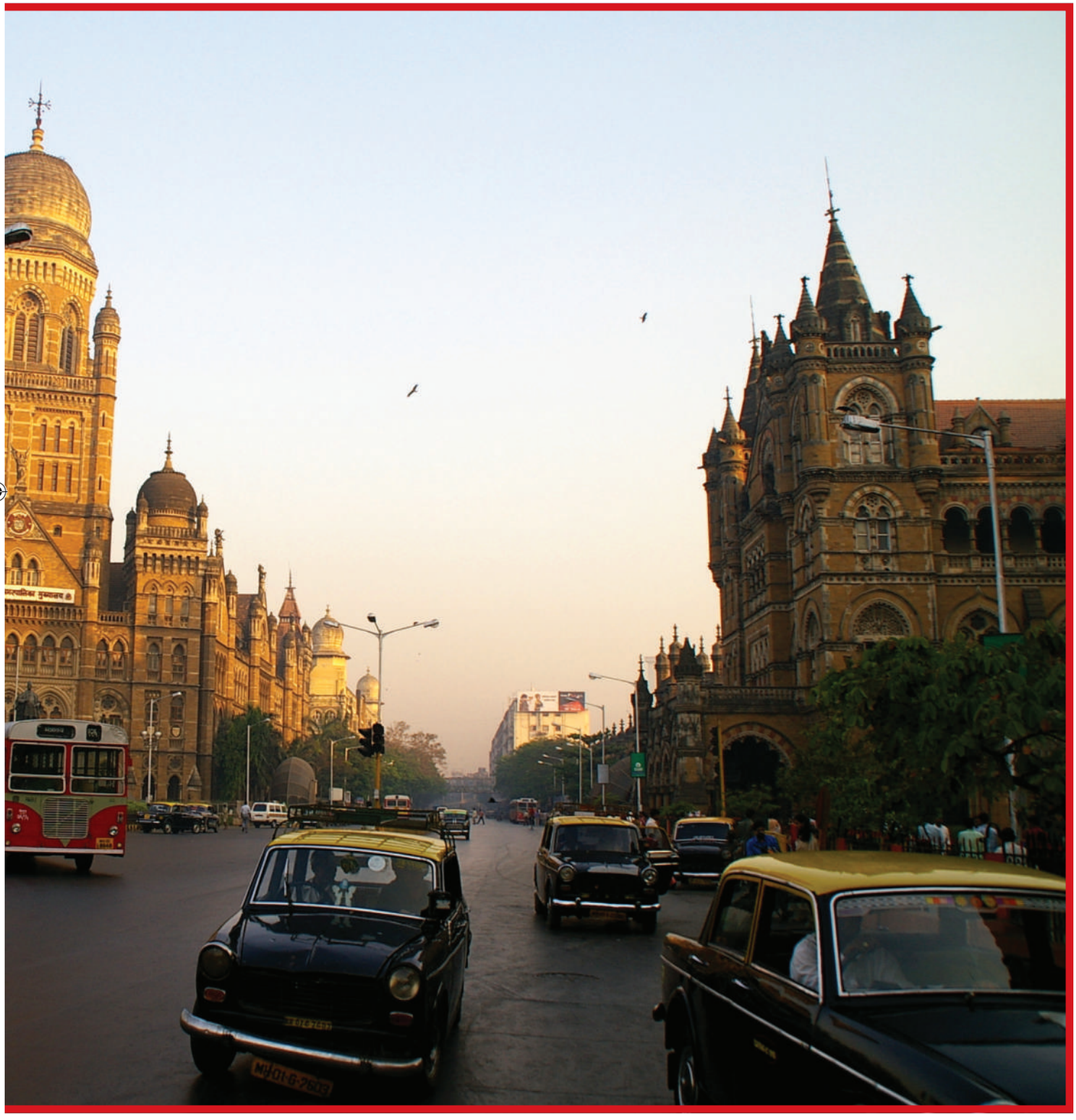
WHY MAHARASHTRA AS 'PARTNER STATE'?

Maharashtra is India's leading industrial state contributing 13% of the national industrial output. 64.14% of the people are employed in agriculture and allied activities. Almost 46% of the GSDP is contributed by industry. Small-scale industries have also come up in a big way in the state of Maharashtra. Maharashtra is surrounded by progressive States like Gujarat, Madhya Pradesh, Andhra Pradesh, Karnataka and Goa.



Mumbai where IESS 2012 was held, is one of the top ten centres of commerce in terms of global financial flow

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WHY CANADA AS 'PARTNER COUNTRY'?

In June 2010, Indian Prime Minister Dr Manmohan Singh visited Canada and met Mr Stephen Harpe, Prime Minister of Canada. During the bilateral discussions, it was decided to increase the level of bilateral trade to CDN$15 billion from the current CDN$5 billion by 2015.

With this objective, the Ministry of Commerce and Industry, Government of India with EEPC India as the nodal agency organized 'The India Show' from 17 – 20 October 2011 at Toronto, Canada for developing trade between India and Canada and more in the engineering sector. 160 Indian companies participated at the Show and a lot of interest was generated within participating Indian SMEs to carry forward the communication with Canadian business community. The Canadian Government also felt that many activities could be organised in India for Canadian SMEs to realise the trade objectives.

"Indo-Canadian relations are long-standing bilateral relations between India and Canada, which are built upon a 'mutual commitment to democracy', 'pluralism', 'people-to-people links' and business linkages. It is our endeavor to foster new ways to deepen commercial and economic relationship between India and Canada", said the Canadian Prime Minister.

India is Canada's largest trading partner in South Asia. Canada is a high potential market for Indian engineering goods.

~ Canada's global imports of engineering goods: US$150.78 billion
~ Canada's Imports of engineering goods from India: US$0.373 billion
~ India's share as supplier: 0.28%

- Ernst & Young has identified Canada as one of the high potential thrust markets for Indian engineering exports.
- Canadian government has identified India as key trade partner under its Global Commerce Strategy.
- One of the world's fastest growing economies.
- 33% of Canada's engineering imports is outside the NAFTA bloc, estimated at US$44 billion.
- India's exports of engineering products to Canada has grown at around 30% during the last year.
- India exported US$367 million worth of engineering products to Canada.
- India's exports of engineering items to Canada have grown at an average rate of 20% over the past 5 years.

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PRODUCT PROFILE

FACTORY AUTOMATION
- Assembly systems & equipment
- Automated storage and retrieval systems
- Adhesives/dispensing equipment
- Cleaning systems
- Contract assembly services
- Control software/hardware
- Industrial & process automation
- Motion control
- Metal working machinery
- Robotic equipment and systems
- Sensors
- Sheet metal & fabrication machinery
- Test and Inspection
- Workstations, Benches
- R & D

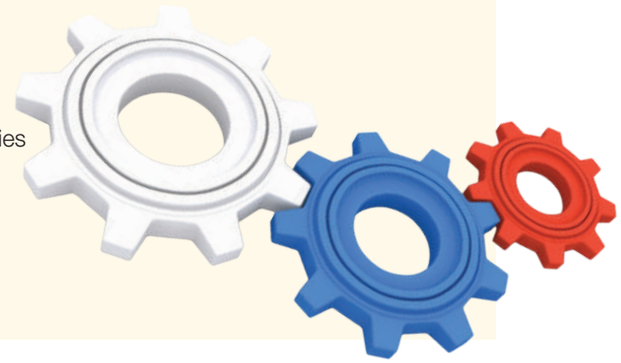
TECHNOLOGIES FOR BUSINESS
- Machinery for manufacture of paper
- Machinery for manufacture of cement
- Machinery for manufacture of chemicals including pressure vessels, boilers and heat exchangers
- Textile machinery & accessories including all types of knitting machines
- Food processing machinery
- Pharmaceutical machinery
- Packaging machinery
- Machinery for HVAC (heating, ventilation, air conditioning)
- Engineering Process Outsourcing (EPO)
- Design, technical and consultancy services
- Technical journals

CLEANTECH
- Sustainable industries
- Energy efficiency
- Water
- Green building
- Fleet & transportation
- Waste & recycling
- Green computing
- Emissions
- Supply chain & logistics infrastructure
- Infrastructure
- Water management
- Energy distribution
- Energy storage
- Energy & grid management
- Renewable energy
- Solar
- Wind
- Geothermal
- Bio-energy
- Traditional energy
- Oil & gas
- Clean coal
- Nuclear

INNOVATION
- Space
- Nano-technology
- Micro-biology
- Traditional technologies
- Venture financing
- Technical institutes
- R&D organizations
- Industrial parks
- Incubation centers

INDUSTRIAL SUPPLY
- Automobile components, spare parts, accessories
- Agricultural implements
- Castings & forgings
- Earth moving equipments
- Electrical and home appliances
- Fasteners & accessories
- Hydraulics & pneumatics
- Hand tools, power tools, accessories
- Materials/parts handling and conveyors
- Machine tools & accessories
- Presses and forming equipment
- Pumps, valves & compressors
- Welding and brazing equipment
- Wire (electrical), cables and conductors
- Sewing machines

GLOBAL SOURCING
- Heavy industry equipment
- Defense equipments
- Telecom equipment
- Railways equipments
- Power plant equipment



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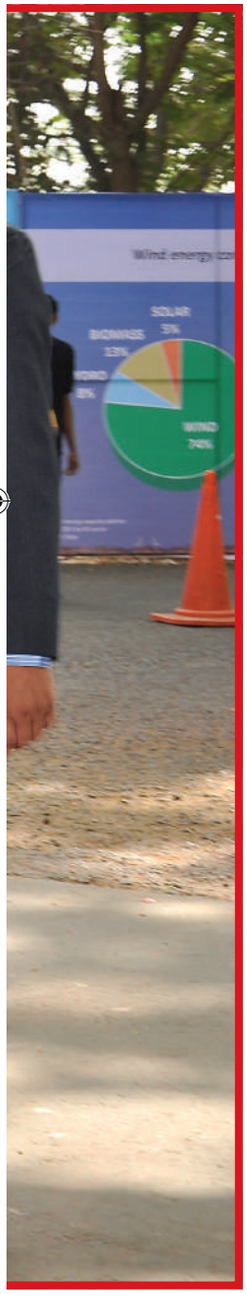
THE CONGREGATION

Arrival of dignitaries



Mr R Maitra, Executive Director, EEPC India welcoming Mr Kenneth Viagem Marizane, Vice Minister of Industry and Trade, Government of Mozambique before the inauguration of IESS 2012

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Mr R Maitra, Executive Director, EEPC India; Mr B Sarkar, AED & Secretary, EEPC India; Mr Sumanta Chaudhuri, Joint Secretary, Department of Commerce, Government of India and Mr Anup Wadhawan, Joint Secretary, Department of Commerce, Government of India heading for the inaugural ceremony of IESS 2012



(L to R) Mr Nicolas Lepage, Consul General, Canadian Consulate in Mumbai; Mr Jim Nickel, Deputy High Commissioner of Canada in India; Mr Sumanta Chaudhuri, Joint Secretary, Department of Commerce, Government of India; Mr Anup Wadhawan, Joint Secretary, Department of Commerce, Government of India; Mr Kenneth Viagem Marizane, Vice Minister of Industry and Trade, Government of Mozambique; Mr Aman Chadha, Chairman, EEPC India; Mr Ramu Deora, Past President, FIEO; Mr Anupam Shah, Senior Vice Chairman, EEPC India and Mr Tarvinder Singh Bhasin, Vice Chairman, EEPC India

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Arrival of delegates





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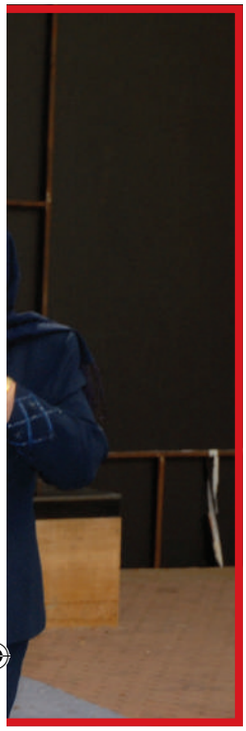
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Arrival of delegates





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INAUGURATION

IESS 2012 showcased the strength and capabilities of the Indian engineering sector before a global audience. The Show was graced by the Deputy Ministers from the Czech Republic and Mozambique, senior officials from the Department of Commerce, Ministry of Commerce and Industry, Government of India and High Commissions and Embassies of Canada, Czech Republic, African countries, etc. Around 260 companies participated in the Show and it had over 7,000 visitors.

The India Engineering Sourcing Show (IESS), organised by EEPC India with support from the Ministry of Commerce and Industry, was inaugurated at the Bombay Exhibition Centre in Mumbai on 22 March 2012.

Welcome Address by Aman Chadha, Chairman, EEPC India

Your Excellencies, Hon'ble Dr K Shivaji,
Distinguished Guests,
Ladies and Gentlemen,
Friends,

It is my proud privilege to welcome all of you to the Inaugural Session of the three days India Engineering Sourcing Show (IESS 2012). This Show is being organized under the "India Show" banner of the Department of Commerce, Ministry of Commerce & Industry, Government of India, with EEPC India being the lead agency. The Show is also supported by a range of Industry bodies both in India and abroad and we are, indeed, grateful for all their help in the fruition of this event today.

It is my privilege to welcome Dr K Shivaji, the dynamic Principal Secretary of Industries and CEO of MIDC for taking time from his busy schedule to be with us this morning. Maharash-



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At the Ribbon Cutting ceremony: (L to R) Mr Rakesh Shah, Former Chairman, EEPC India; Mr Anup Wadhawan, Joint Secretary, Department of Commerce, Government of India; Mr Jim Nickel, Deputy High Commissioner of Canada in India; Mr Milan Hovorka, Deputy Minister of Trade, Government of Czech Republic; Mr Aman Chadha, Chairman, EEPC India; Mr. Kenneth Viagem Marizane, Vice Minister of Industry and Trade, Government of Mozambique and Mr Sumanta Chaudhuri, Joint Secretary, Department of Commerce, Government of India

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Mr Aman Chadha, Chairman, EEPC India delivering the welcome address during the inauguration of IESS 2012

tra is the Partner State at IESS 2012 and we are grateful to the State Government for all the support provided to us in organizing IESS 2012.

My hearty welcome to H.E. Mr Jim Nickel, the Deputy High Commissioner of Canada, for not only his distinguished presence this morning but also for the support provided to us in organizing IESS 2012. Canada is the Partner Country at IESS 2012 and we are immensely grateful to H.E. Mr Nickel for all the help that he and his team at the Canadian Embassy in New Delhi and Mumbai have provided to us in making this day possible.

A warm welcome to H.E. Mr Milan Hovorka, the Deputy Minister, Minister of Industry and Trade of the Czech Republic and H.E. Mr Kenneth Viagem Marizane, Vice Minister of Industry and Trade, Government of Mozambique for their support to IESS by being here from their respective countries along with a large contingent of delegation members. We are, indeed, grateful to your valued participation at IESS 2012. We do hope that you and your members will benefit from IESS 2012 and continue to support EEPC India in the days ahead.

IESS 2012 is a unique Show and is the largest Engineering Sourcing Show that has ever been held in this country. IESS 2012 attempts to provide a platform for engineering companies and those associated with trade in the engineering industry to come together, develop business contacts, discuss the emerging trends in diverse engineering spheres and look towards building the engineering of the future. We have 250 Indian companies exhibiting their hardware at this exhibition and 11 overseas exhibitors. This apart, there are 600 Foreign Delegates from Latin America, Africa, North East Asia, North America, CIS, ASEAN and South Asia. Major Indian Public and Private Sector companies will be participating in IESS 2012. These include, among others, Indian Railways, Indian Navy, Mazagon Dock Limited, BHEL, EIL, GAIL, HEC, NTPC, Ordinance Fac-

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tory, BEML, Thermax, GE India, KEC International Ltd, (JSW Steel, Larsen & Toubro, Suzlon Energy, SKF India Limited, Tata Motors, Reliance Communications, Bombardier Transport, Crompton Greaves), to name just a few.

We believe that IESS 2012 will be able to provide participants at this Show a sumptuous business menu. The three day Show will, apart from engaging in business dialogue between Indian companies and their counterparts from different parts of the globe, also witness a range of seminars and symposium dealing with topical issues. Thus, we have sessions relating to vendor development, innovations, inventions and IPRs, clean technology, India-Canada partnership, making India a manufacturing hub and developing skills in the manufacturing sector.

The India Engineering Sourcing Show in Mumbai will, therefore, help facilitate the following:

- Display of products, technologies, innovations, and the best practices of companies;
- Vendor development with leaders of the core sectors – Defence, Railway, Energy, Telecom, and Infrastructure;
- Networking and knowledge sharing with foreign and Indian delegates on the B2B platform;
- Technology transfer opportunities;
- Business alliances for joint ventures, mergers and acquisitions;
- Inward/outward investment opportunities;
- Exploring opportunities for adoption of innovative technologies and best practices; and last but not the least;
- Develop trade, import and export opportunities.

It is our hope that at the end of the IESS 2012, the participants at this Show will feel that they have been provided a great opportunity in developing new business contacts, exploring new markets and in evaluating new technologies.

India is about to enter the first year of the Twelfth Five Year Plan which aims at "faster, sustainable and more inclusive growth." The Plan was launched with the Union Budget proposals for 2012-13 on March 16th. The Government has announced a National Manufacturing Policy on October 25, 2011 with the objective of raising, within a decade, the share of manufacturing in GDP to 25 per cent and creation of 100 million jobs. The Policy encourages the setting-up of National Investment and Manufacturing Zones (NIMZs) across the country. These apart, major initiatives have been announced in critical Infrastructure sectors like Power, Highways, Transports, Railway Freight Corridor, and Housing. All this is expected to provide a renewed growth momentum to the Indian economy, particularly, the manufacturing sector of the country.

India's engineering sector is a critical segment of our manufacturing. According to the Annual Survey of Industries 2009-10, which is the latest available, out of the 29 major industry groups at two digit level of NIC-2008 classification, engineering industry accounts for 8 groups. These 8 engineering groups represent 26.93% of total factories in India, 36.95% of invested capital, 29.41% of total persons engaged and 39.21% of the total Net Value added. To top it all, engineering exports accounts for over 20% of India's total exports. Despite these impressive figures, Indian engineering faces major challenges as also opportunities. While Indian engineering manufactures a range of products, it still has substantial progress to make to become a major engineering country in the world. It is in perspective that IESS 2012 is an effort to build on the core strength of Indian engineering for future growth and development.

With these words, may I welcome our distinguished guests, once again to IESS 2012 and wish you all the very best in the course of the next three days.

Thank you.

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Inauguration: Extracts from the speeches of other speakers

Milan Hovorka, Deputy Minister of Industry & Trade, Government of the Czech Republic

"India is one of the fastest growing economies in the world, a country that has completed a process of economic and financial transformation. We are proud to be in India while developing partners. The Czech Republic and India have a long history of bilateral friendship, developed over time. Today we are working on many international issues and we have profound commonality in values. Bilateral trade between the two countries has increased more than 10 fold from the year 2000 to 2011 to exceed US$1.5 billion in 2011. It is important that our bilateral trade is two-way. Despite all the progress we have been talking, economic cooperation is yet to reach full potential. Sectors like energy–renewable, nuclear, traditional; heavy engineering, transport equipment, pharmaceutical, defence technology, water and water management have tremendous potential and we need to take partnerships to higher level."







Kenneth Viagem Marizane, Vice Minister of Industry & Trade, Government of Mozambique

"India and Mozambique enjoy close, friendly relations built upon traditional links dating back to pre-colonial period. Traders and merchants from the Indian sub-continent landed in the Mozambican soil centuries back and these traditional links have grown from strength to strength over the years as a result of which India and Mozambique today find many common grounds to cooperate with each other for their mutual benefit. I am glad to be a part of this Show, which I am sure will pave way for stronger commercial ties between India and Mozambique."



Dignitaries ready for the inauguration

Inauguration: Extracts from the speeches of other speakers

Jim Nickel, Deputy High Commissioner of Canada in India

"Canada is proud to be a part of this Show. We have our 17 companies for the show which will cater to engineering services, industrial supply and clean technology. We expect a bright future of manufacturing in India in collaboration with EEPC INDIA. India's strong tradition of excellence in technology makes it a knowledge based hub for Canada. Both the countries have recognised US$ 15 billion in bilateral trade. Therefore, our goal is to maximise support in agriculture and nuclear energy."







Sumanta Chaudhuri, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India

"Engineering exports are expected to reach over US$ 60 billion during 2012. It is worthwhile spending sometime in understanding the concept of Indian shows so as to what it has to offer in terms of range of products and technologies. The event will become memorable much more in the years to come."





Inauguration: Vote of Thanks



Anupam Shah, Senior Vice Chairman, EEPC India (above and right with Mr Marizane)

The genesis of IESS 2012 arises in the attempt to provide a fresh momentum to the growth process achieved by India in the last few years and the much felt need by the Indian engineering and manufacturing sector for an event that would serve the requirements of the industry. IESS 2012 is an endeavor to create an event which focuses on both exports and the domestic market. With over 260 companies spread over 12,000 sq m, IESS 2012 is a unique event for sourcing engineering products and services. I am, therefore, extremely grateful to the Governments of Canada and Maharashtra for supporting our endeavor.

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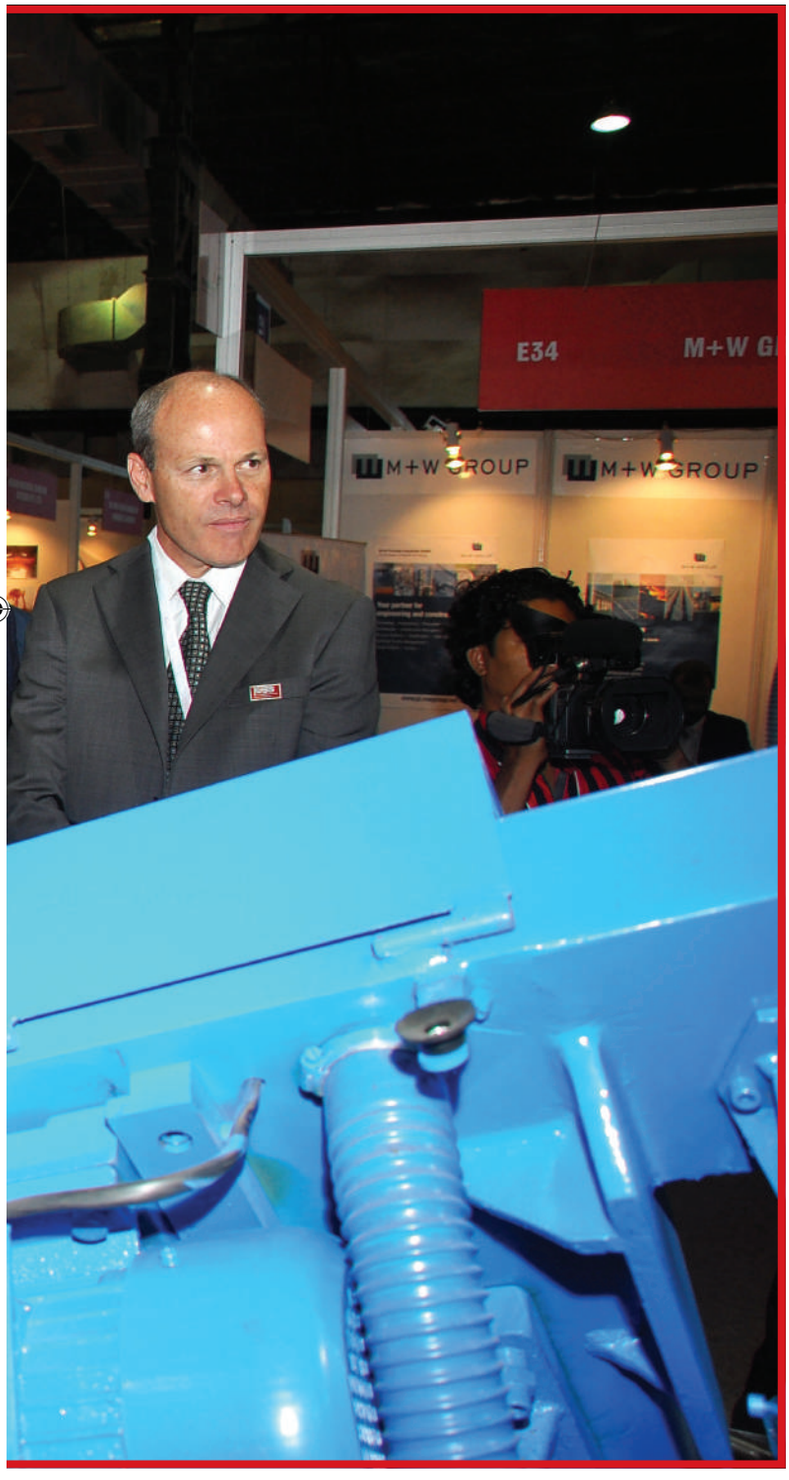
(Clockwise from top left) Mr Chadha, Chairman, EEPC India, felicitating Mr Hovorka; Mr T S Bhasin, Vice Chairman, EEPC India, felicitating Mr Nickel; Mr R Maitra, Executive Director, EEPC India felicitating Mr Chaudhuri; and Mr Anupam Shah, Senior Vice Chairman, EEPC India, felicitating Mr Marizane

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VIP tour of IESS 2012



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Above, Mr Aman Chadha, Chairman, EEPC India (R) accompanying Mr Milan Hovorka, Deputy Minister of Trade, Czech Republic on a tour of exhibitors' booth. Left, Ministers from Mozambique and the Czech Republic are explained about a machine by the EEPC India Chairman

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IESS 2012 AT A GLANCE



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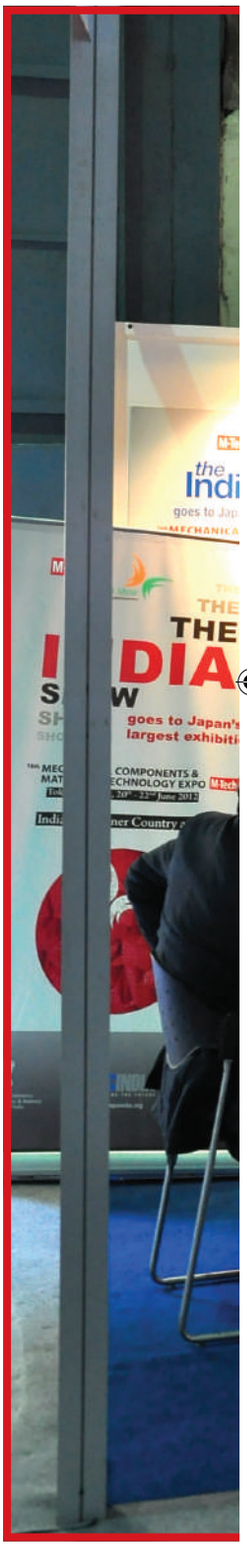
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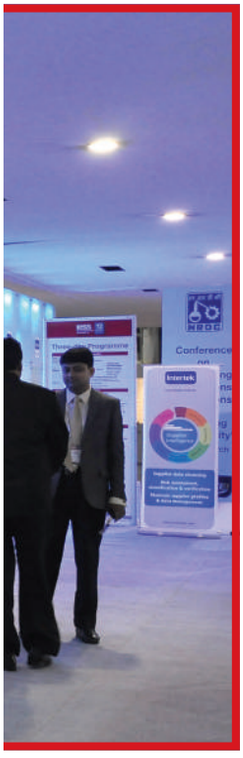




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WHY HOLD THE 'INDIA ENGINEERING SOURCING SHOWS'?



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State Government booths



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Overseas exhibitors' booths



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The Department of Heavy Industry's Booth



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Business delegations





Business Delegations from Myanmar (top) and Bangladesh (bottom)

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Meeting with Dubai Electricity & Water Authority (DEWA)





During a meeting between EEPC India and Dubai Electricity & Water Authority (DEWA) on the third and final day of IESS, Mr. A S A Hameed, Senior Manager-Contracts from DEWA, Government of Dubai, gave a presentation on opportunities in Dubai in the electrical sector and sought EEPC India's support for their forthcoming WETEX exhibition to be held in Dubai in March 2013. The meeting was also attended by Mr Satish Khanna, General Manager, Al Fajer Information & Services, Co-organiser of WETEX; from EEPC India Mr Aman Chadha, Chairman, Mr Anupam Shah, Sr Vice Chairman, Mr R Maitra, Executive Director, and Mr Bhaskar Sarkar, Additional Executive Director & Secretary.

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Closing Ceremony



Mr Nicolas Lepage, Consul General, Consulate General of Canada in Mumbai addressing the gathering during the closing ceremony of three-day Show



Mr Anupam Shah, Senior Vice Chairman, EEPC India presenting a memento to Mr Nicolas Lepage, Consul General, Consulate General of Canada, Mumbai for his active participation during the IESS



Mr Rakesh Shah, Past Chairman, EEPC India addressing the guests during the closing ceremony

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Clockwise from above, a representative of Smart Technologies from Canada receiving a Trophy for the Best Pavilion among overseas exhibitors from the EEPC India Chairman. Suzlon Energy Ltd received the Best Pavilion Award in Large Enterprise Category amongst Indian exhibitors. The Best Pavilion Award among the category of State Government pavilions went to Jharkhand Government Representatives of Kristeel Shinwa Industries Ltd receiving the Best Pavilion Award in Small Enterprise Category among Indian exhibitors. Right, an exhibitor expressing his viewpoint about the Show



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Letters of appreciation

Let me first of all express my thanks to you and all your team members for providing excellent logistic and moral support to us in organizing Innovate india 2012 in Mumbai. We look forward to join hands with EEPC India in exporting Innovative Indian Technologies/Products in coming years.

N K Bhandari
Coordinator, Innovate India 2011
NRDC, New Delhi

On behalf of our company, I congratulate EEPC India for organizing the show successfully and in a very orderly fashion.

Our company has benefited tremendously from this exhibition. We have been in a position to interact widely with perspective customers from India and overseas.

We are looking forward to participate in more such events within India and abroad which concern our line of business.

A K Virulkar
Graduate Agro & Mechanical Engineers
Bhilai

First of all let me congratulate to all in the EEPC managing committee and all the staff members for their outstanding contribution in organizing the show in a systematic manner. In fact we were a bit nervous before the exhibition could start, as it was our first time taking part in such exhibition since our company's inception in the year 2004 and that too alongwith some of the reputed large business houses. However, the day the exhibition started we were very much surprised to see so many genuine customer at our stall. Some wanted us to supply certain machines to them on a regular basis, some wanted us to be their partners, etc.

One of our new customers from Nigeria also visited the exhibition to see our company setup and the various types of machinery we deal into. They were very impressed with the exhibition and with our company and have already confirmed their orders for 3 projects, i.e. for Toilet Soap Plant, Detergent Powder Plant and Mineral Water Plant. Also, this company wants us to be their partners in Nigeria and to supply various other equipment to them in the near future. There were other companies too who were keen. We will be discussing with them at the earliest. For us this exhibition was a successful event. We do hope to take part in the near future.

We also wish to inform you that we have not received your Exhibitors Memento nor your Certificate for taking part in the exhibition, which is a necessity to enable us to display at our office.

Reynold Karkada
Becky Consultancy Services
26, Italian Building, 1st Floor
381, Sane Guruji Marg, Agripada
Mumbai

Greetings on conducting a wonderfull expo, IESS 2012.

We request you to please send the detailed exhibitor catalogue along with contacts for further facilitation of business ventures from our side, as our visit for the show was limited to certain pre-occupied meetings only. We want to strengthen the client base with your help in this matter.

R Ganesha
Amadues Consulting
New Delhi/Bangalore/Mysore

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I congratulate Team EEPC India for putting together a wonderful show at the recently concluded IESS. The overall

- quality of visitors,
- conduct of the event,
- presence of key EEPC personnel,
- planning of events and
- treatment of our guests and visitors

were all handled very well.

It was very well organized and planned event.

Hemanshu N Desai
Chief Executive Officer
New India Electricals Limited
Bangalore

It was certainly a useful exhibition and we gathered a lot of ideas as well as sourced suppliers for our requirements. We would request you to inform us in future about such exhibitions as we are keen on visiting to find new suppliers.

R P P Senarathna
Managing Director
Synex Group

Success story

22 April 2012 was the day when we, Saboo Group of Industries (Stall No. D-17) participated in IESS 2012 organized by EEPC India in Mumbai. It was indeed a great pleasure for us to participate in the show. We participated specially for two reasons: one because it was organized by EEPC India, our all-time favorite, and, two, exhibitors and visitors came from around the globe. Our aim was to make all efforts to introduce, explain and create a need for our products.

Our first step was to design our stall as attractively as we could, and we are happy that we succeeded in doing so. The visitors showed keen interest to know what the group made.

Every time you evaluate an exhibition, you're actually measuring many things at the same time, including the show itself, the market climate, your own activities and your competitors' activities. It's dangerous to jump to a conclusion about an event based on only one experience. So we took it very seriously and tried to minimise the mistakes we made in the past.

The three most important elements of any exhibition measurement system are goals, goals and goals. You need to make a clear statement of what your company wants to accomplish before you can find out whether you've succeeded. Counting sales leads is the easy part – everyone does that. But leads are far from the only thing you need to be measuring. So we developed the skill of building relations with our visitors on the spot and convince them to be in touch after the fair too.

We kept things simple, self-explanatory and easy to understand. We generated great leads, collected business cards from pre-screened prospects, and maintained contact with each one of them even during the show. Our staff was very clear about our goals, our priorities and our measurement system for the exhibition.

Besides the India Engineering Sourcing Show, the other events organized by EEPC India were wonderful especially the Skilled Development Seminar for the manufacturing sector, the B2B meetings, and seminars like India: A Global Investment Hub, India: New Paradigms in Government Procurement and Innovate India 2012.

During the 43rd National Awards for Export Excellence (2010-11) our group won two awards: one by Saboo Engineers Pvt Ltd, Jodhpur and the second by Saboo Millstones, Mumbai.

We thank EEPC India for providing us a unique platform to achieve our goals.

Joginder Singh
Manager Exports
Saboo Group of Industries

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High Commission of Canada

Haut-commissariat du Canada
7/8 Shantipath, Chanakyapuri
New Delhi 110 021

18 April 2012

Mr. Aman Chadha
EEPC India New Delhi
Vandhna (4th Floor)
11, Tolstoy Marg
New Delhi, 110001

Dear Mr. Chadha

On behalf of my team at the Consulate General of Canada in Mumbai, I wish to thank you for including Canada as the EEPC's partner country for its first-ever India Engineering Sourcing Show (IESS) held in Mumbai on March 22-24, 2012.

As you know, Canada's goal is to increase bilateral trade with India to $15 billion by the year 2015. Based on the many discussions held over the three-day IESS event between Canadian and Indian engineering and clean technology firms about discussion and networking dinner, Canada's participation as the first-ever partner country with IESS was an important and fruitful step in achieving this goal.

Reflecting on the outcomes of the first-ever IESS, we not only see sound prospects for more Canadian companies to do business in India, but clearly see the great potential for global-think Indian companies to use Canada as a base for North American expansion.

Again, thank you for including Canada alongside this successful initiative Please know that you can continue to count on Canada's support of the IESS and other EEPC efforts to create prosperity through sustainable and responsible international business.

Sincerely

Stewart Beck
High Commissioner

C.C Jim Nickel, Deputy High Commissioner of Canada in India
Nicolas Lepage, Acting Consul General of Canada to Mumbai
Rajat Srivastava, Regional Director, EEPC India.

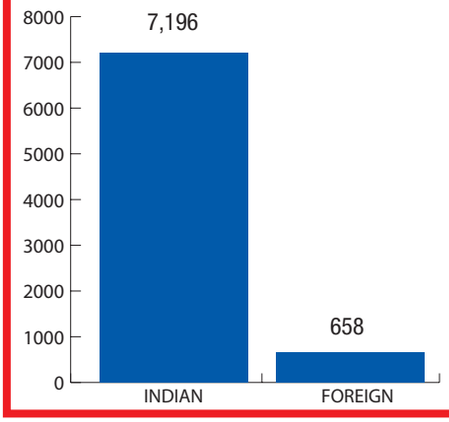
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ANALYSIS OF FEEDBACK

At the Debriefing Session on 24 March, Mr Rakesh Shah, Chairman, EEPC India's PED Committee, presented the main highlights of the business generated by the Indian participants based on a quick survey of 120 companies. We bring you a more detailed analysis based on feedback received from 203 Indian and 25 foreign participants.

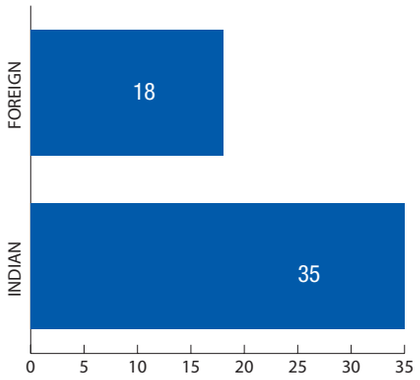
Business contacts

7,196 business contacts were made by the 203 Indian participants and 658 made by the 25 foreign participants during the three-day event as shown in the chart below.



Agents/distributors identified/ appointed

The 25 foreign participants were able to identify or appoint 18 agents/distributors. The score for the Indian side was 35.



Business enquiries

Business enquiries refers to the stage subsequent to making a business contact and shows serious intent in engaging into a business contract and is, therefore, the stage before the finalisation of a firm order.

At IESS 2012, a total number of 353 business enquiries amounting to a value of $37.41 million was generated on the Indian side while the 25 foreign participants mentioned that they generated 44 business enquiries amounting to $881,000.

Number and value of business enquiries generated

Category	Number of business enquiries	Value of business enquiries ($)
Indian exhibitors	353	37.41 million
Foreign participants	44	881,000

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Orders booked

As can be expected, normally placing a final order takes a while and this figure is expected to be much lower. IESS 2012 was no exception though interestingly, the foreign participants seem to have done much better than their Indian counterparts in terms of number of order booked while the reverse is true in case of the value of orders that were booked.

Number and value of orders booked

Category	Number of orders booked	Value of orders ($)
Indian exhibitors	2	38,000
Foreign participants	32	28,000

Design and planning of the exhibition

The participants were also requested to rate the design and planning of IESS 2012. They were provided four options: Excellent, Good, Average and Poor. Out of the 203 Indian respondents, 161 responded to this question. In the foreign participants' category, except 1, all others responded.

Design and planning quality of the exhibition

Category	Those who said 'Excellent'	Those who said 'Good'	Those who said 'Average'	Those who said 'Poor'
Indian exhibitors	41 (25%)	93 (58%)	24 (15%)	3 (2%)
Foreign participants	10 (42%)	10 (42%)	4 (16%)	0

Note: Figures in brackets shows the percentage out of 161 and 24 of the participants who answered this query

WHAT ABOUT IESS 2013?

We also asked whether the participants would join IESS 2013. With respect to the foreign participants, except one participant, all others have said that they wish to come back. On the Indian side, out of 203 respondents, 139 or 68.5 percent said that they would like to come back for IESS 2013.

SUGGESTIONS FROM PARTICIPANTS

Both Indian and foreign participants provided a large number of suggestions. Some of the important suggestions that were provided are as follows:

A. Foreign participants' suggestions

- Detail the products as well as company names on the site map as it is easier to plan visits
- Exhibition should be for five days to allow for more business transactions and interactions
- More control on B2B

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- Better organisation with transport
- More companies from the motorcycle and parts sector
- Please invite companies from two-wheelers' sector
- Reimbursement process could be a day earlier
- Communicate daily itinerary and times to delegates more efficiently – saves them asking questions continuously.

B. Indian participants' suggestions

- Include Buyer-Seller meets; B2B matchmaking requires to be more thoughtfully done
- Quality of visitors need to be upgraded for future editions
- Wi-fi arrangements needs to be improved
- Drinking water facility inadequate
- Publicity of Show in India and Europe could have been better
- OEMs or major industries like cement plants, thermal plants should be invited
- This event in other cities like Delhi, Kolkata
- The event should be held during other times as end of year is likely to attract less visitors
- Should guide individual participants to advertise in local media for local public awareness
- Registrations/vendor development programmes with government companies could have been much better if well-planned
- Travel arrangements could be improved
- Exhibitor should get free parking at least for one vehicle
- Provide roadmap at every road crossing so as to reach any stall quickly
- More participants from EEPC India members required
- Exhibition stalls should have been grouped on the basis of products or industry they represented
- Sales may be allowed (Coir Board's view)
- Specific helpdesk should be set up to help exhibitors in making arrangements
- Stall cleaning needs to be done better

PRAISE FROM PARTICIPANTS

Apart from the above suggestions by the participants, there were a large number of respondents who had high praise for IESS 2012 and EEPC India, which was the nodal agency for the Show. We present verbatim a few of such comments that were made by the participants:

Excellent arrangements. We are very happy to participate in IESS 2012. Thank you — *Nakoda Products*

You have done very good job — *IIT Bombay*

Keep up the good work. It was an excellent first-time show. Wishing your organisation success — *Bizxchange*

EEPC management was excellent — *MIDC*

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Mr M S Unnikrishnan, Managing Director, Thermax Ltd; Mr Rakesh Shah, Partner, Nipha Enterprises; Ms Damini Kumari, Senior Editor, ET Now;Mr S Sengupta, Partner, Booz & Company; Mr N T Balraj, Managing Director, SNC Lavalin Engineering & Technology India Pvt Ltd; and Mr R Chitkara, Vice President - Corporate Affairs, GE India

CXO DESIGN BOARD – INDIA: A GLOBAL MANUFACTURING HUB

The last two decades has seen a major movement of manufacturing from the developed world to the developing and emerging markets and large scale production has shifted from Europe / USA to Japan to Korea and thereafter to China.

However, India despite being one of the biggest preferred market in the world, is not witnessing serious manufacturing activity. China is far ahead of India in the manufacturing sector and most of

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Jim Nickel, Deputy High Commissioner of Canada in India

the multinationals prefer to choose China as the place to invest and do production from.

The panel discussion was organised to discuss the future of manufacturing in India and addressed following issues :

1. What ails manufacturing in India? Is it lack of productivity, governance, taxation and regulatory issues, lack of skilled labour or infrastructure?
2. Is Indian manufacturing quality conscious?
3. Higher level of manufacturing and higher level of skills go hand in hand. Government initiatives have to be reciprocated by the private players; what is the MSME sector in India doing?
4. India is a country of SMEs. Will the SME sector get gobbled up once MNCs set up base?
5. GE and SNC Lavalin are MNCs. What is their manufacturing experience in India?
6. Thermax and Nipha are Indian companies with multinational presence. What is their experience? Does 'Made in India' brand add respect?
7. If manufacturing has to move to India, which are the most promising industries?
8. How to attract MNC production to India? India is now home to all car majors… Taiwan is setting up several electronic plants… What about the others?
9. Three of the BRIC countries have land borders. Can the opening of surface routes enhance intra-RIC trade?
10. Future of manufacturing in India

PANELISTS

Mr R Shah, Partner, Nipha Enterprises
Mr R Chitkara Vice President – Corporate Affairs, GE India
M. NT Balraj, Managing Director, SNC Lavalin Engineering & Technology India Pvt Ltd.
Mr S Sengupta, Partner, Booz & Company
Ms Damini Kumari, Senior Editor, ET Now

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Mr Subhabrata (Rontu) Basu, Vice President, Indo-Canadian Business Chamber speaking at the convention

ICBC NATIONAL CONVENTION

The 2012 Indo-Canadian Business Chamber (ICBC) National Convention was organised by EEPC India during the Indian Engineering Sourcing Show with a common goal to significantly enhance Canada-India economic relations.



Mr Aman Chadha, Chairman, EEPC India (right) said that "IESS 2012 will be able to gather investment between both countries. Canadian investment in India includes sector such as banking, engineering etc. India's economic growth is driven by the middle class."

Mr Anup Wadhwan, Joint Secretary, Department of Commerce, Ministry of Com-

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merce & Industry, Government of India (above) said: **"**Our trade with Canada has tripled in the last 10 years which is now close to US$ 5 billion. EEPC India is a strength for India, a matter of great pride and tribute to the skill of Indian entrepreneurs. IESS is a great occasion to celebrate Canada-India ties. The government is facilitating an environment for innovative technology. Seeing the exhibitors today, I hope that our journey will go forward and touch great heights."

Mr Jim Nickel, Deputy High Commissioner of Canada in India (left) said: "We have great partnerships in automotive, agro, food security, transportation etc. The amount of investment in Canada is US$ 28 billion in science and technology. Nearly 40% of India's pulses import comes from Canada. So we have a great potential in food security. There are great opportunities in areas such as cold storage, fuel storage etc."

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NATIONAL WORKSHOP ON SKILL DEVELOPMENT FOR THE MANUFACTURING SECTOR



The National Workshop on Skill Development in Manufacturing Sector, organised by EEPC INDIA during IESS witnessed some relevant points on the engineering sector.

Mr Sumanta Chaudhuri (above) said the engineering sector accounts for about 3.5 million people in the organised industry and about 4.48 million workers in the unorganised industry in the year 2008-09.

The workshop discussed the estimates of various industry bodies. The engineering sector faces a skill shortage of nearly 30% in certain high skilled segments and anywhere between 10-15% in the low to medium scale segment. The industry expects this shortage to increase in the next couple of years. It has been the initiative of the Department of Commerce, Government of India to encourage engineering industry bodies and leading companies to draw up an action plan for the development of skills for the general engineering industries.

Mr Chaudhuri said the Department of Commerce's strategy for doubling exports in the three-year period from 2011-12 to 2013-14 envisaged that Indian exports would touch US$500 billion by the end of 2013-14. As per the Strategy Paper, the target for engineering exports is US$125 billion which is 25% of the total exports targeted for 2013-14.

He said the Strategy Paper states that at

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present this industry, particularly manufacturer-exporters in the engineering sector are facing serious problems of skilled manpower. Plant and machinery are becoming more and more high-tech and the required skill is badly missing. The paper also suggested that the National Skill Development Corporation of India (NSDC) be requested to promote general engineering skill development with organisers associated with engineering exports besides auto and auto components.

The NSDC's objective is to contribute significantly to the overall target of skilling/upskilling 500 million people by 2022, mainly by fostering private sector initiatives in skill development programmes and providing viability gap funding.

He said that India had many tool rooms but some of them were underutilised. The NSDC and other industry bodies should also be roped in with the private sector to help the infrastructure developed in the tool rooms to be utilised in a better way.

The need for skill development has been felt for some time now in the Indian engineering industry. One reason for this growing need is the fact that India's engineering exports is gradually moving up the value chain and if India has to be become a major engineering player in the world, technology upgradation of our entire engineering chain from the micro level to the large industry will have to be undertaken. While we are looking at various options to upgrade technology, particularly of our micro, small and medium scale sector, a critical road block that is emerging is the upgradation of skills of our workforce so that they can handle the new technology that is likely to happen in the next few years.

Mr Mahesh K Desai, Regional Chairman, EEPC INDIA, Southern Region (above) said the need for skill development has been felt

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Mr Sachin Mhatre, Co. Chairman Foreign Trade, Excise, Customs & ST Committee, Thane Small Scale Industries Association

for some time now in the Indian engineering industry. One reason for this growing need is the fact that India's engineering exports is gradually moving up the value chain and if India has to be become a major engineering player in the world, technology upgradation of our entire engineering chain from the micro level to the large industry will have to be undertaken. While we are looking at various options to upgrade technology, particularly of our micro, small and medium scale sector, a critical road block that is emerging is the upgradation of skills of our workforce so that they can handle the new technology that is likely to happen in the next few years.

Mr Arun Kumar Garodia, Regional Chairman, Eastern Region, EEPC India (above) said: "EEPC India is always ready to be the facilitator with regard to skill development of the MSME sector. We urge MSME units to come out with proposals to train their workforce in areas that would help them to use future technologies in a more meaningful way."

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CXO COMPASS – INDIA: A GLOBAL INVESTMENT HUB

A Seminar on Inbound and Outbound investment opportunities from India was organized on the second day of the Show which was participated and well attended by many countries. Indian manufacturing is diversifying not only as a result of any policy initiative but because of conditions on the ground that global players are using to their advantage.

India is on its way to becoming a major global manufacturing hub. The pace seems to have increased at a time when the Western economies have yet to witness a pick-up in investments in their own economies.

At the same time, Indian companies are no longer shying away to look for opportunities abroad for investments or procurement or anything else. According to a recent data available, there were outward foreign direct investments (FDI) from India worth US$25.3 billion during April-October 2011.

Presentations were made by:

- India centric Investments
  - PricewaterhouseCoopers India
  - Maharashtra Industrial Development Corporation
  - Department of Industries & Commerce, Government of Karnataka
  - Bombardier Transportation

- Outbound Investment Opportunities from India:
  - Invest Toronto, Canada
  - Invest Quebec, Canada
  - Czech Invest, Czech Republic
  - Japan External Trade Organisation (JETRO), Japan
  - Austrade, Australia
  - Germany Trade & Invest
  - Korea Trade-Investment Promotion Agency, KOTRA
  - Ras Al Khaimah Free Trade Zone Authority
  - National Chamber of Commerce, Sri Lanka



Mr Tarvinder Singh Bhasin, Vice Chairman, EEPC India, (above) while welcoming guests to a Seminar on Inbound and Outbound Investment Opportunities from India, said that the Indian economy had consistently recorded high rates of growth and has become an attractive destination for investments. The global economic growth is becoming more and more depend-

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ant upon Asian growth, in which India is playing an increasingly more important role. The A.T. Kearney in 'The FDI Confidence Index 2012' has ranked India as the 2nd most attractive investment destination. After the severe recession in USA, India has taken over as the second most key destination for foreign direct investment. India has undergone a paradigm shift due to its competitive stand in the world. India, with its relatively well developed financial sector, strong industrial base and critical mass of well educated workers makes India an attractive destination for investment. The recent economic reforms undertaken by the Government during the last few years have made the investment environment conducive for development.

OTHER SPEAKERS AT THE SEMINAR



Mr Sumanta Chaudhuri, IAS, Joint Secretary, Ministry of Commerce & Industry, Government of India



Mr Sanjeev Krishan, Executive Director, PwC India

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Dr Nicolas Banerjea-Brodeur, Attorney at Law Director, Head of Contracts and Legal Affairs, Bombardier Transportation



Mr P R Venkatachalam, Chairman, Committee on Trade with Central Europe, EEPC India, presenting the Vote of Thanks



Mr Rana Roy, Additional Executive Director, EEPC India moderating the session



Mr J S Bhasin, Chairman, Overseas Committee, EEPC India speaking on Business Opportunities for Indian Companies in Foreign Countries

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'Doing Business with Canada – Opportunities for Indian Companies



Mr Nicolas Lepage, Acting Consul General, Consulate General of Canada, Mumbai giving a presentation on Investing in Canada



A section of the audience during the session



Ms Nikki Holland, Vice President, Public Affairs, Invest Toronto (Right) and Mr Ajay Ramasubramaniam, Trade Advisor – Ontario, Consulate General of Canada, Mumbai making a presentation on Business Opportunities in Toronto and Ontario



Presentation on The Plan Nord – the Project of a generation by Mr Benoit-Jean Bernard, Consul & Director, Province of Quebec

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Doing Business with the Czech Republic



Mr Aman Chadha, Chairman, EEPC India, (above) while delivering the welcome address during the session said: "India shares very cordial relations with the Czech Republic encompassing political, economic, technological and commercial fields. Regular cultural exchanges between the two countries are a common phenomenon. The two countries enjoy Double Taxation Avoidance Agreement, which was signed in October 1998. In 2010, the bilateral trade amounted to US$1.37 billion, an increase of 26.6% compared to 2009. Indian exports to Czech Republic were US$0.57 billion in 2010, an increase of 21.8% compared to 2009."



Mr Milan Hovorka, Deputy Minister of Trade, Czech Republic speaking on the occasion

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OTHER SPEAKERS ON DOING BUSINESS WITH THE CZECH REPUBLIC



Mr Miloslav Statek, Ambassador of the Czech Republic in India speaking on India-Czech bilateral relations



Mr Norbert Schmidt, Managing Director, Deputy CEO- BVV Trade Fairs



Deputy Director General of the Confederation of Industry of the Czech Republic, Ms D Kuchtova



Mr R Maitra, Executive Director, EEPC India signing an MoU with Mr Norbert Schmidt, Managing Director, Deputy CEO, BVV Trade Fairs, Czech Republic while Mr Aman Chadha, Chairman, EEPC India (left) and Mr Miloslav Statek, Ambassador of the Czech Republic to India (right) look on

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Doing Business with Japan



Release of the EEPC India publication, *Doing Business in Japan* by (L to R) Mr K L Dhingra, Deputy Regional Chairman, EEPC India Western Region; Mr Naoyuki Maekawa, Director General, Japan External Trade Organisation (JETRO); Mr T S Bhasin, Vice Chairman, EEPC India; Mr Mahesh K Desai, EEPC India Southern Region Chairman and Mr A K Garodia, EEPC India Eastern Region Chairman



Mr Naoyuki Maekawa, Director General, Japan External Trade Organisation (JETRO) making a presentation on India-Japan trade

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OTHER SPEAKERS



A token of appreciation by Mr T S Bhasin, Vice Chairman, EEPC India to Mr Naoyuki Maekawa, Director General, JETRO



Mr Mahesh Rathod, Country Head – Investment (India), Australian Trade Commission (Austrade) speaking on investment opportunities in Australia



Ms Asha-Maria Sharma, Director, Germany Trade & Invest speaking on Investment Opportunities in Germany



Mr Anupam Shah, Senior Vice Chairman, EEPC India (left) and Dr A S Sabaratnam, Member of Governing Council, National Chamber of Commerce, Sri Lanka exchanging greetings after signing an MoU

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COPY OF THE MOU BETWEEN EEPC INDIA AND SRI LANKA

Memorandum of Understanding

Between

EEPC India

And

The National Chamber of Commerce of Sri Lanka

This Agreement confirms the common desire of the two Organizations, namely **EEPC India** ("EEPC" in short hereinafter) having its registered office at Vanijya Bhawan (1st Floor), International Trade Facilitation Centre, 1/1, Wood Street, Kolkata – 700 016, India and **The National Chamber of Commerce of Sri Lanka** ("NCCSL" in short hereinafter), having its registered office at 450, D.R. Wijewardene Mawatha, Colombo 10, Sri Lanka to maintain and further mutual co-operation and understanding for the purpose of promoting the development of business opportunities between India and Sri Lanka in the field of bilateral trade in goods and services on the basis of equality and mutual benefit and shall determine by mutual agreement, the areas of such cooperation.

WHEREAS, **EEPC India** and **The National Chamber of Commerce of Sri Lanka** in order to promote trade and investment and development of business relations between India and Sri Lanka in the field of Engineering business and investment in either country in general and their respective members in particular, agree to cooperate, to the extent that their respective national laws permit each of them to and within the terms of reference of each of the organizations which is party hereto, in the following areas:-

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1. EEPC and NCCSL will exchange Export / Import market information on goods and services that are available from either party, annually.

2. EEPC and NCCSL will promote and assist each other in mounting exhibitions, trade fairs and buyers and sellers meet. Calendar of trade and investment related events in both countries to be made available to either party.

3. In particular EEPC and NCCSL will use their best endeavours to facilitate overseas travelling for their Member Companies.

4. Exchange of information on investment and business opportunities that are available from either party, regularly to encourage investment and business activities.

5. Actively facilitate one-to-one interaction between representatives of private sector and government sector in Sri Lanka and the India.

6. To encourage institutional partnerships in research & development and training facilities.

7. To facilitate visits between the two organizations and organize programmes, meetings, conferences and seminars as appropriate.

8. Business news, Activities of the organisation, Trade inquiries etc will be given publicity in the periodicals and newsletters of the other party.

9. This agreement is in no way exclusive and the signing parties remain free to make similar agreements with other institutions of their choice and also to execute any obligations arising from already concluded agreements. However, the parties hereto shall at all times maintain and upkeep secret and confidential any know-how, information, accounts and data which it has or may acquire from time to time relating to the business, activities or operations of the other party and/or its member companies and shall not disclose or divulge the same or any part thereof to any Third Party without the prior consent of the other party in that behalf.

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10. For the purpose of fulfilling this Agreement, to undertake joint periodic reviews of this Agreement at the request of either party.

This Agreement becomes effective, subject to what is mentioned in the last paragraph of this Agreement, from the day of signing and shall remain operative, subject as above, until either of the two organizations requests its termination in writing to the other Organization at least three months in advance. Both Organizations will have the right to propose amendments if and when they consider such amendments are necessary to improve the co-operation between them.

Both organizations will treat mutual achievements, business models and agreements between **The National Chamber of Commerce of Sri Lanka** and **EEPC India** confidential and will not disclose details to other partners in the respective remote country.

The aforementioned protocol and co-operation can only be implemented in a legally binding form on the basis of special agreements and other adopted resolutions which might be elaborated in future and then also subject to the respective national laws of the countries where the parties hereto are situated. It is made clear that nothing hereinabove, whether express or by necessary implication, shall be enforceable as against either party, and no right or liability, as the case may be, shall arise from this Agreement in favour and/or as against any of the parties hereto, except after a legally binding agreement which is valid according to the respective laws of each of the countries where the protocol and/or cooperation is to be implemented by such legally binding agreement.

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This memorandum of understanding is made in duplicate in English language.

In witness whereof **EEPC India** and **The National Chamber of Commerce of Sri Lanka** cause their representatives to set their hands hereto in Mumbai, India on the 23rd March, 2012.

Signed for	**Signed for**
EEPC India	**National Chamber of Commerce of Sri Lanka**
Mr. Anupam Shah	**Dr. A.S. SABARATNAM**
Sr. Vice Chairman	**BOARD MEMBER OF GOVERNING COUNCIL**

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CXO PROCURE – INDIA: NEW PARADIGMS IN GOVERNMENT PROCUREMENT

A Seminar on Business Opportunities with the Indian Public Sector supported by the Department of Heavy Industry, Ministry of Heavy Industry and Public Sector Enterprises, Government of India

Draft of the National Manufacturing Policy

Every Central Ministry/PSU shall set an annual goal for procurement from the MSME sector at the beginning of the year, with the objective of achieving an overall procurement goal of minimum 20 percent of total annual purchases of products or services from MSEs in a period of three years. Raising, within a decade, the share of manufacturing in GDP to 25 percent and creating of 10 crore jobs.

With the Government's recent plan to create 20% reservations for MSME sector there opens up a huge opportunity for Indian engineering companies for PSU supplies.

To bridge the gap there is a need to have a mutual understanding between MSMEs and Large Scale Enterprises by way of partnership among them to come out with state-of-art production capabilities. To aid MSMEs to access the outsourcing needs of the PSUs and other large units, a seminar was organised during IESS 2012, CXO Procure – India: New Paradigms In Government Procurement, on Business Opportunities with the Indian public sector to provides a common platform for the MSMEs and the PSUs to match the requirements through the Vendor Development Programmes.

A unique feature of IESS 2012 was a day long session on Government procurement. In order to activate the laudable policy for the benefit of MSME sector, IESS 2012 initiated a Seminar with the various public sector giants of the country.



Mr Pankaj Chadha, Regional Chairman, EEPC India, Western Region, said: The Indian Cabinet has approved the Public Procurement Policy for goods produced and services rendered by Micro and Small Enterprises (MSEs) by the Central Ministries/Departments/PSUs to be notified under Section 11 of the Micro, Small and Medium Enterprises Development (MSMED) Act, 2006.

Under the policy, every Central Ministry and

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state-run firm will set an annual target of procuring a minimum 20 percent of the total purchases of products and services from the MSME sector. More importantly, it will signal a message of confidence and faith in the potential and capabilities of our MSME sector.



Mr Anup Marwaha: "There is a growing consensus in favour of enacting a public procurement law in India with the objective of maximising economy and efficiency, promoting competition among suppliers and contractors while providing a fair and equitable treatment, ensuring transparency and fairness in the procurement process, and promoting the integrity of, and public confidence in, the procurement process."

Mr R P Jhalani: "The MSME Act 2005 has filled up the gap between large scale enterprises and the SSI sector by incorporating the medium scale sector. Today, the MSME sector accounts for 45% of industrial output and 40% of Indian exports. However, it also needs to move up the value chain. The MSME Ministry has a large number of schemes for promotion of technology upgradation, some of which, like the Credit



Linked Capital Goods Subsidy Scheme, have been well received by the industry. The new Public Procurement Policy announced by the Government will give further fillip to the MSME units in the country to upgrade their technology so that they can meet the requirements of our dynamic PSUs."

Presentations by PSUs on various aspects of their procurement lists

Indian Railways
- Research Design and Standards Organization [RDSO]

Defence sector
- Mazagon Dock Limited
- Bharat Earth Movers Limited
- Ordnance Factory Board
- Bharat Electronics Ltd

Quality enhancement for SMEs
- INTERTEK

Business opportunities
- Engineers India Limited
- Heavy Engineering Corporation
- NTPC Ltd
- Bharat Heavy Electricals Limited
- Gas Authority of India Ltd
- Reliance Communications Ltd

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Other speakers at the seminar





Top, Mr D P Sen, GM-Purchases, Gas Authority of India Limited (GAIL); above, Mr Manish Bhardwaj-Regional Head, PR & Business Development-Ministry of Defence, Defence Research & Development Organization (DRDO)

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Top, Mr A K Chaudhary, DGM, Head PDD, Engineers India Limited; above, Mr Sanjay Sinha, Senior Manager, Corporate Marketing Division, Heavy Engineering Corporation

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INNOVATIVE INDIA

A two-day long conference on 'Leveraging Innovations: Enhancing Productivity' by the National Research Development Corporation (NRDC) was held on Day 2 & 3 of IESS 2012.

NRDC, an enterprise of the Department of Scientific and Industrial Research, Ministry of Science & Technology, Government of India was established in 1953 with the mandate of development, promotion and transfer of technologies, emanating from various national academic and R&D institutions.

The Corporation has been offering comprehensive services in improving the manufacturing base in India with innovative new technologies and acts as an effective catalytic translating innovative research into marketable industrial products.

During its operation for nearly six decades, the Corporation has forged strong links with various R&D organisations in the country as well as from abroad and pursued the worthy cause of bringing inventions to fruitions. The Corporation is now recognised as a large repository of wide range of technologies spread over almost all areas of industries, viz. Chemicals and Pesticides, Drugs and Pharmaceuticals, Bio-technology, Metallurgy, Electronics and Instrumentation, Building Materials, Mechanical, etc.

It has licensed indigenous technologies to over 4800 entrepreneurs and helped to establish over 2500 small and medium scale industries. The Corporation being a Section 25 company, has responsibilities of carrying out both promotional and commercial activities. The two major promotional programmes being carried out by NRDC are:

(i) Invention Promotion Programme (IPP) to stimulate the spirit of invention and innovation among scientific and technical personnel and industrial workers, craftsmen, artisans and the emerging youth in the community.

(ii) Technology Promotion Programme (TPP) to promote rural and household technologies, facilitating export of Indian technologies by executing turnkey projects abroad.

Innovative technologies have played very important role over the years in the socio-economic development across the world and made the life of masses easy. The developments in Science and Technology from time to time have brought expensive benefits to people. However, the world today has been facing major challenges in sustaining the productivity in the changed scenario due to global warming, ecological and environmental problems, health hazards and so on. People are looking for more and more hygienic food and medicines and seeking the use of clean technologies to overcome these problems.

Considering the challenges ahead of us, innovation in every sector of the industry is of utmost importance. The emerging frontier technologies are driving globalization, increasing competition and compelling organizations to incorporate and adopt new developments into their manufacturing and services applications.

National Research Development Corporation (NRDC) has been endeavouring to encourage innovators/inventors to develop innovative technologies and emphasizing the need to enhance productivity through innovations. Since 2007, NRDC has teamed up to create India's unique annual event "Innovate India". This event is organised for the distribution of NRDC Prize Awards for Meritorious Invention and followed by a conference with relevant themes decided time to time. The 2012 version of 'Innovate India' was organised during IESS 2012.

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Mr Kenneth Viagem Marizane, Vice Minister of Industry & Trade, Government of Mozambique, inaugurates 'Innovative India 2012' by lighting the lamp



Mr Aman Chadha, Chairman, EEPC India (left), said at the inauguration of Innovative India 2012: "NRDC is the nodal public sector organization in India which aims to identify and satisfy the potential investor in the use of innovative, reliable and competitive technologies co-developed or Licensed by the Corporation.

Innovation today is increasingly going beyond the confines of formal R&D to redefine everything. Today innovation can mean new and unique applications of old technologies, using design to develop new products and services, new processes and structures to improve performance in diverse areas, organisational creativity, and public sector initiatives to enhance delivery of services. Innovation is being seen as a means of creating sustainable and cost effective solutions for people at the bottom of the pyramid, and is being viewed as an impor-

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tant strategy for inclusive growth in developing economies.

India has a long tradition of innovation and a significant pool of qualified people, both within country as well as the Diaspora, presently engaged in innovative activities. Realising that innovation is the engine for the growth of prosperity and national competitiveness in the 21st century, the President of India had declared 2010 as the 'Decade of Innovation'. The National Innovation Council is evolving a roadmap for Innovation for the decade 2010-20.

It is in this context, it was felt that IESS 2012 could be a unique opportunity for us to deliberate on various issues pertaining to Innovation. EEPC India, which has 60% of its members belonging to the micro, small and medium scale sector, believes that Innovation is critical for this segment of Indian industry, particularly, when it competes globally.

Mr K Jaykumar, IAS, Joint Secretary, (DSIR), Government of India (above) said "the efforts by the Department of Scientific & Industrial Research initiative is to encourage researchers, recognising, motivating and focusing on their problems. We need a game-changing innovation which will drive and energise our nation. It could be a sheer hard core pursuit of scientific research which will be a road map for innovation."

The speakers list also included Prof D V Singh, Chairman, NRDC Prize Awards and Mr D C Joshi, Chief Business Processes Division (BPD), NRDC, New Delhi.

The conference ended with the NRDC awards for Dr Suresh Walia, Dr B S Parmar, Dr Jitendra Kumar and Dr Vandana Sharma of the Indian Agricultural Research Institute (IARI), New Delhi and their associates. They were jointly awarded Rs 5,00,000/- for their invention, 'Development of a new process for production of Reduced Azadirachtin based Neem Biopesticides' under the category – 'Innovation Award of the Year 2010".

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Other speakers at Innovative India 2012



Dr D V Singh, Former Director, IIT Roorkee



Prof G D Yadav, Vice Chancellor, Institute of Chemical Technology, Mumbai



Dr Nilima Kshirsagar, Dean, ESI PGIMSR, Government of India MGM Hospital



Mr Nicolas Lepage, Consul General, Consulate of Canada in Mumbai

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Mr Anupam Shah, Sr Vice Chairman, EEPC India interacting with the guests during the session



Mr Kenneth Viagem Marizane handing over an award at Innovative India 2012

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B2B MEETINGS



Several B2B meetings were fixed through the portal "EEPC Connect" where both exhibitors and delegates could register and log in to manage their business meetings. These meetings were held during the Show in a specially designated lounge or in the lounge of Indo-Arab Chamber of Commerce. The overwhelming response in terms of contacts that were established during the Show, indicates the effectiveness of this model.



	Total nos.	Logged in	Total no. of login in	Meetings fixed	Requests pending
Exhibitor	278	135	1187	72	2526
Delegate	467	129	668	72	2450
Total	745	264	1855	144	4976

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43RD AWARD FUNCTION & IESS NETWORKING DINNER

23RD MARCH 2012, HALL NO 1, BOMBAY EXHIBITION CENTRE, MUMBAI



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

Through its national awards, EEPC India makes an effort to recognise the outstanding performers in different engineering export categories. The 43rd EEPC India National Awards for Export Excellence were organised along with IESS Networking Dinner on the second day of IESS. The entertaining evening was attended by all the exhibitors of IESS, overseas delegates, senior government officials, members of diplomatic community and senior officials of EEPC India.

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Speech by Mr Aman Chaddha, Chairman, EEPC India



H.E. Mr Milan Hovorka, the Deputy Minister, Minister of Industry and Trade of the Czech Republic,
H.E. Mr Kenneth Viagem Marizane, Vice Minister of Industry and Trade, Government of Mozambique,
Hon'ble Shri Sumanta Chaudhuri, Joint Secretary, Department of Commerce,
Distinguished National Award Winners,
Fellow Exporters,
Our friends in the Media,
Ladies and Gentlemen,

It is my proud privilege to welcome you all to the 43rd National Exports Excellence Awards of EEPC India. The Awards that will be given today are for the year 2010-11, which was in many ways a revival year for our exports after a decline in engineering exports of over 19% in 2009-10.

Today is one of those occasions when EEPC India salutes the remarkable work done by its fellow members for their valiant efforts in making "Brand India" a name to reckon within world markets, despite all odds. We take immense pride as we acknowledge the success of our fellow engineering exporters at the National level for the year 2010-11.

This year, in line with our focus to build synergies with global businesses simultaneous look at the potential that exists in the domestic market; we have the privilege of two Hon'ble Ministers from two important countries to present the 43rd National Exports Excellence Award for 2010-11.

It is, therefore, my singular and proud honour to, once again, welcome H.E. Mr Milan Hovorka, the Deputy Minister, Minister of Industry and Trade of the Czech Republic and H.E. Mr Kenneth Viagem Marizane, Vice Minister of Industry and Trade, Government of Mozambique to the Presentation Ceremony of the 43rd National Exports Excellence Award. I am also grateful to them for kindly consenting to present the National Awards to the finest of Indian engineering companies this evening.

A warm welcome to Shri Sumanta Chaudhuri, Joint Secretary, Department of Commerce who has been our mentor in more ways than one and we are indeed grateful for his distinguished presence at this Award Ceremony. I also extend a warm welcome to all the other dignitaries and senior officials present with us this evening.

Ladies and Gentlemen, 2010-11, the year for which today's National Awards will be given was the year of revival. After a decline of 19.6% in 2009-10, India's engineering exports grew by around 50% in 2010-11. In the first eleven months of the current fiscal (2011-12), engineering exports grew by 20.9% to US$54.5 billion over US$45.078 billion in the first eleven months of 2010-11. The revival in exports is noticeable in January 2012 and February 2012. This is also indicated by the fact that India's industrial output, measured by the index of industrial output or IIP, registered a brisk growth of 6.8 percent for January 2012, a much higher than expected rate of 2.1 percent, as well as the 1.8 percent expansion in December 2011.

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Further, data released recently showed that manufacturing grew at a feisty 8.5 percent and electricity at 3.2 percent over the corresponding period in the previous year.

The IIP numbers are encouraging, though there are still worries with regard to capital goods and consumer durables. Hopefully, the lowering of CRR will ensure pressure on interest rates to drop particularly for retail consumers so that these segments also pick soon.

For exporters, however, apart from the pick-up in the industrial sector domestically, what also matters is also the revival in global markets. While employments numbers in the last three months in the US Show signs of recovery, one is not sure whether this recovery will be sustained in the rest of 2012. The situation in EU is far from stable and needs close monitoring. The World Economic Outlook of the IMF in January 2012 has noted that the global recovery is threatened by intensifying strains in the uro area and fragilities elsewhere. Financial conditions have deteriorated, growth prospects have dimmed, and downside risks have escalated. Global output is projected to expand by 3¼ percent in 2012.

This is largely because the euro area economy is now expected to go into a mild recession in 2012 as a result of the rise in sovereign yields, the effects of bank deleveraging on the real economy, and the impact of additional fiscal consolidation. Growth in emerging and developing economies is also expected to slow because of the worsening external environment and a weakening of internal demand. The most immediate policy challenge is to restore confidence and put an end to the crisis in the euro area by supporting growth, while sustaining adjustment, containing deleveraging, and providing more liquidity and monetary accommodation. In other major advanced economies, the key policy requirements are to address medium-term fiscal imbalances and to repair and reform financial systems, while sustaining the recovery. In emerging and developing economies, near-term policy should focus on responding to moderating domestic growth and to slowing external demand from advanced economies.

For the moment, however, we need to celebrate those who helped us to revive the export scenario in 2010-11. In 1967-68, EEPC India, then called the Engineering Export Promotion Council, recognized the contribution of its member exporters and awarded badges and certificates of merit to those members who had exported more than 10% of their production and/or had exceeded an export performance of Rs 2.5 lakh during that year. 74 firms were recognized on this basis that year.

Today, Hon'ble Mr Milan Hovorka and Hon'ble Mr Kenneth Viagem Marizane will be giving away a total of 112 Awards, of which 11 belong to the Top Exports Award categories comprising Gold and Silver Trophies; 92 representing 34 categories of engineering groups; 9 Silver Plaques representing Special Contribution for highest growth in exports, participation in Council's promotional activities, best performances with respect to Thrust Markets and Thrust Products; and two Quality Awards. The Who's Who of Indian Engineering has competed with each other in order to bag the Awards.

As I conclude, I must thank the entire team in Union Ministry of Commerce & Industry for the support that we have received from them at all times. My congratulations to the National Award Winners for 2010-11, once again, and hope that they will continue to serve the cause of the country in future with all determination. With these words, may I, once again, thank H.E. Mr Milan Hovorka, the Deputy Minister, Minister of Industry and Trade of the Czech Republic; H.E. Mr Kenneth Viagem Marizane, Vice Minister of Industry and Trade, Government of Mozambique and Mr Sumanta Chaudhuri for their encouragement and valued presence on this momentous occasion?

Thank you.

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Clockwise from above, Mr Kenneth Viagem Marizane, Vice Minister of Industry and Trade, Government of Mozambique lighting the lamp to initiate the 43rd National Award Presentation Ceremony of EEPC India; Mr Aman Chadha, Chairman, EEPC INDIA welcoming Mr Milan Hovorka, Deputy Minister of Trade, Government of Czech Republic during the Award Presentation Function. Mr Sumanta Chaudhuri, Joint Secretary, Department of Commerce, Government of India addressing the gathering during the EEPC India National Award Presentation function. Mr Milan Hovorka, Deputy Minister of Trade, Government of Czech Republic lighting the lamp prior to the Award Function

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Closing remarks by Mr Hovorka



A view of the audience

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Presentation of the awards



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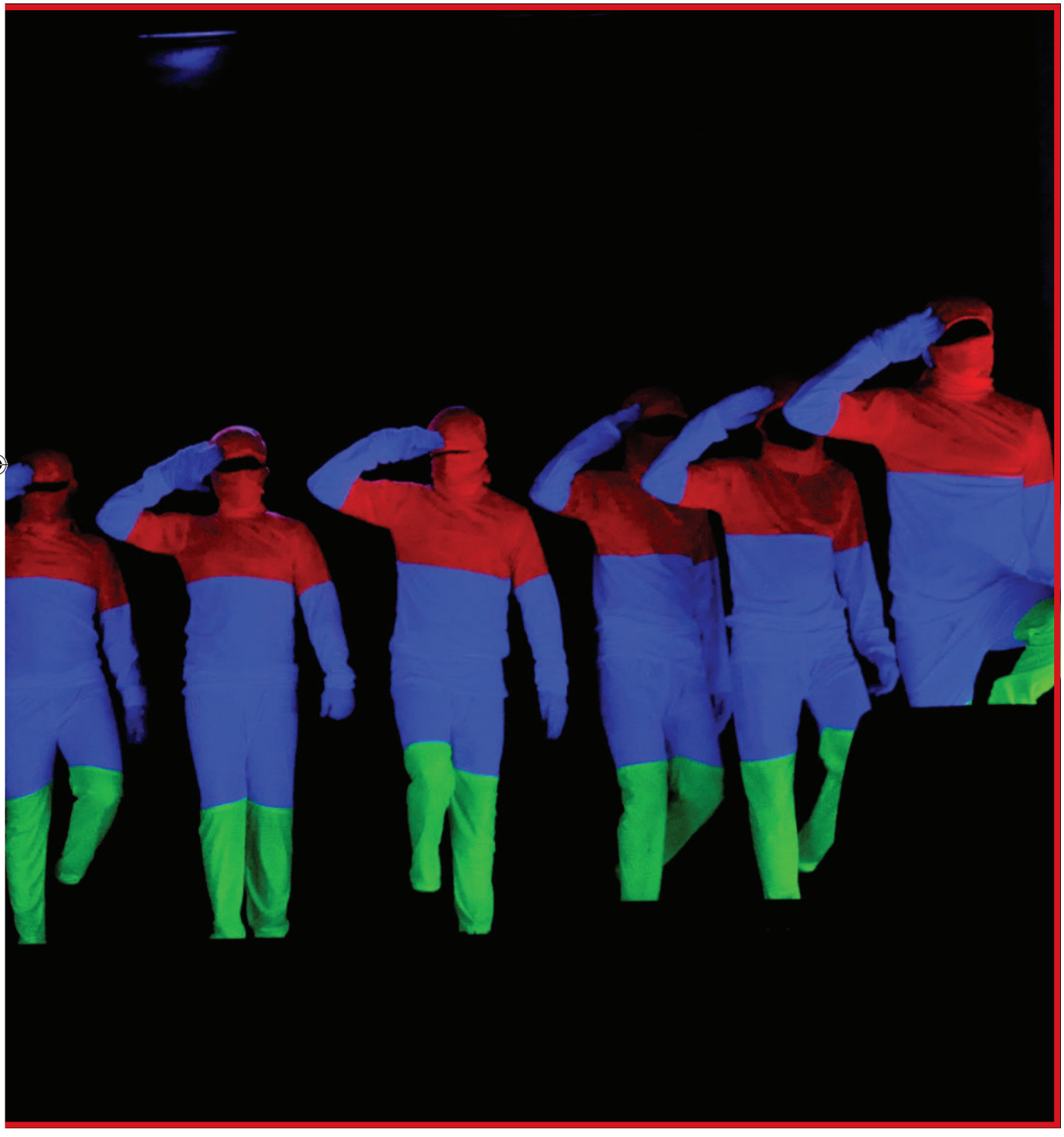


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The cultural programme



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43RD AWARD FUNCTION & IESS
NETWORKING DINNER



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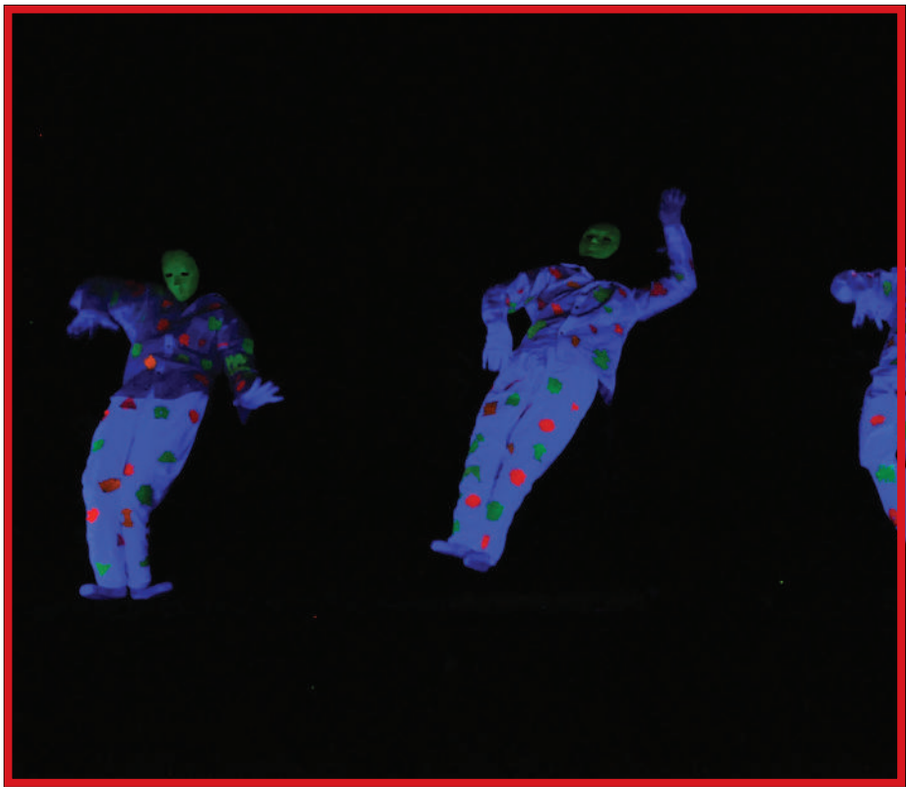
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The award winners

TOP EXPORTER FOR THE YEAR 2010-11 – GOLD TROPHY	
Welspun Corp Ltd	Large Enterprise
Good Luck Steel Tubes Ltd	Medium Enterprise
PME Power Solutions (India) Ltd	Small Enterprise
Upkar International	Micro Enterprise
KEC International Ltd	Merchant Exporter
TOP EXPORTER FOR THE YEAR 2010-11 – SILVER TROPHY	
Tata Motors Ltd	Large Enterprise
JLC Electromet Pvt Ltd	Medium Enterprise
Gardex	Small Enterprise
Geco Trading Corporation	Micro Enterprise
Ircon International	Merchant Exporter
SPECIAL TROPHY FOR EXCELLENCE IN EPO SERVICES	
Whirlpool Of India Ltd	

STAR PERFORMERS	
Group Rolled, drawn and folded products or iron and steel	
JSW Steel Limited	Large Enterprise
Mohan Mutha Exports Pvt Ltd	Medium Enterprise
Jyoti Steel Industries	Small Enterprise
Miscellaneous general purpose machinery	
Larsen & Toubro Ltd	Large Enterprise
KHS Machinery Pvt Ltd	Medium Enterprise
IGP Engineers Pvt Ltd	Small Enterprise
Miscellaneous Transport Equipment and Parts	
ABG Shipyard Ltd	Large Enterprise
Sipra Engineers Pvt Ltd	Medium Enterprise
Bhansali Trailores Pvt Ltd	Small Enterprise
Tubes, Pipes and Hollow Profiles, and Tube or Pipe Fittings, of Iron or Steel	
Jindal Saw Ltd	Large Enterprise
Steel Tubes (India)	Medium Enterprise
AST Pipes Pvt Ltd	Small Enterprise
Project Exports	
Bharat Heavy Electricals Ltd	Large Enterprise
Wapcos Ltd	Medium Enterprise
Agricultural or Forestry Machinery and Parts	
John Deere India Pvt Ltd	Large Enterprise
Thomas International	Medium Enterprise
Automat Industries Pvt Ltd	Small Enterprise

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Agricultural or Forestry Machinery and Parts	
John Deere India Pvt Ltd	Large Enterprise
Thomas International	Medium Enterprise
Automat Industries Pvt Ltd	Small Enterprise
Aluminium and Articles thereof	
National Aluminium Co. Ltd	Large Enterprise
D P Garg Exports Pvt Ltd	Small Enterprise
Automobile Components	
Ashok Leyland Ltd	Large Enterprise
Ramkrishna Forgings Ltd	Medium Enterprise
Stork Rubber Products Pvt Ltd	Small Enterprise
Steel Forgings	
Bharat Forge Co Ltd	Large Enterprise
Vikrant Forge Limited	Medium Enterprise
Paramount Forge	Small Enterprise
Engines and Turbines and Parts	
Cummins India Ltd	Large Enterprise
Shriram Automotive Products Ltd	Medium Enterprise
Opal Engineering Corporation	Small Enterprise
Pumps, Compressors, Hydraulic and Pneumatic Power Engines and Parts	
Bosch Ltd	Large Enterprise
Sabar Export (I) Pvt Ltd	Medium Enterprise
Ajay Industrial Corporation Ltd	Small Enterprise
Ferro Alloys	
Indian Metals & Ferro Alloys Ltd	Large Enterprise
Qvc Exports Pvt. Ltd	Medium Enterprise
Andhra Ferro Alloys Ltd	Small Enterprise
Electric Motors, Generators and Transformers, and Parts	
Suzlon Energy Ltd	Large Enterprise
Axess Seven	Medium Enterprise
Marson's Electrical Industries	Small Enterprise
Basic Iron and Steel	
MMTC Ltd	Large Enterprise
Ashtapad Overseas	Medium Enterprise
Industrial Metal Powders (India) Pvt Ltd	Small Enterprise
Mica and other mineral-based articles used mainly for electrical purposes	
Graphite India Ltd	Large Enterprise
Shree GR Exports Pvt Ltd	Medium Enterprise
Ratan Mica Exports Pvt Ltd	Small Enterprise

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Motor Vehicles	
Mahindra & Mahindra Ltd	Large Enterprise
Two/Three Wheelers and Parts	
Hero Motocorp Ltd	Large Enterprise
Ritesh Exports	Medium Enterprise
Metal Fasteners, Springs and Allied articles	
Usha Martin Ltd	Large Enterprise
Lamina International	Medium Enterprise
GDPA Fasteners	Small Enterprise
Other fabricated Metal Products excl Machinery and Equipment	
Overseas Infrastructure Alliance India Pvt Ltd	Large Enterprise
Supreme & Co Pvt Ltd	Medium Enterprise
D P Garg & Co Pvt Ltd	Small Enterprise
Engineering Services	
Tecnimont ICB Pvt Ltd	Large Enterprise
Chemtex Consulting Of India Pvt Ltd	Medium Enterprise
Miscellaneous Special-Purpose Machinery (including Metallurgy, Food and Textile) and Parts	
Lohia Starlinger Ltd	Large Enterprise
Sara Sae Private Limited	Medium Enterprise
Vikram India Ltd	Small Enterprise
Machinery for Mining, Quarrying and Construction, and Parts	
BEML Ltd	Large Enterprise
Nipha Exports Pvt Ltd	Medium Enterprise
Saboo Engineers Pvt Limited	Small Enterprise
Bearings, gears, gearing and driving elements, and parts	
Harsha Engineers Ltd	Large Enterprise
Supersonic Turners Pvt Ltd	Medium Enterprise
CVM Precision Products Pvt Ltd	Small Enterprise
Sanitary And Industrial Castings	
Virgo Engineers Ltd	Large Enterprise
Crescent Foundry Co. Pvt Ltd	Medium Enterprise
R B Agarwalla & Company	Small Enterprise
Bicycles & Parts	
Metro Exporters Pvt Ltd	Large Enterprise
Tipson Cycles Pvt Ltd	Small Enterprise
Miscellaneous Instruments and Appliances	
Rishabh Instruments Pvt Ltd	Large Enterprise
General Instruments Consortium	Medium Enterprise
Kristeel Shinwa Industries Ltd	Small Enterprise

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Machine-Tools and Parts and Accessories	
HMT (International) Ltd	Medium Enterprise
Kirpekar Engineering Pvt Ltd	Small Enterprise
Hand Tools	
Eastman Cast & Forge Ltd	Large Enterprise
S Mansukhlal & Company	Medium Enterprise
H R International	Small Enterprise
Domestic Appliances and Parts	
Usha International Ltd	Large Enterprise
Thermopads Pvt Ltd	Medium Enterprise
Enpro Industries Pvt Ltd	Small Enterprise
Non-Ferrous Metals (Excl aluminium) and Articles thereof	
VWF Industrial Ltd	Large Enterprise
Plansee India High Performance Materials Pvt Ltd	Medium Enterprise
Rajhans Metals Pvt Ltd	Small Enterprise
Domestic Metal Products	
Sivanesan Company (Ind)	Medium Enterprise
Bhalaria Metal Craft Pvt Ltd	Small Enterprise
Miscellaneous Engineering Goods	
Saboo Millstones	Medium Enterprise
Litetronics Vijay (I) Pvt Ltd	Small Enterprise
Medical and Surgical Equipment and Orthopaedic Appliances	
Needle Industries (I) Pvt Ltd	Large Enterprise
Appasamy Associates	Small Enterprise

HIGHEST EXPORTER FOR THRUST PRODUCTS TO THRUST MARKETS	
Toyota Kirloskar Motor Pvt Ltd	Large Enterprise
Honest Enterprise Ltd	Medium Enterprise
Himgiri Castings Pvt Ltd	Small Enterprise

AWARD FOR SPECIAL CONTRIBUTION: HIGHEST GROWTH IN EXPORTS	
Hindustan Inox Ltd	Large Enterprise
Veesons Energy Systems Pvt Ltd	Medium Enterprise
Getech Equipments International Pvt Ltd	Small Enterprise

AWARD FOR MAXIMUM PARTICIPATION IN COUNCIL'S PROMOTIONAL ACTIVITIES	
Sharp Tools	Small Enterprise

EEPC INDIA – INTERTEK AWARD FOR QUALITY EXCELLENCE	
Uniparts India Ltd	Large Enterprise
Surgi Edge (India)	Small Enterprise

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PUBLICITY AND PROMOTION

A focused publicity drive was carried out by EEPC India all over the country in order to create awareness about the first ever such Show in the country.

PRE-SHOW PUBLICITY

All relevant information about the India Engineering Sourcing Show was uploaded on the website https://www.iesshow.in where exhibitors, visitors could register. The website was updated on a regular basis to keep everyone abreast about the event. Mailers were also sent to trade associations and business chambers to bring delegations and visit the Show.

Newspaper advertisements: A massive publicity drive was undertaken by EEPC India through newspapers all over the country and advertisements were released in various national and leading regional newspapers with the support of DAVP, Ministry of Information & Broadcasting.

Regional association bulletins: Advertisements were also released in many regional association bulletins to create a wider impact and promote IESS at regional level.

Online publicity: Banners were put up for online publicity through Google ad world marketing.

Barter proposal: Advertisement were also released on barter basis with leading marketing websites. Under this arrangement, EEPC India offered free booth to the following and they in turn carried EEPC India banner with IESS advertisement on their website and also held workshops during the show to educate SMEs about establishing partnerships at global level, e-commerce, etc.





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NEWSPAPER ADVERTISEMENTS

Mumbai
- Economic Times (Mumbai)
- Business Standard
- MID DAY
- Times of India

Pune
- Sakal (Marathi)
- Economic Times

Ahmedabad
- Economic Times (Gujarati)
- Economic Times
- Sandesh
- Gujarat Samachar

Delhi
- Economic Times
- Financial Express
- The Hindu Business Line
- Economic Times
- Financial Express
- The Hindu Business Line

Chennai
- The Hindu
- Deccan Cronicle
- Economic Times
- The Hindu Business line

Coimbatore
- The Hindu

Bangalore
- Deccan Chronicle
- Economic Times

Hyderabad
- Economic Times
- Business Standard
- EENADU -Telegu

Ludhiana
- Punjab Kesari

Jalandhar
- Dainik Bhaskar

MAGAZINE ADVERTISEMENTS
- Kaleidoscope
- Process India
- OEM Update
- Purchasing B2B
- Tenderworld
- Engineering Review
- Diplomatist Plus
- Industrial Product Source

REGIONAL ASSOCIATION BULLETINS

Western region
- Kolahpur Engg. Association
- MCCIA
- PUNE
- NIMA
- EXIM India
- India Merchant Chamber
- Bombay Industries Association
- Foundry Magazine, Ahmedabad
- Daily Shipping Times
- Exim India, Ahmedabad
- Exim Bits, Ahmedabad

Southern region
- Codessia Bulletin
- Faccia Bulletin
- Madissia Bulletin
- Tanstia Bulletin
- Siema Bulletin
- FICCI Bulletin

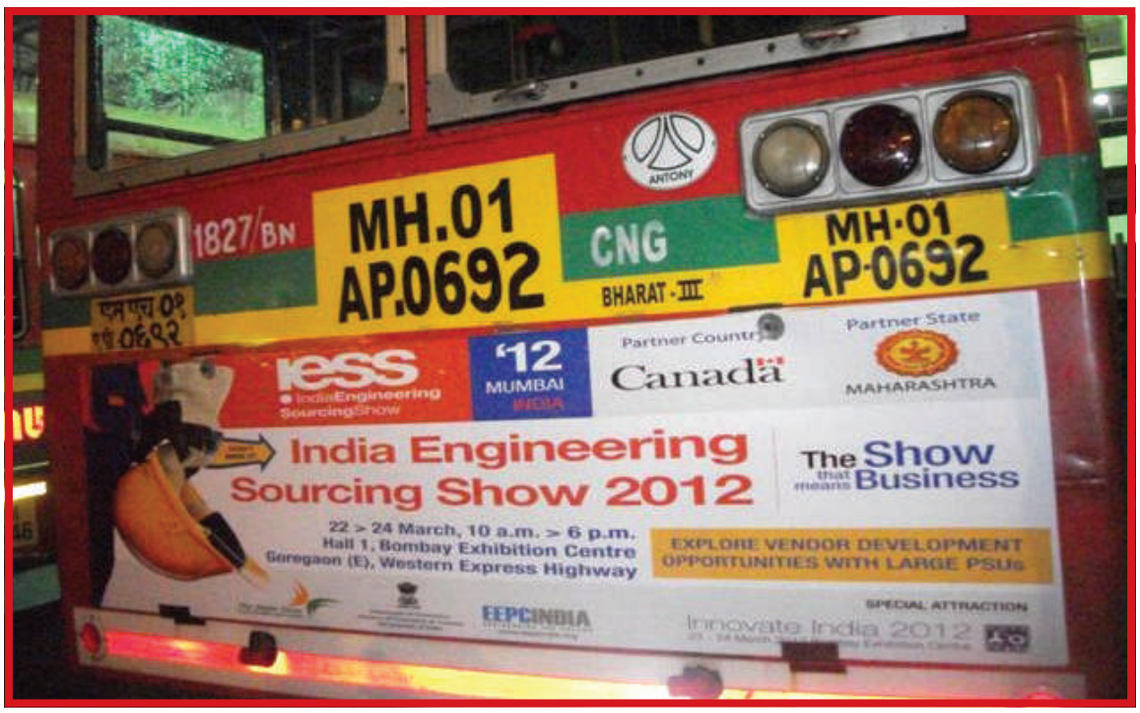
ONLINE PUBLICITY
- Google Ad World Marketing

BARTER PROPOSALS
- www.indiamart.com
- www.alibaba.com
- www.tenderinfo.com
- Tenderworld
- Engineering Review
- www.tenderstiger.com
- www.oemupdates.com

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Outdoor publicity





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Outside and inside hall promotion



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

To help visitors, a guide and a three-day programme schedule was printed in bulk and distributed from the registration counter. A special edition of EEPC India's monthly magazine – *IndianEngineeringExports* – was also released before to the Show.

A profile of the exhibitor with detailed information in form of a CD was prepared for the exhibition and distributed from the EEPC India's theme pavilion and other information booth.



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IESS 2012 inside pages-New.indd 140 04-10-2012 14:23:50





IESS 2012 inside pages-New.indd 141 04-10-2012 14:23:54

Publications for visitors and exhibitors

CD CONTAINING PROFILES OF THE EXHIBITORS IN THE FORM OF AN E-BOOK



IESS 2012 inside pages-New.indd 142 04-10-2012 14:23:55

GUIDE TO EXHIBITORS



MOBILIZATION BROCHURE



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E-INVITATION



CERTIFICATE OF PARTICIPATION



EEPC AT WORK



IESS 2012 inside pages-New.indd 144 04-10-2012 14:23:56

THREE-DAY PROGRAMME BOOKLET



INVITATION CARDS TO VARIOUS PROGRAMMES DURING IESS 2012



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THE SHOW DAILY PUBLISHED ON THE FIRST DAY



THE SHOW DAILY PUBLISHED ON THE SECOND DAY



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MENU CARD FOR THE IESS 2012 DINNER



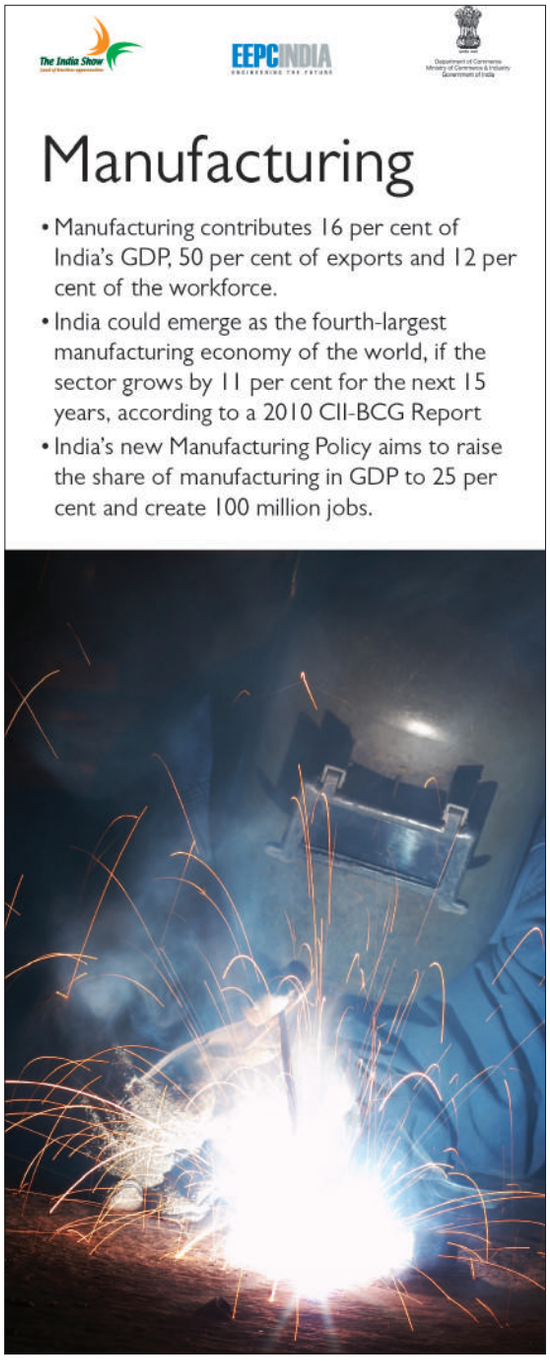
SPECIAL ISSUE OF
INDIANENGINEERINGEXPORTS
FOR IESS 2012



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Posters for EEPC India's pavilion





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Consistent growth

India's GDP has grown at an average of 8.4 per cent per annum during FY 2006-10. The consistent growth of its robust and resilient economy has played its part in the resurgence of the global economy in recent years.



Nokia sees its future in India

Nokia has set up its largest R&D facility in India with over 3000 engineers and scientists, which contributes to 40 per cent of Nokia's global business.



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Rapid R&D growth

- India ranks 3rd in availability of scientists and engineers
- Files about 20% of the patent applications for new inventions globally
- Joins the elite club of five nations with first indigenously built N-powered submarine



Quality wins



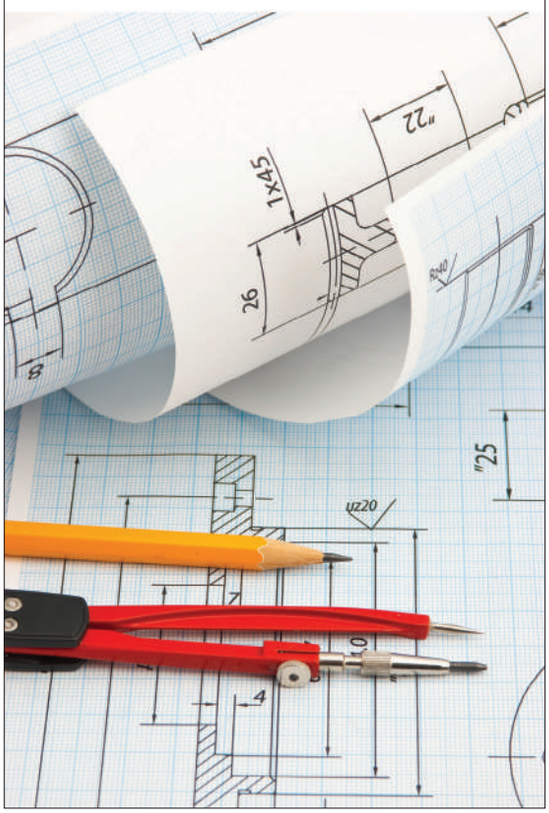
- Indian companies have won the Deming Prize outside Japan – the highest award for TQM given by the Union of Japanese Scientists and Engineers (JUSE) – the most number of times



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EPO to touch US$30 bn

India's engineering process outsourcing business is all set to touch US$30 billion thus making the country a major player in the segment



Engineering the future

India's revenue from the engineering research and services is expected to touch US$45 billion by 2020. Export revenue from ER&D services grew by 700 per cent in five consecutive years from FY 2005.



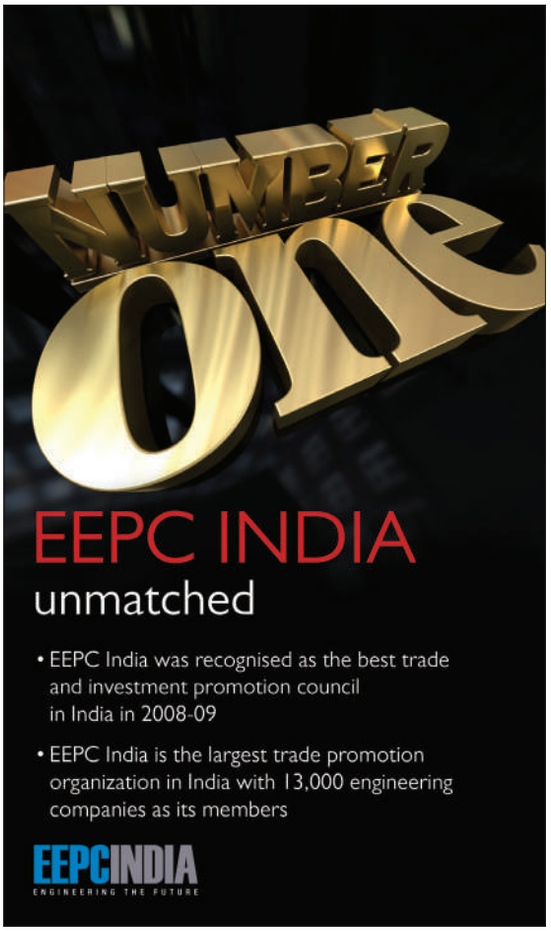
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The India Show
EEPC INDIA
ENGINEERING THE FUTURE

Flight path India

Boeing has collaborated with several Indian institutions to develop next generation technologies. Boeing's Bengaluru Technology Centre, its third such facility outside the US, is helping the company build a fuel-cell powered futuristic aircraft.



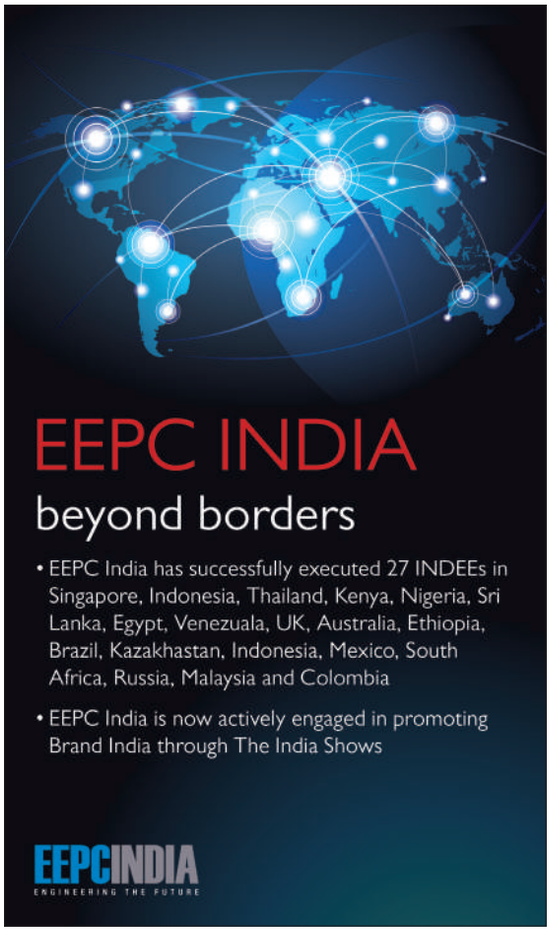


EEPC INDIA
unmatched

- EEPC India was recognised as the best trade and investment promotion council in India in 2008-09
- EEPC India is the largest trade promotion organization in India with 13,000 engineering companies as its members

EEPC INDIA
ENGINEERING THE FUTURE

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IESS '12 India Engineering Sourcing Show MUMBAI INDIA

HALL A

Thursday 22 March 2012

Skill Development for the Manufacturing Sector - National Workshop

1400-1430 Registration
1430-1440 Welcome address by Mr Mahesh Desai, Regional Chairman, EEPC India (ER)
1440-1500 Presentation on SME cluster development program by Dr Tamal Sarkar, Director, MSME Foundation
1500-1520 Case Study on "Engineering Cluster & Skill Gap" by Mr Jagat Shah, Founder, Cluster Pulse
1520-1535 Sharing of experience by Mr Sachin Mhatre, Co-Chairman Foreign Trade, Excise, Customs & ST Committee, Thane Small Scale Industries Association
1535-1600 Presentation by Mr Srinivas Rao Cheedella, Laurus Edutech Pvt Ltd / National Skill Development Corporation (NSDC)
1600-1610 Key note address by Mr Sumanta Chaudhuri, IAS, Joint Secretary Ministry of Commerce & Industry, Government of India
1610 Vote of thanks by Mr Arun Garodia, Regional Chairman, EEPC India (ER)

Friday 23 March 2012

CxO Compass – India- A Global Investment Hub
A Seminar On Inbound And Outbound Investment Opportunities From India

Session I

1000-1030 Guests Registration
1030-1040 Welcome address by Mr T S Bhasin, Vice Chairman EEPC India
1040-1050 Key Note Address by Mr Sumanta Chaudhuri, IAS, Joint Secretary Ministry of Commerce & Industry, Government of India
1050-1110 **India-centric Investments** – A presentation by **PricewaterhouseCoopers India**
Mr Sanjeev Krishan, Executive Director,
1110-1130 Investment opportunities in **Maharashtra**
Dr P Anbalagan, Jt Chief Executive Officer, MIDC
1130-1150 Investment opportunities in **Karnataka**
Mr Sugnanamurthy, Joint Director, Department of Industries and Commerce
Government of Karnataka
1150-1210 Investment opportunities in Indian Special Economic Zones
1210-1230 Opportunities of investments in infrastructure and manufacturing in India, by Dr Nicolas Banerjea-Brodeur, Attorney at Law
Director, Head of Contracts and Legal Affairs, **Bombardier Transportation**
1230-1240 Questions / Answers
1240-1245 Vote of Thanks by Mr P R Venkatachalam, Chairman – Committee on Trade with Central Europe, EEPC India

Session II

1330-1400 Guests Registration
1400-1410 Welcome address by Mr JS Bhasin
Chairman Overseas Committee, EEPC India
1410-1500 **Canada:** Opportunities for Indian companies
- Presentation on Investing in Canada, by Mr Nicolas Lepage, Acting Consul General, Consulate General of Canada, Mumbai
- Presentation on Business Opportunities in Toronto and Ontario by Ms Nikki Holland, Vice President, Public Affairs and Mr Ajay Ramasubramaniam, Trade Advisor - Ontario, Canadian Consulate General, Mumbai
- Presentation on 'The Plan Nord - the Project of a Generation' by Mr Benoit Jean Bernard, Consul & Director, Province of Quebec and a presentation on 'Invest in Quebec - Your Project Financing Partner' by Ms Mitali Bandekar, India Representative, Invest - Québec
- Q&A session

1500-1600 Doing Business with **Czech Republic**
- Welcome remarks by Mr Aman Chadha, Chairman EEPC India
- Opening remarks by Ambassador of the Czech Republic to India HE Miloslav Stašek
- Key note address by the Deputy Minister of Industry and Trade of the Czech Republic, Mr Milan Hovorka
- Presentation of Czechinvest by Mr P Chovanec
- Presentation by Mr I Kamenik , Director of Czech Trade office in Mumbai
- Presentation of the Ms R Naumannova, Director of Czech Tourism India
- Presentation of BW International Trades by Mr N Schmidt
- Presentation of Deputy Director General of Confederation of Industry of the Czech Republic by Ms D Kuchtova
- Signing of MoU between BW Trade Fairs and EEPC India

1600-1630 Doing Business with **Japan**
- Opening remarks by Mr TS Bhasin, Vice Chairman, EEPC India
- Launch of "Doing Business with Japan" publication
- Presentation by Mr Naoyuki Maekawa, Director General, Japan External Trade Organization(JETRO)
- Presentation on India Show - Japan (20-24 June 2012)

1630-1645 Investment Opportunities in **Australia**, Mr Mahesh Rathod, Country Head, Investment (India), Australian Trade Commission (Austrade)
1645-1700 Investment Opportunities in **Germany, Ms Asha-Maria Sharma, Director, Germany Trade and Invest**
1700-1715 Investment Opportunities in **Korea, Mr Koh, YoungJun, Deputy Director, Korea Trade-Investment Promotion Agency - KOTRA**
1715-1730 Investment Opportunities in **Ras Al Khaimah,UAE , Mr Bissom Sumam,Head - India Office, Marketing and Business Investment Department, Ras Al Khaimah Free Trade Zone Authority**
1730-1745 Investment Opportunities in **Sri Lanka**
Dr A S Sabaratnam , Member of Governing Council, National Chamber of Commerce of Sri Lanka
1745-1755 Q&A session
1755-1800 Vote of Thanks by Mr K L Dhingra, Deputy Regional Chairman, EEPC India (WR)

Saturday 24 March 2012

Power of E-Commerce for SMEs

1130-1300 Mr Nayan Thakkar, Alibaba.com

Partner Country Canada | Partner State MAHARASHTRA | The India Show | Department of Commerce Ministry of Commerce & Industry Government of India | EEPCINDIA ENGINEERING THE FUTURE www.eepcindia.org

IESS '12 India Engineering Sourcing Show MUMBAI INDIA

HALL B

Thursday 22 March 2012

Convention Theme - Common Goals, Uncommon Results

1400-1430 Registration and Networking
1430-1440 Welcome and Theme Setting – Mr Rontu Basu, ICBC (WR) Chair and National Convention Convener
1440-1445 Ms Ritika Modi, ICBC National President
1445-1455 Address by Mr Aman Chadha, Chairman, EEPC India
1455-1510 Address by Mr Anup Wadhawan, Joint Secretary, Ministry of Commerce & Industry
1510-1520 Remarks by His Excellency, Mr Jim Nickel, The Deputy High Commissioner Of Canada
1520-1530 Discussions
1530-1540 Vote of Thanks
1540-1625 Roundtable with Indian and Canadian Business Leaders moderated by Mr Apurva Mehta and Mr Anupm Shah, Sr Vice Chairman, EEPC India
1625-1630 Summary and Vote of Thanks – Mr Rontu Basu, ICBC
1630 ICBC Networking High Tea

Friday 23 March 2012

CxO Procure - India: New paradigms in Government procurement
Seminar on business opportunities with the Indian Public Sector

Session I

1000-1030 Guests Registration
1030-1040 Welcome Address by Mr Pankaj Chadha, Regional Chairman, EEPC India (WR)
1040-1100 Keynote Address by Mr Harbhajan Singh IAS, Joint Secretary, Department of Heavy Industries, Government of India
1100-1200 Business opportunities with the **Indian Railways**
Presentations by **Research Design and Standards Organization (RDSO)**
- Mr B Atri, Director, Motive Power, RDSO
- Mr S K Maurya, Director/Quality Assurance/Civil
- Mr R Srivastava, Director/Wagon/RDSO/Lucknow
- Mr Rajeev Kumar, Director Quality Assurance/S&T
- Mr Ganesh , Director Standards Electrical
- Mr A K Dikshit, Jt Director/Carriage

1200-1200 **Business opportunities in the Defence sector**
1200-1220 Presentations by **Mazagon Dock Limited, Mr S T Joshi, Chief Manager (SR&R)**
1220-1240 Presentations by **Bharat Earth Movers Limited, Mr T N Srinivasan,Asst General Manager (VDS)**
1240-1300 Presentations by **Ordnance Factory Board, Mr D M Puri, Dy Director General**
1300-1315 Presentations by **Bharat Electronics Ltd, Mr G Kumar, Additional General Manager, Naval Systems SBU**
1315-1330 Quality Enhancement for SMEs – A presentation by **INTERTEK**
Mr William Quillindo, Vice President – Supplier Management
1330-1340 Q&A session
1340-1345 Vote of Thanks by Mr R P Jhalani, former Chairman, EEPC India

Session II

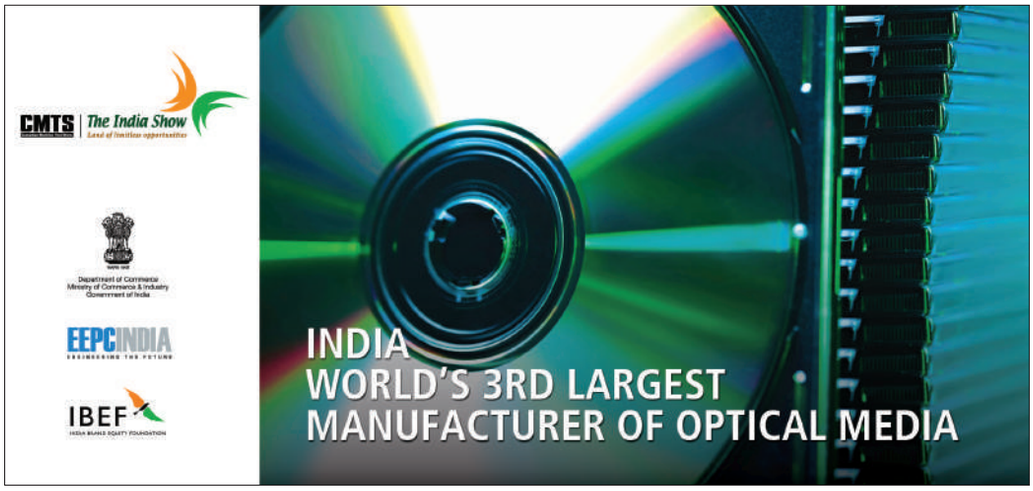
1400-1420 Guest Registration
1420-1430 Welcome Address by Ms Kamna Raj Agarwalla, Regional Chairman EEPC India (NR)
1430-1500 Business opportunities with Engineers India Limited, Mr AK Chaudhary DGM, Head PDD
1500-1530 Business opportunities with **Heavy Engineering Corporation, Mr Sanjay Sinha, Senior Manager, Corporate Marketing Division**
1530-1600 Business opportunities with **NTPC Ltd**
Mr Pramod Kumar, General Manager (Quality Assurance & Inspection)
Mr Vikram Talwar, Deputy General Manager (Quality Assurance)
1600-1630 Business opportunities with **Bharat Heavy Electricals Limited, Mr S Biswas, General Manager**
1630-1700 Business opportunities with **Gas Authority of India Ltd, Mr D P Sen, C&P Head**
Mr Tambaker, DGM- C&P
1700-1715 Business opportunities with **Reliance Communications Ltd, Mr Danayus Mehta, Vice President**
1715-1725 Q&A session
1725-1730 Vote of Thanks by Mr A Marwah, Deputy Regional Chairman, EEPC India

Partner Country Canada | Partner State MAHARASHTRA | The India Show | Department of Commerce Ministry of Commerce & Industry Government of India | EEPCINDIA ENGINEERING THE FUTURE www.eepcindia.org

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PRE-EVENT PUBLICITY







To create awareness about the exhibition in India and mobilize participation in it, many seminars and road shows were organised all over the country. Besides independent seminars and road shows, many other forums, conferences and exhibitions were used to distribute promotional literature on IESS. EEPC India officials also visited countries to invite delegations and mobilise overseas participation.

(Clockwise from top) Mr R Maitra, Executive Director, EEPC India lighting the lamp during a Seminar on Opportunities at the IESS in Surendranagar; Mr Rajat Srivastava (extreme right), Regional Director, EEPC India (WR), at a Seminar on Opportunities during IESS in Nashik, in Vadodara and in Aurangabad. Mr M Ganesan, Regional Director, EEPC India (SR) addressing a similar seminar in Chennai

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(Clockwise from above) Ms Anima Pandey, Regional Director, EEPC India at a Road Show on IESS in Jamshedpur; Ms Pandey, and Mr D J Moulick, Sr Executive Officer, EEPC India (ER), (right) at a Road Show on IESS in Cuttack. Participants at a Seminar on IESS in Pimpri-Chinchwad; Mr Bratindra Bhattacharya, Sr Deputy Director, EEPC India, addressing a gathering during seminars on IESS in Kolhapur and Mumbai; Mr A Mathew, Dy Regional Chairman, EEPC India (SR), delivering the welcome address during a Seminar on IESS in Bangalore; Mr Aman Chadha, EEPC India Chairman, addressing a mobilization and networking dinner in Mumbai

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(Anti-clockwise from far left) Keynote Speech by Mr Siddharth Singh, Jt Secretary, Union Ministry of Commerce & Industry, at a Seminar on India's Engineering Exports in Singapore; Opening remarks by Mr T C A Raghavan, Indian High Commissioner in Singapore; Mr Rakesh Shah, former Chairman, EEPC India, addressing the seminar. Curtain Raiser Presentation on IESS during EEPC India's AED & Secretary, Mr Bhaskar Sarkar's (fourth from left) visit at the Conference Hall of Federation of Bangladesh Chambers of Commerce & Industry (FBCCI) which was attended by some of the leading industry associations of Bangladesh. Mr A K Garodia, Regional Chairman, EEPC India (ER), addressing a gathering during a Ranchi road show on IESS

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PRESS AND MEDIA



Mr Anup Wadhwan, Joint Secretary, Ministry of Commerce and Industry, Government of India, addressing a Press conference on 11 October 2012. To his left are Ms Sara Wilshaw, Minister Commercial, High Commission of Canada, New Delhi, India and Mr Aman Chadha, Chairman, EEPC India. (Below) Mr Chadha at the curtain raiser Press conference on 19 March 2012

As a run up to the Show, many Press releases were issued in various cities from time to time on the occasion of the seminars and road shows.

A joint Press conference was held on 11 October 2011 in Udyog Bhawan, New Delhi where Mr Anup Wadhawan, Joint Secretary, Ministry of Commerce & Industry, Mr Aman Chadha, Chairman, EEPC India, Mr R Maitra, Executive Director, EEPC India and Ms Sara Wilshaw, Minister Commercial, High Commission of Canada, New Delhi, India interacted with the Press. On the occasion, Canada announced its association with IESS as "Partner Country" and proposed to bring a large contingent during the three day Show.

A curtain raiser Press conference (*photo on right and opposite page*) was organised on 19



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Mr Rakesh Shah, Chairman, PED Committee, EEPC India, addressing the 19 March Press conference. To his right is Mr R Maitra, Executive Director, EEPC India, and to his left, Mr Arunabha Pradhan, Head, NRDC

March 2012 in Mumbai which was attended by Mr Aman Chadha, Chairman, EEPC India; Mr Rakesh Shah, Chairman, PED Committee, EEPC India; Mr Nicolas Lepage, Consul General, Consulate of Canada, Mumbai; Mr Arunabha Pradhan, Head – NRDC and Mr R Maitra, Executive Director, EEPC India.

On the occasion, EEPC India Chairman, Mr Aman Chadha spoke about the overall purpose and objective behind organising such a show and how it would benefit the entire engineering community in the country. "IESS 2012 will be a unique show in the sense that apart from outsourcing, we will be discussing pressing issues like skill development, public procurement and vendor development, innovation and IPRs, clean technology, etc. at the three-day event. Indian engineering is at the take-off stage and it is therefore crucial that the momentum that India's engineering industry picked up since 2004-05 does not get dissipated in the midst of the global economic downturn. While business cycles are part and parcel of any market economic system, it is important that we should not slacken our resolve to build a world class engineering industry, if we want to become an economic superpower. IESS 2012 is built with that objective."



Mr Nicolas Lepage, Consul General, Consulate of Canada, Mumbai at the Press conference

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Press release on IESS 2012

Mumbai to play host to Global Engineering Meet

IESS 2012 to showcase emerging opportunities in Engineering product sourcing, investments and PSU vendor development

Mumbai, 19 March 2012: EEPC India, the leading trade promotion body under Ministry of Commerce, Government of India announces the commencement of India Engineering Sourcing Show (IESS) from March 22-24 at Bombay Exhibition Centre, Goregaon, Mumbai.

Canada is the Partner Country and Maharashtra, the Partner State for the Show.

The Show is an initiative of the Ministry of Commerce, Government of India and will be the first of its kind in sourcing of engineering products and services. EEPC India is the nodal agency responsible for organizing IESS 2012.

The focus areas at IESS 2012 include Factory Automation,Industrial Supplies,Technologies for business and Clean Tech & Innovation.

Speaking to the media, Mr. Aman Chadha, Chairman EEPC India, said that the event will showcase over 260 exhibitors in engineering products and services. Leading exhibitors include Tata Motors, Birla Precision Technologies, Suzlon Energy, Smarttech Technologies, Finolex Cables, Stulz-Chspl India, InspirOn Engineering, Miranda Tools, New India Electricals, Bhatt Brothers etc.

Over 500 International buyers have already confirmed their participation at this mega event spread over 12000 sqm. Over 5000 Indian buyers are expected to visit the event. There is no charge for visiting the expo.

Mr. Chadha also apprised the media about several overseas delegations who are expected

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to attend IESS 2012 in Mumbai. The event also hosts the 43rd EEPC INDIA Export Excellence Award. Over 100 companies will be felicitated for the excellent export performance during this ceremony.

Iraq, South Sudan, Czech Republic and Mozambique will be sending their senior Government officials to look at the Indian sourcing opportunities. IESS 2012 is expected to be a catalyst for providing a much needed punch for India's engineering export market development efforts.

"IESS 2012 is a unique show focussing on both International and domestic markets. We are pleased to confirm that leading Public sector undertakings such as BHEL, GAIL, NTPC, Engineers India Ltd., HEC, BEML are conducting vendor development seminars during the three day show. Senior officials from these PSUs will be present at the venue to discuss various aspects of the procurement lists.", said Mr. Chadha. "The Government's recent plan to create 20% reservations for MSME sector opens up huge opportunities for Indian engineering companies for PSU supplies", added Mr. Chadha.

"The opening up of the Indian Defence Industry has led to a scope for immense business opportunities in this sector as well. It pleases me to inform that that this sector will be represented by the Ordnance Factory Board, the Mazagon Dock Limited, Bharat Electronics Limited and Bharat Earth Movers Ltd. at IESS 2012. Railways shall be represented by RDSO who will organise various workshops on 'how to do business in this sector'." Informed Mr. Chadha.

The FDI flows in Indian machinery and equipment industry has seen a 126% growth between April 2011 and December 2011. IESS 2012 will also organize series of Investment seminars hosted by Canada, Czech Republic, Japan, Korea, Australia , UAE, Germany and Sri Lanka. The states of Maharashtra and Karna-

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taka will showcase India centric investment opportunities.

"India needs Innovative Technologies to prime our competitiveness. IESS 2012 will also organize Innovate India Conference in partnership with National Research Development Corporation (NRDC). The Show will also see IIT Mumbai showcase innovative products developed in India such as hybrid car, air ships, ground penetrating radar etc." informed Mr Chadha.

Mr Chadha also highlighted the growing importance of skill development in the manufacturing sector and said that he looked forward to the Rs 1000 crore allocated for the National Skill Development Fund as announced in Indian budget last week.

"Government is planning to train 6.2 crore persons in the next decade and make Indian manufacturing Industry globally competitive, announced Mr Chadha.

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Press clippings on IESS 2012

Engineering exporters seek tech fund in Budget

Engineering exporters have sought a technology upgradation fund from finance minister Pranab Mukherjee in the Budget for boosting competitiveness in the view of an ambitious exports target of $125 billion by 2013-14 for the sector. "...It's high time they must do something. Without technology upgradation fund, competing (with other countries like China) will be very difficult. We have submitted it to the ministry," Engineering Export Promotion Council (EEPC) executive director R Maitra said. In its strategy paper, the commerce ministry has set an exports target of $500 billion by 2013-14. For engineering sector, which accounts for about one-fourth of the country's total merchandise shipments, a target of $125 billion has been fixed for the period. Maitra said the council has submitted its plan to the finance ministry for a technology upgradation corpus which would be monitored both by the industry and government.

'आयईएएसएस २०१२' मध्ये २०० कोटी रुपयांहूनही अधिकचा व्यवसाय

मुंबई: ईईपीसी इंडियाचा पहिला शो आंतराष्ट्रीय आणि स्थानिक व्यापाऱ्यांमध्ये अत्यंत यशस्वी ठरला. तब्बल ७००० ग्राहकांसह ५५३ आंतराष्ट्रीय प्रतिनिधींनी मुंबईत गोरेगाव एक्झिबिशन सेंटर येथे आयोजित तीन दिवसांच्या या प्रदर्शनामध्ये सहभाग घेतला.

या वेळी पत्रकारांशी बोलताना ईईपीसी इंडियाचे अध्यक्ष अमन चड्ढा यांनी 'इंडियन एक्स्पोर्ट सोर्सिंग शो २०१२' (आयईएएस) बाबत समाधान व्यक्त केले आणि पुढील वर्षी या शोचे दुसरे सत्र आयोजित करण्याची घोषणा केली. 'आयईएएस २०१२ च्या बाबतीत आम्ही खऱ्या अर्थाने समाधानी आहोत आणि ७००० जणांनी या प्रदर्शनाला भेट देऊन आमच्या अपेक्षांपेक्षाही अधिक प्रतिसाद दिला आहे. साधारण २०० कोटी रुपयांचा व्यापार या आयोजनामध्ये झाला असून आणखी ३०० कोटी रुपयांचा व्यवसाय प्रगतीपथावर आहे,' असे ही चड्ढा यांनी म्हटले.

'व्यापार, गुंतवणूक आणि व्यापारी विकास यांच्या सहभागाच्या ढाच्यांवर 'आयईएएस २०१२' बेतला होता आणि त्याला प्रदर्शनाला भेट देणाऱ्यांकडून प्रतिसादही चांगला मिळाला. आमच्या सर्व व्यापार विकास आणि गुंतवणूक प्रसार सेमिनारमध्ये अनेक सत्रांचे आयोजन केले गेले,' असेही चा यांनी या वेळी म्हटले.

'आयईएएस २०१२' मध्ये तीन दिवस अनेक वैविध्यपूर्ण व्यवसाय सत्रांचे आयोजन केले गेले आणि त्यात आरडीएसओ, माझगाव डॉक लिमिटेड, भेल लिमिटेड, बीईएमएल, गेल, ईआयएल, एचईसी, एसटीपीसी आदींची सादरीकरणे पार पडली. त्याचवेळी 'नॅशनल रिसर्च डेव्हलपमेंट कॉर्पोरेशन'ने आयोजित केलेल्या 'इनोव्हेट इंडिया' सेमिनार्सचा आणि गुंतवणूक प्रसार उपक्रम मालिकांचा समावेश त्यात होता.

'आफ्रिका, लॅटीन अमेरिका, सीआयएस, आसियान आणि सार्क देशांमधील परदेशी ग्राहक प्रतिनिधी मंडळे यात सहभागी झाली होती. त्यांना प्रदर्शनातील भारतीय अभियांत्रिकी उत्पादने आकर्षक वाटली आणि त्यातून कित्येक ऑर्डर्सही तत्काळ नोंदविल्या गेल्या,' असेही चड्ढा यांनी म्हटले.

निर्यातकों को चाहिए फंड



Export sourcing show attracts Rs 200-cr biz

Our Bureau

Mumbai, March 27

The Indian Export Sourcing Show, organised by Engineering Export Promotion Council of India, a Government body, has generated Rs 200-crore business.

Mr Aman Chadha, Chairman, EEPC India, said there were about 7,000 visitors for the three-day event that saw participation from PSUs such as Mazgaon Dock, BHEL, BEML, Gail, Engineers India Ltd, Heavy Engineering Corporation and NTPC.

"Besides, the business of Rs 200 crore registered at the event, we expect other orders worth Rs 300 crore should materialise post-event," he added. There were 600 delegates from overseas participated in the event.

The overseas delegations from Africa, Latin America, Commonwealth of Independent States, Association of Southeast Asian Nations and South Asian Association of Regional Cooperation countries found Indian engineering products on display interesting and this has resulted in signing of several on the spot orders as well, said Mr Chadha.

संक्षिप्त समाचार

आईईएएस 2012 में हुआ 200 करोड़ से ज्यादा का व्यापार

मुंबई। देश में पहली बार आयोजित इंडियन इंजीनियरिंग सोर्सिंग शो 2012 को अंतर्राष्ट्रीय और घरेलू व्यापारियों ने हाथों-हाथों उठा लिया तथा इस वाणिज्य मेले को जोरदार सफलता हासिल हुई है। मुंबई के गोरेगांव एक्जिबिशन सेंटर पर लगाई गई इस तीन दिवसीय प्रदर्शनी के दौरान 553 विदेशी प्रतिनिधियों के साथ-साथ सात हजार से ज्यादा खरीदारों ने अपनी उपस्थिति दर्ज कराई। प्रदर्शनी को मिली इस सफलता से अत्यंत उत्साहित ईईपीसी के अध्यक्ष अमन चड्ढा ने पत्रकारों से बातचीत करते कहा कि वे इससे पूरी तरह संतुष्ट हैं और भविष्य में इस तरह की और प्रदर्शनी आयोजित करने की उनकी योजना है। अमन चड्ढा ने जानकारी देते हुए कहा कि इंडियन इंजीनियरिंग सोर्सिंग शो को मिली सफलता पूरी तरह से उत्साहजनक है, प्रदर्शनी में सात हजार से ज्यादा देश और विदेश के व्यापारियों ने हिस्सा लिया, जो कि उम्मीद से ज्यादा है। प्रदर्शनी में कुल 200 करोड़ रुपए का व्यापार हुआ और 300 करोड़ रुपए की और होने की आशा है।

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'Focus on European, Nordic nations for export growth'

VIKAS SRIVASTAV
Mumbai

New grounds
- India should break into high demand and growth regions as demand drops in developed markets
- Focus should shift from countries that are growing at 2% to countries that are growing at 6%

INDIA must focus on the high growth markets in Nordic and East European nations to spread its export basket. The country should break into high demand and growth regions as demand drops in developed West European and American markets, according to joint secretary in ministry of commerce, government of India, Sumanta Chaudhury.

Chaudhury told *Financial Chronicle* on the sidelines of a panel discussion organised by engineering exports council (EEPC) in Mumbai that these countries have traditionally got their supplies from Germany and Russia but now India needs to break this jinx. "India should focus on its strengths and come out of the mindset that prevented it to compete against stronger traditional players in high growth markets of Eastern Europe and Nordic nations."

Focus should shift from countries that are growing hardly one or two per cent to countries that are growing at five to six per cent. "There are bigger markets waiting to be tapped and diversification is must in terms of markets and services," Chaudhury said. "There is so much more to be done in East European and Nordic countries besides the Latin American countries like Chile, Argentina, Brazil, Uruguay and Paraguay are waiting to be explored properly. We need to see how we can overcome the challenges of language, logistics and competition with existing players. Indian companies should make an effort to understand their demand and requirements and make an attempt to fulfil them at affordable prices," Chaudhury said.

Indians are good in sectors like machinery, instruments, auto components and pharmaceuticals. "In fact, we are now feared in the pharma sector. The generic drugs that Indians can manufacture no one else can do that and these qualities we should take to other countries," he said.

India's total exports grew 13.31 per cent to $45.3 billion for April to December 2011 of the total $217 billion exports till December. Of this, engineering exports stood at $45.3 billion. The full year export target for engineering was $72 billion which is unlikely to be achieved this year.

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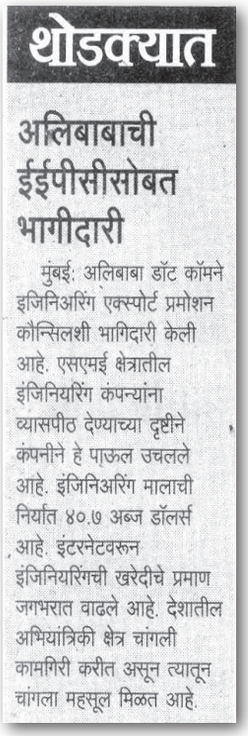


ईईपीसी इंडिया का ग्लोबल इंजीनियरिंग मीट 22 से

मुम्बई (संवाददाता)। केंद्रीय वाणिज्य मंत्रालय के अधीन व्यापार प्रवर्तक संस्था ईईपीसी इंडिया इसी महीने की २२ से २४ तारीख तक स्थानीय गोरेगांव स्थित बॉम्बे एग्जिबिशन सेंटर में इंडिया इंजीनियरिंग सोर्सिंग शो (आईईएसएस) का आयोजन कर रहा है। इस बार कनाडा शो का सहयोगी देश और महाराष्ट्र सहयोगी राज्य है।

उल्लेखनीय है कि, आईईएसएस अपनी तरह का पहला आयोजन है जहां इंजीनियरिंग उत्पादों और सेवाएं प्रदर्शित की जाती हैं। ईईपीसी इंडिया इसके आयोजन के लिए नोडल एजेंसी है।

ईईपीसी इंडिया के चेयरमैन अमन चंदा ने बताया कि आईईएसएस २०१२ में फैक्टरी ऑटोमेशन, इंडस्ट्रियल सप्लायर्स और व्यवसायिक टेक्नोलॉजिज का समावेश होगा जिसमें २६० से अधिक कम्पनियां अपने स्टॉल लगायेंगी। इन कम्पनियों में टाटा मोटर्स, बिरला प्रीसिशन टेक्नोलॉजिज, सुजलोन एनर्जी, स्मार्टेक टेक्नोलॉजिज, फिनोलेक्स केबल्स, मिरांडा टूल्स व अन्य शामिल हैं।



थोडक्यात

अलिबाबाची ईईपीसीसोबत भागीदारी

मुंबई: अलिबाबा डॉट कॉमने इंजिनिअरिंग एक्स्पोर्ट प्रमोशन कौन्सिलशी भागिदारी केली आहे. एसएमई क्षेत्रातील इंजिनियरिंग कंपन्यांना व्यासपीठ देण्याच्या दृष्टीने कंपनीने हे पाऊल उचलले आहे. इंजिनिअरिंग मालाची निर्यात ४०.७ अब्ज डॉलर्स आहे. इंटरनेटवरून इंजिनियरिंगची खरेदीचे प्रमाण जगभरात वाढले आहे. देशातील अभियांत्रिकी क्षेत्र चांगली कामगिरी करीत असून त्यातून चांगला महसूल मिळत आहे.

Mr R Maitra, Executive Director, EEPC India, talks to SME World

EEPC India has chalked out an elaborate programme to put the Public Procurment Policy announced recently into action. The India Engineering Sourcing Show in Mumbai this month is an attempt to bring together the SMEs and the PSUs to assess the requirements and spread awareness among the various stakeholders.

In an interview to *SME WORLD*, Shri R Maitra, Executive Director, EEPC India, spoke at length about the broader agenda of the Council and its vision in promoting the Indian exports sector. He showed the Council's great concern for the success of the Procurement Policy. "The procurement basket for the Indian SMEs sector for the year is very ambitious at Rs75,000 crore and if we are able to bring the PSUs and the defence on board, it will mean a fresh lease of life for millions of small and medium entrepreneurs in India," he said and added, "We will be doing our best by bringing in army, navy and other procurement giants face to face with over 200 SMEs in the Sourcing Show."

He agreed that there were challenges in the implementation as a major chunk of the SMEs remained unorganized. "But we have to make a beginning." However, he stressed that the biggest hurdle was lack of awareness. "While SMEs are not aware of the nitty gritties of the policy, the PSUs and other government organizations have done little effort to identify their requirements." Maitra answers:

EEPC is actively involved in export-related activities in India. How do you determine the annual export target? What data do you bank upon for accurate information to set a realistic target?

The annual export target is determined by the

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Working Committee or the Board of EEPC India based on the export trends that are available at the time. This normally happens in the first quarter of every fiscal year. This time, however, the target has been set by the Government in its Doubling strategy paper.

You have strong membership strength across the nation. How have your members gained through their association with EEPC? What kind of support and guidance do you provide?
Engineering exports has grown from US$ 10 million when EEPC India was set up in 1955 to US$ 60 billion in 2010-11, which implies exports have grown 6000 times in a span of five and half decade. Further, we now export our goods to over 200 countries, though the main exports are concentrated in around 60 to 70 countries. Our promotional activities have ensured that in most markets the pay-back period is of 3 years and there are major jump in engineering exports. This apart, we disseminate information, act as an interface between Government and the Exporters, which help in smoothening trade and investment in the engineering sector.

What is EEPC specifically doing for MSMEs? How important do you think is the role of MSMEs in achieving India's export goals directly or indirectly (leaving aside the standard statistical information that is commonly available)? What are the areas for policy thrust? What are the hindrances that are impeding the flow of greater exports?
The focus of our activities is the MSME sector since they contribute nearly 35% of total engineering exports. Apart from promoting the products of MSME sector in various markets abroad, we also organize various training programmes for the benefit of micro, small and medium enterprises of Indian engineering sector. EEPC along with the MSME Development Institute under the Government of India also takes part in a soft intervention programme under the Cluster Development Initiative of the Central Government to promote development in the Bell Metal Cluster of Kenjakura in the Bankura District of West Bengal, Baruipur Surgical Instruments Cluster, among others.

EEPC India plays an active role in providing Market Development Assistance (MDA) for the cause of export marketing and market entries. Exporting companies with an FOB value of exports of up to Rs. 15 crore in the preceding year are eligible for MDA assistance for participation in trade delegations/BSMs/fairs/exhibitions abroad to explore new markets for export of their specific product(s) and commodities from India in the initial phase.

The Market Access Initiatives (MAI) scheme is an export promotion scheme envisaged to act as a catalyst to promote India's export on a sustained basis. The scheme is formulated on focus product-focus country approach to evolve specific market and specific product through market studies/survey. Through this scheme EEPC India has organized several activities for enhancing Indian engineering exports by micro, small and medium enterprises.

We have already suggested the Government about formulation of a Technology Upgradation Fund Scheme (TUFS) for the engineering sector. Technology upgradation would mean a significant step-up from the current technology level to a substantially higher one involving improved productivity, improvement in the quality of products and/or improved work environment. This effort will be very helpful for the micro, small and medium enterprises of Indian engineering sector.

We have also highlighted the need for creation of a skill development fund for the engineering industry on the lines of the textile industry policy, to encourage capital equipment purchases on easy finance; a level playing field with respect to financing; a national raw materials policy; and a change

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in bank lending policies to treat VAT and excise duty receivables by exporters as the primary security for export credit.

You have been in around for a long time and have seen pre- and post-liberalization business environment. What are the other steps that should be taken to further strengthen our economy and increase entrepreneurial/business opportunities both to increase revenues as well as generation of employment to indirectly help the economy?

There has been considerable improvement in the business environment in the post-liberalization phase, but there is still a long way to go. We must make the virtual world the platform for doing business even when we are interacting with policy makers. The transactions costs of doing trade in India is rather high between 7-12% of the FOB value of exports and this is rather high by global standards. Also, we need to be more competitive and upgrade our technology as well as skills so that the employment problem can also be effectively tackled.

Specifically considering MSMEs, what do you think are the main obstacles hampering growth of business volume and revenue?

The scale is on big factor, but there are other issues like technology obsolescence, high cost of credit and raw materials that come in the way of business volume growth and revenues.

The MSME segment is highly disjointed in India. Is EEPC playing any role in integrating the disparate data to improve the quality of statistical information disseminated in the trade journals and country reports?

We have a monthly magazine *IndiaEngineering-Exports.* We also have a weekly Info Bulletin to our members and also important business information like metal prices so that our members are aware of the prices of engineering raw materials.

What are the main policies apart from Foreign Trade that you feel should be revamped/ improved or made contemporary keeping in mind the rapidly transforming international scenario and the complex networked scenario that often displays Domino effect of one country's policies on all others?

More than revamping, we need new platforms that are commensurate with the needs of the time. While the Government is actively working on an electronic platform, there are glitches that can have cascading deleterious effects. We also need stability in policies particularly with regard to tax policies.

Do you have specific schemes, subsidies or any other aids to help new exporters to find their foot hold? If not directly, do you help them acquire the same from other financial sources through your good offices?

We are a market based economy and we do not subsidize. What the Government does through its various market support schemes is to bring about a level playing field and ensure that our exporters export goods and not taxes. Even today there are elements of state taxes that are not fully rebated and hence there is merit in improving the rebate and exemption systems so that our goods are competitive globally.

What are the activities conducted by EEPC for increasing awareness of exports, procedures, markets, foreign opportunities and analysis of trends for future planning?

The present recessionary conditions and also keeping in mind the low share of India's exports abroad, has necessitated the need for increased awareness on India's capabilities in the engineering sector and for popularizing the 'Made in India' brand image in the overseas markets.

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The marketing activities of the Council are manifold and in addition to direct marketing, structured promotional events are organized on a regular basis so as to create awareness on the capability of Indian engineering exporters. EEPC India undertakes following promotional activities throughout the year in various countries;

- India Show
- Exclusive Indian Engineering Exhibitions (INDEE)
- Participation in major International trade fairs
- Buyer-Seller Meets in overseas countries
- Reverse Buyer-Seller Meets in India
- Multi-Product Trade Delegations to overseas countries
- Seminars/Conferences, Awareness Programmes etc. in India.

Besides promotional activities we provide the following services for ensuring growth of engineering exports from India:

- On behalf of EEPC India we publish a monthly magazine *IndianEngineeringExports*. It covers insights on current trends of the global economy, international trade and of course, all that is related to the Indian economy. Between the covers, it has interesting sections like Spotlight, World View, Ticker, Quarterly Focus, FAQs, etc. The section on Success Stories has members talking about best practices and success formulae for becoming one of India's leading exporters.
- We send weekly magazine to our member exporters through e-mail which covers global Tenders, Projects, live Enquiries, Govt. Notifications, Market Reports, Forex Rates, Steel Prices, etc at free of cost.
- We help our member in availing various Government Export Promotional schemes.
- We provide latest statistical information on India's exports and imports and also on World's Imports and Exports for your products.
- We provide free assistance on export financing with various institutions and banks.
- We act as an interface between our members and the Government to avail incentives quickly.
- We provide professional advice on quality upgrades and technology upgrades to our members.

Please provide a brief background of EEPC, its genesis and current activities.

The Engineering Export Promotion Council was established on October 10, 1955. In the last fifty years, there have been three distinct phases of this growth. During the first or the take-off stage, from 1955 to 1975, the Council carried out detailed market survey, disseminating information about the role of the Council, collecting commodity wise data, exploring foreign markets and promoting Indian goods abroad. In the next phase, from mid 1970s to early 1990s, EEPC began to consolidate its activities. On January 26, 1977, EEPC organized India's first engineering exhibition in Singapore. EEPC opened its first warehouse in Rotterdam on April 1, 1988. The EEPC then entered the third and the most challenging phase: from the early 1990s to the present with India embarking on economic reforms. During this period, EEPC attempted market diversification and laid stress on market promotion, just in time deliveries and after sales services. Looking ahead, the EEPC has coined a futuristic theme "Engineering the Future" for meeting the needs of its ever growing member base. Empowering its MSME members to compete globally, building alliances to develop core competencies and enhancing our global presence are some of the initiatives for the future. In a world where change is the only constant, EEPC intends to deliver more customized services to its members. To paraphrase Albert Einstein, EEPC believes that it has to do the best it can….that is its sacred national responsibility. On its golden jubilee, it echoes those famous lines

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of Lord Alfred Tennyson "Come my friends, 'tis not too late to seek a newer world."

What is India Engineering Sourcing Show all about? What is the role of EEPC in it?

The India Engineering Sourcing Show 2012 will be an opportunity to explore global business alliances and network with leading industry heads of the world. We expect 300-plus exhibitors at the event including overseas companies. Indian companies will have the never-before opportunity to meet international buyers from USA, Canada, Europe, Middle East, ASEAN, Africa, CIS and LAC.

What are the objectives of the Show?

- Need to reduce dependence on traditional markets
- Look for newer overseas markets
- Develop Internal Markets in India
- Mergers/Joint Ventures/Business Associations
- Strengthen commercial relations and accelerate trade between India and its trading partners
- Provide platform for foreign companies to showcase their strength & capabilities in large developing market.

Which Indian product segments are expected to do well in the exports market? Which are the countries with potential for Indian exporters?

We are increasingly exporting high value added products such as industrial and electrical machinery. We are diversifying our markets into LAC, CIS, and West Asia as also South East Asia. I do believe that segments like auto components, defence have huge potential.

Link: *http://www.smeworld.org/story/interviews-106/procurement-from-smes-EEPC-efforts-bring-together-stakeholder-1133.php*

Report on IESS 2012 in APN News

The mandate of the Department of Commerce is regulation, development and promotion of India's international trade and commerce through formulation of appropriate international trade & commercial policy and implementation of the various provisions thereof. The basic role of the Department is to facilitate the creation of an enabling environment and infrastructure for accelerated growth of international trade. Premier Trade Promotion Body of India, set up & sponsored by Ministry of Commerce, Govt. of India. EEPC India is an ISO 9001-2000 organization and has been serving over 13,000 Indian member companies consisting of large Corporate Houses, Small & Medium Enterprises (SMEs). EEPC India is pioneer in organizing engineering exhibitions, business meetings and delegations in and outside India with the aim of promoting bilateral trade including joint venture, technology collaboration and investment.

KEY IMPLICATIONS

1. Need to reduce dependence on traditional markets; 2. Look for newer overseas markets; 3. Develop Internal Markets in India; 4. Mergers/Joint Ventures / Business Associations; 5. Strengthen commercial relations and accelerate trade between India and its trading partners; 6. Provide platform for foreign companies to showcase their strength & capabilities in large developing market.

A NEW APPROACH

• Highlight India's "technology hub" value chain for the manufacturing industry… from SMEs to large scale organizations; • Networking platform

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for Real Business; • Buy/Sell from India; • International M&A/Investments/Joint Ventures; • India Centric M&A/Investments/Joint VenturesThe FOR BUSINESS show; • 300 + exhibitors including International Companies; • Business Networking Activities; • 'How to Seminars' • International Buyers from USA, Canada, Europe, Middle East, ASEAN, Africa, CIS and LAC etc; • Vendor Development Activities with Leading Indian Buyers of Engineering products and services

FOCUS SECTORS

- FACTORY AUTOMATION 2012: Automation Tools and Mechanism
- TECHNOLOGIES FOR BUSINESS 2012: Industrial Machinery & Equipment
- CLEANTECH 2012: All types of Alternate Energy Solutions
- GLOBAL SOURCING 2012: (Government Procurement) Heavy Industry, Defense, Railway, Telecom, Power
- INNOVATION 2012: S&T, R&D, Technical Institutes
- INDUSTRIAL SUPPLY 2012: Main industrial supplies

Link: *http://apnnews.com/2012/03/20/india-engineering-sourcing-show-2012-takes-of-on-22nd-march-2012-in-mumbai/*

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PUBLICATIONS THAT CARRIED REPORTS ON IESS 2012

S.No.	Date	Publication	Headline	Edition
1	1 March	*Rajasthan Patrika*	Engineering Exporters for Tech Fund	Delhi
2	1 March	*Business Standard*	Engineering Exporters for Tech Fund	Delhi
3	1 March	*Dainik Vishwamitra*	Engineering Exporters for Tech Fund	Delhi
4	20 March	*Navshakti*	Mumbai to play host to Global Engineering Meet	Mumbai
5	20 March	*Dopahar ka Samana*	Mumbai to play host to Global Engineering Meet	Mumbai
6	20 March	*Janmabhoomi*	Mumbai to play host to Global Engineering Meet	Mumbai
7	20 March	*Mumbai Samachar*	FDI flows in Indian machinery and equipment industry has seen a 126% growth	Mumbai
8	20 March	*Nai Dunia*	Efficient worker team to fight with dragon	Raipur
9	20 March	*Nai Dunia*	Efficient worker team to fight with dragon	Bhopal
10	20 March	*Nai Dunia*	Efficient worker team to fight with dragon	Bilaspur
11	20 March	*Nai Dunia*	Efficient worker team to fight with dragon	Delhi
12	20 March	*Nai Dunia*	Efficient worker team to fight with dragon	Gwalior
13	20 March	*Nai Dunia*	Efficient worker team to fight with dragon	Indore
14	20 March	*Nai Dunia*	Efficient worker team to fight with dragon	Jabalpur
15	21 March	*Vyapar*	Mumbai to play host to Global Engineering Meet	Mumbai
16	21 March	*Gujarat Samachar*	Mumbai to play host to Global Engineering Meet	Mumbai
17	21 March	*Hamara Mahanagar*	Mumbai to play host to Global Engineering Meet	Mumbai
18	21 March	*Loksatta*	Mumbai to play host to Global Engineering Meet	Mumbai
19	21 March	*Prahar*	Mumbai to play host to Global Engineering Meet	Mumbai
20	21 March	*Punyanagari*	Mumbai to play host to Global Engineering Meet	Mumbai
21	21 March	*Shivner*	Mumbai to play host to Global Engineering Meet	Mumbai
22	21 March	*Tarun Bharat*	Mumbai to play host to Global Engineering Meet	Mumbai
23	22 March	*Divyabhaskar*	IESS Starting Today	Mumbai
24	22 March	*Janmabhoomi*	IESS Starting Today	Mumbai
25	22 March	*Lokmat*	IESS Starting Today	Mumbai
26	22 March	*Mid Day*	IESS Starting Today	Mumbai
27	22 March	*Mumbai Choupher*	IESS Starting Today	Mumbai
28	22 March	*Mumbai Mitra*	IESS Starting Today	Mumbai
29	22 March	*Navbharat Times*	IESS Starting Today	Mumbai
30	22 March	*Navbharat*	IESS Starting Today	Mumbai
31	22 March	*Navshakti*	IESS Starting Today	Mumbai
32	22 March	*Pudhari*	IESS Starting Today	Mumbai
33	22 March	*Pudhari*	IESS Starting Today	Mumbai
34	22 March	*Sakal*	IESS Starting Today	Mumbai
35	22 March	*Sakal*	IESS Starting Today	Mumbai
36	29 March	*Janmabhoomi*	Over 200 crores business generated at IESS 2012	Mumbai

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LIST OF DOMESTIC PARTICIPANTS

1. ABM Steels Pvt Ltd, Ahmedabad
2. Adityapur Industrial Area Development Authority (AIADA), Jamshedpur
3. Advanced Fittings Pvt Ltd, Mumbai
4. Aerolex Cables Pvt Ltd, Ahmedabad
5. Alemac Electrical Pvt Ltd, Mumbai
6. Alert Engineering Enterprises, Bhopal
7. Alfa Pumps & Systems, Mumbai
8. Alfa-Therm Ltd, New Delhi
9. Alibaba.com, Mumbai
10. All Forge and Cast Source India, Faridabad
11. Anjali T Precision, Pune
12. APE Power P Ltd, Kolkata
13. Arihant Products, Jamnagar
14. Ashwani Metals Pvt Ltd, Jamnagar
15. Asiad Steels, Mumbai
16. August Industries Pvt Ltd, Ludhiana
17. Austin Engineering Co Ltd, Junagadh (Gujarat)
18. Australian Trade Commission (Austrade), Mumbai
19. Auto Merchandising Inc, Gurgaon
20. Autothermic Gasification Solutions Ltd,
21. Avadh Industries, Vadodara
22. Axis Electrical Components (I) Pvt Ltd, Mumbai
23. Baroda Equipments and Vessels Pvt Ltd, Vadodara
24. Bartakke Electrofab Pvt Ltd, Satara
25. Becky Consultancy Services, Mumbai
26. Best Engineering Technologies, Hyderabad
27. Bhabha Atomic Research Centre, Mumbai
28. Bhalaria Steel Corporation, Mumbai
29. Bharat Earth Movers Limited, Bangalore
30. Bharat Electronics Ltd, Bangalore
31. Bharat Heavy Electricals Limited, New Delhi
32. Bhatt Bros, Ahmedabad
33. Birla Precision Technologies Limited, Mumbai
34. Bizxchange.in, Mumbai
35. BNR Exports, Bangalore
36. Bombardier Transportation,
37. Booz & Company, Mumbai
38. Bremskerl Friction Materials India Pvt Ltd, Mumbai
39. BRK Industries, Ludhiana
40. CAE India Pvt Ltd,
41. Canada India Business Council,
42. Central Institute for Research on Cotton Technology (CIRCOT)
43. Chetna Engineering Co, Nashik
44. Chirag Udyog, New Delhi
45. CIRCUTOR-INDIA/Global Energy Management Solutions India Private Limited, Bangalore
46. City Industrial Development Corp of Maharashtra (CIDCO), Navi Mumbai
47. Coir Board (Govt of India), Mumbai
48. Consul Consolidated Private Limited, Chennai
49. Cordoba Engineering (P) Ltd, Jamshedpur
50. Corona Steel Industry Pvt Ltd, Kolkata

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51. Creaform
52. Creative Castings Limited, Junagadh (Gujarat)
53. Crescent Foundry Co Pvt Ltd, Kolkata
54. C-Tech Engineers Pvt Ltd, Pune
55. Cyratron Techmation & Oilex Systems Pvt Ltd, Goa
56. D K Insulation Industries, Bhopal
57. Department of Heavy Industry, New Delhi
58. Department of Science and Technology, New Delhi
59. Divine Tubes Pvt Ltd, Ahmedabad
60. DMW CNC Solutions India Pvt Ltd, Erode
61. Dynamic Engineering Co Pvt Ltd, Gujarat
62. Dynamic Orbits Advisory Pvt Ltd, Mumbai
63. Echaar Equipments Pvt Ltd, Thane
64. Eco-Tec Solutions Inc,
65. Electro Crimp Contacts (I) Pvt Ltd, Nashik
66. EM Dynacraft Pvt Ltd, Nagpur
67. Engineering Projects (India) Ltd, New Delhi
68. Engineers India Limited,
69. Enterpreneurs Club, Pune
70. Epsilon Technologies, Mumbai
71. Eskay Heat Transfers Pvt Ltd, Bangalore
72. Esteem Auto Pvt Ltd, Rajkot
73. Export Import Bank of India, Mumbai
74. Export Promotion Council for EOUs & SEZs, New Delhi
75. Farmax Technologies Pvt Ltd, Bangalore
76. Fenix Process Technologies Pvt Ltd, Pune
77. Finolex Cables Limited, Pune
78. Fluo-Lite Pvt Ltd, Bangalore
79. Four Square Media Pvt Ltd, Delhi
80. Gajjar Diecast & Engineers, Ahmedabad
81. Garima Global Pvt Ltd, Mumbai
82. Gas Authority of India Ltd,
83. GDPA Fasteners, Jalandhar
84. GE India
85. Gee Ess Engg Works, Jalandhar
86. Gemsons Precision Engineering (P) Ltd, Mumbai
87. Gemus Engineering Limited, Kolkata
88. Germany Trade and Invest,
89. Getech Equipments International (P) Ltd, Hyderabad
90. Ghura International, Mumbai
91. Graduate Agro & Mechanical Engineers, Bhilai
92. Greatweld Steel Grating Pvt Ltd, Pune
93. HS Chadha & Sons, Mumbai
94. H2O Innovation India Limited,
95. Heavy Engineering Corporation Limited, Ranchi
96. Heliac Energy Private Ltd, Pune
97. Hercules Hoists Limited, Raigad
98. Hindustan Aerosystems Pvt Ltd, Uttar Pradesh
99. Hobby Tools & Components, Hyderabad
100. HPL Electric & Power Pvt Ltd, New Delhi
101. Hydrotech Industries, Pune
102. Indiamart.Com, Noida
103. Indian Institute of Geomagnetism (IIG), Mumbai
104. Indian Institute of Technology, Bombay, Mumbai
105. Indiana Gratings Pvt Ltd, Mumbai
106. Industrial Extension Bureau (iNDEXTb),

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Gandhinagar

107. Innovative CAD/CAM Services, Rajkot
108. InspirOn Engineering Pvt Ltd, Ahmedabad
109. Institute for Design of Electrical Measuring Instruments (IDEMI, Mumbai), Mumbai
110. Institute of Chemical Technology, Mumbai
111. Integrated Electric Co Pvt Ltd, Bangalore
112. INTERTEK, Haryana,
113. Ishmeet Forgings Pvt Ltd, Ludhiana
114. I-Tech Media Pvt Ltd, Mumbai
115. Jamnagar Factory Owners Association, Jamnagar
116. Jagdamba Cutlery Pvt Ltd, Sonepat
117. Jakap Metind Pvt Ltd, Jamnagar
118. Japan External Trade Organization (JETRO),
119. Jayashree Electron Pvt Ltd, Pune
120. Jaysons Exports, Jalandhar
121. JCR Drillsol Private Limited, Bangalore
122. Jeetmull Jaichandlall (P) Ltd, Kolkata
123. JST International, Kapurthala
124. Kanjikode Industries Forum, Palakkad
125. Karnataka Udyog Mitra (A Government of Karnataka Organisation), Bangalore
126. Kartar Export Emporium, Jalandhar
127. Khaitan Electricals Limited, Kolkata
128. Khed Economic Infrastructure Pvt Ltd, Pune
129. Kirti Enterprises, New Delhi
130. Kirti Pressings Pvt Ltd, Aurangabad
131. Kiswok Industries Pvt Ltd, Kolkata
132. Korea Trade-Investment Promotion Agency (KOTRA)
133. Kristeel Shinwa Industries Ltd, Mumbai
134. Legends The Merchant Group, New Delhi
135. LGB Forge Ltd, Coimbatore
136. Linit Exports Pvt Ltd, Mumbai
137. Loya Constructions Pvt Ltd, Aurangabad
138. Machine Makers, Mumbai
139. Machine Well Industries, Delhi
140. Madhukar Engineering Components, Dharwad (Karnataka)
141. Maharashtra Energy Development Agency (MEDA), Pune
142. Maharashtra Industrial Development Corporation (MIDC), Mumbai
143. Marathwada Auto Compo Pvt Ltd, Aurangabad
144. Max Industries, Gujarat
145. Mazagon Dock Limited, Mumbai
146. Mech Engineers, Valsad
147. Mechsol Technologies Pvt Ltd, Bangalore
148. Mech-Well Industries Ltd, Mumbai
149. Meena Cast Pvt Ltd, Rajkot
150. Meera & Ceiko Pumps Pvt Ltd, Hyderabad
151. Megacraft Enterprises Pvt Ltd, Pune
152. MGM , Mumbai, NaviMumbai
153. Micro Machines, Faridabad
154. Microtech Metal Industries, Jamnagar
155. Milestones Switchgears Pvt Ltd, New Delhi
156. Minilec (India) Pvt Ltd, Pune
157. Miranda Tools, Gujarat
158. MKS Engineers & Fabricators, Thane
159. Mohan Lal Mutha, Chennai
160. Mohan Mutha Exports Private Limited, Chennai
161. MW High Tech Projects (I) Pvt Ltd, Hyderabad

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162. Nakoda Products, Vadodara
163. National Innovation Foundation, Ahmedabad
164. Navgrah Fastners Pvt Ltd, Valsad
165. Neelgiri Electricals, Haridwar
166. New India Electricals Limited, Bangalore
167. Newco Auto Pvt Ltd, Jamshedpur
168. Nexgen Material Handling Systems Pvt Ltd, Kolkata
169. Nipha Exports (P) Limited, Kolkata
170. Nirmal Overseas Limited, Noida
171. Nishan International, Navi Mumbai
172. Nishant Engineers P Limited, Mumbai
173. Noble Ferromet Pvt Ltd, Mumbai
174. National Research Development Corporation, New Delhi
175. NTPC Ltd, New Delhi
176. Omni Engineers Pvt Ltd, Punjab
177. Ordnance Factory Board,
178. Ovivo India Pvt Limited,
179. Paloma Turning Co Pvt Ltd, Bangalore
180. Parbhat Heavy Forge Private Ltd, Mandi Gobindgarh (Punjab)
181. Parnam Overseas, Amritsar
182. Parv Metal Processing Co, Rajkot
183. Patel Brass Parts Industries, Jamnagar
184. Patil Electric Works Pvt Ltd, Hubli
185. PHI Audiocom Systems Pvt Ltd, Pune
186. Positive Metering Pumps (India) Pvt Ltd, Nashik
187. Pragya Engineering Pvt Ltd, Indore
188. Precicomp India, Gujarat
189. Precision Bearings Pvt Ltd, Ahmedabad
190. Precision Engineering, Chennai
191. Pressure & Flow Control Industries, Vadodara
192. PricewaterhouseCoopers India,
193. Prism Surface Coatings Pvt Ltd, Bangalore
194. Product News Publication, Thane
195. Punjab University, Chandigarh
196. R V Industrials, Coimbatore
197. Rajkot Engineering Association, Rajkot
198. Ramsays Corporation Pvt Ltd, Chennai
199. Ravi Technocraft (I) Pvt Ltd, Pune
200. Real Strips Limited, Ahmedabad
201. Reliance Communications Ltd, Navi Mumbai
202. Standards Electrical, Research Design and Standards Organization (RDSO),
203. Motive Power, Research Design and Standards Organization (RDSO)
204. Quality Assurance & Civil, Research Design and Standards Organization (RDSO),
205. Wagon, Research Design and Standards Organization (RDSO)
206. Quality Assurance and S&T, Research Design and Standards Organization (RDSO),
207. Carriage, Research Design and Standards Organization (RDSO)
208. Rieco Industries Limited, Pune
209. University of Roorkee, Roorkee
210. Roos Tempkool Limited, Kolkata
211. Rudrali Hitech Tools Pvt Ltd, Solapur
212. S R Vessels Private Limited, Andhra Pradesh
213. S Mansukhlal & Co, Mumbai
214. S K Enterprises, Chennai
215. Saboo Engineers Pvt Ltd, Jodhpur

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216. Sachin Industries Ltd, Ahmedabad
217. Samco Machinery India Pvt Ltd, Palwal
218. Sangkaj Steel Ltd, Aurangabad
219. Sarrk International, Faridabad
220. Saudagar Mal Mamman Lal (P) Ltd, Delhi
221. Scotiabank
222. Seine Engineering (P) Ltd, Coimbatore
223. Selwel Enterprises (P) Ltd, Aurangabad
224. Sharath Technologies Pvt Ltd, Bangalore
225. Sharp Engineers, Ahmedabad
226. Shashwat Systems Pvt Ltd, Ahmedabad
227. Shivam Industries, Aurangabad
228. Zalawad Chamber of Commerce & Industry,
229. Shree Forgings, Bangalore
230. Shree Ganesh Press-N-Coat Industries Pvt Ltd, Aurangabad
231. Shripal Metal Ltd, Mumbai
232. Siddharth Exports, Faridabad
233. Siddhi Engineers, Ahmedabad
234. Singhs Technical Works, Amritsar
235. Smarttech Technologies, New Delhi
236. SNC-Lavalin Engineering & Technology India Pvt Ltd, Mumbai
237. Soil & Enviro Industries Pvt Ltd, Kolkata
238. Sona Band, Bangalore
239. Sonal Magnetics, Ahmedabad
240. Sonodyne Technologies Pvt Ltd, Kolkata
241. Sonu Exports (India), Ludhiana
242. Stulz-Chspl (India) Pvt Ltd, Mumbai
243. Sun Forge Pvt Ltd, Rajkot
244. Super Abrasives, Bangalore
245. Super Threading (India) Pvt Ltd, Ludhiana
246. Superfit Engineering Pvt Ltd, Mumbai
247. Supersonic Distribution & Services Pvt Limited, Mumbai
248. Supram Industries, Bangalore
249. Supreme Auto & Allied Industries, Thane
250. Suyog Rubber (I) Pvt Ltd, Nashik
251. Suzlon Energy Ltd, Pune
252. Tata Institute of Social Science, Mumbai
253. Tata Motors Limited, Mumbai
254. TenderTiger.com, Ahmedabad
255. Thane Small Scale Industries Association, Thane
256. The Madhya Pradesh Trade & Investment Facilitation Corporation Limited, Bhopal
257. The Southern Gujarat Chamber of Commerce & Industry, Surat
258. Therelek Engineers Pvt Ltd, Bangalore
259. Thermax Ltd, Pune 411 003
260. Thomas Cook, Mumbai, MH 400071
261. Toshee Industries Private Limited, Jamnagar
262. Tripcon Engineering Pvt Ltd, Gujarat
263. Trishul Machine Tools Pvt Ltd, Bangalore
264. Triveni Refractories P Ltd(Forging Division), Ghaziabad
265. Tusar Engineers, Pune
266. Twenty First Century Castings Pvt Ltd, Anand
267. Ultrafilter (India) Pvt Ltd, Bangalore
268. Unique Star Alliance Tools Mfg Pvt Ltd, Mumbai
269. Vadodara Chamber of Commerce & Industry, Vadodara
270. Vama Industries Limited, Mumbai
271. Velan Valves India Pvt Ltd, Coimbatore

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272. Venkateswara Engineering Works, Bangalore
273. Veritas Stainless Co Pvt Ltd, Mumbai
274. Vikram Electroplast Industries, Pune
275. Vimal Machine Tools, Rajkot
276. Vinko Auto Industries Ltd, New Delhi
277. Vinodrai Engineers Pvt Ltd, Jalna
278. Viswakirti Conveyor Pvt Limited, Hyderabad
279. VNS Switchgear (I) Pvt Ltd, Navi Mumbai
280. Weldcraft Private Limited, Bangalore
281. Welding Specialities (I) Pvt Ltd, Nashik
282. Y H Tools Manufacturers, Jalandhar
283. Yeshshree Press Comps P Ltd, Aurangabad
284. British Columbia Trade & Investment Services, Bangalore
285. Province of Ontario, Trade Office, Mumbai
286. Province of Québec, Trade Office, Mumbai
287. Ras al khaimah free Trad Zone Authority (Govt of Rak), Mumbai
288. The Indo-Italian chamber of Commerce and Industry, Mumbai
289. Space Electricals, Thane
290. S S Natu Plastics & Metals Pvt Ltd, Thane
291. Mahendra Dished - Ends Pvt Ltd, Thane
292. Vijay Engineers, Rajkot
293. Poly plast Chemi-Plants (I) Pvt Ltd, Mumbai
294. Accent Controls Pvt Ltd, Thane
295. Echaar Equipments Pvt Ltd, Thane
296. Igatwin Polymers Pvt Ltd, Thane
297. Alfatech Engineers Pvt Ltd, Thane
298. R K Dutt Concerns, Thane
299. Kimaya Engineers, Thane
300. Sachins Impex, Navi Mumbai
301. Indo Arab Chamber of Commerce, Mumbai
302. Indo Africa Chamber of Commerce, Mumbai
303. National Skill Development Corporation, New Delhi
304. Schulich Buisness School, Mumbai
305. Tata Consultancy Services, Mumbai
306. Air Canada, New Delhi

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LIST OF OVERSEAS EXHIBITORS

1. APC Precision Co Ltd, Thailand
2. Bestrade Precision Ltd, Thailand
3. BVV Trade Fairs, Brno, Czech Republic
4. CS Engineering Autoparts Co Ltd, Thailand
5. Confederation of Industry of the Czech Republic, Czech Republic
6. Consulate General of Canada, Canada
7. Czech Export Bank, Czech Republic
8. Czech Export Bank, Czech Republic
9. Czech Trade, Czech Agency for Trade Promotion, Czech Republic
10. CzechInvest, Czech Republic
11. Export Development Canada
12. Greatfox Management Ltd, UK
13. Growell manufacturing Co Ltd, Thailand
14. Gurmarny Zubri JSC, Czech Republic
15. Invest Toronto
16. Jenbunjerd Co Ltd, Thailand
17. Kemrex Co Ltd, Thailand
18. Kusuma Intertrading Co Ltd, Thailand
19. L-3 Wescam
20. Luanghiran Precision Component Co Ltd, Thailand
21. MDS Technology Co Ltd, Thailand
22. Mesing Ltd, Czech Republic
23. Modrany Power JCS, Czech Republic
24. Mosled Ltd, Czech Republic
25. MPI Group Ltd, Czech Republic
26. Nanotechcentr Ltd, Russian Federation
27. National Agency for Energy Saving & Renewable Energy (NAERE), Russian Federation
28. National Chamber of Commerce of Sri Lanka
29. Newsco International Energy Services Inc, Russia
30. NPO Geoenergetika, Russian Federation
31. Oxus Nexus
32. Pramet Tools Ltd, Czech Republic
33. Prospect Development Co Ltd, Thailand
34. S K Polymer Co Ltd, Thailand
35. Smeral Brno JSC, Czech Republic
36. SST- Association of Engineering Technology, Czech Republic
37. Sunpetra Solar Energy Inc, Canada
38. Sutee Dished Heads And Metal Form Co Ltd, Thailand
39. Thai Rubb Tech Co Ltd, Thailand
40. Thai Subcontracting Promotion Association, Thailand
41. Thai Technology Evolution Co Ltd, Thailand
42. Thailand Board of Investment (BOI), Thailand
43. The Dagestan State Medical Academy, Russian Fedration
44. The Plan Nord, Canada
45. TOS Vamsdorf JSC, Czech Republic
46. Vitkovice JSC, Czech Republic
47. Wirform AN Thailand Co Ltd, Thailand

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LIST OF OVERSEAS DELEGATES

Country	Number of delegates
Algeria	1
Australia	3
Austria	1
Bahrain	1
Bangladesh	63
Belgium	3
Benin	20
Botswana	14
Brazil	2
Bulgaria	1
Burundi	1
Canada	34
China	8
Colombia	9
Congo	4
Czech Republic	20
Denmark	4
Ecuador	1
Egypt	3
Ethiopia	1
Finland	2
France	5
Gambia	1
Germany	8
Ghana	12
Hong Kong	1
Indonesia	2
Iran	1
Iraq	13
Israel	1
Italy	3
Japan	2
Jordan	1
Kenya	1
Korea	9
Kuwait	2

Country	Number of delegates
Malawi	8
Malaysia	2
Mauritius	1
Mexico	1
Mozambique	28
Myanmar	18
Netherlands	1
New Zealand	1
Nigeria	20
Norway	5
Pakistan	4
Philippines	7
Poland	1
Portugal	1
Romania	3
Russia	21
Saudi Arabia	16
Senegal	7
Singapore	3
South Africa	9
South Sudan	9
Spain	5
Sri Lanka	83
Sweden	2
Tanzania	2
Thailand	34
Togo	1
Turkey	4
Ukraine	4
United Arab Emirates	21
United Kingdom	9
United States of America	5
Vietnam	1
Zambia	2
Zimbabwe	3

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