



Chennai Trade Centre, Chennai, India
8-10 March, 2018



Logistics Partner



Knowledge Partner



www.eepcindia.org



Foreword

IESS VII is the biggest platform for the Indian exporters to widen their client base and develop their businesses across the globe as the largest Trade and Investment Show in South India. The VIIth IESS witnessed 14 sessions, more than 95 speakers, over 500 delegates from 100 nations, more than 300 Exhibitors and 10,000 business visitors. Subcontracting Expo, EEPC Mitra- Humanoid, Arjun Mark II Tank were the new attractions this year.

The three day show was inaugurated on March 8, 2018 by the Tamil Nadu Deputy Chief Minister Mr O Panneerselvam, and the Czech Republic's Minister for Industry and Trade, Mr. Tomas Huner, in the august presence of Thiru P. Benjamin, Hon'ble SME & Rural Industries Minister, Govt. of Tamil Nadu; Thiru M C Sampath, Hon'ble Minister for Industries, Govt. of Tamil Nadu and Ms Rita Teatota, Commerce Secretary, Govt of India . A message from Mr Suresh Prabhu, Hon'ble Union Minister of Commerce and Industry was read out at the inauguration. Bhupinder Singh Bhalla, Joint Secretary, Ministry of Commerce & Industry, Mr Rakesh Shah, Former Chairman and Chairman of the Committee on Publicity, Exhibition and Delegation, EEPC India and Mr Bhaskar Sarkar joined the fanfare inaugural process with the beating of percussions!

The Support from Ministry of Commerce and Industry, MSME , DHI, Flanders (Belgium) as the Focus Region, Tamil Nadu as the Host State, UP and Haryana as the Partner States. West Bengal as the Focus State. ISB as the Knowledge Partner, DHL as the Logistics Partner made this edition very powerful! The country pavilions had a strong presence of Bangladesh, Korea, Taiwan, UAE and Uzbekistan, besides the Czech Republic and Belgium.

The 14 sessions included - Indo Czech Bilateral Forum, 5th JWG Meeting on Heavy Engineering and Advanced Manufacturing; Global Sourcing Meets by DEWA (Dubai Electricity and Water Authority), US Based - Dover Corporation, Germany based Siemens.

Subcontracting Expo with Indian Defence PSUs and Indian PSUs saw presence of Bharat Earth Movers Ltd, Bharat Heavy Electricals Ltd., Chennai Petrochemicals Corporation, Southern Railways, Integrated Coach Factory (owned by Indian Railways), RINL (Rashtriya Ispat Nigam) – Vizag Steel, Indian Ordnance Factory, Hindustan Aeronautics Limited and Global Logistics Giant – DHL. There were three Tech Seminars: The seminar on R&D Ecosystem For Indian Industry – Challenges And Opportunities In Technology Transfer & Commercialization organized by EEPC India intended to raise awareness on R&D Industry ecosystem in India with focus on MSMEs; a session was organized to create greater awareness on Industry 4.0 and The third Tech session was with NRDC (National Research Development Corporation) – an enterprise under DSIR, Union Ministry of Science & Technology where Technology Transfer Opportunities in Engineering Sciences. There were two MSME sessions: One on Competitiveness and Benefits of Credit Guarantee by ECGC and the other on IPR. There was a counselling session on Family Business by Knowledge Partner – ISB.

The Closing Ceremony saw distribution of Awards. The Best Designed Pavilion Awards - Under State Category was received by Tamil Nadu and Haryana ; Under Overseas Exhibitors – The Czech Republic and Korea; Under Indian Public Sector- DRDO and Indian Companies Greaves Cotton won as Large Enterprise and Atlas Machine Tools & Electronica Mechatronic Systems (India) Pvt. Ltd won it under Small Enterprise Category.

4 MOUs were signed: 3 MOUs were signed by EEPC India: One with Association of Small and Medium-sized Enterprises and Crafts of the Czech Republic (“AMSP”); second with NID (National Institute of Design) and Third with MSME Department of Tamil Nadu Government for organising Tamil Nadu Pavilion in IESS VIII. The Fourth one was between Czech company Chemoprojekt and Indian company Accuspeed Engineering Services India Limited.

Based on the feedback of 267 out of the over 300 Exhibitors, 10,671 contacts were made with an average of around 55 contacts per participant, US\$ 16,200 worth of total orders and US\$ 719,102 worth of total enquires were generated .84% of the respondents found the Business Visitors excellent and 76% rated Business Deals very satisfactory and they look forward to IESS VIII over 14-16 March 2019 in Chennai.

See you on the 14th of March next year!



(Ravi Sehgal)
Chairman , EEPC India &
Chairman- Committee on Trade with GCC, EEPC India

एन. युवराज, भा. प्र. से.
N. YUVARAJ, IAS




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MESSAGE

The Hon'ble Vice President of India is happy to know that EEPC India is organizing 'India Subcontracting Expo 2018' and 'Innovation & Technology Pavilion' from March 8 – 10, 2018 at Chennai.

The Vice President extends his greetings and congratulation to the organizers and the participants and wishes the event all success.


(N. YUVARAJ) 11/3/2018

New Delhi
28th February, 2018.



Message of Ambassador of the Czech Republic to India

The Czech Republic is honoured and privileged to be associated with the International Engineering Sourcing Show 2018 (IESS VII) as the Partner Country. The fact that it is going to be its second participation at the largest sourcing show organised in India for the engineering sectors in this prestigious capacity reflects the importance the Czech Republic attaches to development of industrial cooperation between the two countries. It is also the best way to reciprocate India's Partner Country association with International Engineering Fair BRNO in 2017.

The Czech Republic, as a prosperous, democratic and market-driven country, is proud of a enjoying a thriving relationship with India in a number of sectors, including political issues, trade, investment, education, culture and people-to-people contacts. It welcomes the like-mindedness on a large number of global issues and is keen to work together with India at international forums to address pressing challenges of today's world.

India is a prominent economic partner of the Czech Republic in Asia and beyond. The backbone of this economic partnership has traditionally been trade which has increased substantially over the past couple of years to reach USD 1,35 billion in 2016. The good news is that bilateral trade flows were likely to approach a USD 1,5 billion mark in 2017.

A number of Indian investors benefit from the opportunities offered by one the best trade and investment destinations and one of the fastest growing economies among the EU Members States, which no doubt the Czech Republic is. Likewise, Czechia-based companies are more and more willing to explore new investment opportunities arising from the fastest growing economy among the largest economies - India.

Given all these positive features and its capacity to innovate, strong industrial fundamentals and a large talent pool, the Czech Republic believes that is it ideally positioned to be a reliable and increasingly

promising partner of India in its vision to become yet another global manufacturing hub. Make in India drive as well as other initiatives of the Government of India play a very important role along this path.

To conclude, I would like to congratulate EEPC India for its phenomenal role as the architect of branding Indian Engineering and for its leadership role in jointly shared objective of taking bilateral relationship between the Czech Republic and India forward. I am confident that IESS VII will result in further widening the horizon of mutually advantageous cooperation.

(H. E. Mr Milan Hovorka)
Ambassador of the Czech Republic to India

Government of Flanders

Office of the Minister-President,
Flemish Minister for Foreign Policy
and Immovable Heritage



Dear organisers and participants of IESS VII 2018 visitor,

I am very delighted and pleased to notice that the Engineering Export Promotion Council of India (sponsored by the Ministry of Commerce and Industry – Government of India) has chosen the state of Flanders for the second year in succession as focus region for its flagship Indian sourcing show.

I understand that India is rapidly emerging as one of the most-favourable global destinations for sourcing engineering goods and services.

Flanders, on the other hand, is strategically located in the heart of Europe and thus an ideal gateway to enter the European market with engineering products from India.

I am happy to note that EEPC's engineering exporters cluster has already shown a particular interest in Flanders as their smart logistics hub for the European market.

Several EEPC members have already set up operations based out of Flanders.

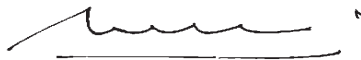
The state of Flanders encapsulates a powerful combination of a vibrant business driven ecosystem, a highly-skilled and talented work force, cutting edge technical expertise, a passion for innovation and creativity and huge scalability.

With outstanding social infrastructure and a multi-cultural society, Flanders is an internationally acclaimed destination to do business and to live in.

With India ranking high among the engineering exports and EEPC India playing a pivotal role in Indian engineering exports, we are pleased to associate with EEPC in showcasing the strengths of Flanders as a Smart Logistics Hub in Europe for EEPC Members.

Our dedicated team from Flanders Investment & Trade both in India and in Flanders is always at your service to support your members European ambitions.

We are looking forward to deepen our business association with India and wish the EEPC IESS VII 2018 all the success.



Geert Bourgeois
Minister-President of the Government of Flanders,
Flemish Minister for Foreign Policy & Immovable Heritage

Message from Ambassador of Uzbekistan to India

I thank and congratulate EEPC India for conducting the biggest Engineering Show -IESS, in Indian soil for the past 7 years. In the last six decades, EEPC India has transformed the profile of India's engineering exports. In 1956-57, engineering exports accounted for a miniscule 0.5% of India's total exports. Today, it stands at about US\$56.09 billion, almost 26.4% of the country's exports.

Important direction of the Uzbek-Indian partnership is further expansion of trade and economic cooperation. Nowadays, both nations benefit from favored treatment in mutual trade. The commodity turnover between Uzbekistan and India currently stands around \$350 million; More than 100 enterprises with Indian capital and representation of 15 Indian companies are doing successful business in Uzbekistan.

Participation of the Uzbek companies in IESS-2018 would further lead to deepening of the mutually beneficial trade and economic cooperation between Uzbekistan and India.

I wish EEPC India all success.

(H.E. Mr. Farhod Arziev)
Ambassador of Uzbekistan to India



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March 1, 2018

MESSAGE

I am delighted that EEPC India is organizing the 7th edition of "International Engineering Sourcing Show (IESS-VII)" in Chennai on 8th – 10th March 2018 to showcase the technological leap that India has taken in the engineering sector.

Technology is the key to an improved value addition in the manufacturing industry. India's engineering sector is already moving towards Industry 4.0 and "Smart Engineering". Some Indian companies are at the forefront of R&D and have become global leaders in areas such as pharmaceuticals and textiles.

I congratulate EEPC India for its continuing efforts to scale up engineering exports. The IESS-VII will also provide numerous opportunities for technological tie-ups for the participants of the Indian engineering industry, especially our MSME sector, which would enable higher exports in the future.

I convey my best wishes to members of EEPC India for success of the event.

(Bhupinder S Bhalla)



**Former Chairman and Publicity, Exhibition and
Delegation, Chairman, EEPC India**

IESS is back with its 7th edition in March 2018. The Czech Republic would be associated with IESS for the second time after 2013 when IESS was 2 years old. This is the best way to reciprocate India's Partner Country association with MSV BRNO in 2017 where EEPC India mounted a 90 member delegation.

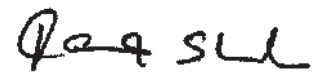
Czech Republic, which is a strong leader in several key areas like automobile, manufacturing and other high-tech verticals, would be the Partner Country at the IESS this year, which is expected to attract over 400 exhibitors, 500 global buyers and more than 10,000 trade visitors. Besides, three Czech Universities would also be participating in the event, with a strong presence in technology upgradation.

Flanders from Belgium has been designated as the Focus Region of the IESS, which has been extending its outreach well beyond the traditional markets for Indian technology and products.

This year we are organising 'India Subcontracting Expo 2018' as a special opportunity to capitalize on India's 'indigenous manufacturing strength which can be leveraged for global subcontracting business. The 'Technology Pavilion' is retained for the second time at the event.

The IESS would showcase to the world how India is getting fast recognized globally for its strengths in multidisciplinary engineering R&D, Aerospace, Defence, Nuclear Energy, Advanced Manufacturing and New Technologies areas such as Medical Devices, Clean & Renewable Energy etc

IESS not only provides a global platform for promotion of Innovation & technologies, but also to the large base of Engineering MSMEs across various engineering clusters in India. The country's premier R&D Academia institutes are participating in exposition while the MSME Technology Centre, Department of Heavy Industry, BARC, IIT Madras, CSIR-CECRI, CSIR-CMERI, ERDA, ARCI have already confirmed their participation.



(Rakesh Shah)
Former Chairman and Publicity, Exhibition and Delegation,
Chairman, EEPC India



ED's words

Chennai would be hosting, for the second year in a row, the International Engineering Sourcing Show (IESS) between March 8 and 10, 2018 under the aegis of the EEPC India, showcasing to global leaders in technology and engineering , India's high -end R and D and manufacturing capabilities to become their dependable sourcing hub with a vast pool of scientific talent and resources.

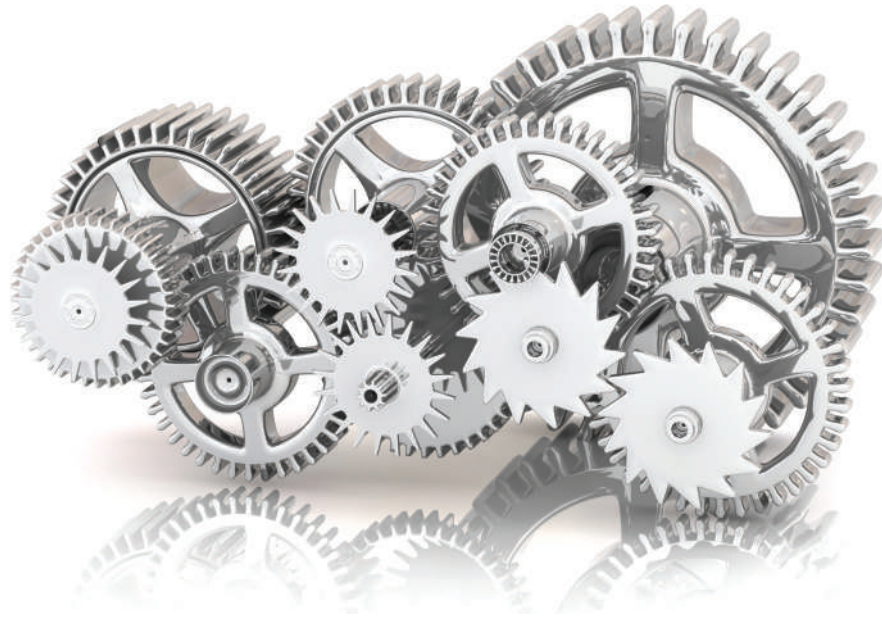
The state has emerged as one of the most progressive and dependable sources for high-tech engineering exports, notably from the small and medium enterprises. EEPC India , with the active support from the Union Commerce Ministry and the Department of Heavy Industry , is organising the prestigious IESS , for the second time in succession shows how the global engineering giants have rated the state of Tamil Nadu among the leading sources for engineering exports.

The 2018 edition of IESS is taking place in the backdrop of a handsome growth in the country's exports and engineering exports , in particular. The engineering exports have emerged as the largest contributor to India's total exports kitty, growing by impressive 23 per cent to USD 56 billion for the April-December, 2017-18. Highly employment-oriented engineering exports alone account for over 26 per cent India's total exports basket.

2018 is likely to be a turnaround year not only for the Indian economy but also the global economy which grew over 3 percent after many years in 2017. Major reforms were undertaken over the past year. The transformational Goods and Services Tax (GST) , the new Indian Bankruptcy Code , major recapitalization package to strengthen the public sector banks and dissipating effects of earlier policy actions, and the export uplift from the global recovery, should allow real GDP growth to reach 6¾ percent for the year as a whole, rising to 7-7½ percent in 2018-19, thereby re-instating India as the world's fastest growing major economy. The share of the manufacturing sector to the gross domestic product (GDP) is all set to reach 25 per cent by 2022, from 16 per cent, and to generate 100 million new jobs by 2022. Cumulative FDI in Engineering Sector increased to USD 3.36 Billion in FY 2017-18 (upto September 2017)

A handwritten signature in black ink, appearing to read 'Bhaskar Sarkar'.

(Bhaskar Sarkar)
Executive Director & Secretary, EEPC India



EEPCINDIA

ENGINEERING THE FUTURE

EEPC India has been the Face of Indian Engineering exports over a span of 63 years when India grew from a meagre \$10 million engineering export nation in 1955 to USD 76.4 Billion (2017-18) and is regarded as the MODEL EPC in India by the Union Ministry of Commerce and Industry. EEPC India is the premier trade and investment promotion organisation in India. It is sponsored by the Ministry of Commerce & Industry, Government of India and caters to the Indian engineering sector. It has many firsts to its credit. The First Indian EPC to have a website, to be ISO certified, to have a Mobile App, to have an in house Technology Centre and also to e catalogue the product profiles. As an advisory body it actively contributes in the policies of Government of India and acts a prime conduit between the Indian Engineering fraternity and the Government. Set up in 1955, EEPC India now has a membership base of over 13,000 predominantly drawing from MSME segment which has over 60 percent representation. EEPC India has been a catalyst of Indian Engineering Exports through participating and organising year long promotional activities including buyer-seller meets (BSM) – both in India and abroad, managing India pavilion/information booths in selected overseas exhibitions to demonstrate the capabilities of Indian engineering industry. EEPC India also organises its own overseas exhibition – INDEE (Indian Engineering Exhibition) and its domestic counterpart – IESS (International Engineering Sourcing Show). INDEE covering 26 countries across 6 continents has completed 41 years this year since its inception in Singapore. IESS is the largest Engineering rendition on Indian soil and the only Indian Engineering Sourcing Show showcasing the latest technologies and is a preferred meeting place for global buyers & sellers. This show is also important to encourage foreign investments in line with the newly initiated “Make in India”. Extending its regular agenda, EEPC India publishes several reports/studies, catalogues and newsletters and magazines to keep members abreast of the policies and also as a mean to market Indian Engineering to the Global forum.. Keeping ‘Engineering the Future’ as the motto, EEPC India continues its tireless service as an effort to convert India as the Global Engineering Hub!

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Introduction

Birth of IESS

EEPC India, for decades, has played a lead role in building the Brand India image by organising exhibitions around the globe. A signature event of its kind, India Engineering Sourcing Show (IESS) became the latest concept in marketing Brand India across the world. 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 large developing market.

Organised by the Ministry of Commerce and Industry, Government of India, with EEPC India as the lead agency, the first IESS in 2012 proved to be an appropriate opportunity for EEPC India member companies to explore global business alliances and network with leading industry doyens of the world. The exposition in Mumbai 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 North America, Europe, Africa, Latin America, ASEAN, Australia, New Zealand and the CIS Countries. Another major objective was to highlight India as the Technology Hub for the manufacturing industry and for outsourcing wide range of high quality engineering items at very competitive rates.





A Quick Rewind



IESS I, with Canada as the Partner Country, was organised successfully over 22-24 March 2012 in Mumbai. It showcased the strength and capabilities of the Indian engineering sector before a global audience. The Show was attended 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, and African countries, among others. Around 260 companies participated in the Show and there were footfall of around 7000.



IESS II was organised in Mumbai over 14-16 March 2013 at the Bombay Exhibition Centre, with the Czech Republic as Partner Country. IESS 2013 showcased the strength and capabilities of the Indian engineering sector before a global audience. The exhibition saw the presence among others of Mr Anand Sharma, Union Minister of Commerce, Industry and Textiles; Mr Martin Kuba, Minister of Trade and Industry, Government of Czech Republic; Mr Milan Hovorka, Deputy Minister of Trade from the Czech Republic, senior government officials, High Commissioners, Ambassadors and other members of the diplomatic community.



IESS III with COMESA as the Partner Region, was held over 22-24 January 2014 in the backdrop of the overwhelming success of the first two shows. While showcasing the strength and capabilities of the Indian engineering sector before a global audience, IESS 2014 provided the B2B platform in India for foreign delegates and industry buyers. It showcased various products and solutions from around 300 Indian and international exhibitors while foreign delegates from 63 countries visited the event. Nearly 8000 trade buyers from India were present at the show to discuss their business requirements. These included CEOs, decision makers, diplomats, trade and government delegations, international media and engineering professional along with technical experts from Public Sector Undertakings. The show was attended by Dr E M S Natchiappan, Union Minister of State for Commerce and Industry; Mr James Shinuabulo-Mutende, Minister of Trade and Industry, Government of Uganda and Mr Ravi Capoor, Joint Secretary, Ministry of Commerce, Government of India; among a host of other dignitaries.



IESS IV was a mega event, held over 16-18 December 2014 at the sprawling Bombay Exhibition and Convention Centre in Goregaon East, Mumbai. IESS IV was inaugurated jointly by Mr Rajeev Kher, Commerce Secretary, Government of India, and Mr Tomasz Łukaszuk, Ambassador of Poland to India. Poland was the Partner Country at IESS IV and an India-Poland Partnership Forum was organised during the exhibition. The other forums were the UAE Business Forum and the Eurasia Business Forum. IESS 2014 had expanded its ambit to include Industrial Supply in association with Hannover Milano Fairs India Pvt. Ltd. (HMFI), the Indian subsidiary of the largest and oldest engineering trade fair organizer, Deutsche Messe AG, Germany. Gujarat was the Partner State and there were several other partners who supported the endeavour.

EEPC India's new logo, designed to commemorate its 60th year, was released by the Union Commerce Secretary. The major attraction of IESS IV was the magnificent array of India's technological and engineering prowess, with stalls and pavilions displaying working models of hi-tech machinery and accessories. The star of the show was the drone, an unmanned aerial vehicle built by a team of IIT Bombay graduates, that is deployed by the defence and police forces in the country.



IESS V, held over 24-26 November 2015 at the Mumbai Exhibition and Convention Centre, reaffirmed the Council as a favoured destination in the engineering sector. The figures – 450 delegates from 55 countries, in Asia, Africa, Europe, North America and Latin America, 10,000 professional visitors, 97 speakers and 18 sessions made it a paradise of engineering extravaganza! The focus was on six very important sectors, keeping in mind the stress on exports – Industrial Supply and Subcontracting, Metal and Shop Floor, Industrial and Electrical Machinery, Automotive Components, Innovation and Technology and Investments and Engineering Project Exports.



Commemorative stamp

The highlight of the inauguration of IESS 2015 was the release of an EEPC 60 Years' Commemorative Stamp by Mr Ashok Kumar Dash, Chief Postmaster-General, Department of Posts, Maharashtra Circle, which lifted this prestigious Council to a different league of honours!



IESS VI IESS Turned Six on the 16th March, 2017 making a 'Smart Match'! There were many firsts to this show – First time outside Mumbai, First Time in Chennai, First time Technology and Industry 4.0 as the theme, First time 10,000 visitors, First time Russia as the Partner Country and First time Biometric Inauguration with Two Industry Ministers of two Powerful Allies Mr Denis Manturov, Minister of Industry and Trade of the Russian Federation and Ms Nirmala Sitharaman, Minister of State for Commerce and Industry, Government of India opening a colourful innings of three days – 16-18 March, 2017 at Chennai Trade Centre, Chennai.



8-10 March 2018 at Chennai Trade Centre in Chennai

How IESS Showcases : India as a Manufacturing Hub:

As we moved onto the 7th edition, we portray India as the Manufacturing hub of this century!

Manufacturing has emerged as one of the high growth sectors in India. Prime Minister of India, Mr Narendra Modi, had launched the 'Make in India' program to place India on the world map as a manufacturing hub and give global recognition to the Indian economy. India is expected to become the fifth largest manufacturing country in the world by the end of year 2020*. The Gross Value Added (GVA) at basic constant (2011-12) prices from the manufacturing sector in India grew 7.9 per cent year-on-year in 2016-17, as per the 2nd provisional estimate of annual national income published by the Government of India.

Under the Make in India initiative, the Government of India aims to increase the share of the manufacturing sector to the gross domestic product (GDP) to 25 per cent by 2022, from 16 per cent, and to create 100 million new jobs by 2022. Business conditions in the Indian manufacturing sector continue to remain positive. With the help of Make in India drive, India is on the path of becoming the hub for hi-tech manufacturing as global giants such as GE, Siemens, HTC, Toshiba, and Boeing have either set up or are in process of setting up manufacturing plants in India, attracted by India's market of more than a billion consumers and increasing purchasing power.

Cumulative Foreign Direct Investment (FDI) in India's manufacturing sector reached US\$ 70.51 billion by June 2017.

The manufacturing sector of India has the potential to reach US\$ 1 trillion by 2025 and India is expected to rank amongst the top three growth economies and manufacturing destination of the world by the year 2020. The implementation of the Goods and Services Tax (GST) will make India a common market with a GDP of US\$ 2 trillion along with a population of 1.2 billion people, which will be a big draw for investors.

With impetus on developing industrial corridors and smart cities, the government aims to ensure holistic development of the nation. The corridors would further assist in integrating, monitoring and developing a conducive environment for the industrial development and will promote advanced practices in manufacturing.

Organised manufacturing is the biggest private sector employer in India. Overall, more than 30 million people are employed by the sector (organised and unorganised) and will become the engine of growth as it tries to incorporate the huge available workforce in India most of which is semi-skilled. The sector will push growth in the rural areas where more than 5 million manufacturing establishments are already running.

India's manufacturing industry is already moving in the direction of industry 4.0 where everything will be connected and every data point will be analysed. Indian companies are at the forefront of R&D and have already become global leaders in areas such as pharmaceuticals and textiles. Areas such as automation and robotics are also receiving the required attention from the industry. Large international industrial production such as Cummins and Abbott already have manufacturing bases in the country. Improvement in port infrastructure has also been a focus point of the government for the same reason.



India has all the necessary ingredients for its major industrial push – a huge semi-skilled labour force, multiple government initiatives like Make in India and high investments and a big domestic market. Necessary support infrastructure is being developed with areas such as power being the prime focus. Government incentives like free land to set up base and 24*7 power supply are making India competitive on a global scale.

IESS is essentially a partnership event and aims at developing business tie-ups between Indian and overseas companies. Leading multinationals such as ABB and Kubota have been successfully using the IESS exhibition as their sourcing platform. It is essentially a forum for delegates and industry leaders. Many multinationals have operations in India, giving a further boost to manufacturing. B2B meets, exclusive country and technical sessions, vendor development meets, global sourcing meets, and bilateral business forums provide ample opportunity to generate business opportunities.

What makes IESS special is that it helps those engineering SMEs who cannot participate in global sourcing events owing to scarcity of resources. IESS brings in buyers who could potentially source products from SMEs. Furthermore, this event helps local companies to establish connections with their foreign counterparts, to generate business and showcase their innovations, products and technologies. In addition, the participants, including exhibitors, get a chance to get detailed information and knowledge about specific sectors and can avail opportunities to meet and interact with the sector experts. Another major benefit is that IESS facilitates SMEs to explore local opportunities in terms of networking, collaboration and sourcing of products and technology. Usually SMEs in one part of India is not aware of markets and opportunities in other parts of India. IESS brings in companies from across India which helps SMEs to explore options for markets, networking and technological collaborations. Our experience over the last four years prove that a large number of Indian companies, particularly small and medium ones have benefitted from their participation in the show.

India subcontracting Expo 2018

(Leading fair for Industrial subcontracting and manufacturing Industry)

India has become one of the most preferred location for engineering subcontracting across key sectors including

metals & material, mechanical components, automotive and design & engineering. By 2020, USD42 billion worth of work related to R&D of product engineering is expected to be outsourced to India, growing by a CAGR of 22.7 per cent from 2003 .

The outsourcing R&D services market in India is expected to reach USD38 billion by 2020 from USD20 billion in 2015. Newer capabilities such as supply chain, regulatory compliances and manufacturing engineering are being developed by Engineering R&D Service providers

Indian manufacturing sector's Gross Value Added at basic prices based on 2011-12 price series was US\$ 350.4 billion in 2016-17. Manufacturing sector grew at a CAGR of 9.87 per cent between FY12 and FY17 and 9.33 per cent in FY17. The Wholesale Price Index, in respect of manufactured goods grew 4.4 per cent 2016-17. Quarterly GVA at basic prices from manufacturing sector grew by seven per cent in the second quarter of FY18. Indian manufacturing sector recorded second highest gross capital formation behind Real Estate at US\$ 102.96 billion in 2015-16 based on constant prices .Increasing share of young working population in the total population. India can achieve its full manufacturing potential as it looks to benefit from its demographic dividend and a large workforce over the next 2-3 decades.

'India Subcontracting Show' under the umbrella of India's largest Engineering Sourcing Show, IESS 2018 is an opportunity to capitalize on our 'indigenous manufacturing strength'.

This is the must attend event for subcontract manufacturing buyers from all industry sectors, to source suppliers, benchmark capabilities, and secure contracts in order to remain competitive in a global market. The event will help identify, procure and benefit from the low cost advantage of MSME's in machining, sheet metal working, engineering, material development, design, prototyping, screw cutting, surface treatment, testing etc. As a platform for tier 2-3 precision engineers and component suppliers to showcase their strengths to OEM's and Tier 1 manufacturers. The major features of the show are:

- World class suppliers who can help optimize your productivity and remain competitive in a global market
- Source the latest solutions and innovations in in-house production, contract manufacturing services and product

development

- Network and build new business relationships throughout the Indian manufacturing industry

The highlighted activities during the show are:

- Subcontracting exposition - showcasing of Indian industries comprising 350 local and international subcontractors
- Business Matchmaking Program - business matchmaking and industrial linkage activity allowing Indian SME subcontractors to identify business partners, enter into business collaboration, explore new marketing channels, and engage in one-on-one meetings pre-arranged by the buyers and the sellers
- Buyers' Village - venue for top buyers and international procurement offices in India and other countries to exhibit the parts, they need to procure or for which they require subcontractors
- Innovation to Business - links and matches research and development agencies to the manufacturing industry. Identifies products and parts to help commercialize innovations
- Industrial Design Clinic - an advisory clinic where industrial entrepreneurs can obtain valuable advices to improve the manufacturing competitiveness through design insights on process and strategic levels. This will help to take design at higher level of manufacturing functions, it is very important to develop a design scenario and environment at the early stage of conception.
- Seminars - educational and visionary seminars for industrial entrepreneurs covering interesting topics including investments opportunity analysis, business strategies, management and technology and product development

Product profile

- Iron, Steel And Its Products
- Cable Glands, Cable Accessories
- Forging & Casting Products
- Components & Parts For Industrial Application
- Conductors
- Electrical Insulation Materials, Electrical Cables
- Electrical Power Tools
- Electrical Wires, Lugs, Cable Rings
- Engine Dynamo Meters & Accessories

- Engineering Plastics & Moulded Parts
- Galvanized Wires, Stainless Steel Wire Mesh
- Hydraulic & Pneumatics Systems
- Hydraulic Press & Hydraulic Cylinder
- Industrial Springs, Spring Coils & Fasteners
- Latches, Locking Systems And Operating Elements
- Machined Components
- Measuring Instruments, Transducers, Meters, Data Recorder, Calibrators
- Mechanical And Electrical Testing Components
- Precision Turned Component
- Pumps And Industrial Valves
- Quality Control And Analytical Equipment

IESS :Showasing India's Technology Prowess

India ranks third among the most attractive investment destinations for technology transactions in the world. Technology is a strong priority area for the government and it aims to make people science-centric. Modern India has had a strong focus on science and technology, realising that it is a key element of economic growth. India is among the topmost countries in the world in the field of scientific research, positioned as one of the top five nations in the field of space exploration. The country has regularly undertaken space missions, including missions to the moon and the famed Polar Satellite Launch Vehicle (PSLV).

Currently, 27 satellites including 11 that facilitate the communication network to the country are operational, establishing India's progress in the space technology domain. India is likely to take a leading role in launching satellites for the SAARC nations, generating revenue by offering its space facilities for use to other countries.

India ranks second in terms of contribution to high-quality scientific research. It is among the world's top 10 nations in the number of scientific publications. Position-wise, it is ranked 17th in the number of citations received and 34th in the number of citations per paper across the field of science and technology (among nations publishing 50,000 or more papers). The country is ranked ninth globally in the number of scientific publications and 12th in the number of patents filed.



India has been ranked as the top exporter of information and communication technology (ICT) services and second in innovation quality in 2017#. The country has moved up six places to 60th position in the Global Innovation Index (GII). Innovation centres are quickly being set up in India by organisations around the world, backed by the Government of India's move towards a digital economy and plenty of digital talent.

The Government of India is extensively promoting research parks technology business incubators (TBIs) and (RPs) which would promote the innovative ideas till they become commercial ventures.

India's Engineering R&D (ER&D) Globalization and Services market reached US\$ 22.3 billion in 2016 and is set to rise to US\$ 38 billion by 2020.* India has a total of 25 innovation centres in the country and has been ranked as the top innovation destination in Asia and second in the world for new innovation centres. The country accounts for 27 per cent of Asia's new innovation centres.

India's analytics industry is expected to touch US\$ 16 billion by 2025 from the current US\$ 2 billion, as per the National Association of Software and Services Companies (Nasscom).

With support from the government, considerable investment and development has incurred in different sectors such as agriculture, healthcare, space research, and nuclear power through scientific research. For instance, India is gradually becoming self-reliant in nuclear technology. Recently, the Kudankulam Nuclear Power Project Unit-1 (KKNPP 1) with 1,000 MW capacity was commissioned, while the Kudankulam Nuclear Power Project Unit-2 (KKNPP-2) with 1,000 MW capacity is under commissioning.

India is aggressively working towards establishing itself as a leader in industrialisation and technological development.

Significant developments in the nuclear energy sector are likely as India looks to expand its nuclear capacity. Moreover, nanotechnology is expected to transform the Indian pharmaceutical industry. Government of India, through the Science, Technology and Innovation (STI) Policy-2013, among other things, aspires to position India among the world's top five scientific powers. 'Chandrayaan-II', India's space mission to moon, is set to take place between January-March 2018.

With a US\$ 1.86 trillion economy in FY17 and per capita income of over US\$ 1,538.5 in 2016-2017, India presents a unique opportunity for companies to tap the huge consumer base demanding technologically advanced products. Policies aimed at projecting India as a Science and Technology powerhouse and promoting both public and private sector involvement in the R&D practice. With more and more multinational companies setting up their R&D centres in India, the sector has seen an uptrend in investments in recent years. As per Union Budget 2017-18, Government of India allocated US\$ 597.46 million to the Department of Science and Technology (DS&T), covering six main objectives including technology development programmes, partnerships, alliances, policy formulation, strengthening human capacities, strengthening institutional capacities and societal interventions of S&T.

EEPC India as the implementing agency of the Technological upgradation Initiative of the Central Government has been conducting R & D Meet, has opened Technology Centre and is advocating 'Technology' as one of the themes of IESS. An Exclusive Technology Pavilion and Technology Meet provide the forum to exchange and learn Technological Know How within the nation and also abroad.

IESS Opens the gate for the 7th time

IESS VII is the biggest platform for the Indian exporters to widen their client base and develop their businesses across the globe as the largest Trade and Investment Show in South India. The VIIth IESS witnessed 14 sessions, more than 95 speakers, over 500 delegates from 100 nations, more than 300 Exhibitors and 10,000 business visitors. Subcontracting Expo, EEPC Mitra-Humanoid, Arjun Mark II Tank were the new attractions this year.



Inauguration with the beat of percussions

The three day show was inaugurated on March 8, 2018 by the Tamil Nadu Deputy Chief Minister Mr O Panneerselvam, and the Czech Republic's Minister for Industry and Trade, Mr. Tomas Huner, in the august presence of Thiru P. Benjamin, Hon'ble SME & Rural Industries Minister, Govt. of Tamil Nadu; Thiru M C Sampath, Hon'ble Minister for Industries, Govt. of Tamil Nadu and Ms Rita Teatota, Commerce Secretary, Govt of India. A video message from Mr Suresh Prabhu, Hon'ble Union Minister of Commerce and Industry was read out at the inauguration. Mr. Bhupinder Singh Bhalla, Joint Secretary, Ministry of Commerce & Industry, Mr Ravi Sehgal, Chairman, EEPC India; Mr Rakesh Shah, Former Chairman and Chairman of the Committee on Publicity, Exhibition and Delegation, EEPC India and Mr Bhaskar Sarkar joined the fanfare inaugural process with the beating of percussions!



– Lamp Lighting – we see from left - is Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic; Mr. O. Panneerselvam, Deputy Chief Minister of Tamil Nadu; Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu; Mr. M.C. Sampath, Minister for Industries, Govt. of Tamil Nadu; Mr. Bhaskar Sarkar, Executive Director and Secretary, EEPC India, Ms Rita Teatota, Commerce Secretary, Union Ministry of Commerce and Industry, Govt. of India; Mr Ravi Sehgal, Chairman, EEPC India and Mr. Mahesh K. Desai, Sr. Vice Chairman, EEPC India

The Support from Ministry of Commerce and Industry, MSME, DHI, Flanders (Belgium) as the Focus Region, Tamil Nadu as the Host State, UP and Haryana as the 'Partner States'. West Bengal as the 'Focus State'. ISB as the Knowledge Partner, DHL as the Logistics Partner made this edition very powerful! The country pavilions had a strong presence of Bangladesh, Korea, Taiwan, UAE and Uzbekistan, besides the Czech Republic and Belgium.

Tamil Deputy Chief Minister, Mr Panneerselvam said, Chennai is proudly hosting, for the second year in a row, the IESS, showcasing to global leaders in technology and engineering, India's high end R&D and manufacturing capabilities to become their dependable sourcing hub with a vast pool of scientific talent and resources. He said organising two successive IESS in Tamil Nadu shows how well the global engineering giants have rated the state of Tamil Nadu among the leading sources for engineering exports.

"The Government of Tamil Nadu has announced plans to invest USD 607 million over next two years for the development of heavy engineering sector. The state

government is planning to make the investments in Kancheepuram and Chennai regions. Out of the proposed investment, a majority is contributed by boilers and turbine industry followed by general purpose machinery and tractors. These sectors cumulatively accounted for 98% share in overall investment. Coimbatore also accounted for 60% share in the overall production of agricultural and domestic pumps in the country".

Mr Huner expressed his country's desire to scale up the economic and technological cooperation with India, as the two countries can group together in reaching out the global market. Automotive industry plays a big role in the Czech Republic and he urged that Indian companies should explore opportunities in the sector. More than 50 Czech companies are already working in Tamil Nadu.

On this occasion Commerce Secretary, Ms Rita Teatota, said India as a champion of global trade, has been liberalizing its foreign direct investment policies in a large number of sectors. In fact, most of the sectors, excepting a few are open for the foreign investment. She also advised the Indian exporters to work on their quality improvement with state

of the art technology and global best practices to ensure success of the Prime Minister Mr Narendra Modi's 'Make in India' programme.

The EEPC India Chairman Mr Ravi Sehgal said the 2018 edition of IESS is taking place in the backdrop of a handsome growth in the country's exports and engineering exports, in particular. The engineering exports have

emerged as the largest contributor to India's total exports kitty, growing by impressive 23 per cent to USD 56 billion for the April-December, 2017-18. Highly employment-oriented engineering exports alone account for over 26 per cent India's total exports basket. India is all set to evolve as a hub for design, innovation and manufacturing.



Mr Ravi Sehgal, Chairman, EEPC India welcoming to IESS VII . On the dais from left Mr. Bhaskar Sarkar, Executive Director and Secretary, EEPC India; Mr. Mahesh K. Desai, Sr. Vice Chairman, EEPC India; Mr. K Gnanadesikan, Additional Chief Secretary to Govt. of Tamil Nadu; Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu; Mr. M.C. Sampath, Minister for Industries, Govt. of Tamil Nadu; Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic; Mr. O. Panneerselvam, Deputy Chief Minister of Tamil Nadu; Ms Rita Teatota, Commerce Secretary, Union Ministry of Commerce and Industry, Govt. of India; Mr. B. S. Bhalla, Joint Secretary, Ministry of Commerce & Industry, Govt. of India and Mr. Rakesh Shah, Former Chairman and Chairman of Publication, Exhibition and Delegation Committee, EEPC India



Audience



Dignitaries on the dais during the inauguration of IESS VII. From left to right : Mr SudhirGarg, Joint Secretary, Office of the Development Commissioner, Ministry of Micro, Small & Medium Enterprises, Govt. of India; Mr.BhaskarSarkar, Executive Director and Secretary, EEPC India; Mr. Mahesh K. Desai, Sr. Vice Chairman, EEPC India; Mr. K Gnanadesikan, Additional Chief Secretary to Govt. of Tamil Nadu; Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu; Mr. M.C. Sampath, Minister for Industries, Govt. of Tamil Nadu; Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic; Ms Rita Teatota, Commerce Secretary, Union Ministry of Commerce and Industry, Govt. of India; Mr Ravi Sehgal, Chairman, EEPC India; Mr. B. S. Bhalla, Joint Secretary, Ministry of Commerce & Industry, Govt. of India and Mr.Rakesh Shah, Former Chairman and Chairman of Publication, Exhibition and Delegation Committee, EEPC India and Mr. R.P. Jhalani, Former Chairman, EEPC India



Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic addressing the audience



Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic receiving memento from Mr. Ravi Sehgal, Chairman, EEPC India



Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu receiving memento from Mr. Mahesh K. Desai, Sr. Vice Chairman, EEPC India
Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu receiving memento from Mr. Mahesh K. Desai, Sr. Vice Chairman, EEPC India



Mr. M.C. Sampath, Minister for Industries, Govt. of Tamil Nadu receiving memento from Mr. Rakesh Shah, Former Chairman and Chairman of Publication, Exhibition and Delegation Committee, EEPC India



Ms Rita Teatia, Commerce Secretary, Union Ministry of Commerce and Industry, Govt. of India addressing at the Inauguration and (1844) receiving memento from Mr. Mahesh K. Desai, Sr. Vice Chairman, EEPC India



Mr. B. S. Bhalla, Joint Secretary, Ministry of Commerce & Industry, Govt. of India receiving memento from Mr Bhaskar Sarkar, Executive Director and Secretary, EPC India



Mr. K Gnanadesikan, Additional Chief Secretary to Govt. of Tamil Nadu receiving memento from Mr. Bhaskar Sarkar, Executive Director and Secretary, EPC India



Inauguration of The Partner Country Pavilion



Mr. Mahesh K. Desai, Sr. Vice Chairman, EPC India; Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu; Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu; Mr. M.C. Sampath, Minister for Industries, Govt. of Tamil Nadu; Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic; Mr Milan Hovorka, Czech Ambassador to India; Ms Rita Teotia, Commerce Secretary, Union Ministry of Commerce and Industry, Govt. of India and Mr Ravi Sehgal, Chairman, EPC India inaugurating the Pavilion



Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic welcomed with Turban and Uttario at Czech Pavilion . We also see and Mr Milan Hovorka, Czech Ambassador and Mr Ravi Sehgal, Chairman, EPC India

VIP tour





The 14 sessions

Indo Czech Bilateral Forum



from left: by Mr Bořivoj Minář, Vice President, Head of Business Delegation, Czech Chamber of Commerce; Ms Rita Teatota, Commerce Secretary, Union Ministry of Commerce and Industry, Govt. of India; Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic and Mr Ravi Sehgal, Chairman, EEPC India



All the speakers at the session

Indo Czech Bilateral Forum where Czech Minister for Industry and Trade, Mr. Tomas Huner was Key speaker apart from Czech University, Czech Chamber of Commerce, Ms Rita Teatota, Commerce Secretary, Union Ministry of Commerce and Industry, Government of India and Mr Milan Hovorka, Czech Ambassador to India where areas of Trade, Economic and Technology Cooperation were discussed.



5th JWG Meeting on Heavy Engineering and Advanced Manufacturing



Mr. T. S. Bhasin, Immediate Past Chairman, EEPC India addressing the seminar. The speakers included, Mr. N. Sivanand, Joint Secretary, Deptt. of Heavy Industry, GOI.

The 5th meeting of the Joint Working Group on Heavy Engineering & Advanced Manufacturing was held to examine the status quo of the existing trade between India and Czech Republic. It also pointed to certain new opportunities. With a view to boost this trade relation further, a Joint Working Group (JWG) on Advanced Manufacturing & Heavy Engineering was set up between India and Czech Republic during IESS 2013. During JWG's 5th meeting on the second day of the IESS 2018, the members reviewed the current trade status between the two countries. The objective behind the formation of the JWG has been successful so far as evident from the bilateral trade between these two nations. Total Indo-Czech engineering trade recorded 45 percent growth since the JWG launch and the share of engineering trade in the total merchandise trade increased to 67 percent from 55 percent during this time period, driven by a robust 200 percent growth in Indian engineering export to the Czech Republic.

Czech firms have been actively participating in the development of India's industrial potential over the last four decades mainly by deliveries of equipment for the power, engineering and some other industries. Former Czechoslovakia has been recognized as a major economic partner of India, establishing a number of major industrial projects in the areas of automobile, energy, metallurgy, machine tools and in defence.



The Czech Chair of JWG, Mr. Richard Hlavaty, Senior Director General, Ministry of Industry and Trade of the Czech Republic and Mr. N. Sivanand, Joint Secretary, Deptt. of Heavy Industry, GOI exchanging agreement.

India, too, have reciprocated well in building the investment relation with the Czech Republic through investments by a number of leading Indian firms in sectors like IT, motor vehicles, auto components, tea, textile and pharmaceutical among others. There exists a plethora of opportunities in the Czech automotive and auto ancillary sectors that Indian MSEMs can explore. There is a good scope in the electrical accessory segment and pharmaceuticals too.

The Czech side conveyed their renewed interest on partnering India's 'Make in India' mission. The

Indian representatives expressed their satisfaction over the recent developments in the bilateral trade. Despite, the volume gone slightly down in a few areas during the last year, there is a huge potential for further growth.

Global Investment Forum



Mr Arun Kumar Garodia, Regional Chairman (ER), EEPC India on the far right along with the speakers for the session

The seminar on Inbound and Outbound Investment Opportunities from India organized at IESS VII 2018 witnessed the various potential investment opportunities in India and abroad. Numerous government schemes like Digital India, broadband highways, universal access, public internet access programme, e-governance programme have enabled Indian companies to gain strong foothold and expand their international presence by investing overseas for acquiring regional and global reach.



Vandana Yadav, IAS, MD, West Bengal Industrial Development Corporation Limited addressing .Second from right on the dais – Mr Mark Van De Vreken – Consul General of Belgium in Chennai and Mrs. Maha Saleh - Executive Director of the Engineering Export Council of Egypt



Global Sourcing Meets

DEWA (Dubai Electricity and Water Authority)



*Mr Anupam Shah, Former Chairman, EPC India welcoming all.
Other speakers were from Dubai Electricity & Water Authority – Government of Dubai- United Arab Emirates*

US Based - Dover Corporation



Mr Mahesh Desai, Sr Vice Chairman, EPC India at the session along with Mr Ramesh C and Mr Sridhar (at the podium)

Dubai Electricity & Water Authority (DEWA) session had its focus on solutions that companies pertaining to energy, process automation and power systems are looking for to reduce carbon footprint.

Siemens India at IESS VII enabled the Indian MSMEs to gain knowledge and information about various tailor-made government initiatives created especially for this sector. This meet helped in highlighting the core areas of competence of the MSMEs and enabled the companies to apprise themselves of the market demand while they dealt directly with the prospective clients. Vendor development is an essential part of the engineering industry as it generates business and helps engineering MSMEs to become a part of the value chain.

Siemens, Germany





Subcontracting Expo

Indian PSUs



All speakers at the session on Subcontracting Opportunities With Indian PSUs- Mr. Aman Chadha, Past Chairman, EEP India; Mr K L Dhingra, Regional Chairman, (WR), EEP India; Mr. L. P. Gupta, Working Committee Member, EEP India. Speakers were from Bharat Heavy Electricals Ltd; Southern Railways; Hindustan Petroleum Corporation; Integral Coach Factory; RINL-Vizag steel

Subcontracting Expo with Indian Defence PSUs and Indian PSUs saw presence of Bharat Earth Movers Ltd, Bharat Heavy Electricals Ltd., Chennai Petrochemicals Corporation, Southern Railways, Integrated Coach Factory (owned by Indian Railways), RINL (Rashtriya Ispat Nigam) – Vizag Steel, Indian Ordnance Factory, Hindustan Aeronautics Limited and Global Logistics Giant – DHL.

During the seminar 'Subcontracting Opportunities with Indian PSUs', a book was released on "Uttar Pradesh Micro, Small and Medium Enterprise Promotion Policy 2017". 31 engineering MSMEs participated from Uttar Pradesh . With the increased focus of the present State Government on empowering MSMEs of the state, the new policy targets to establish the state as an attractive destination for investments at national and international levels. This will promote the establishment of new MSME units, leading to 15% annual growth rate and 15% annual growth in employment.

Indian Defence PSUs



Mr. R.Seshagiri, Dy. Regional Chairman (SR), EEPC India; B.D. Aggarwal, Working Committee Member, EEPC India seen at Subcontracting Opportunities With Indian Defence PSUs including DRDO; -Indian Ordnance Factory -Heavy Vehicle Factory; Bharat Earth Movers Limited; Hindustan Aeronautics Limited; Ms Anima Pandey, Regional Director (ER), EEPC India coordinated the session.

At the Defence PSUs' session – they outlined their major requirement from the private sector, mainly focusing on import substitution and vendor development. Currently, India's defence requirements are mostly fulfilled by imports, which is an opportunity for the Indian MSME sector as self-reliance and reducing dependence on imports is the need of the hour, considering both strategic and economic perspectives. India, being the world's largest arms importer, ranks among the top 10 countries in the world in terms of military expenditure. Thus it's a lucrative opportunity for the MSMEs to leverage their innovative capabilities.



As a part of the Tech Drive, three Tech Sessions were organised at IESS VII and the presence of the EEPC India Cobot – EEPC India Mitra also contributed to making the event more Tech Centric:

**R&D Ecosystem For Indian Industry – Challenges And Opportunities
In Technology Transfer & Commercialization**



Dr Suresh Kumar, Scientist 'F', Office of Principal Scientific Advisor, Government of India addressing the session on R&D Ecosystem For Indian Industry – Challenges And Opportunities In Technology Transfer & Commercialization

The seminar on R&D Ecosystem For Indian Industry – Challenges And Opportunities In Technology Transfer & Commercialization organized by EEPC India intended to raise awareness on R&D Industry ecosystem in India with focus on MSMEs. It also provided a platform for MSMEs to participate in the deliberations with leading Government representatives and R&D fraternity to evaluate their opportunities by investing in new technologies. EEPC India has taken a lead in implementing a broad-based initiative for bridging Industry-Academia and Government interaction and is looking for introducing globally competitive technologies with engineering MSMEs. It is supported by the Office of Principal Scientific Advisor for implementing several key projects in different engineering clusters in the country such as Electric Motors in West and Industrial Valves in South and has also received support in catalyzing development of new generation Smart Submersible pumps in Coimbatore. The EEPC India Technology Centre in Bengaluru was also mentioned.

Mr N Sivanand, Joint Secretary, Department of Heavy Industry, said in order to help the industry shift to smart and a global eco system, the Union Government would set up four SAMARTH innovation centres in the country's top institutions, including IIT, Delhi and the Indian Institute of Science(IISc),Bengaluru and at Kirloskar Institute in Pune.These would enable the Indian manufacturing to face the 'disruptive' technology like Artificial Intelligence (AI).

The SAMARTH (Smart and Advanced Manufacturing Rapid Transformation Hub) centres will enhance competitiveness of the Indian industry , particularly in the MSME sector. Cooperation is also being sought from Germany for enabling the Indian firms face the ever-emerging challenge of the global “disruptive” technologies.

Dr Ashwani Gupta, Scientist 'G' Department of Scientific and Industrial Research, Govt of India said , besides IIT, Delhi and IISc, Bengaluru, the other two centres would come up at the CMTI Bangalore and Kirloskar Institute of Advanced Management Studies, Pune for promoting smart and advanced manufacturing in the country.

The Department of Heavy Industry has approved a grant of Rs 780 Million (USD 12 Million) to support these centres. While the centre at the IIT , Delhi has already been inaugurated; two others at IISc , Bengaluru and the Kirloskar Institute of Advanced Management Studies, Pune are likely to start by September this year (2018) . All these centers will become self sustainable within three years. They have been mandated to cover nearby clusters and colleges. SAMARTH Udyog would give a boost to The ‘Make in India’ program and will facilitate smaller units in adopting the latest technologies and proposes to cover a wide gamut of technologies and trends like artificial intelligence, additive manufacturing (3D Printing), advanced robotics, augmented reality, cloud computing, cyber security, simulation, system integration, analytics etc.

These centres will share each other's resource so that the utilization of resources is maximised. EEPC India publication on India's R&D Ecosystem under emerging Technological Scenario was also released at the session.



Mr Mahesh K Desai, Sr Vice Chairman, EEPC India moderating the session on R&D Ecosystem For Indian Industry – Challenges And Opportunities In Technology Transfer & Commercialization. Mr Mukul Khandelwal, Working Committee Member, EEPC India present. Other speakers include Mr Adam Blazek, University of Liberec, Czech University; Mr. Rohit Rohilla, Fraunhofer India, Bangalore; Mr K V Karthik, Vice President, SIEMA.



Session on Industry 4.0.



Mr T S Bhasin, Immediate Past Chairman, EEPIC India; Mr Arun Kumar Garodia, Regional Chairman (ER), EEPIC India seen at Session On Industry 4.0. Mr. K S Viswanathan, Vice President, NASSCOM was the Moderator. Other speakers included Shri N. Sivanand, Joint Secretary (Department of Heavy Industry), Government of India and were from Automation Industry Association; BOSCH India Ltd, Siemens Ltd to name a few.

On the side-lines of the IESS VII, a session was organized to create greater awareness on Industry 4.0.

The conference was attended by over 100 delegates including leading manufacturers, technology leaders, consultants, government, associations and the academia. It had experts deliberate on the ways to guide Indian manufacturers to digitize and upgrade operations, as Industry 4.0 is revolutionizing manufacturing worldwide. It was a confluence of Government, Industry and Academia with Speakers from Department of Heavy Industry, NASSCOM, Automation Industry Association; University of Liberec (The Czech Republic); Bosch India Ltd and Siemens.

The current Government, through its 'Make in India' initiative, aims to increase the share of manufacturing in India's GDP and is spearheading a wider adoption of Industry 4.0 in the country. Under the Government's 'Smart Cities Mission', 100 smart cities will be built across India, which are being touted as the forerunners of the Industry 4.0 environment.

Session with NRDC (National Research Development Corporation)



Mr K. S. Mani, Dy. Regional Chairman (South), EEPC India at the podium and from left we see on the dais: Mr B K Sahu, NRDC; Dr. J Raghava Rao, Chief Scientist, CLRI, Chennai; Mr S Mohan, Dr.Dhilsha Rajapan, Scientist 'G' & Head Marine Sensor Systems Group National Institute of Ocean Technology (NIOT) and Mr J Rajasankar

The third Tech session was with NRDC (National Research Development Corporation) – an enterprise under DSIR, Union Ministry of Science & Technology where Technology Transfer Opportunities in Engineering Sciences were elaborated . Scientists from CLRI (Central Leather Research Institute), Chennai , NIOT (National Institute of Ocean Technology) under Ministry of Earth Sciences and NRDC.



MSME sessions

Competitiveness and Benefits of Credit Guarantee by ECGC



Mr. K. L. Dhingra, Regional Chairman (WR) EEPIC India addressing the session and from left on the dais : Mr C H Nadiger, Regional Director (SR), EEPIC India, Mr P. Udaykumar, Director (Planning & Marketing), NSIC and Mr DVS Sairaman, Regional Manager, ECGC

There were two MSME sessions: One on Competitiveness and Benefits of Credit Guarantee by ECGC and the other on IPR- The discussion on intellectual property protection put spotlight on the complexities of different forms of IP with respect to MSMEs so that they can achieve higher benefits. It also discussed particular cases which highlighted the myriad challenges faced both at national and international level in protection and management of Intellectual Property Rights. Indian MSMEs must take steps to protect against rampant IP theft and be aware of the different forms of IP, basics of IPR and its application, ways to protect their intellectual powers, as that would enable them to compete in the global market. The IPR session saw speakers from Patent Office –Chennai; Office of the Principal Scientific Officer, Government of India; Ministry of Commerce and Industry IPR Chair Professor in IIT-Madras to name a few.

Intellectual Property Rights (IPR)



Mr. R. P. Jhalani, Past Chairman, EEPIC India; Mr C D Shah, Working Committee Member-EEPC India; Mr Rakesh Suraj, Regional Director (NR), EEPIC India and Mr Rajat Srivastava, Regional Director (WR), EEPIC India and the speakers

Counselling Session on Family Business by Knowledge Partner – ISB (Indian School of Business)



Mr Arun Kumar Garodia, Regional Chairman (ER), EEPC India felicitating speaker Dr. Nupur Bang, Sr. Faculty, Indian School of Business at Session By ISB : Key Steps To Setup Your Family Office

Innovation and Technology Pavilion



Innovation and Technology Pavilion was part of the EEPC India Tech Initiative and it saw the exhibits from BARC, Jadavpur University, DRDO, DHI, AIA, ERDA(Electrical Research and Development Association), CMERI (Central Mechanical Engineering Research Institute), CMTI (Central Manufacturing Technology Institute), ARCI (International Advanced Research Centre for Powder Metallurgy and New Materials), IIS, CSIR (Council of Scientific & Industrial Research), ARAI (Automotive Research Association of India); MSME Technology Development Centres and NRDC (National Research Development Corporation) . Solar Based Energy Saving Devices; Low Cost Intelligent Wheel Car; Krishishakti –maneuverable tractor; precision aerospace components & technical training in the field of CAD/CAM, CNC machining, Tools manufacturing & designing engineering softwares are the major displays.



Reverse Buyer - Seller Meet







VIP Lunch



Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic at lunch and on his right Mr Milan Hovorka, Czech Ambassador to India, Ms. Apoorva, IAS, Managing Director, TANSIDCO (Tamilnadu Small Industries Development Corporation Limited); Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu; Mr Dharmendra Pratap Yadav, Secretary to the Government of Tamil Nadu; Mr Ravi Sehgal, Chairman, EEPIC India; Mr Mahesh Desai, Sr Vice Chairman, EEPIC India and on his left: Mr. B. S. Bhalla, Joint Secretary, Ministry of Commerce & Industry, Govt. of India.

The Czech Republic - As the partner country

The Czech Republic was associated with IESS for the second time after 2013 when IESS was 2 years old.





Cultural Evening : Czech and India



Czech Republic's Minister for Industry and Trade, Mr. Tomas Huner being felicitated by Mr Ravi Sehgal, Chairman, EEPC India



Ms. Apoorva, IAS, Managing Director, TANSIDCO (Tamilnadu Small Industries Development Corporation Limited) being welcomed by Mr Rakesh Shah, Former Chairman and Chairman of the Committee on Publicity, Exhibition and Delegation, EEPC India with Mr Ravi Sehgal, Chairman, EEPC India (on her left)



from left Czech Republic's Minister for Industry and Trade, Mr. Tomas Huner, Mr Ravi Sehgal, Chairman, EEPC India, Mr Milan Hovorka, Czech Ambassador to India and Ms. Apoorva, IAS, Managing Director, TANSIDCO (Tamilnadu Small Industries Development Corporation Limited)



A glimpse



Mr Sanjay Chavre, Senior Development Officer, Department of Heavy Industry, Government of India with Mr Ravi Sehgal, Chairman, EEPC India, Mr Mahesh Desai, Sr Vice Chairman, EEPC India (far right) and Mr R P Jhalani, Former Chairman, EEPC India



The entire Czech Delegation and Indian Side with Czech Republic's Minister for Industry and Trade, Mr. Tomas Huner, Mr Ravi Sehgal, Chairman, EEPC India, Mr Milan Hovorka, Czech Ambassador to India on the front row

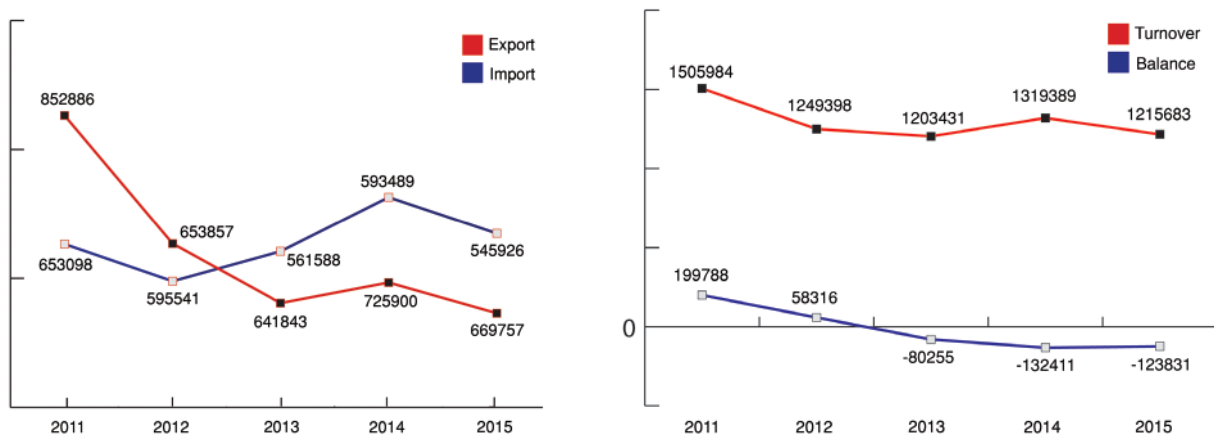
The influential intellectual heavyweight and former President, Vaclav Havel, may be the first person who springs to mind on mentioning the Czech Republic, while others may associate the country with legendary world class tennis players and the unparalleled success in ice hockey with the country winning five world championships over the last ten years. Increasingly, the Czech Republic, which joined the European Union in 2004, is recognized as the optimal business environment from which to better serve international customers. This is a consequence of several factors the most notable being the sustained enhancements to the business environment by the Czech Government and the ability of the country's pre-eminent natural resource, intellectual capital, to respond to the needs of knowledge-based and innovation-driven businesses. Moving forward, the record flows of foreign direct investment, the European dominance in computer production, the complete automotive supply chain, the track record in supporting global ICT operations, the burgeoning growth of Czech suppliers and the shift away from labour-cost-sensitive investments to high value added activities and extensive R&D as integral parts of global networks, are all pillars sustaining the Czech Republic's growth and underpinning international competitiveness.

Relations between India and Czech Republic are deep rooted. According to Czech Indologist, Miloslav Krasa, "if not earlier, then surely as early as the 9th and 10th Centuries A.D., there existed both land and maritime trade routes from Asian markets to Czech lands, along which precious goods from the East, including rare Indian spices, reached this country".

India is the second most important trading partner of Czech Republic after China from among the BRICS with a target of USD 5 Billion bilateral trade by 2020 . The Bilateral link between India and the Czech Republic is a legacy with the then Czechoslovakia 's First President- Thomas Garrigue Masaryk, Prague Indologist - Vincenc Lesny, Nobel Laureate Rabindranath Tagore, Netaji Subhash Chandra Bose and Pandit Jawaharlal Nehru as patrons since the early 20th century. Present Commercial nexus is evidenced from presence of Czech names Skoda Auto, Vitkovice, Tatra in Indian Business Map and Infosys, Café Coffee Day and Ashok Leyland as Indian counterparts in Czech land.

Moving forward, the record flows of foreign direct investment, the European dominance in computer production, the complete automotive supply chain, the track record in supporting global ICT operations, the burgeoning growth of Czech suppliers and the shift away from labour-cost-sensitive investments to high value-added activities and extensive R&D as integral parts of global networks, are all pillars sustaining the Czech Republic's growth and underpinning international

(Mutual trade, 2011-15 (\$ thousand)





competitiveness.

In the past, Czech companies have built a number of industrial facilities in India, such as the engineering metallurgy plant in Ranchi, plant for manufacturing machine tools in Ajmer, plant for manufacturing Zetor tractors – Hindustan Tractors, plant for manufacturing Jawa motorcycles in Mysore, plant for manufacturing power-producing devices (turbines) in Hyderabad, Ennore power plant near Madras, or a rolling mill plant in Vishakapatnam. Aside from these, India was also a buyer for a wide variety of engineering products (diesel units, Tatra lorries, machine tools, textile, printing, leather manufacturing and shoemaking machines, tools and machines for the food processing industry) and non-engineering goods (iron and steel products, plastic materials, glass).

Czech exports into India are still composed in large part of engineering equipment, primarily components for the assembly of Škoda cars and Tatra lorries, or machine tools, printing machines, devices and components for the power industry, bearings, injection pumps, and regulating and operating equipment. Non-engineering goods are mostly represented by telecommunication devices, organic chemicals, optical fibres, photomaterials, glass and paper products.

Gradually, however, some Czech companies have begun to build on their export experience with the Indian market and are realising investment projects in India, founding wholly-owned subsidiaries or joint ventures with Indian partners. They do so in accordance with the 'Make in India' government initiative and, just as a few decades ago during the initial industrialisation of India, Czech companies are once again taking part in broadening the industrial infrastructure of India. The first and so far the most prestigious foreign direct investment by a Czech company into a manufacturing plant in India was the founding of Škoda Auto India company which began manufacturing its first passenger cars in 2001 in Aurangabad.

In April 2016, the city of Aurangabad was also the witness to a ceremonial opening of a new plant for the second largest Czech industrial investor in India – Bonatrans. Thanks to its new factory in Aurangabad, Bonatrans, a long-term supplier of railway wheels and wheel-sets, will now be able to fully draw on the competitive advantages afforded by manufacturing in India for the local market. The investment of Czech companies in India, however, is not aimed solely at industry. The sector of services is on the rise as well, with Home Credit Company, a Czech provider of micro credits, coming forward to take its place in the sector and quickly becoming one of the largest employers in India from among Czech investors thanks to its vast network of subsidiaries.

The rather significant presence of Czech companies in India has led to the founding of the Czech Business Platform, an informal association of Czech companies with the goal of sharing best practices and experience on the Indian market. At the founding of the platform in May 2016, coordinated by the Czech Embassy in Delhi, all Czech investors and other companies with significant presence in India actively applied to participate – Škoda Auto India, Tatra Trucks India, Bonatrans India, Gearspect, Lasvit India, Vítkovice India Power, CATAI, Home Credit India Finance, Zetor India, Fans Asia, ZKL Bearings (India), Technicoat, STROS ESQUIRE, Doosan Skoda Power, Preciosa, and Papcel Technology India. Other Czech companies operating actively in the Indian market also expressed their interest in participating in the initiative – TTC, ERA, M&Bc Fiamoli, Retia, and Cink

Agreements and treaties

1. Agreement on Economic Cooperation between the Government of the Czech Republic and the Government of the Republic of India, 2010
2. Agreement between the Czech Republic and the Republic of India on the Support and Protection of Investments, effective since 1998
3. Double Taxation Treaty between the Government of the Czech Republic and the Government of the Republic of India, effective since 1999
4. Agreement between Czechoslovakia and India on Scientific, Technical, and Industrial Cooperation, effective since 1973
5. Agreement between the Government of Czechoslovakia and the Government of the Republic of India on the use of Nuclear Energy for Peaceful Purposes, effective since 1967
6. Agreement between the Government of the Czech Republic and the Government of the Republic of India on Air Transportation effective since 1999

Hydro-Energy.

In mid-April 2012, a centre for Czech glass products and design, the Czech Art Gallery, opened in Mumbai. The interest of key Czech glass-making companies such as Preciosa, Lasvit, or Hamřík, and their success as well as contracts has been realised on the Indian market.

Indian investors in the Czech Republic include global companies such as Arcelor Mittal, Tata Sons, and Infosys, who have invested into metallurgy, tea production and BPO (Business Process Outsourcing) respectively. Other Indian companies investing in Czech production plants for the car industry, textile industry, chemical and pharmaceutical industry and the applied IT sector include: Kanoria Chemicals & Industries, Alok Textile Industries, Glenmark Pharmaceuticals, Lloyd Electric and Engineering, Minda Management Services, Shriram EPC, Spentex Industries, Varroc Group, and Zomato.

A memorandum was signed in 2014 regarding an understanding between the Czech railway company České dráhy, Association of Czech Railway Industry, and Indian Railways. The economic relations between India and the Czech Republic can today lean also on a dynamically growing travel industry in both directions. An undeniable contribution to this effort came, inter alia, from the making of several Bollywood films shot in Prague and other locations. A similar contribution to the development of economic relations between the two countries is made by educational exchange. The number of Indian students attending Czech schools continues to grow.

One of the pillars of the engineering cooperation is without a doubt the construction of Tatra lorries in India in the factories of the Indian company BEML. A key point in mutual cooperation in the defence industry is the delivery of several thousand vehicles supplied to the Indian armed forces.

THE BOHEMIAN LAND

The history of settlement in the territory of the present Czech Republic dates from the oldest Palaeolithic period. The Czech Republic is in the territory of three historic Czech lands – Bohemia, Moravia, and Silesia. The first ethnic group in the territory, known from written sources, were the Celts, who came in the second half of the 5th century BC, and settled in areas fit for farming in the 4th century BCE. It is noteworthy that the name of the country, Bohemia is derived from the powerful Celtic tribe of Boii. The first Slavs came to Bohemia and Moravia, probably in the second half of the 6th century.

The first Slavonic state in central Europe originated in the territory of South Moravia and northwest Slovakia in the early 9th century. The Byzantine Emperor Constantine VII called it Great Moravia. Its southern neighbours were the Avars, who ceased to be dangerous after their defeat by Samo. They were defeated again by Charlemagne in the early 9th century,





and this was an opportunity for the Slavonic princes. The Moravians took control of southwest Slovakia which came together with South Moravia under the rule of a single prince. Prince Svatopluk I (ruled 870-94) could thus form a vast and powerful empire. A significant milestone in the overall development of the Slavonic territories was the arrival of the brothers Constantine and Methodius – missionaries of Christianity to the Great Moravian Empire at the turn of 863-64.

The Czech state was formed in the late 9th century as the Duchy of Bohemia under the Great Moravian Empire. After the fall of the Empire in 907, the centre of power transferred from Moravia to Bohemia under the Přemyslid dynasty. The first known Přemyslid prince, Bořivoj I, submitted to Prince Svatopluk and was baptised. The first church buildings were founded in the territory of the then Bohemia in his reign. The first Christian church was built at Levý Hradec (now Roztoky near Prague). A settlement and later a palace were taking shape not far from there which was actually the beginning of the construction of Prague Castle. Václav of the Přemyslid dynasty founded the Church of St Vitus at Prague Castle and acquired for it relics of the Saxon patron St Vitus from King Henry of Saxony. In the second half of the 11th century, Václav was canonised and became the patron of the Czech nation (Saint Wenceslas). Prince Boleslav, Václav's brother, contributed without a doubt to the strengthening of the emerging Czech state, and thanks to him a bishopric was founded in Prague and Vojtěch (Adalbert) of the Slavník family, later canonised, came to head it in 982. He sought to improve the relations between the church and society and contributed significantly to Christianisation in this part of central Europe, namely among neighbouring Poles and Hungarians.

In 1002, the duchy was formally recognised as part of the Holy Roman Empire, becoming the Kingdom of Bohemia in 1198 and reaching its greatest territorial extent in the 14th century. Besides Bohemia itself, the king of Bohemia ruled the lands of the Bohemian Crown, he had a vote in the election of the Holy Roman Emperor, and Prague was the imperial seat in periods between the 14th and 17th century. In the Hussite wars of the 15th century driven by the Protestant Bohemian Reformation, the kingdom faced economic embargoes and defeated five consecutive crusades proclaimed by the leaders of the Roman Catholic Church.

Following the Battle of Mohács in 1526, the whole Crown of Bohemia was gradually integrated into the Habsburg Monarchy alongside the Archduchy of Austria and the Kingdom of Hungary. The Protestant Bohemian Revolt (1618-20) against the Catholic Habsburgs led to the Thirty Years' War. After the Battle of the White Mountain, the Habsburgs consolidated their rule, eradicated Protestantism and reimposed Roman Catholicism, and also adopted a policy of gradual Germanisation. With the dissolution of the Holy Roman Empire in 1806, the Bohemian Kingdom became part of the Austrian Empire and the Czech language experienced a revival as a consequence of widespread romantic nationalism.

The First Republic

In the 19th century, the Czech lands became the industrial powerhouse of the monarchy and were subsequently the core of the Republic of Czechoslovakia, which was formed in 1918 following the collapse of the Austro-Hungarian Empire after World War I and new states were formed on its ruins: Austria, Hungary, Poland, the Kingdom of Serbs, Croats and Slovenes, and also Czechoslovakia, which was established on 28 October 1918 as a democratic state headed by President Tomáš Garrigue Masaryk. Besides Bohemia and Moravia, Czechoslovakia also incorporated Slovakia and Carpathian Ruthenia. The period between the two World Wars is sometimes referred to as the First Republic. During this period the Czechoslovak Republic ranked among the economically most developed countries of Europe, especially in engineering.

Czechoslovakia gradually became the only island of democracy in central Europe. It was surrounded by fascist-leaning states, which included Poland and Hungary. In 1933, Adolf Hitler took power in neighbouring Germany, which invaded Austria in 1938, and by this 'Anschluss' made Austria a part of the so-called Grossdeutsches Reich. Czechoslovakia, with its three million Germans settled mainly in the country's border regions, was the next one to follow. The existence of the First Republic was cut short by an invasion by Nazi Germany in 1939, after the Munich Treaty. The country was divided into the Protectorate of Bohemia and Moravia, and the Slovak State. Following the defeat of Germany and the return of the government headed by Edvard Beneš from exile in London the state was re-united in 1945.

The Czech part of Czechoslovakia was occupied by Germany in World War II, and was liberated in 1945 by the armies

of the Soviet Union and the United States. The Czech country lost the majority of its German-speaking inhabitants after they were expelled following the war. The Communist Party of Czechoslovakia won the 1946 elections. Following the 1948 coup d'état, Czechoslovakia became a one-party communist state under Soviet influence. In 1968, increasing dissatisfaction with the regime culminated in a reform movement known as the Prague Spring, which ended in a Soviet-led invasion.

The first separate Czech republic was created on 1 January 1969, under the name Czech Socialist Republic within federalisation of Czechoslovakia; however, the federalisation was implemented only incompletely. In the early 1980s, tendencies of democratisation re-appeared with greater intensity also in other countries of eastern Europe, the so-called eastern socialist bloc. In Czechoslovakia, the situation culminated in November 1989 with the so-called Velvet Revolution. Under the pressure from the public, communists stepped down from leading positions in the state and refrained from police action against the inhabitants. On 29 December 1989, the Federal Assembly elected Václav Havel, a candidate and representative of a new democratic group (the Civic Forum) the country's president and he then led the Czechoslovak Federal Republic to the first free elections in 40 years in June 1990.

Czechoslovakia remained occupied until the 1989 Velvet Revolution, when the communist regime collapsed and a democracy and federalisation was deepened. On 6 March 1990, the Czech Socialist Republic was renamed as the Czech Republic. On 1 January 1993, Czechoslovakia peacefully dissolved, with its constituent states becoming the independent states of the Czech Republic and the Slovak Republic.

The Czech Republic joined NATO in 1999 and the European Union (EU) in 2004; is also a state in the Visegrad Group; it is a member of the United Nations, the OECD, the OSCE, and the Council of Europe. It is a developed country with an advanced, high income economy and high living standards. The UNDP ranks the country 14th in inequality-adjusted human development. The Czech Republic also ranks as the 6th most peaceful country, while achieving strong performance in democratic governance. It has the lowest unemployment rate of EU members.

A varied landscape

The Czech Republic, also known as Czechia, is a nation state in Central Europe bordered by Germany to the west, Austria to the south, Slovakia to the east and Poland to the northeast. The Czech Republic covers an area of 78,866 sq km with a mostly temperate continental climate and oceanic climate. It is a unitary parliamentary republic, has 10.5 million inhabitants and the capital and largest city is Prague, with over 1.2 million residents. The Czech Republic includes the historical territories of Bohemia, Moravia, and Czech Silesia.

The country has been traditionally divided into three lands – Bohemia in the west, Moravia in the southeast, and Czech Silesia (southeastern part of historical Silesia, most of which is located within modern Poland) in the northeast. Known as the lands of the Bohemian Crown since the 14th century, a number of other names for the country have been used, including Czech/Bohemian lands, Bohemian Crown, and the lands of the Crown of Saint Wenceslas. When the country regained its independence after the dissolution of the Austro-Hungarian Empire in 1918, the new name of Czechoslovakia was coined to reflect the union of the Czech and Slovak nations within the one country.

The Czech landscape is exceedingly varied. Bohemia, to the west, consists of a basin drained by the Elbe and the Vltava rivers, surrounded by mostly low mountains, such as the Krkonoše range of the Sudetes. The highest point in the country, Sněžka at 1602 m, is located here. Moravia, the eastern part of the country, is also quite hilly. It is drained mainly by the Morava River, but it also contains the source of the Oder River.

Water from the landlocked Czech Republic flows to three different seas: the North Sea, Baltic Sea and Black Sea. The Czech Republic also leases the Moldauhafen, a 30,000-sqm lot in the middle of the Hamburg Docks, which was awarded to Czechoslovakia by Article 363 of the Treaty of Versailles, to allow the landlocked country a place where goods transported down river could be transferred to seagoing ships. The territory reverts to Germany in 2028.

The territory of the Czech Republic can be subdivided into four ecoregions: the Western European broadleaf forests, Central European mixed forests, Pannonian mixed forests, and Carpathian montane conifer forests. There are four national parks in the Czech Republic. The oldest is Krkonoše National Park (Biosphere Reserve), and the others are Šumava National



Park (Biosphere Reserve), Podyjí National Park, Bohemian Switzerland. It also has 25 Protected Landscape Areas.

The three historical lands of the Czech Republic (formerly the core countries of the Bohemian Crown) correspond almost perfectly with the river basins of the Elbe and the Vltava basin for Bohemia, the Morava one for Moravia, and the Oder river basin for Czech Silesia.

Economy

The Czech Republic has a developed, high-income economy with a per capita GDP rate that is 87 percent of the European Union average. The most stable and prosperous of the post-Communist states, the Czech Republic saw growth of over 6 percent annually in the three years before the outbreak of the recent global economic crisis. Growth has been led by exports to the European Union, especially Germany, and foreign investment, while domestic demand is reviving. Most of the economy has been privatised, including the banks and telecommunications. The official currency is the Czech koruna. The Czech Republic is forecast to become the 49th largest economy in the world by 2050 with a GDP of \$342 billion.

The country has been a member of the Schengen Area since 1 May 2004, having abolished border controls, completely opening its borders with all of its neighbours (Germany, Austria, Poland and Slovakia) on 21 December 2007. The Czech Republic became a member of the World Trade Organisation on 1 January 1995. In 2012, nearly 80 percent of Czech exports went to, and more than 65 percent of Czech imports came from, other European Union member states.

The Programme for International Student Assessment, coordinated by the OECD, currently ranks the Czech education system as the 15th best in the world, higher than the OECD average. The Czech Republic is ranked 24th in the 2015 Index of Economic Freedom.

In December 2016, Czech GDP growth was 1.9 percent, giving the Czech economy the average growth in the European Union. The unemployment rate is 3.5 percent, giving the Czech Republic the lowest unemployment rate in the European Union.

In 2015 largest companies of the Czech Republic by revenue were automobile manufacturer Škoda Auto, utility company ČEZ Group, conglomerate Agrofert, energy trading company RWE Supply & Trading CZ and electronics manufacturer Foxconn CZ. Other Czech transportation companies include: Škoda Transportation (tramways, trolleybuses, metro), Tatra (the third oldest car maker in the world), Karosa (buses), Aero Vodochody (airplanes) and Jawa Moto (motorcycles). Škoda Auto is one of the largest car manufacturers in Central Europe. In 2014, it sold a record number of 1.037 million cars and said it aimed to double sales by 2018.

Engineering sector

The Czech engineering sector comprises the manufacture of a wide range of machines, including parts and accessories, which find their use in most branches of the manufacturing industry and other sectors, such as agriculture, transport, forestry, metal manufacture, metallurgy, mining, the textile, paper and food industries and construction.

In 2015, the export of machinery and transport equipment (SITC 7) amounted to more than \$88 billion, which accounts for 56 percent of the Czech Republic's total annual exports. In 2015, exports were worth \$88 billion and 91.7 percent growth index.

Engineering, as most of the other branches of the Czech manufacturing



industry, is an export-oriented sector, which has been showing a favourable balance of trade for more than 10 years (\$24 billion in 2015).

As regards the territorial structure of foreign trade, the unequivocally largest trade partner of the Czech Republic is Germany, followed by the UK, France, Slovakia, Spain, and Belgium. In addition, the Czech Republic is the only state in Central and Eastern Europe (CEE), which is a member of the prestigious European Committee for Cooperation in the Machine-Tool Industry (CECIMO).

According to the data given by the individual manufacturers in 2015 the production of passenger cars in the Czech Republic was only slightly below 1.3 million units – a total of 1,298,236 passenger cars was built (including small utility vehicles). Three manufacturers participated in the total production of passenger cars in 2015: ŠKODA Auto constituted 56.8 percent of production, HMMC Nošovice almost 26.4 percent and TPCA Czech over 16.9 percent. The number of passenger cars produced per 1000 inhabitants was 123.2 units (in 2014, the number was 118.4 cars/1000 inhabitants).

Another historical record was broken in 2015 in the production of buses: for the first time in the history of the Czech Republic, bus production exceeded 4000 units – the total production by Czech manufacturers amounted to 4517 units.

Currently, more than 15 private research companies and some 70 manufacturers in the Czech Republic use nanotechnologies in their operations. In addition, there are specialised centres in this country to which firms come for consultation to become acquainted with new scientific developments. Twenty-six workplaces of the Czech Academy of Sciences, 37 university faculties, and nine research organisations financed by the state in the Czech Republic concern themselves with basic research in different nanotechnology areas.



Host State

The state has emerged as one of the most progressive and dependable sources for high-tech engineering exports, notably from the small and medium enterprises. Two successive IESS in Tamil Nadu shows how the global engineering giants have rated the state of Tamil Nadu among the leading sources for engineering exports.



Tamil Nadu Pavilion inaugurated by Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic along with Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu; Mr. M.C. Sampath, Minister for Industries, Govt. of Tamil Nadu; Ms Rita Teaotia, Commerce Secretary, Union Ministry of Commerce and Industry, Govt. of India and Mr Ravi Sehgal, Chairman, EEPC India inaugurating the Pavilion



- Mr Ravi Sehgal, Chairman, EEPC India lighting the lamp at the inauguration of Tamil Nadu Pavilion along with Mr. M.C. Sampath, Minister for Industries, Govt. of Tamil Nadu; Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu (on his left) ; Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic ; Ms. Apoorva, IAS, Managing Director, TANSIDCO (Tamilnadu Small Industries Development Corporation Limited) and Ms Rita Teaotia, Commerce Secretary, Union Ministry of Commerce and Industry, Govt. of India (on his right)



Mr. Tomas Huner, Minister for Industry & Trade, The Czech Republic welcomed with Turban and Uttario at Czech Pavilion . We also see Mr. M.C. Sampath, Minister for Industries, Govt. of Tamil Nadu; Mr. P. Benjamin, Minister for Rural Industries and MSME, Govt. of Tamil Nadu; Mr Mahesh K Desai, Sr Vice Chairman, EEPC India; Ms. Apoorva, IAS, Managing Director, TANSIDCO (Tamilnadu Small Industries Development Corporation Limited); Mr. K Gnanadesikan, Additional Chief Secretary to Govt. of Tamil Nadu and Mr Bhaskar Sarkar, ED & Secretary, EEPC India

Tamil Nadu Pavilion





Tamil Nadu – the key differentiators

- Tamil Nadu is the fourth largest state of India and ranks first among all states in terms of the number of factories and industrial workers. It aims to be one of the top three preferred investment destinations in India and Asia and be India's innovation hub and knowledge capital.
- Gross state domestic product (GSDP) of Tamil Nadu grew at a CAGR of 11.16% between 2005-06 and 2016-17, reaching US\$ 207.79 billion in 2016-17. Per capita GSDP of US\$ 2,568.01 (at current prices) is nearly 1.82 times higher than the national average of US\$ 1,389.6. Per capita GSDP: US\$ 2,735.29 in 2016-17 and it targets to reach US\$ 10,000 by 2023.
- The State Government has announced during its 2017-18 Budget - USD 1.55 Billion assistance of a strategic plan for entrepreneurship and innovation for the period 2017-2021 to give big thrust to start-ups and first generation entrepreneurs and to promote innovation in manufacturing in MSME sector
- Tamil Nadu is India's most industrialized and urbanized economy. With proactive governance, path breaking policy initiatives and structured reforms, the state has emerged as one of the leading industrialized states of India. The state has traditionally been an ideal choice for investment, which is reflected by its industrial output, number of working factories, manufacturing sector growth, service sector performance infrastructure development. With over 35 of the Fortune 500 companies in Tamil Nadu. Government of Tamil Nadu announced plans to invest US\$ 607 million over next two years for the development of heavy engineering sector of the state Tamil Nadu.





- Economic Survey 2017-18 catapulted Tamil Nadu as one among the top 5 Indian States in terms of GST registration and Exports. Due to its achievements as an auto production hub, Chennai has been dubbed as the "Detroit of India". Tirupur and Coimbatore are the major textile centres in Tamil Nadu. Tirupur is known as the 'Knitting City', while Coimbatore is called the 'Manchester of South India'. Close proximity with East Asian countries is also enabling Chennai to become an international finance hub.
- In line with Vision 2023, it aims to step up infrastructure investment from from 4-5% of GSDP to about 11.5 per cent by 2019.
- During the financial year 2016-17, the state ranked 3rd in terms of actual FDI inflow in the country .Cumulative FDI inflows in Tamil Nadu during April 2000 to September 2017 stood at US\$ 25.92 billion
- For the second year running Tamil Nadu has maintained its position as the State with the best governance in the country according to 2017 Public Affairs Index (PAI) .
- The state's exports totalled US\$ 27.9 billion in 2014-15, grew at a CAGR of 4.7% between 2007-08 and 2014- 15. Tamil Nadu is a major exporter of a variety of goods such as automobiles, auto components, black granite, engineering goods, textiles, garments, tobacco, handicrafts, yarn, spices, coffee, tea & leather products. Tirupur and Erode are the country's largest exporters of knitwear. The state's total knitwear exports reached a total of US\$ 7.81 billion during the period of April 1, 2016, and February 28, 2017. Application software accounts for a majority share in the software exports from Tamil Nadu. Over the last 3 years software exports from the state have grown phenomenally.
- Tamil Nadu ranks first among all states in terms of the number of factories and industrial workers. Tamil Nadu has a range of manufacturing industries - automobiles & components, castings & forgings, pumps & motors, garments & textile products, leather products, chemicals & plastics. India and China have agreed to develop Chennai Chongqing as sister cities.
- State contributes 28% of the national automobile output with well established automobile industry ecosystem. The state has presence of major players such as Nissan, Daimler, Renault, Hyundai, Ford, BMW, etc and over 350 ancillary units
- State accounts for 18% of the nation's electronics output with presence of fortune 500 companies like DELL Computers, Samsung, Foxconn, Sanmina- SCI, Flextronics, etc and more than 30 components suppliers
- State accounts for 19% of the nation's textile output with a robust network of handloom, powerloom, spinning, processing, garment and hosiery units. Textile industry is the largest economic activity after Agriculture in Tamil Nadu
- State has over 7000 MW of renewable energy capacity, one of the highest in India. The state has the 5th largest wind power installed capacity in the world
- State is emerging as a key manufacturer of pharmaceuticals, biotechnology products and chemicals. Upcoming Petroleum, Chemicals and Petrochemicals Investment Region (PCPIR) pharma and biotech parks/SEZs will support sustained growth of this industry
- State has a large talent pool with over 350 polytechnics, about 500 engineering colleges and more than 50 universities. More than 200,000 graduates are added to the industry every year
- State Government has identified over 200 infrastructure projects as a part of a comprehensive 'Vision 2023'. The state targets to attract investments to the tune of USD 250 billion for development of projects under PPP mode
- State is the fourth largest exporter of IT/ITES in India. The service sector contributes about 60% to the state's economy

(1)State Budget 2017-18, (2) IBEF (3) https://www.indiaonline.com/article/news-union-budget-economic-survey/economic-survey-2017-18-gst-data-reveals-50-increase-in-number-of-indirect-taxpayers-118012900133_1.html

(4) <https://www.thenewsminute.com/article/kerala-tn-best-governed-states-india-karnataka-drops-two-places-5-report-61951>

Engineering Excellence

- I repeat - The Government of Tamil Nadu announced plans to invest US\$ 607 million over next two year for the development of heavy engineering sector of the state. The government is planning to make the investments in Kancheepuram and Chennai regions. Out of the proposed investment, a majority is contributed by boilers and turbine industry followed by general purpose machinery and tractors. These sectors cumulatively accounted for 98% share in overall investment. Coimbatore also accounted for 60% share in the overall production of agricultural and domestic pumps in the country
- A robust engineering industry exists in the state involving products ranging from automobiles, bicycles, castings and forgings, textile machines, electrical and non-electrical machinery, pumps and transportation equipment, engineering ancillary industries etc. Tamil Nadu has a strong engineering base concentrated in Chennai, Coimbatore and Salem. During 2014-15, the state ranked second in the production of general purpose and special purpose machinery. Tamil Nadu accounted for 18% and 11% share in India's total output of general purpose and special purpose machinery, respectively. The state has a network of nearly 3,000 engineering units, employing over 250,000 skilled workforce, making high-quality inputs including castings & forgings, and a wide variety of ancillary products.
- Exports of engineering products from Tamil Nadu have increased from US\$ 4.7 billion in 2009-10 to US\$ 5.3 billion in 2014-15. Coimbatore is a major production hub of textile machinery in India. Some of the textile machinery manufactured in the state include knitting and spinning machines, textile testing equipment and wrapping machines. Coimbatore accounted for 21% share in India's manufacture of castings. Coimbatore also accounted for 60% share in the overall production of agricultural and domestic pumps in the country.
- In Budget 2016-17, state government has given approval for setting up an aerospace park in about 250 acres in SIPCOT Industrial Park. The park will provide services in the domain of aerospace engineering, production and maintenance of aerospace components, repair and overhauling facilities for avionics, etc.
- Some of the key players • Amalgamations Group • Bharat Heavy Electricals Ltd (BHEL) • TVS Group • Greaves Cotton Ltd • Murugappa Group • Saint Gobain • Sanmar • Caterpillar





Tamil Nadu -Detroit of India

- Over the decades, Tamil Nadu has seen major investments in the automotive industry, particularly in cars, railway coaches, tractors, motorcycles, automobile spare parts and accessories, tyres and heavy vehicles. The automotive industry plays a crucial role in driving the state's economy. The government has decided to put it down under "public utility" section.
- Chennai is dubbed as the 'Detroit of India' for its large-scale auto production infrastructure. In 2014-15, the state had an automobile manufacturing capacity of 3.55 million units. Moreover, the Government of Tamil Nadu is planning to increase the automobile manufacturing capacity to 5.8 million units by 2020. During FY14 Tamil Nadu had 21.20% share in overall automobile exports from India. The state accounted for a 15.80% share in domestic production and 14.90% share in domestic sales of the automobile sector in the country.
- Tamil Nadu has 28% share each in the Indian automotive and auto components industries, 19% in the trucks segment, and 18% each in the passenger cars and two-wheelers segments. Chennai is fast emerging as a major export hub of cars for the Southeast Asian and South African markets. Chennai has the capacity to produce 1.35 million cars and 0.39 million commercial vehicles annually. Tamil Nadu's strong performance in the auto industry is because of the presence of skilled manpower with strong engineering capabilities. In April 2015, Hitachi Automotive established a facility for the production and sales of auto parts in the state of Tamil Nadu. The company invested US\$ 51.9 million for this project and the facility will be responsible for both domestic sales as well as exports.

Some of the key players

- • Ford Motor Company • Hyundai Motor India Ltd (HMIL) • Mitsubishi Motors Corporation • Ashok Leyland Greaves Cotton
- Tamil Nadu houses 80 automobile component manufacturers with a cumulative turnover of about US\$ 1.5 billion as of 2014- 15. Tamil Nadu is one of the largest tyre manufacturers in India and the state accounted for 40% share in the country's tyre production in 2014-15. In November 2014, the state government announced plans to boost the production capacity of vehicles in the state to 5 million by 2020. This vision is expected to generate five lakh employment opportunity and make Chennai, the capital city, one of the world's top five auto clusters. The policy envisages setting up of an exclusive auto city, India's first, to cater to the needs of both domestic and global auto manufacturers in component designing, prototyping and manufacturing. In partnership with India's CK Birla Group, a French-based automotive company PSA plans to invest US\$ 104.12 million for setting up a 100,000 units per annum car plant in Chennai. As of September 2017, PSA Peugeot is also expected to sign a memorandum of understanding (MoU) with the Government of Tamil Nadu with an investment of Rs 7,000 crore (US\$ 1.09 billion) into a auto manufacturing unit in the state.

Flanders – Focus Region



Flanders (Dutch: Vlaanderen [ˈvlaːndərə(n)] (listen), French: Flandre [flɑ̃dʁ], German: Flandern) is the Dutch-speaking northern portion of Belgium, although there are several overlapping definitions, including ones related to culture, language, politics and history. It is one of the communities, regions and language areas of Belgium. The demonym associated with Flanders is Fleming, while the corresponding adjective is Flemish. The official capital of Flanders is Brussels[1], although Brussels itself has an independent regional government, and the government of Flanders only oversees the community aspects of Brussels life such as (Flemish) culture and education.

In historical contexts, Flanders originally refers to the County of Flanders (Flandria), which around AD 1000 stretched from the Strait of Dover to the Scheldt estuary. The core of historical Flanders is situated within modern-day Flanders and corresponds to the provinces West Flanders and East Flanders, but it sometimes stretched into what is now France and the Netherlands. Nevertheless, during the 19th and 20th centuries it became increasingly commonplace to use the term "Flanders" to refer to the

entire Dutch-speaking part of Belgium, stretching all the way to the River Maas, as well as cultural movements such as Flemish art. In accordance with late 20th century Belgian state reforms the area was made into two political entities: the "Flemish Community" (Dutch: Vlaamse Gemeenschap) and the "Flemish Region" (Dutch: Vlaams Gewest). These entities were merged, although geographically the Flemish Community, which has a broader cultural mandate, covers Brussels, whereas the Flemish Region does not.

Flanders has figured prominently in European history. During the late Middle Ages, cities such as Ghent, Bruges, Antwerp and Brussels made it one of the richest and most urbanized parts of Europe, weaving the wool of neighbouring lands into cloth for both domestic use and export. As a consequence, a

very sophisticated culture developed, with impressive achievements in the arts and architecture, rivaling those of northern Italy. Belgium was one of the centres of the 19th century industrial revolution but Flanders was at first overtaken by French-speaking Wallonia. In the second half of the 20th century, however, Flanders' economy modernised rapidly, and today Flanders is significantly more wealthy than its southern counterpart and in general one of the wealthiest regions in Europe and the world.[2]

Geographically, Flanders is generally flat, and has a small section of coast on the North Sea. Much of Flanders is agriculturally fertile and densely populated, with a population density of almost 500 people per square kilometer (1,200 per square mile). It touches France to the west near the coast, and borders the Netherlands to the north and east, and Wallonia to the south. The Brussels Capital Region is an enclave within the Flemish Region. Flanders has exclaves of its own: Voeren in the east is between Wallonia and the Netherlands and Baarle-Hertog in the north consists of 22 exclaves surrounded by the Netherlands.



Glimpses of the Exhibition

Branding







Country Pavilions



Hong Kong



Japan





Korea



Tehran



Uzbekistan



Kyrgyzstan



Egypt





EEPC India



Atlas India



Defence Research and Development Organisation



Arjun MBT- Mk- II by DRDO



NSIC



Tech Pavilion



Department of Atomic Energy



IIT Madras, Chennai



ISRO



Department of Atomic Energy



Jadavpur University



Mahindra



CPDM, IISC



Department of Heavy Industry



Royal Enfield



Rashtriya Ispat Nigam Limited



SKODA



MSME Technology Centers



Future Automation Technologies



TVS King

State Pavilions



Haryana



Jharkhand



Karnataka



Tamil Nadu





Uttar Pradesh



West Bengal



India evening

Cultural Performance by local dance troupe and singer –Maalavika Sundar were truly engaging and entertaining



Mr Ravi Sehgal, Chairman, EEPC India



Mr Milan Hovorka, Czech Ambassador to India receiving a memento from Mr Ravi Sehgal, Chairman, EEPC India



Mr. Bhaskar Sarkar, Executive Director and Secretary, EEPIC India presenting memento to the Shehnai Players

Bharatnatyam Performance – and felicitation to the dancers by Mr Mahesh Desai, Sr Vice Chairman, EEPC India





Mr Mahesh Desai, Sr Vice Chairman, EEPC India, presenting a memento to the Bharatnatyam dancers



Maalavika Sundar and her group being presented a memento by Mr Ravi Sehgal, Chairman, Mr Bhaskar Sarkar, Executive Director and Secretary, and Mr Rakesh Shah, Former Chairman and Chairman of the Committee on Publicity, Exhibition and Delegation, EEPC India

Closing Ceremony of the Exhibition

The Closing Ceremony saw distribution of Awards. The Best Designed Pavilion Awards was received by Tamil Nadu and Haryana under State Category ; Under Overseas Exhibitors – The Czech Republic and Korea were rewarded; Under Indian Public Sector- DRDO was the winner and Indian Companies Greaves Cotton won as Large Enterprise and Atlas Machine Tools & Electronica Mechatronic Systems (India) Pvt. Ltd won it under Small Enterprise Category.



Mr Rakesh Shah, Former Chairman and Chairman of the Committee on Publicity Exhibition and Delegation, EEPC India wrapping up on Day 3 of the event. Left - Mr Aman Chadha, Former Chairman, EEPC India; Mr Ravi Sehgal, Chairman, EEPC India; Mr Mahesh K Desai, Sr Vice Chairman, EEPC India and Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India.



A special memento to Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India being presented by Mr Ravi Sehgal, Chairman, EEPC India and Mr Rakesh Shah, Former Chairman and Chairman of the Committee on Publicity Exhibition and Delegation, EEPC India. Mr Aman Chadha, Former Chairman, EEPC India; Mr Mahesh K Desai, Sr Vice Chairman, EEPC India are also present.



The Czech Republic and Korea Pavilions were joint winners of Best Designed Pavilion Award under Overseas Exhibitors Category. Ms Pallavi Saha, Sr Deputy Director, EEPC India receiving the certificate and award on their behalf.



Haryana and Tamil Nadu jointly winning the Best Designed Pavilion Award among Indian States Pavilions



DRDO receiving the Best Designed Pavilion Award among Indian Public Sector Pavilions



Greaves Cotton Ltd receiving the Best Designed Pavilion award among Indian Exhibitors under Large Enterprise Category



Feedback Analysis

01

267 participants submitted their feedback form by the last day of the show.

02

Publicity and advertising for the show was quite satisfactory as 67% of the participants in IESS VI were new comers.

03

194 respondents mentioned about the contacts made by them during the show that accounted to 10,671 with an average of around 55 contacts per participants. However, all of the 256 respondents did not categorize their contacts as new or old. As per the information provided by the participants, nearly 68% of the contacts were new and 15% were old while the rest 17% of the contacts were not categorized by the respondents.

04

Only a few of the participants mentioned about their instant orders booked and the amount of total order booked by them was US\$ 16,200.

05

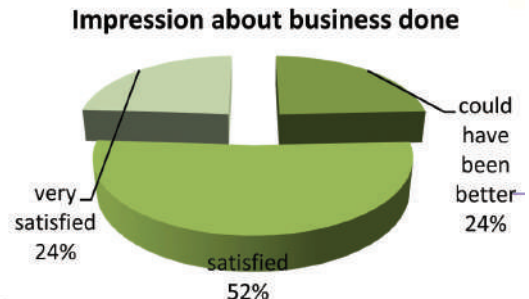
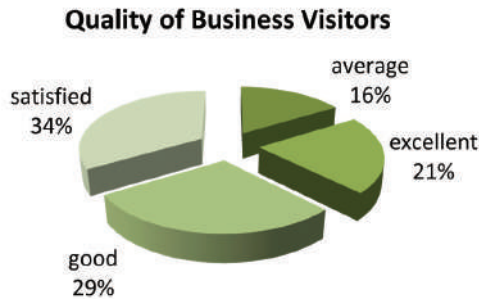
Again, a handful of the participants mentioned about the business contacts and enquiries generated by them during the show and only a few of them disclosed the amount of enquiries generated. These participants generated 355 enquiries during the show that are likely to generate future business and the enquiries generated by the respondents amounted to

06

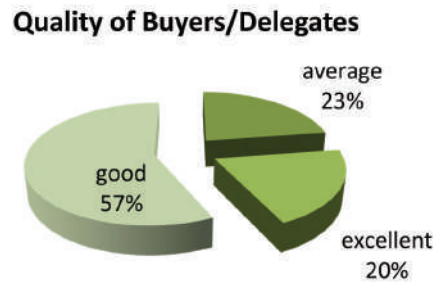
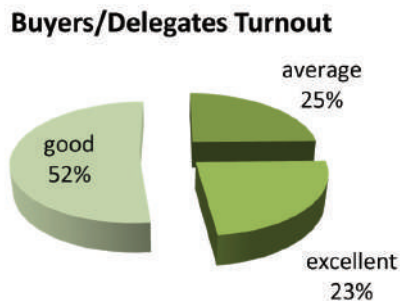
Nearly 37% of the respondents were able to identify/appoint their agent/distributor during the show around 59% answered in negative. Rest 4% did not comment on this issue.

Key Takeaways

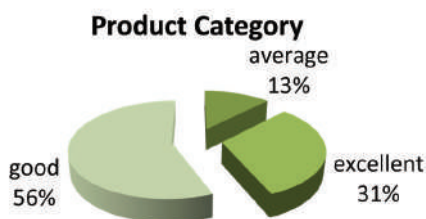
1. Quality of business visitors in IESS VII was excellent as 84% of the respondents viewed it as far better than average.



2. 76% of the participants were quite satisfied about the quality of business done in the show while only 24% of them expected better businesses.
3. Buyers/delegates turnout during the show was quite up to the mark as 75% of the reporting respondents found it as either excellent or good.

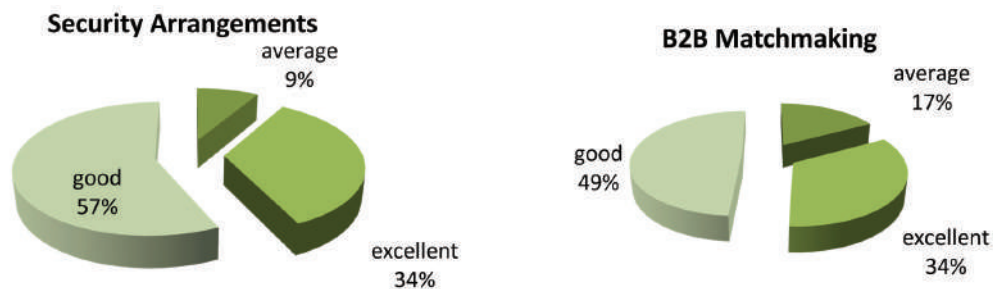


4. Quality of buyers also matched the expectation of the participants as 77% of the reporting respondents mentioned it as either excellent or good.
5. As per the respondents, category of the products exhibited was very much satisfactory as it was either excellent or good for 87% of the respondents.





6. Quality of the seminars and workshops were also quite satisfactory as per the respondent participants as 84% of them classified the seminars and workshops as either excellent or good.
7. Overall Security arrangement was quite good as 91% of the reporting participants categorized them as either good or excellent.



8. B2B sessions were quite effective and fruitful as 83% of the reporting exhibitors found the B2B sessions either good or excellent.
9. Information dissemination for the event was quite up to the mark as 83% viewed them as either good or excellent.
10. Precisely, 82% of the respondents reported that they were quite aware of the events and activities organized by EEPC India.
11. 96% of the reporting participants expressed their intention to participate in EEPC India events going forward. This essentially implies that quality of the overall exhibition was quite up to the mark.



Suggestions for further improvement by delegates

- Despite the fact that most of the participants were satisfied with the event, a few of the participants has suggested better designing of their stalls.
- Only a few of the participants suggested that organizers should have provided visitors' list to the exhibitors that would help them to find more businesses.
- A few of the respondents thought that B2B meeting could have been planned more efficiently.
- Some of the participants opined that drinking water facility and quality of food could have been better.

Publicity and Promotion

Pre – Event Publicity in India

A focussed publicity drive was carried out by EEPC INDIA all over the country in order to create awareness about the Council's. To mobilise participation, many seminars and road shows were organised all over the country. Besides this, other forums, conferences and exhibitions were also used as a channel to promote the exhibition and distribute the promotional literature on IESS VI . A dedicated website was created to facilitate online registration (www.iesshow.in)

Regional Roadshows



Eastern Region Roadshow



Northern Region Roadshow



Western Region Roadshow



Southern Region Roadshow



Promotional Literature for mobilisation of the Exhibition in India was done

Standee

Flyer

Under the aegis of Ministry of Commerce & Industry, Government of India

www.iesshow.in

ORGANISER **EPCINDIA** ENGINEERING THE FUTURE

IESS VII CHENNAI

International Engineering Sourcing Show VII
8-10 March 2018, Chennai Trade Centre, Chennai, India

PARTNER COUNTRY: the Czech Republic

Sectors: Subcontracting • Metal & Shop Floor • Industrial & Electrical Machinery • Transport Equipment & Components • Innovation & Technology

IESS – the smartest and biggest engineering expo in India!

IESS returns a second time to Chennai with Buyer-Seller Meets, Thematic Discussions, Bilateral Forums and Exclusive Country and State Sessions. IESS acts as a conduit between Indian and overseas engineering firms and showcases the latest technologies for buyers and sellers from around the world.

We thank you for your interest in International Engineering Sourcing Show VII (IESS VII). We list out our participation charges, payment method and the details of a display booth. We look forward to seeing you at IESS VII.

Participation charges for overseas exhibitors

Minimum area	Shell Scheme 9 sqm	Bare Space 36 sqm
Rate (US\$/sq m)	US\$250	US\$200

* 10% surcharge for corner location of Shell Scheme is chargeable
* Taxes as applicable

Payment terms

Pay through SWIFT transfer (please add USD50 per remittance to offset bank charges) or use a Payment Gateway.

Name of Bank: HDFC BANK LTD.
Branch: Central Plaza, 2/6, Sarat Bose Road, Kolkata 700 020
Branch Code: 0014
Account No.: 00148580000013
Beneficiary's Name: EPC INDIA
SWIFT Code: HDFCINBB3CAL

Display booth

The minimum size of a booth will be 9 sqm². The booth will have: One information counter • 1 discussion table • 3 chairs • One wastepaper basket • 3 spotlights • One electrical socket • carpet • basic.

* Special terms and conditions may apply for larger booths.
* Additional furniture can be got against extra payment.

Indian engineering moves FAST FORWARD with IESS VI in 2016

10,000 visitors, 100 speakers, 13 thematic brainstorming sessions, 500 overseas delegates from 100 nations and Russia as the Partner Country took IESS VI to a different league.

CONTACT: eepcho@eepcindia.net

Pod záštitou Ministerstva obchodu a průmyslu České republiky

www.iesshow.in

ORGANISER **EPCINDIA** ENGINEERING THE FUTURE

IESS VII CHENNAI

Mezinárodní výstava inženýrských zdrojů VII
8. – 10. března 2018, Chennai Trade Centre, Chennai, Indie

PARTNERSKÁ ZEMĚ: Česká republika

Odvětví: Subdodávky • Kovové dílenské podlahy • Průmyslová a elektrotechnická zařízení • Dopravní zařízení a komponenty • Inovace a technologie

IESS – NEJCHYTRĚJŠÍ A NEJVĚTŠÍ INŽENÝRSKÁ VÝSTAVA V INDIÍ

IESS se vrací podruhé do Chennai se setkáními kupců a prodávčů, tematickými diskusemi, bilaterálními fóry a exkluzivními posezeními země a států. IESS působí jako zprostředkovatel mezi indickými a zahraničními inženýrskými firmami a předvádí nejnovější technologie pro kupce a prodávče z celého světa.

Děkujeme za váš zájem o mezinárodní výstavu inženýrských zdrojů VII (IESS VII). Uvádíme účastnické poplatky, způsob platby a podrobnosti o výstavních stáncích. Těšíme se, že se uvidíme na IESS VII.

Účastnické poplatky zahraničních vystavovatelů

Minimální prostor	Výstavní stánek 9 m ²	Volný prostor 36 m ²
Sazba USD/m ²	USD 250	USD 250

* Za rohové umístění prodejního stánku se účtuje příplatek 10 %
* Aplikovatelné dane

Platební podmínky

Plateže SWIFT převodem (přidejte prosím 50 USD na úhradu bankovních poplatků), nebo použijte platební bránu.

Název banky: HDFC BANK LTD.
Pobočka: Central Plaza, 2/6, Sarat Bose Road, Kolkata 700 020
Branch kód: 0014
Účet č.: 00148580000013
Jméno/název příjemce: EPC INDIA SWIFT kód: HDFCINBB3CAL

Výstavní stánek

Minimální rozměr stánku bude 9 m². Stánek bude mít: Jeden informační pult • 1 diskusní stůl • 3 židle • 1 koš na papír • 3 bodové světla • 1 elektrickou zásuvku • koberec • čelní plocha.

* Na větší stánky se mohou vztahovat zvláštní podmínky.
* Za příplatek můžete dostat dodatečný nábytek.

CONTACT: eepcho@eepcindia.net

Czech translations of Flyer

www.iesshow.in

ORGANISER **EPCINDIA** ENGINEERING THE FUTURE

IESS VII CHENNAI

ইন্টারন্যাশনাল ইঞ্জিনিয়ারিং সোর্সিং শো
8-10 মার্চ 2018, চেন্নাই ট্রেড সেন্টার, চেন্নাই, ভারত

সহযোগী দেশ: চেক প্রিপাবলিক

ক্ষেত্র: টিকা • ধাতু ও দোকান ভল • শির ও বৈদ্যুতিক • পরিবহন সরঞ্জাম ও উপাদান • উদ্ভাবন ও প্রযুক্তি

ইন্টারন্যাশনাল ইঞ্জিনিয়ারিং সোর্সিং শো VII (IESS VII)-এর প্রতি বছর হাজার হাজার অংশগ্রহণকারী আসেন। আমরা তাদের উপস্থিতি উপভোগ করি।

বিদেশী প্রদর্শকদের অংশগ্রহণের মূল্য

সর্বনিম্ন ক্ষেত্র	শেল স্কিম ৯ বর্গ মিটার	খালি জায়গা ৩৬ বর্গ মিটার
হার (US\$/ বর্গ মিটার)	US \$ 250	US\$200

* কোর্নার অবস্থানের শেল স্কিমের জন্য 10% বেশি মূল্য প্রযোজ্য
* প্রযোজ্য কর

টাকা দেওয়ার শর্তাবলী

SWIFT ট্রান্সফারের মাধ্যমে টাকা দিয়ে করে প্রদর্শকদের অংশগ্রহণের মূল্য (প্লিজ অ্যাড ইউএসডি ৫০ প্রতি রেমিট্যান্সের জন্য ব্যাংক চার্জ অফসেট করতে)।

ব্যাংকের নাম: HDFC BANK LTD. (ইন্ডিয়া)
শাখা: Central Plaza, 2/6, Sarat Bose Road, Kolkata 700 020
শাখা কোড: 0014
আকাউন্ট নং: 00148580000013
প্রাপকের নাম: EPC INDIA
SWIFT কোড: HDFCINBB3CAL

প্রদর্শন ব্লক

ব্লকটির মিনিমাম সাইজ ৯ বর্গ মিটার।

ব্লকটিতে থাকবে: ১টি তথ্যকেন্দ্র টেবিল • ৩টি চেয়ার • ১টি বর্গাকার স্ট্রোক স্ট্রাকচার • ৩টি স্পটলাইট • ১টি বৈদ্যুতিক সকেট • কার্পেট • বেসিক।

* বড় ব্লকগুলির জন্য বিশেষ শর্তাবলী প্রযোজ্য হতে পারে।
* অতিরিক্ত ফার্নিচারের জন্য অতিরিক্ত প্রদর্শন করা যাবে।

2016-এর IESS VI-এর মাধ্যমে ভারতীয় কারিগরিবিদ্যা দ্রুত অগ্রসর হয়।

10,000 ভ্রমণী, 100 স্পিকার, 13 বিষয়কেন্দ্রিক ব্রেনস্ট্রামিং সেশন, 500 অংশগ্রহণকারী 100 দেশ এবং রাশিয়া সহ অংশগ্রহণকারী নিয়ে IESS VI-কে অন্যতম সফল ইভেন্ট করে তোলে।

যোগাযোগ: eepcho@eepcindia.net

Bengali translations of Flyer



Show Publicity in Chennai

Extensive promotional activities were undertaken so to draw the Chennai business community to the Show. 7000 leaflets were distributed in prominent locations in Chennai.

EEPC INDIA carried out an extensive publicity drive by releasing advertisements in the leading newspapers in prior to the exhibition, branding the exhibition area and publishing pre and in-show material with prominent EEPC INDIA branding.

Advertisements in Print Media

Extensive advertising campaign was undertaken in the local print media prior to the exhibition.

Advertisements about the exhibition were published in the following 33 newspapers all over India since November 2017 till the March 2018

MONTH	DATE	DAY	CITY	REGION	NEWSPAPER	INSERTION
November	13/11/2017	Monday	Chennai	Southern	Dinamalar	1
November	13/11/2017	Monday	Bengaluru	Southern	Udayavani	1
November	13/11/2017	Monday	Ludhiana	Northern	Dainik Jagran	1
November	14/11/2017	Tuesday	Coimbatore	Southern	Deccan Chronicle	1
November	14/11/2017	Tuesday	Chennai	Southern	Dinamani	1
November	14/11/2017	Tuesday	Mumbai	Western	The Hindu Business Line	1
November	15/11/2017	Wednesday	Chennai	Southern	The Hindu Business Line	1
November	20/11/2017	Monday	Chennai	Southern	Dinamani	1
November	20/11/2017	Monday	Hyderabad	Southern	Hyderabad Mirror	1
November	20/11/2017	Monday	Bengaluru	Southern	Kannada Prabha	1
November	20/11/2017	Monday	Ludhiana	Northern	Dainik Jagran	1
November	20/11/2017	Monday	Mumbai	Western	Mint	1
November	21/11/2017	Tuesday	Coimbatore	Southern	The Hindu	1
November	21/11/2017	Tuesday	Chennai	Southern	The New Indian Express	1
November	21/11/2017	Tuesday	Ahmedabad	Western	Ahmedabad Mirror	1

November	27/11/2017	Monday	Chennai	Southern	The Hindu	1
November	27/11/2017	Monday	Ludhiana	Northern	Dainik Bhaskar	1
November	28/11/2017	Tuesday	Chennai	Southern	Dinamani	1
November	29/11/2017	Wednesday	Chennai	Southern	The New Indian Express	1
December	4/12/2017	Monday	Chennai	Southern	Dinamani	1
December	4/12/2017	Monday	Hyderabad	Southern	The Economic Times	1
December	4/12/2017	Monday	Bengaluru	Southern	Kannada Prabha	1
December	4/12/2017	Monday	Jalandhar	Northern	Dainik Bhaskar	1
December	5/12/2017	Tuesday	Mumbai	Western	Financial Express	1
December	5/12/2017	Tuesday	Coimbatore	Southern	The Hindu	1
December	5/12/2017	Tuesday	Chennai	Southern	The New Indian Express	1
December	6/12/2017	Wednesday	Chennai	Southern	Financial Express	1
December	11/12/2017	Monday	Chennai	Southern	Economic Times	1
December	11/12/2017	Monday	Bengaluru	Southern	Economic Times	1
December	11/12/2017	Monday	Delhi	Northern	Mint	1
December	12/12/2017	Tuesday	Chennai	Southern	Dinamani	1
December	12/12/2017	Tuesday	Mumbai	Western	Mid Day	1
December	13/12/2017	Wednesday	Chennai	Southern	Dinamalar	1
December	13/12/2018	Wednesday	Jalandhar	Northern	Dainik Bhaskar	1
December	18/12/2017	Monday	Chennai	Southern	Dinamalar	1
December	18/12/2017	Monday	Bengaluru	Southern	Udayavani	1
December	18/12/2017	Monday	Lucknow	Northern	Lucknow Times	1
December	18/12/2017	Monday	Jamshedpur	Eastern	Prabhat Khabar	1
December	19/12/2017	Tuesday	Mumbai	Western	Financial Express	1
December	19/12/2017	Tuesday	Coimbatore	Southern	Deccan Chronicle	1
December	19/12/2017	Tuesday	Chennai	Southern	The New Indian Express	1
December	20/12/2017	Wednesday	Chennai	Southern	Economic Times	1



January	8/1/2018	Monday	Chennai	Southern	The Hindu	1
January	8/1/2018	Monday	Chennai	Southern	Dinakaran	1
January	8/1/2018	Monday	Coimbatore	Southern	Dinakaran	1
January	8/1/2018	Monday	Lucknow	Northern	Rashtriya Sahara	1
January	9/1/2018	Tuesday	Bengaluru	Southern	Economic Times	1
January	9/1/2018	Tuesday	Chennai	Southern	Dinamani	1
January	10/1/2018	Wednesday	Chennai	Southern	Economic Times	1
January	11/1/2018	Wednesday	Mumbai	Western	Financial Express	1
January	15/1/2018	Monday	Delhi	Northern	The Economic Times	1
January	15/1/2018	Monday	Mumbai	Western	The Business Standard	1
January	16/1/2018	Tuesday	Bhubaneshwar	Eastern	The Pioneer	1
January	16/1/2018	Tuesday	Jaipur	Northern	Jagruk Times	1
January	17/1/2018	Wednesday	Chennai	Southern	Dinamani	1
January	17/1/2018	Wednesday	Bengaluru	Southern	Economic Times	1
January	18/1/2018	Thursday	Chennai	Southern	Economic Times	1
January	22/1/2018	Monday	Chennai	Southern	Deccan Chronicle	1
January	22/1/2018	Monday	Hyderabad	Southern	Hindu	1
January	23/1/2018	Tuesday	Chennai	Southern	Dinamalar	1
January	23/1/2018	Tuesday	Mumbai	Western	Economic Times	1
January	24/1/2018	Wednesday	Lucknow	Northern	Pioneer	1
January	24/1/2018	Wednesday	Chennai	Southern	Economic Times	1
January	25/1/2018	Thursday	Chennai	Southern	The Hindu Business Line	1
January	29/1/2018	Monday	Chennai	Southern	Dinakaran	1
January	29/1/2018	Monday	Bengaluru	Southern	Hindu	1
January	29/1/2018	Monday	Delhi	Northern	The Business Standard	1
January	30/1/2018	Tuesday	Chennai	Southern	Dinamalar	1
January	30/1/2018	Tuesday	Mumbai	Western	Financial Express	1

January	30/1/2018	Tuesday	Jaipur	Northern	Jagruk Times	1
January	31/1/2018	Wednesday	Lucknow	Northern	Rashtriya Sahara	1
January	31/1/2018	Wednesday	Chennai	Southern	Dinamani	1
February	1/2/2018	Thursday	Chennai	Southern	The Hindu Business Line	1
February	5/2/2018	Monday	Mumbai	Western	The Business Standard	1
February	5/2/2018	Monday	Jalandhar	Northern	Dainik Bhaskar	1
February	5/2/2018	Monday	Delhi	Northern	Delhi Tribune	1
February	6/2/2018	Tuesday	Chennai	Southern	Dinamalar	1
February	6/2/2018	Tuesday	Bengaluru	Southern	Deccan Herald	1
February	7/2/2018	Wednesday	Chennai	Southern	Dinamani	1
February	8/2/2018	Thursday	Chennai	Southern	Financial Express	1
February	12/2/2018	Monday	Chennai	Southern	Dinamani	1
February	12/2/2018	Monday	Lucknow	Northern	Pioneer	1
February	12/2/2018	Monday	Bengaluru	Southern	Hindu	1
February	12/2/2018	Monday	Hyderabad	Southern	The Hindu Business Line	1
February	13/2/2018	Tuesday	Jalandhar	Northern	Dainik Bhaskar	1
February	13/2/2018	Tuesday	Chennai	Southern	Deccan Chronicle	1
February	13/2/2018	Tuesday	Delhi	Northern	The Business Standard	1
February	14/2/2018	Wednesday	Chennai	Southern	Dinamalar	1
February	14/2/2018	Wednesday	Chennai	Southern	The Hindu Business Line	1
February	14/2/2018	Wednesday	Chennai	Southern	Business Standard	1
February	15/2/2018	Thursday	Chennai	Southern	Financial Chronicle	1
February	16/2/2018	Friday	Chennai	Southern	The Hindu (TAMIL)	1
February	19/2/2018	Monday	Chennai	Southern	Dinakaran	1
February	19/2/2018	Monday	Chennai	Southern	Deccan Chronicle	1
February	19/2/2018	Monday	Hyderabad	Southern	The Business Standard	1
February	20/2/2018	Tuesday	Chennai	Southern	The Hindu Business Line	1
February	20/2/2018	Tuesday	Delhi	Northern	Pioneer	1
February	21/2/2018	Wednesday	Bengaluru	Southern	The Business Standard	1



February	21/2/2018	Wednesday	Chennai	Southern	Dinamani	1
February	22/2/2018	Thursday	Chennai	Southern	Financial Chronicle	1
February	23/2/2018	Wednesday	Chennai	Southern	The Business Standard	1
February	26/2/2018	Monday	Chennai	Southern	The Hindu	1
February	26/2/2018	Monday	Chennai	Southern	Dinakaran	1
February	26/2/2018	Monday	Coimbatore	Southern	Dinakaran	1
February	26/2/2018	Monday	Jalandhar	Northern	Dainik Bhaskar	1
February	26/2/2018	Monday	Lucknow	Northern	Rashtriya Sahara	1
February	26/2/2018	Monday	Delhi	Northern	Delhi Tribune	1
February	27/2/2018	Tuesday	Chennai	Southern	Deccan Chronicle	1
February	27/2/2018	Tuesday	Chennai	Southern	Dinamani	1
February	27/2/2018	Tuesday	Kolkata	Eastern	The Business Standard	1
February	27/2/2018	Tuesday	Chennai	Southern	The Business Standard	1
February	28 /2/2018	Wednesday	Chennai	Southern	Thanthi	1
March	1/3/2018	Thursday	Chennai	Southern	The Hindu (TAMIL)	1
March	2/3/2018	Friday	Chennai	Southern	The Hindu Business Line	1
March	3/3/2018	Saturday	Chennai	Southern	The Hindu	1
March	5/3/2018	Monday	Chennai	Southern	The Hindu	1
March	5/3/2018	Monday	Chennai	Southern	Thanthi	1
March	6/3/2018	Tuesday	Chennai	Southern	Dinakaran	1
March	6/3/2018	Tuesday	Chennai	Southern	Deccan Chronicle	1
March	7/3/2018	Wednesday	Chennai	Southern	The Hindu	1
March	7/3/2018	Wednesday	Chennai	Southern	Dinakaran	1
March	7/3/2018	Wednesday	Chennai	Southern	Deccan Chronicle	1
March	7/3/2018	Wednesday	Chennai	Southern	Dinamani	1
March	7/3/2018	Wednesday	Chennai	Southern	The Business Standard	1

March	7/3/2018	Wednesday	Chennai	Southern	Thanthi	1
March	8/3/2018	Thursday	Chennai	Southern	The Hindu	1
March	8/3/2018	Thursday	Chennai	Southern	Dinakaran	1
March	8/3/2018	Thursday	Chennai	Southern	Deccan Chronicle	1
March	8/3/2018	Thursday	Chennai	Southern	Dinamani	1
March	8/3/2018	Thursday	Chennai	Southern	The Business Standard	1
March	8/3/2018	Thursday	Chennai	Southern	Thanthi	1
March	9/3/2018	Friday	Chennai	Southern	The Hindu	1
March	9/3/2018	Friday	Chennai	Southern	Dinamani	1
March	9/3/2018	Friday	Chennai	Southern	The Business Standard	1
March	9/3/2018	Friday	Chennai	Southern	Thanthi	1
March	10/3/2018	Saturday	Chennai	Southern	Dinakaran	1
March	10/3/2018	Saturday	Chennai	Southern	Deccan Chronicle	1



External publicity



Airport

Billboards were displayed at strategic locations in the Chennai city to attract visitors. Besides this, standees were placed in leading hotels and other Trade Associations.

EEPC INDIA carried out an extensive publicity drive through Electronic Media which helped mobilising participation and also spreading the word 'IESS'

Billboards Out





EEPC Mitra Bot

Participation by BARC, ISRO, Jadavpur University, DRDO, DHI, AIA, ERDA, CMERI, CMTI, ARCI, IIS, ARAI, ISRO, NRDC, MSME

www.lessshow.in

less VII CHENNAI
International Engineering Sourcing Show

PARTNER COUNTRY 2018
Czech Republic
MINISTRY OF EDUCATION AND SCIENCE OF THE CZECH REPUBLIC

ORGANISER
EEPCINDIA
ENGINEERING THE FUTURE

International Engineering Sourcing Show

8 9 10 March 2018, 10 a.m.-6 p.m. Chennai Trade Centre

SPECIAL ATTRACTIONS

INDIA SUBCONTRACTING EXPO 2018

TECHNOLOGY PAVILION

THEMATIC SEMINARS & GLOBAL SOURCING MEETS

ENTRY FREE





















Logistics Partner
DHL

Knowledge Partner
ISB

Bus Shelter



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In-Show Publicity

A four page handout was prepared in English with names and product photographs of all the exhibitors and the same was given to all the visitors of IESS. The detailed profile of Indian exhibitors along with the contact information and company/product details was distributed in a book form among all the visitors. EEPC INDIA's introductory booklet was also distributed in giving an overview of the activities of the Council.



Exhibitors' Directory



le2



Best Pavilion Certificate



Participation Certificate



Business Cards



Lapel pin



Jute bag

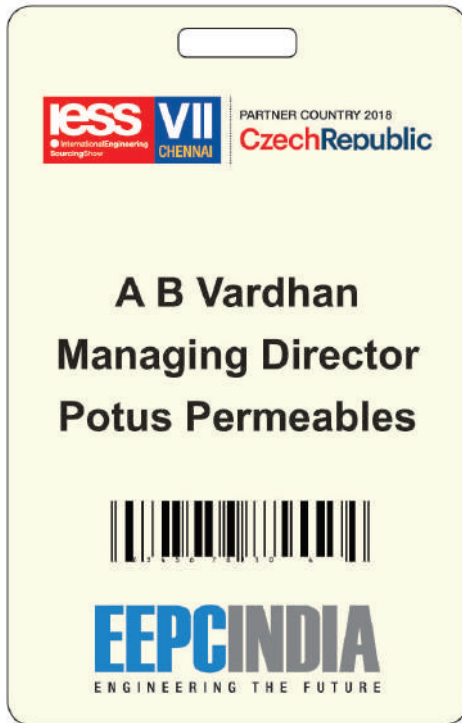
Non Jute Bags



Lunch Coupon



Sun TV Banner



Badge



Shirt



Luggage Tag



Coffe Mugs



Show Daily

www.iesshow.in

ies VII CHENNAI
International Engineering Sourcing Show

NEWS

THE OFFICIAL DAILY NEWSPAPER OF IESS VII
8-10 MARCH, 2018 - CHENNAI TRADE CENTRE, CHENNAI

DAY 1
THURSDAY, 8 MARCH 2018

CREATING SYNERGY
IESS VII 2018: Trading Stronger Business Bonds

The 7th edition of International Engineering Sourcing Show, IESS 2018 is today opening its gates to the visitors eager to witness engineering marvels from across the globe. Honoring the Czech Republic as its Partner Country, the 3-day manufacturing extravaganza, apart from raising the brand value of Indian engineering as its prime objective, also aims at forming strong bilateral trade ties between India and Czech by encouraging the business communities of the two nations explore potential opportunities in already identified sectors.



IESB aims to be instrumental in the strengthening of India's business ties with the Czech Republic, which dates back to early twentieth century with Czech Firm being the first European trader.

which business ties with the Czech Republic date back to early twentieth century with Czech Firm being the first European trader. This era of trade relations paved the way for the development of engineering and manufacturing sectors in both countries. The Czech Republic, an emerging industrial power, has been a significant partner of India in the field of energy, machinery, and other sectors. Over the years, the two nations have established a strong relationship, with the Czech Republic being a major supplier of industrial machinery to India. The IESS 2018 event is a testament to the growing trade ties between the two nations, as it provides a platform for Indian and Czech companies to explore potential opportunities in already identified sectors.

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www.iesshow.in

ies VII CHENNAI
International Engineering Sourcing Show

NEWS

THE OFFICIAL DAILY NEWSPAPER OF IESS VII
8-10 MARCH, 2018 - CHENNAI TRADE CENTRE, CHENNAI

DAY 2
FRIDAY, 9 MARCH 2018

GETTING FUTURE-READY
IESS VII 2018 Kicks off at Chennai

An inaugural ceremony marked the unveiling of the much-awaited premium engineering event, International Engineering Sourcing Show (IESB) 2018 in the presence of an august gathering comprising those related to manufacturing and allied industries.



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DAY 2
SATURDAY, 10 MARCH 2018

BUYER-SELLER MEET
Facilitating Business

IESB 2018 has created a robust platform for the Indian MSMEs keen on tapping global supply opportunities.



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Invitation Card



3 Day Programme Booklet



Concept Note



Mobile Van



Press & Media

A well planned sensitization of media in India specially in SR was done through circulation of various topical releases with IESS VII element in it .

Excitement is brewing in Chennai as India all set to showcase its Auto Sector to Egypt

About 12 leading Indian automobile component makers which form part of the global supply chain for the majors like Toyota, Mitsubishi, Nissan and Isuzu, would be converging at Cairo, Egypt between December 10 and 12, and showcasing India's OEM capabilities at the 'Autotech 2017' exposition, and scout for Egyptian and North African markets, under the aegis of EEPC India.

The Autotech 2017 in its 24th edition is expected to attract over 300 Exhibition brands, 5000 Qualified Visitors even as six new Product Sectors are added to the largest and most comprehensive trade show for the auto aftermarket industry. "Our participation in the prestigious exposition would further cement India's ties with Egypt and the entire North Africa," said Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India.

The Indian auto-components industry is set to become the third largest in the world by 2025, expected to grow by 8-10 per cent in FY 2017-18. Higher localization by Original Equipment Manufacturers (OEM), higher component content per vehicle, and rising exports from India would be the key growth drivers for the industry which is projected to register a turnover of US\$ 100 billion by 2020.

By 2026, exports of these products are likely to range between US\$ 80- US\$ 100 billion.

"Autotech provides the platform to connect with top decision makers specialised in automobile spare parts, accessories, motorcar workshops, service station equipment and feeding industries. Over the three days, Autotech will unite 5,000+ trade professionals from the auto aftermarket industry with carefully selected exhibiting suppliers and solution providers".

Auto Components is also one of the focus sectors at this year's IESS which is getting ready for its 7th edition to be held during March 2018 in Chennai. IESS VII with its booty of exhibitions of 'Future Ready Technology Companies', 'Vendor Development Programmes', 'B2B Sessions with Hosted Buyer Programme', 'Global Sourcing Seminars', 'Partner Country- Bilateral Forum' is expecting 400 Exhibitors, over 500 Overseas Buyers and 10,000 Trade Visitors.

Autotech 2017 opens in Egypt

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Toyota, Mitsubishi, Nissan and Isuzu to be showcasing India's OEM capabilities at the 'Autotech 2017' exposition, Cairo, Egypt

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Egypt Autotech to showcase Indian OEM capabilities: EEPC

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Engineering Service Outsourcing (ESO) – A Huge Opportunity for India; Skill Gap a Potential Pitfall

The Author is EEPC India Executive Director and Secretary, Mr B Sarkar

After the IT and BPO revolution, there is a huge opportunity for India in the Engineering Services Outsourcing (ESO) market. Recent trends suggest that ESO is witnessing significant growth and has matured to include a wide range of products and services. Significantly for India, global trends suggest that the ESO market is shifting from developed to developing markets, there by opening the market for domestic players. India's cost-effective ecosystem and availability of young talent and skilled labor has made it the preferred choice in the ESO market. We now see a big shift as, global manufacturers especially in the automobile and aerospace verticals are looking at India as their outsourcing engineering service providers. Globally the Engineering Services market is estimated at around US \$990 Billion per year out of which US\$ 50-55 billion is currently being outsourced. Currently India accounts for around 18% of this market. The country is expected to capture around 40 percent of the global ESO business by 2020, generating a market value of about US\$ 50 to 60 billion.

Today ESO is not just restricted to Research and development and product design, the market has grown to accommodate several aspects of the manufacturing process ranging from conceptualization and design to final product development. For India to achieve the projected 2020 figures and capture% of the market, it is vital for the country to reengineer its educational system. Currently India has the single largest pool of engineering talent (28%) (more than Russia (11%) and China (10%) combined) among the emerging countries but a sizable proportion of Indian engineers do not have the required skillset to succeed in the ESO market. Despite the number of engineering graduates being added to the work force every year, we will not have the specialized skillset to meet the anticipated demand by 2020. The country needs to expedite reforms in the educational sector, invest in physical infrastructure and promote synergy between academia and industry. As opposed to the service industry, ESO is closely connected to manufacturing an area where the country lags the rest of the world. Without significantly enhancing our manufacturing capabilities, India will not be able to capitalize on the opportunity ahead. It is estimated that by 2020, India will need over 350,000 employable engineers to truly have the talent pool required to capture and maintain a sizable proportion of the ESO market. Industry 4.0 mandates that engineers have an excellent base in engineering fundamentals and a profound understanding of Hi-tech/Telecom, computer science, electronics and electrical engineering. At a time when disruption is the norm the country will need to stay ahead of the curve and anticipate potential pitfalls and adapt to them rather than being reactive.



Chabahar port, a feather in India's cap: EEPIC

Chennai, Dec 28: The inauguration of the first phase of Chabahar Port on the 3rd December 2017 broadened India's trade horizon in Western, Central Asia and Beyond. The strategically located port on the Gulf of Oman could serve as the fulcrum of India's connectivity ambitions with CIS countries, Afghanistan, Russia and Europe through its proposed future

integration with the multi mode transport network INSTC (International North South Transport Corridor). India-Iran- Afghanistan MoU and plans have committed at least \$21bn to Chabahar-Hajigak corridor, including \$85m for Chabahar port development by India, \$150m line of credit by India to Iran, \$8bn India-Iran MoU for Indian industrial investment

in Chabahar Special Economic Zone, \$11-billion Hajigak iron and steel mining project awarded to seven Indian companies in central Afghanistan, and India's \$2bn commitment to Afghanistan for developing supporting infrastructure including the Chabahar-Hajigaj railway, with potential for several times more trade via connectivity to 7,200-km-

long multi-mode North-South Transport Corridor (INSTC) connecting to Europe and Turkey. International Engineering Sourcing Show -IESS- the Annual Show of EEPIC India, which is getting ready with its 7th edition scheduled this March in 2018 would expect more delegations from these countries from Western, Central Asia .

இந்தியாவின் ஏற்றுமதி எல்லையை விரிவுபடுத்தும் துறைமுகம்
 2017 டிசம்பரில் ச்சபாஹர் துறைமுகத்தின் முதல் கட்ட தொடக்கம் இந்தியாவின் வர்த்தக எல்லையை மேற்கு, மத்திய ஆசியா மற்றும் அழைக்கும் கடந்து விரிவுபடுத்தியிருக்கிறது. ஒமன் வளைகுடாவில் உத்திர்தியாக அமைந்திருக்கும் இந்த துறைமுகம் அதன் உத்தேசிக்கப்பட்டிருக்கும் INSTC (சர்வதேச வடக்கு தெற்கு போக்குவரத்து இடைவழி) பல்முனை போக்குவரத்து வலையமைப்பு மூலம் ஆப்கானிஸ்தான், ரஷியா மற்றும் CIS நாடுகளுடன் இந்தியாவின் இணைப்புத் தொடர்பு குறிக்கோள்களின் ஆதாரமாக திகழக்கூடும். இந்தியாவால் ச்சபாஹர் துறைமுகம் உருவாக்கத்திற்கு \$85 மில்லியன் ஈரானுக்கு இந்தியா \$150 மில்லியன் கடன் வழங்கல், ச்சபாஹர் சிறப்பு பொருளாதார மண்டலத்தில் இந்திய தொழில் முதலீட்டிற்கு ஈரானுக்கு இந்தியா \$8 பில்லியன் வழங்குவதற்கு புரிந்துணர்வு ஒப்பந்தம், மத்திய ஆப்கானிஸ்தானில் \$11 பில்லியன் ஹாஜிகாக் இரும்பு மற்றும் எஃகு தோண்டும் காங்க்ரீட்டின்மீட்டம் இந்தியாவைச் சேர்ந்த ஏழு நிறுவனங்களுக்கு வழங்கப்பட்டிருப்பது மற்றும் ஐரோப்பா மற்றும் துருக்கியை இணைக்கும் 7,200 கி.மீ. நீள தூரம் உள்ள வடக்கு-தெற்கு பல்முனை போக்குவரத்து இடைவழி மூலம் பலமடங்கு வர்த்தகத் திறன் உள்ள ச்சபாஹர் ஹாஜிகாக் ரெயில்வே உள்ளிட்ட உள்ளகட்டமைப்பை உருவாக்குவதற்கு ஆப்கானிஸ்தானுக்கு \$2 பில்லியன் இந்தியா உறுதியளித்திருப்பது என ச்சபாஹர் ஹாஜிகாக் இடைவழிக்கு குறைந்தபட்சம் \$21 பில்லியன் அமெரிக்க டாலரை இந்தியா ஈரான் ஆப்கானிஸ்தான் புரிந்துணர்வு ஒப்பந்தமும் மற்றும் திட்டங்களும் ஆராய்வித்துக் கொண்டுள்ளன. வர்த்தகம் மற்றும் தொழில்நுட்ப அமைச்சகத்தால் ஸ்பான்சர் செய்யப்பட்டிருக்கும் இந்திய பொறியியல் துறைக்கான முதன்மை வர்த்தகம் மற்றும் முதலீடு வளர்ச்சி நிறுவனமான EEPIC இந்தியா இதை பெரிதும் வரவேற்றுள்ளது என்று EEPIC இந்திய செயல் இயக்குனர் மற்றும் செயலாளர் பாஸ்கர் சர்கார் கூறினார்.

இந்தியாவின் ஏற்றுமதி எல்லையை விரிவுபடுத்தும் ஈரான் ச்சபாஹர் துறைமுகம்

சென்னை ஒமன் வளைகுடாவில் அமைந்திருக்கும் ச்சபாஹர் துறைமுகத்தின் முதல் கட்ட தொடக்கம் இந்தியாவின் வர்த்தக எல்லையை மேற்கு பகுதியில் மத்திய ஆசியா மற்றும் அழைக்கும் கடந்து விரிவுபடுத்தியிருக்கிறது. பல்முனை போக்குவரத்து வலையமைப்பு மூலம் ஆப்கானிஸ்தான், ரஷியா மற்றும் CIS நாடுகளுடன் இந்தியாவின் இணைப்புத் தொடர்பு குறிக்கோள்களின் ஆதாரமாகத் துறைமுகம் அமைப்ப உள்ளது. இந்தியாவால் ச்சபாஹர் துறைமுகம் உருவாக்கத்திற்கு \$85 மில்லியன் ஈரானுக்கு இந்தியா \$150 மில்லியன் கடன் வழங்கல், ச்சபாஹர் சிறப்பு பொருளாதார மண்டலத்தில் இந்திய தொழில் முதலீட்டிற்கு ஈரானுக்கு இந்தியா \$8 பில்லியன் வழங்குவதற்கு புரிந்துணர்வு ஒப்பந்தம், மத்திய ஆப்கானிஸ்தானில் \$11 பில்லியன் ஹாஜிகாக் இரும்பு மற்றும் எஃகு தோண்டும் காங்க்ரீட்டின்மீட்டம் இந்தியாவைச் சேர்ந்த ஏழு நிறுவனங்களுக்கு வழங்கப்பட்டிருப்பது மற்றும் ஐரோப்பா மற்றும் துருக்கியை இணைக்கும் 7,200 கி.மீ. நீள தூரம் உள்ள வடக்கு-தெற்கு பல்முனை போக்குவரத்து இடைவழி (INSTC) மூலம் பலமடங்கு வர்த்தகத் திறன் உள்ள ச்சபாஹர் - ஹாஜிகாக் ரயில்வே உள்ளிட்ட உள்ளகட்டமைப்பை உருவாக்குவதற்கு

ஆப்கானிஸ்தானுக்கு \$2 பில்லியன் இந்தியா உறுதியளித்திருப்பது என ச்சபாஹர் துறைமுகத்தின் \$21 பில்லியன் அமெரிக்க டாலரை இந்தியா - ஈரான் ஆப்கானிஸ்தான் புரிந்துணர்வு ஒப்பந்தமும் மற்றும் திட்டங்களும் அர்ப்பணித்துக்கொண்டுள்ளன. இதுகுறித்து EEPIC இந்திய செயல் இயக்குனர் மற்றும் செயலாளர் பாஸ்கர் சர்கார் தெரிவிக்கையில் ஆண்டுக்கு நடப்பு 2.5 பில்லியன்லிருந்து 12.5 பில்லியன் டன்களுக்கு விரிவுபடுத்துவதற்குரிய திட்டங்கள் கொண்டுவரக்கூடிய ச்சபாஹருக்கு உயர் திறன் இருப்பதாலும் மற்றும் இது இந்தியா மற்றும் ஐரோப்பாவைக் இணைப்பும் 700 பில்லியன் டாலர் அளவுக்கு வர்த்தகத்தை பெருக்கக்கூடும் என்பதாலும் ச்சபாஹர் துறைமுகத்தை INSTCயின் ஒருங்கிணைப்பிற்கு ஒரு நீண்டகாலத்திட்டம் உள்ளது எனலா துறைமுகத்திற்கும் ச்சபாஹர் துறைமுகத்திற்கும் இணைப்பு உள்ள தூரம் பகுடெல்லிக்கும் முன்பைக்கும் இணைப்பு என்பதால் இது முதலில் ஈரானுக்கு மிகவும் விரைவாக சரக்குகளை எடுத்துச் செல்வதற்கும் மற்றும் அதற்குப் பின்னர் ஒரு புதிய பாய் மற்றும் சாலை இணைப்பு மூலம் ஆப்கானிஸ்தான் மற்றும் ரஷியாவுக்கு எடுத்துச் செல்வதற்கும் இது உதவும் என்றார்.

Iran's Chabahar Port broadens India's Export horizon

CHENNAI, DEC 29 The inauguration of the first phase of Chabahar Port on the 3rd December 2017 broadened India's trade horizon in Western, Central Asia and beyond. The strategically located port on the Gulf of Oman could serve as the fulcrum of India's connectivity ambitions with CIS countries, Afghanistan, Russia and Europe through its proposed future integration with the multi mode transport network INSTC (International North South Transport Corridor).

India-Iran-Afghanistan MoU and plans have committed at least \$21bn to Chabahar-Hajigak corridor, including \$85m for Chabahar port development by India, \$150m line of credit by India to Iran, \$8bn India-Iran MoU for Indian industrial investment in Chabahar Special Economic Zone, \$11-billion Hajigak iron and steel mining project awarded to seven Indian companies in central Afghanistan, and

India's \$2bn commitment to Afghanistan for developing supporting infrastructure including the Chabahar-Hajigak railway, with potential for several times more trade via connectivity to 7,200-km-long multi-mode North-South Transport Corridor (INSTC) connecting to Europe and Turkey.

EEPC India, the premier trade and investment promotion organization for the Indian engineering sector, which is sponsored by the Ministry of Commerce and Industry welcomed the development stating -Indian engineering export trade was in desperate need of a reliable transit point in its international trade route. The opening of the Chabahar port in Iran gives India a strategic depth and opens Afghanistan, Russia and other CIS Nations to us. There is a long term plan to integrate Chabahar port with the INSTC, as Chabahar has high capacity with plans to expand from the current 2.5 million

to 12.5 million tons annually which could boost trade to \$170 billion between India and Eurasia. "The distance between Kandla and the Chabahar port is less than the distance between New Delhi and Mumbai, and so this would enable us quick movement of goods first to Iran and then onwards to Afghanistan and Russia through a new rail and road link," Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India explained

International Engineering Sourcing Show -IESS- the Annual Show of EEPC India, which is getting ready with its 7th edition scheduled this March in 2018 would expect more delegations from these countries from Western, Central Asia. The Vth edition saw representatives from 100 Nations partaking at the biggest Indian Engineering Extravaganza. This year The Czech Republic is the partner country, Flanders from Belgium is the focus region.

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ஏற்றுமதி எல்லையை விரிவுபடுத்தும் துறைமுகம்

சென்னை, 12.28.2017 டிசம்பரில் இச்சபாஹர் துறைமுகத்தின் முதல் கட்ட தொடக்கம் இந்தியாவின் வர்த்தக எல்லையை மேற்கு, மத்திய ஆசியா மற்றும் அதையும் கடந்து விரிவுபடுத்தியிருக்கிறது.

ஓமன் வளைகுடாவில் உத்திரியாக அமைந்திருக்கும் இந்த துறைமுகம் அதன் உத்தேசிக்கப்பட்டிருக்கும் INSTC (சர்வதேச வடக்கு, தெற்கு போக்குவரத்து இடைவழி) பல்முனை போக்குவரத்து வலையமைப்பு மூலம் ஆப்கானிஸ்தான், ரஷ்யா, மற்றும் CIS நாடுகளுடன் இந்தியாவின் இணைப்புத் தொடர்பு குறிக்கோள்களின் ஆதாரமாகத் திகழக்கூடும்.

வர்த்தகம் மற்றும் தொழில் துறை அமைச்சகத்தால் ஸ்பான்சர்

செய்யப்பட்டிருக்கும் இந்திய பொறியியல் துறைக்கான முதன்மை வர்த்தகம் மற்றும் முதலீடு வளர்ச்சி நிறுவமான EEPCINDIA இதை வரவேற்று உள்ளது. கண்டலா துறைமுகத்திற்கும் மற்றும் இச்சபாஹர் துறைமுகத்திற்கும் இடையே உள்ள தூரம் புதுடிவிலக்கும், மும்பைக்கும் இடையே உள்ள தூரத்தை விட குறைவு என்பதால் இது முதலிய ஈராணுக்கு மிகவும் விரைவாக சரக்குகளை எடுத்து செல்வதற்கும் மற்றும் அதற்குப் பிறகு ஒரு புதிய ரயில் மற்றும் சாலை இணைப்பு மூலம் ஆப்கானிஸ்தான் மற்றும் ரஷ்யாவுக்கு எடுத்துச் செல்வதற்கும் இது உதவும் என்று EEPC இந்தியா செயல் இயக்குநர் பாஸ்கர் சர்கார் தெரிவித்துள்ளார்.

Govt should address inflation concerns of RBI: EEPC

Chennai, Feb 9: RBI's inflation outlook which is on the higher side, is very much a matter of concerns for the exporters as the prices of raw material like steel for the manufactured exports have run up excessively, hitting the competitive advance of the Indian shipments, said EEPC India Chairman Ravi Sehgal.

"While the RBI's commentary about the global economy sounds positive with reference to the developed markets, the domestic issues

with regard to rising prices in the domestic economy, would have a negative impact on our competitive advantage, especially for the engineering exporters," said the EEPC India Chairman. He said, the council has been at the forefront of reminding the government about the need to check the prices of crucial raw material like steel and now that the RBI has also flagged the issue of inflation running high, an effective government intervention would be advisable.

ஏற்றுமதி கருத்தரங்கு-கண்காட்சி

பண வீக்கம் உயர்ந்திருப்பது மீதான ரிசர்வ் வங்கியின் கண்ணோட்டம், ஏற்றுமதியாளர்களுக்கு மிகவும் கவலைக்குரிய ஒரு அம்சமாக இருக்கிறது. ஏனெனில், உற்பத்தி செய்யப்பட்டு வெளிநாடுகளுக்கு ஏற்றுமதி செய்யப்படும் பொருட்களின் மூலப்பொருளான ஸ்டீல் போன்றவற்றின் விலைகள் மிக அதிகமாக உயர்ந்திருப்பதால், இந்தியாவிலிருந்து ஏற்றுமதி செய்யப்படும் தயாரிப்பு பொருட்கள் பிற நாடுகளின் ஏற்றுமதிகளோடு போட்டியிடுகின்ற திறனை பாதித்திருக்கிறது" என்று EEPC இந்தியாவின் தலைவர் ரவிசெஹால் கூறியிருக்கிறார். ஸ்டீல் போன்ற மிக முக்கியமான மூலப்பொருட்களின் விலையை கட்டுக்குள் வைத்திருக்க வேண்டிய அவசியம் குறித்து அரசுக்கு வலுவாக நினைவூட்டுவதில் கவன்சில் தொடர்ந்து முன்னணியில் இருந்து வருவதாக அவர் கூறினார். இந்திய பொறியியல் துறையின் ஏற்றுமதிகளை ஊக்குவிக்கும் அமைப்பாக இருந்து வரும் EEPC இந்தியா சென்னையில் வருகிற மார்ச் 8-ம் தேதியன்று தொடங்கப்படவிருக்கிற IESS VII கருத்தரங்கு நிகழ்வை சிறப்பாக நடத்துவதற்கு அனைத்து ஏற்பாடுகளையும் செய்து வருகிறது. இந்நிகழ்வின் ஒரு அங்கமாக நடத்தப்படவுள்ள கண்காட்சியில் 300 நிறுவனங்கள் தங்களது தயாரிப்புகளை காட்சிப்படுத்தவுள்ளன. வெளிநாடுகளைச் சேர்ந்த 500 பிரதிநிதிகளும், 10,000 வர்த்தக பார்வையாளர்களும் இதில் கலந்து கொள்ளவிருக்கின்றனர். ஏறக்குறைய 100 நிபுணர்கள் இக்கருத்தரங்கின் அமர்வுகளில் உரையாற்றுகின்றனர்.

Govt should listen to inflationary concerns of RBI: EEPC India on credit policy

RBI's inflation outlook which is on the higher side, is very much a matter of concerns for the exporters as the prices of raw material like steel for the manufactured exports have run up excessively, hitting the competitive advance of the Indian shipments, said EEPC India Chairman Mr Ravi Sehgal.

"While the RBI's commentary about the global economy sounds positive with reference to the developed markets, the domestic issues with regard to rising prices in the domestic economy, would have a negative impact on our competitive advantage, especially for the engineering exporters," said the EEPC India Chairman.

He said, the council has been at the forefront of reminding the government about the need to check the prices of crucial raw material like steel and now that the RBI has also flagged the issue of inflation running high, an effective government intervention would be advisable.

EEPC India, the catalyst of Indian Engineering Exports is getting prepared to host more than 300 Exhibitors, 500 Overseas delegates, 10,000 trade visitors and 16 Thematic Sessions with close to 100 Speakers at IESS VII which is opening its gates on the 8th March 2018 in Chennai



EEPC - Launch of Digital Drive

பொறியியல் தயாரிப்புகளின் ஏற்றுமதியை உயர்த்த திட்டம்

சென்னை, ஜன. 11- உலக வர்த்தகத்தின் சிறப்பான வளர்ச்சி சாத்தியத் திறனை உகந்த பயன்பெறுமாறு பயன்படுத்திக் கொள்வதை குறிக்கோளாகக் கொண்டு இந்தியாவின் பொறியியல் சார்ந்த தயாரிப்புகளின் ஏற்றுமதியை அதிகரிப்பதற்காக EEPCC இந்தியா அமைப்பின் ஆதரவின் கீழ் டிஜிட்டல் செயல்பாட்டை மத்திய அரசின் வர்த்தக அமைச்சகம் புது டெல்லியில் தொடங்கியிருக்கிறது.

இதற்காக E-கேட்டலாக் கை மத்திய வர்த்தகத்துறை செயலர் ரீடா டியோடியா அறிமுகம் செய்து பேசுகையில்:-

ISO, CE ASI, DIN போன்ற உலகளவில் சான்றிதழ் பெற்ற தர

உற்பத்தி தகுநிலைகளை கொண்டு உருக்கிற இந்தியாவின் முன்னணி உற்பத்தியாளர்கள் வழங்குநர்களை ஏற்றுமதி செய்யப்படும் பிற உலக நாடுகளுக்கு அறிமுகம் செய்து முன்னிலைப்படுத்துவதே இதன் நோக்கம்.

உலகளாவிய தரமான பொறியியல் சந்தைகளில் இந்திய ஏற்றுமதியாளர்களுக்கு இருக்கின்ற ஒரு மிகப்பெரிய தடையை வெற்றிகரமாக எதிர்கொள்வதை ஏதுவாக்குவதே E-கேட்டலாக் கின் நோக்கமாகும் என்று EEPCC இந்தியா அமைப்பின் தலைவர் ரவிபி.செஹால் உட்பட அதன் தலைமைத்துவ குழுவின் மூன்று உறுப்பினர்கள் ரீடா டியோடியா தெரிவித்தார்.

இந்திய வர்த்தக அமைச்சகத்தின்

“பிராண்டு இந்தியா” திட்டம் தொடக்கம்

சென்னை: இந்திய வர்த்தக அமைச்சகம், பொறியியல் தயாரிப்புகளின் ஏற்றுமதியை உயர்த்த நோக்கில் ‘பிராண்டு இந்தியா’ என்ற மாபெரும் டிஜிட்டல் செயல்திட்டத்தை தொடங்கியுள்ளது. பிராண்டு இந்தியா திட்டத்திற்கான இ-கேட்டலாக் கை, வர்த்தகத்துறை செயலாளர் ரீடா டியோடியா டெல்லியில் நடைபெற்ற நிகழ்ச்சியில் அறிமுகப்படுத்தினார். இதில் EEPCC இந்தியாவின் தலைவர் ரவி P செஹால் உட்பட அதன் தலைமைத்துவ குழுவின் கலந்துகொண்டனர்.

இதுகுறித்து ரீடா டியோடியா பேசுகையில், பிராண்டு இந்தியா இன்னிசியரிங் முனைப்புத் திட்டத்தின் மிக முக்கியமான அம்சங்களுள் ஒன்றாக இ-கேட்டலாக் இருப்பதாக குறிப்பிட்டார். ISO, CE ASI, DIN போன்ற உலகளவில் சான்றிதழ் பெற்ற தர உற்பத்தி தகுநிலைகளை கொண்டிருக்கிற இந்தியாவின் முன்னணி உற்பத்தியாளர்கள் - வழங்குநர்களை ஏற்றுமதி செய்யப்படும் பிற உலக நாடுகளுக்கு அறிமுகம் செய்து முன்னிலைப்படுத்துவதே இதன் நோக்கம்’ என்றும் அவர் கூறினார்.

பொறியியல் சார்ந்த தயாரிப்புகளின்

ஏற்றுமதியை அதிகப்படுத்த

இந்திய வர்த்தக அமைச்சகம் - புதிய திட்டம்

சென்னை: இந்தியாவின் பொறியியல் சார்ந்த தயாரிப்புகளின் ஏற்றுமதியை அதிகரிப்பதற்காக EEPCC இந்தியா ஆதரவின் கீழ் ஒரு மாபெரும் டிஜிட்டல் செயல்பாட்டை இந்திய அரசின் வர்த்தக அமைச்சகம் தொடங்கியிருக்கிறது. E-கேட்டலாக் போன்ற தொழில்நுட்பங்கள் வழியாக முக்கியமான ஏற்றுமதி அமைவிடங்களை சென்றடையும் வகையில் ‘பிராண்டு இந்தியா’ முனைப்புத் திட்டமானது மேற்கொள்ளப்படுகிறது. புது டெல்லியில் E-கேட்டலாக் கை அறிமுகம் செய்த வர்த்தகத்துறை செயலர் ரீடா டியோடியா பேசுகையில் பிராண்டு இந்தியா இன்னிசியரிங் முனைப்புத் திட்டத்தின் மிக முக்கியமான அம்சங்களுள் ஒன்றாக E-கேட்டலாக் இருப்பதாக குறிப்பிட்டார். ISO, CE ASI, DIN போன்ற உலகளவில் சான்றிதழ் பெற்ற தர உற்பத்தி தகுநிலைகளை கொண்டிருக்கிற இந்தியாவின் முன்னணி

உற்பத்தியாளர்கள் - வழங்குநர்களை ஏற்றுமதி செய்யப்படும் பிற உலக நாடுகளுக்கு அறிமுகம் செய்து முன்னிலைப்படுத்துவதே இதன் நோக்கம் எனக் கூறினார்.

மருத்துவ சாதனங்கள், ஜவுளி இயந்திரங்கள் மற்றும் துணைப்பொருட்கள், மின்சார இயந்திர சாதனங்கள் பம்புகள் மற்றும் வால்வுகள் என 4 முக்கியமான பிரிவுகளை உள்ளடக்குகின்ற இந்த E-கேட்டலாக், மடிக்கணினிகள், டேப் மற்றும் மொபைல் தொலைபேசிகள் போன்ற வெவ்வேறு சாதனங்களிலும் பயன்படுத்துவதற்கு இணக்க வசதி கொண்டதாகும். இத்தகைய தயாரிப்புகளை வாங்க விரும்புகிற உலகின் எந்தவொரு இடத்திலும் இருக்கிற நபர்கள், நகர் குறித்த தகவலுடன் மேம்பட்ட தேடல், இறுதி பயன்பாட்டுப்பிரிவு, சான்றிதழ்கள் மற்றும் தயாரிப்பு வகையினங்கள் போன்ற பல்வேறு அம்சங்களை பயன்படுத்த இயலும்.

பொறியியல் தயாரிப்புகளின்

ஏற்றுமதியை உயர்த்த முயற்சி

சென்னை, ஜன.11 உலக வர்த்தகத்தின் சிறப்பான வளர்ச்சி சாத்தியத்திறனை உகந்த பலன் பெறுமாறு பயன்படுத்திக்கொள்வதைக் குறிக்கோளாகக் கொண்டு, இந்தியாவின் பொறியியல் சார்ந்த தயாரிப்புகளின் ஏற்றுமதியை அதிகரிப்பதற்காக ஈஐபிசி இந்தியா ஆதரவின் கீழ் ஒரு மாபெரும் டிஜிட்டல் செயல்பாட்டை இந்திய அரசின் வர்த்தக அமைச்சகம் தொடங்கியிருக்கிறது. ஈ-கேட்டலாக் போன்ற தொழில்நுட்பங்கள் வழியாக முக்கியமான ஏற்றுமதி அமைவிடங்களை சென்றடையும் வகையில் ‘பிராண்டு இந்தியா’ முனைப்புத் திட்டமானது மேற்கொள்ளப்படுகிறது.

அண்மையில் புது டெல்லியில் ஈ-கேட்டலாக் கை அறிமுகம் செய்த இந்திய அரசின் வர்த்தகத்துறை செயலாளர் ரீடா டியோடியா பேசுகையில்,

பிராண்டு இந்தியா இன்னிசியரிங் முனைப்புத் திட்டத்தின் மிக முக்கியமான அம்சங்களுள் ஒன்றாக ஈ-கேட்டலாக் இருப்பதாகக் குறிப்பிட்டார். ஐஎஸ்ஓ, சிடி, ஏஎஸ்ஐ, டிஐஎன் போன்ற உலகளவில் சான்றிதழ் பெற்ற தர உற்பத்தி தகுநிலைகளைக் கொண்டிருக்கிற இந்தியாவின் முன்னணி உற்பத்தியாளர்களை, வழங்குநர்களை, ஏற்றுமதி செய்யப்படும் பிற உலக நாடுகளுக்கு அறிமுகம் செய்து முன்னிலைப்படுத்துவதே இதன் நோக்கம் என்று கூறினார்.

India launches e-catalogue to push engineering exports

NEW DELHI, JAN. 9

Seeking to capitalise on promising growth potential of the world trade, the Commerce Ministry today launched a major digital drive under the aegis of EEPC India for promoting the country's engineering exports through the 'Brand India' initiative, reaching the major export destinations through technologies like E-Catalogue.

Launching the E-Catalogue in New Delhi on Friday, Commerce Secretary Ms Rita Teatota said E-Catalogue is among the pivotal components of Brand India Engineering

initiative which intends to showcase India's leading manufacturer suppliers with globally certified quality manufacturing credentials such as ISO, CE, ASI, DIN etc in select sectors.

"The E-Catalogue is aimed at overcoming a major hurdle for Indian exporters in global quality engineering markets by enhancing their credibility and providing an easy one stop access to establish contact for supply of engineering products," she said in the presence of EEPC India leadership, including the Chairman Mr Ravi P Sehgal.

Covering four major sector - medical devices, textile machinery and accessories, electrical machinery equipment, pumps and valves, the E-catalogue would be compatible on different devices like Laptops, Tab and Mobile phones. The potential buyers, anywhere in the world, will be able to use features like Advanced Search with City, End Use Sector, Certificates and Product Categories.

Mr Sehgal said that textile engineering is one of the sectors that needs to be promoted through Brand India digital drive.

EEPC launches digital drive to boost engineering exports

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Global trade pick up could give export boost to economy, but risks persist

JONATHAN ANANDA @ New Delhi

CONFRONTED as it is with uncomfortably high crude oil prices, steadily accelerating global economic growth could give India a hand to hold on to in the next few quarters. With the IMF revising global growth forecasts upwards by 0.2 per cent to 3.9 per cent for 2018 and 2019, economists expect India's exports to receive a substantial boost. However, dangers from domestic disruptions like the persistence of GST teething issues continue to exist.

Ratings firm Crisil, in a recent

report noted both the opportunities that exist for an export upswing and factors that could derail that boost. "Global growth, taken in conjunction with the continuing efforts at ironing out GST-led disruptions, should improve trade prospects for India in 2018. The labour-intensive sectors of gems and jewellery, textiles, and leather, which were most hit by the disruption, therefore can stand to gain in 2018," it noted. All three are major export sectors.

Indian exporters are also hopeful of a quick ramp up pushed along by strengthening global

trade. Ravi P Sehgal, chairman of the Engineering Exports Promotion Council (EEPC) had pointed out heading into 2018 that the boom "promises to be full of opportunities and growth for the Indian exporters" while stating that it is imperative that Indian exporters gain competitive pricing and technological strength.

"Global trade has grown at a faster clip than the overall world

output growth, as the US, Eurozone, Japan and China are witnessing a resurgence in economic activity. All these markets are very important destinations for the Indian export basket," Sehgal pointed out.

However, Crisil also warns that if domestic disruptions continue, "India could stand to miss the bus again in 2018 which can be a huge setback to domestic growth

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Ravi P Sehgal, chairman of the Engineering Exports Promotion Council



recovery". GST related cash flow bottlenecks are being ironed out, however, several still exist according to exporters. "We have to

ensure that our exporters should not miss out any global opportunity for the sake of cash flow," Sehgal had noted.

Other challenges exist, like logistical bottlenecks. Bibek Debroy, chairman of Prime Minister's Economic Advisory Council points out in a report that it takes more than six days to export from India. India had also slipped in the World Bank rankings on cross-border trade, even as it climbed 30 ranks overall. Nearly 70 per cent of import/export delays are due to port or border handling processes.

If India can harness the global trade boom, it stands to benefit from stronger global economic and trade growth in 2018 and 2019.

R&D Meet Coimbatore



Stress on technology upgradation to compete global industrial valve market

Coimbatore, Jan 24: EEPC India organised a technology meet on the development of upgraded and smart industrial valves in the city. The meet which saw participation from major players in the sector stressed on the importance of technology upgradation to remain competitive globally. The global industrial valve market is all set to touch USD 88.4 Billion by 2021 and offering huge potential to Indian manufacturers. Domestically the sector has been growing from strength to strength at a CAGR of over 9% and

is expected to touch \$3 billion by 2023. The meet stressed on the importance of Indian valve industry to invest in R&D and technology to meet the future demand, expected from the substantial investment proposed in power generation, petrochemicals, gas and fertilizer plants and to compete globally. Increased adoption of diagnostics and smart technology in industrial valves for monitoring process variables which include upstream & downstream pressure, steam position, temperature, and the flow rate is expected

to fuel demand over the next few years. The Indian valve industry must have a complete portfolio, including the development of the upgraded and smart Industrial Valves in order to capitalize on global demand. According to Dr K. Sureshkumar, Scientist, Office of the Principal Scientific Adviser to Govt of India, the growing demand for flow control equipment is expected to favorably impact market growth. Smart valves with intelligent control systems are expected to gain significant importance which is anticipated to expedite

their development. A key area of development is 'smart' control valves, to which 90% of offshore players are expected to devote research and development resources over the next few years. The day long technology meet deliberated on technology requirements to formulate a strategy on development of smart valves, various funding scheme offered by the government to aid technology development projects, latest advancements in industrial valve technology and regulatory requirements of the valve sector.

2023-ம் ஆண்டுக்குள் இந்திய தொழிலக வால்வு சந்தையானது 3 பில்லியனை எட்டும்

கொடை, ஜன. 25 - தரம் உயர்த்தப்பட்ட தொழிலக வால்வுகளின் முக்கியத்துவம் குறித்து ஒரு தொழில்நுட்ப உருவகாற்று சந்தையானது இன்று இடம்பெற்றது. இது நிகழ்ச்சியில் இயற்றியுள்ள கோவை சிவபுள்ளி இணைந்து நடந்தது. இந்த நிகழ்ச்சியில் இயற்றியுள்ள சந்தையானது 2023-ம் ஆண்டுக்குள் 3 பில்லியனை எட்டும் என்று எதிர்பார்க்கப்பட்டுள்ளது. இந்திய வால்வு சந்தையானது, 2023-ம் ஆண்டுக்குள் 3 பில்லியனை எட்டும் என்று எதிர்பார்க்கப்பட்டுள்ளது. இந்திய வால்வு சந்தையானது, 2023-ம் ஆண்டுக்குள் 3 பில்லியனை எட்டும் என்று எதிர்பார்க்கப்பட்டுள்ளது.



இச்சந்தையானது, 3 பில்லியனை எட்டும் என்று எதிர்பார்க்கப்பட்டுள்ளது. இந்திய வால்வு சந்தையானது, 2023-ம் ஆண்டுக்குள் 3 பில்லியனை எட்டும் என்று எதிர்பார்க்கப்பட்டுள்ளது. இந்திய வால்வு சந்தையானது, 2023-ம் ஆண்டுக்குள் 3 பில்லியனை எட்டும் என்று எதிர்பார்க்கப்பட்டுள்ளது.



Technology meet estimates valve market to reach \$3 billion by 2023



COIMBATORE, JAN. 26
A technology meet on the development on upgraded and Smart Industrial Valves has estimated the Indian industrial valves market to reach three billion US dollars by 2023. The meet was organised by the EEPC India.

The meet stressed on the importance of technology upgradation to remain competitive globally. The global industrial valve market is all set to touch USD 88.4 Billion by 2021 offering huge potential to Indian manufacturers, speakers at the meet opined. Domestically the sector has been growing from strength to strength at a CAGR of over 9% and is expected to touch \$3 billion by 2023.

The meet also laid emphasis on the importance of Indian valve industry to invest in R&D and technology to meet the future demand, expected from the substantial investment proposed in power generation, petrochemicals, gas and fertilizer plants and to compete globally. Increased adoption of diagnostics and smart technology in industrial valves for monitoring process variables which include upstream & downstream pressure stem position,

temperature, and the flow rate is expected to fuel demand over the next few years. The Indian valve industry must have a complete portfolio, including the development of the upgraded and smart Industrial Valves in order to capitalize on global demand.

Dr K Sureshkumar, Scientist, Office of the Principal Scientific Adviser to Government of India, said "The growing demand for flow control equipment is expected to favorably impact market growth. Smart valves with intelligent control systems are expected to gain significant importance which is anticipated to expedite their development. A key area of development is 'smart' control valves, to which 90% of offshore players are expected to devote research and development resources over the next few years"

The day long technology meet deliberated on technology requirements to formulate a strategy on development of smart valves, various funding scheme offered by the government to aid technology development projects, latest advancements in industrial valve technology and regulatory requirements of the valve sector.

கொவை, ஜன. 26-
தாம் உயர்த்தப்பட்ட மற்றும் ஸ்மார்ட்டான தொழிலக வால்வுகள் மீது, திகழ்த்துள்ள முன்னேற்றம் குறித்து, தொழில்நுட்ப கருத்தரங்கினை, இஐபிசி இந்தியா கோவையில் நடத்தியது.

இந்திகழ்வில், இத்தொழில்துறையைச் சேர்ந்த, பல பிரபல உற்பத்தி நிறுவனங்கள் இடில் பங்கேற்றன. உலகளவில் மீற உற்பத்தியாளர்களோடு போட்டியிடத்தக்க நிலையில், திறமோடு இருப்பதற்கு, தொழில்நுட்ப தாம் உயர்த்தலின் முக்கியத்துவம் குறித்து, இக்கூட்டத்தில் இத்துறையைச் சேர்ந்த முதன்மை நிறுவனங்கள் வலியுறுத்தின.

2023ம் ஆண்டுக்குள், உலகளவில் தொழிலக தேவைகளுக்கான வால்வு சந்தையானது, 88.4 மில்லியன் யூஎஸ்டி.டாலர் என்ற அளவை எட்டும். இதனால், இந்திய உற்பத்தியாளர்களுக்கு, ஒரு மிகப்பெரிய வாய்ப்பு கிடைக்கும் என்றும் உறுதியாக நம்பப்படுகிறது.

உள்நாட்டளவில் இத்துறையானது, ஒவ்வொன்றும் 9%க்கும் சிஎழி ஆர் என்றளவில் தொடர்ந்து அதிகரித்து வந்திருக்கிறது. 2023ம் ஆண்டுக்குள் இச்சந்தையானது, 3 பில்லியன் என்ற மதிப்பை எட்டுமென எதிர்பார்க்கப்படுகிறது.

இந்திய அரசின் முதன்மை அறிவியல் ஆலோசகர் மு.கரேஷ்குமார் பேசுகிறபோது, 'பால்வு கூட்டுப்பாடு

2023ம் ஆண்டுக்குள் இந்திய தொழிலக வால்வு சந்தை முன்று பில்லியன் டாலராக உயரும் அறிவியல் ஆலோசகர் சுரேஷ்குமார் தகவல்



சான்றிதற்கான அதிகரித்து வரும் தேவையானது, சந்தை வளர்ச்சி மீது ஆக்கப்பூர்வமான, சாதகமான தாக்கத்தை ஏற்படுத்துமென எதிர்பார்க்கப்படுகிறது.

அடுத்த சில ஆண்டுகளில், 90% வெளிநாட்டு நிறுவனங்கள், ஸ்மார்ட்டு கன்ட்ரோல் வால்வுகளை உருவாக்குவது மீது, தங்களு ஆராய்ச்சி மற்றும் மேம்படுத்தல்களை ஆதாரவளங்களை பயன்படுத்துமென எதிர்பார்க்கப்படுகிறது. எனவே, இந்த ஸ்மார்ட்டு கன்ட்ரோல் வால்வுகளை உருவாக்குவதே மிக முக்கிய செயல்பாடாக மாறக்கூடும்," என்று

சுறினார். கருத்தரங்கானது, ஸ்மார்ட்டு வால்வுகள் உருவாக்கம் மீது ஒரு செயல் திறமை வகுப்பிற்கான, தொழில்நுட்ப தேவைப்பாடுகள், தொழில்நுட்ப மேம்பாடு திட்டங்களுக்கு உதவ, அரசால் வழங்கப்படுகிற, பல்வேறு நீதி ஆதரவு திட்டங்கள், தொழிலகங்களுக்கான வால்வு முன்னேற்றங்கள் மற்றும் வால்வு உற்பத்தி துறைக்கான சட்ட ஒழுங்குமுறை தேவைப்பாடுகள் என, பல்வேறு அம்சங்களை மிக ஆழமாக அலசி ஆராய்ந்தது.

World engineering exhibition to be held in Chennai



CHENNAI, FEB. 20 A three day International Engineering Sourcing Show (IESS) beginning from March 8 would be hosted in Chennai under the aegis of the EPC India.

The exhibition would showcase India's high-end R and D and manufacturing capabilities to become their dependable sourcing hub with a vast pool of scientific talent and resources to leaders in global engineering and technology.

Briefing the media about the VIIIth edition of the IESS, Mr Dharmendra Pratap Yadav, Secretary to the Govt. of Tamil Nadu, said the state has emerged as one of the most progressive and dependable sources for high-tech engineering exports, notably from the small and medium enterprises.

EPC India Executive Director & Secretary Mr Bhaskar Sarkar said the 2018 edition of IESS is taking place in the backdrop of a handsome growth in the country's exports and engineering exports, in particular. The engineering exports have emerged as the largest contributor to India's total exports kitty, growing by impressive 23 per cent to USD 56 billion for the

April-December, 2017-18. Highly employment-oriented engineering exports alone account for over 26 per cent India's total exports basket.

"Czech Republic becoming a partner country is another trigger for taking our economic ties to a higher level in mutual investment and trade" said I.E. Mr Milan Hovorka, Ambassador of Czech Republic Flanders from Belgium has been designated as the Focus Region of the IESS, which has been extending its outreach well beyond the traditional markets for Indian technology and products.

Alongside, 'India Subcontracting Expo 2018' will be a special opportunity to capitalize on India's indigenous manufacturing strength which can be leveraged for global subcontracting business.

The expo would showcase to the world how India is getting fast recognized globally for its strengths in multidisciplinary engineering R&D, Aerospace, Defence, Nuclear Energy, Advanced Manufacturing and New Technologies areas such as Medical Devices, Clean & Renewable Energy etc.

Chennai to host global engineering Expo



Chennai would be hosting, for the second year in a row, the International Engineering Sourcing Show (IESS) between March 8 and 10, 2018 under the aegis of the EPC India, showcasing to global leaders in technology and engineering, India's high-end R and D and manufacturing capabilities to become their dependable sourcing hub with a vast pool of scientific talent and resources.

Briefing the media about the VIIIth edition of the IESS, Mr Dharmendra Pratap Yadav, Secretary to the Govt. of Tamil Nadu, said, the state has emerged as one of the most progressive and dependable sources for high-tech engineering exports, notably from the small and medium enterprises. EPC India, with the active support from the Union Commerce Ministry and the Department of Heavy Industry, is organising the prestigious IESS, for the second time in succession shows how the global engineering giants have rated the state of Tamil Nadu among the leading sources for engineering exports.

EPC India Executive Director & Secretary Mr Bhaskar Sarkar said, the 2018 edition of IESS is taking place in the backdrop of a handsome growth in the country's exports and engineering exports, in particular. The engineering exports have emerged as the largest contributor to India's total exports kitty, growing by impressive 23 per cent to USD 56 billion for the April-December, 2017-18. Highly employment-oriented engineering exports alone account for over 26 per cent India's total exports basket.

He said with the EPC India becoming a full member of French Based - UFI - The Global Association of the Exhibition Industry, IESS has now received the status of 'UFI Approved International Event' from the VIIIth edition in Chennai.

சென்னையில் மார்ச் 8-10ல் உலகளாவிய பொறியியல் கண்காட்சி

சென்னையில் உலகளாவிய பொறியியல் கண்காட்சி IESS

சென்னை, 20.12.17
மார்ச் 8 மற்றும் 10 மற்றும் 11 ஆகிய மூன்று நாட்கள் சென்னை மாநகரில் சென்னை பொறியியல் கண்காட்சி நடைபெறும். இது உலகளாவிய பொறியியல் கண்காட்சி (IESS) எனும் பெயரில் நடைபெறும். இது உலகளாவிய பொறியியல் கண்காட்சி (IESS) எனும் பெயரில் நடைபெறும். இது உலகளாவிய பொறியியல் கண்காட்சி (IESS) எனும் பெயரில் நடைபெறும்.

சென்னை மாநகரில் சென்னை பொறியியல் கண்காட்சி நடைபெறும். இது உலகளாவிய பொறியியல் கண்காட்சி (IESS) எனும் பெயரில் நடைபெறும். இது உலகளாவிய பொறியியல் கண்காட்சி (IESS) எனும் பெயரில் நடைபெறும்.

சென்னை பிப்.19 உற்பத்தி மற்றும் உயர் தொழில் நுட்பத் தயாரிப்புகளின் ஏற்றுமதியில் இந்தியாவின் வீர சேல்ஸைய விர்வாகமம்

செய்திருக்கிறது. அறிவியல் திறமை மற்றும் ஆதார வளத்தை மிகப்பெரிய அளவில் கொண்டு நம்பத்தக்க கொள்முதல் குவிமையாக இந்தியா ஆவதற்கு நம் நாட்டின் உயர்நிலை ஆராய்ச்சி மற்றும் மேம்பாடு திறன் மற்றும் உற்பத்தி செயல் திறன்களை, தொழில்நுட்பம் மற்றும் பொறியியல் துறையில் உலகளவில் முன்னணியில் உள்ள நிறுவனங்களுக்கு நேர்த்தியாகக் காட்சிப்படுத்துவதே இக்கண்காட்சியின் நோக்கமாகும்.

ஐசுஎஸ்எஸ் நிகழ்வின் ஏழாவது பதிப்பாக நடைபெறுவதற்கும் இக்கண்காட்சி குறித்து செய்தியாளர்களிடம் பேசிய தமிழக அரசு செயலாளர் தாமேந்திர பிரதாப யாதவ், உயர் தொழில்நுட்ப பொறியியல் ஏற்றுமதி களுக்கு, குறிப்பாக, சிறு மற்றும் நடுத்தர தொழில் நிறுவனங்களின் தயாரிப்புகளுக்கு, மிகவும் மேம்பட்ட மற்றும் நம்பத்தக்க கொள்முதல் மையமாகத் தமிழ்நாடு உருவாக்கியிருக்கிறது என்று கூறினார்.



Press Meet - Online Coverage



EEPC will organize 7th edition of International Engineering Sourcing Show in Chennai



EEPC will organize 7th edition of International Engineering Sourcing Show in Chennai

New Delhi, Feb 15 (KNN) EEPC India, with the active support of the Union Commerce Ministry and the Department of Heavy Industry, will be organizing the seventh edition of prestigious International Engineering Sourcing Show.

Chennai will host the IESS for the second year in a row between March 8 and 10 under the umbrella of the EEPC India.

The three day event exhibit the India's high end R and D and manufacturing capabilities to global leaders in technology and engineering.

The aim to hold this show is to make them dependable sourcing hub with a vast pool of scientific talent and resources.

State Secretary for MSME Dharmendra Pratap Yadav, said "Tamil Nadu has emerged as one of the most progressive and dependable sources for high-tech engineering exports, notably from the small and medium enterprises."

He further added that "this shows how the global engineering giants have rated the state of Tamil Nadu among the leading sources for engineering exports." (KNN Bureau)

Link - <http://knnindia.co.in/news/newsdetails/sectors/eeepc-will-organize-7th-edition-of-international-engineering-sourcing-show-in-chennai>

IBR News

Thursday, 23 February 2017

Chennai to host global engineering expo, IESS, expanding India's outreach in manufacturing, hi-tech exports

Chennai would be hosting, for the second year in a row, the International Engineering Sourcing Show (IESS) between March 8 and 10, 2017, under the aegis of the EEPC India, dedicated to global leaders in technology and engineering, notably from the small and medium enterprises. In Chennai, the international sourcing hub will be a pool of scientific talent and resources.

Speaking at the media about the 10th edition of the IESS, Ms. Dharmendra Pratap Yadav, Secretary to the Government of Tamil Nadu, said the State has emerged as one of the most progressive and dependable sources for high-tech engineering exports, notably from the small and medium enterprises. EEPC India, with the active support from the Union Commerce Ministry and the Department of Heavy Industry, is organising the prestigious IESS for the second year in a row between March 8 and 10, 2017, under the umbrella of the EEPC India.

IESS is a global platform for promotion of innovation & technologies. It is also the largest fair of Engineering SMEs across various engineering sectors in India. The 2017 edition of IESS will be organised on 8th, 9th and 10th March, 2017 at the Sheraton Hotel, Chennai. The event will be held in Chennai for the second year in a row between March 8 and 10, 2017, under the umbrella of the EEPC India.

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Link - <http://knnindia.co.in/news/newsdetails/sectors/eeepc-will-organize-7th-edition-of-international-engineering-sourcing-show-in-chennai>

Press Meet



Shri Bhaskar Sarkar ,Executive Director & Secretary, EEPC India making Opening Remarks & Presentation on IESS VII



Shri Bhaskar Sarkar, Executive Director & Secretary,EEPC INDIA greeting H.E Milan Hovorka with a Bouquet

The curtain raising Press Meet was held on the February 15 in Chennai

Briefing the media about the VIIth edition of the IESS, Mr Dharmendra Pratap Yadav, Secretary to the Govt. of Tamil Nadu, said, the state has emerged as one of the most progressive and dependable sources for high-tech engineering exports, notably from the small and medium enterprises. EEPC India , with the active support from the Union Commerce Ministry and the Department of Heavy Industry , is organising the prestigious IESS , for the second time in succession shows how the global engineering giants have rated the state of Tamil Nadu among the leading sources for engineering exports.

E EPC India Executive Director & Secretary Mr Bhaskar Sarkar said, the 2018 edition of IESS is taking place in the backdrop of a handsome growth in the country's exports and engineering exports, in particular. The engineering exports have emerged as the largest contributor to India's total exports kitty, growing by impressive 23 per cent to USD 56 billion for the April-December, 2017-18. Highly employment-oriented engineering exports alone account for over 26 per cent India's total exports basket.



He said with the EEPC India becoming a full member of French Based – UFI – The Global Association of the Exhibition Industry, IESS has now received the status of ‘UFI Approved International Event’ from the VIIIth edition in Chennai.

"Czech Republic becoming a partner country is another trigger for taking our economic ties to a higher level in mutual investment and trade" said H.E. Mr Milan Hovorka, Ambassador of Czech Republic

Czech Republic, which is a strong leader in several key areas like automobile, manufacturing and other high-tech verticals, would be the Partner Country at the IESS this year, which is expected to attract over 400 exhibitors, 500 global buyers and more than 10,000 trade visitors. Besides, three Czech Universities would also be participating in the event, with a strong presence in technology upgradation.



(Left to Right): Mr. C.H Nadiger – Regional Director (SR), EEPC India, Mr. Jayant Nadiger – Trade Commissioner of Flanders, H.E Mr Milan Hovorka – Ambassador of the Czech Republic to India, Mr. Dharmendra Pratap Yadav – IAS, Secretary to the Govt of Tamil Nadu – Department of MSME and Mr. Bhaskar Sarkar – Executive Director and Secretary, EEPC India



Shri Dharmendra Pratap Yadav IAS, Secretary to Government, MSME department addressing the Press people about the Govt Of Tamilnadu's role at IESS VII

Joint Press Meet was held on March 8th



Mr Huner expressed his country's desire to scale up the economic and technological cooperation with India, as the two countries can group together in reaching out the global market.

The EEPC India Chairman Mr Ravi Sehgal said the 2018 edition of IESS is taking place in the backdrop of a handsome growth in the country's exports and engineering exports, in particular. The engineering exports have emerged as the largest contributor to India's total exports kitty, growing by impressive 23 per cent to USD 56 billion for the April-December, 2017-18. Highly employment-oriented engineering exports alone account for over 26 per cent India's total exports basket. India is all set to evolve as a hub for design, innovation and manufacturing.



Chennai to host global engineering Expo, IESS, expanding India's outreach in manufacturing, hi-tech exports

PRESS RELEASE

Chennai, February 15, 2018: Chennai would be hosting, for the second year in a row, the International Engineering Sourcing Show (IESS) between March 8 and 10, 2018 under the aegis of the EEPC India, showcasing to global leaders in technology and engineering, India's high-end R and D and manufacturing capabilities to become their dependable sourcing hub with a vast pool of scientific talent and resources.

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Flanders from Belgium has been designated as the Focus Region of the IESS, which has been extending its outreach well beyond the traditional markets for Indian technology and products.

Global Majors including - Siemens, Caterpillar, Dover PSG, Dubai Electricity and Water Authority along with leading Indian PSUs like Bharat Earth Movers Ltd, Bharat Heavy Electricals Ltd., Chennai Petrochemicals Corporation, Southern Railways and Ordnance Factory have confirmed their participation.



Alongside, 'India Subcontracting Expo 2018' will be a special opportunity to capitalize on India's 'indigenous manufacturing strength which can be leveraged for global sub-contracting business. The 'Technology Pavilion' will be adorned with representations from BARC, IIT Madras, FCRI (Fluid Control Research Institute), ARCI (International Advanced Research Centre for Powder Metallurgy and New Materials), Jadhavpur University.

The IESS would showcase to the world how India is getting fast recognized globally for its strengths in multidisciplinary engineering R&D, Aerospace, Defence, Nuclear Energy, Advanced Manufacturing and New Technologies areas such as Medical Devices, Clean & Renewable Energy etc

IESS not only provides a global platform for promotion of Innovation & technologies, but also to the large base of Engineering MSMEs across various engineering clusters in India. The country's premier R&D Academia institutes are participating in exposition while the MSME Technology Centre, Department of Heavy Industry, BARC, IIT Madras, CSIR-CECRI, CSIR-CMERI, ERDA, ARCI have already confirmed their participation.

States' participation would also be strong enough with Tamil Nadu as host state with UP, Haryana, Karnataka, Jharkhand and West Bengal also being part of the IESS-VII.

Memoranda of Understanding

MOU signing between EEPC INDIA and AMSP



Signing of MOU between EEPC India & Association of Small and Medium-sized Enterprises and Crafts of the Czech Republic ("AMSP"). Mr Libor Musil, Member of the Board of Directors AMSP CR and Mr Ravi Sehgal, Chairman, EEPC India are signing from the Czech and the Indian sides respectively



Mr Bhaskar Sarkar, ED & Secretary, EEPC India and Ing. Ivan Kamenik, Czech Trade, Bengaluru are also seen as witnesses from Indian and Czech side respectively



MOU signing between EEPC India and NID



Signing of MOU between EEPC India & National Institute of Design (NID). Mr Mr Bhaskar Sarkar, ED & Secretary, EEPC India is on the right and Mr Pradyumna Vyas, Director , NID is on the left

MOU signing between EEPC INDIA and MSME, TAMIL NADU GOVT



Signing of MOU between EEPC India & Micro, Small and Medium Enterprises Department of the Government of Tamil Nadu. Mr Bhaskar Sarkar, ED & Secretary, EEPC India is on the right and Mr Dharmendra Pratap Yadav, Secretary to the Government of Tamil Nadu is on the left.



MOU signing between Czech and Indian company



Signing of MoU between Czech company Chemoprojekt and Indian company Accuspeed Engineering Services India Limited

LIST OF DOMESTIC EXHIBITORS

1. A. G Derco Belting (India) Pvt. Ltd.
2. A.V. Engineers
3. Aavran
4. Accusharp Cutting Tools Pvt Ltd
5. Acmee 2018 -Aiema
6. Acoustics India Private Limited
7. Aditya Auto Components
8. Aditya Engineering Industries
9. AG Electro Services (Ag Electric Motors)
10. Ajay Manufacturing Co
11. Akash Publication
12. Aktis Engineering Solutions Pvt Ltd.
13. Alfa Industries
14. Alfa Switchgear I Pvt Ltd
15. Alpha Arc Pvt. Ltd.
16. Alstrut India Pvt Ltd
17. Ambica Steels Limited
18. Ankur Technocrats
19. Annai Kalikambal Enterprises
20. AP Overseashub
21. Apptech Engineering Industries
22. Arabian Petroleum Ltd
23. Arihant Precision Screws
24. ARK Polychem P Ltd
25. Arram Engineering
26. Arumetal
27. Arun Networks
28. Ashirwad Carbonics (India) Pvt Ltd
29. Assomac Machines Ltd
30. Atlas Machine Tools
31. Atlas Machines (India)
32. Auto Steel And Rubber Industries Pvt. Ltd.
33. Autobahn Motor Products Pvt Ltd
34. Automated Tooling Systems India Pvt Ltd
35. Automotive Research Association Of India
36. Autotec Industries
37. B K Electricals
38. Baby Engineering Private Limited
39. Balaji Springs Pvt Ltd
40. Banga Knitwear
41. Barnala Industries (Regd)
42. Basant Fabricators
43. Benco Thermal Technologies Private Limited
44. Bestomech Industries
45. Bhabha Atomic Research Centre
46. Bipico Industries (Tools) Pvt Ltd
47. Biz Hero India Pvt Ltd
48. Blue Star Sanitary Industries Pvt Ltd
49. Bonatrans India Private Limited
50. C.R.I Pumps Pvt Ltd (International Division)
51. Canadian Crystalline Water India Ltd
52. Central Manufacturing Technology Institute
53. Century Crane Engineers Pvt Ltd
54. Chandru Press Tools
55. Chimmaneshwar Exim (P) Ltd
56. Chirag Enterprises
57. CLF Structures Private Limited
58. Codina Metallic Private Limited
59. Combat Vehicles Research And Development Establishment



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| 60. | Comex Computer Network | 89. | Ess Ess Polytech |
| 61. | Condor Power Products Private Limited | 90. | Essar Industries |
| 62. | Conquerent Control Systems P Ltd | 91. | Excel Die Castings |
| 63. | Corona Steel Industry Pvt Ltd | 92. | Excel Maritime And Logistics Pvt Ltd |
| 64. | Cosmic Engineering | 93. | Excelo Industries Inc. |
| 65. | CPDM-IISC | 94. | Ezeemachining Online Services Pvt Ltd |
| 66. | CRP (India) Private Limited | 95. | Faro Business Technologies (I) Pvt Ltd |
| 67. | CSIR Central Mechanical Engineering Research Institute | 96. | Faytech Security Solutions Private Limited |
| 68. | D.K. Exports | 97. | Flanders Investment And Trade |
| 69. | DD Global Service | 98. | Four Square Media Pvt. Ltd |
| 70. | Department Of Heavy Industry, Government Of India | 99. | Furnace and Foundry Equipment Co |
| 71. | Dhandha Exporters | 100. | Future Automation Technologies |
| 72. | DHL Express India Pvt Ltd | 101. | Garg Exports (India) |
| 73. | Digital Design Solutions | 102. | GCI Castings (India) Pvt Ltd |
| 74. | Dream Big | 103. | Gears And Gear Drives India Private Limited |
| 75. | Dream Factory Consultant | 104. | Geetanjali Engineering |
| 76. | Drill Jig Bushing Co (Madras) Pvt Ltd | 105. | Gemicates Technologies Private Limited |
| 77. | Dynamic Scaffolding And Equipment Co | 106. | General Industries |
| 78. | Eagle Engineers | 107. | Genuine Engineering |
| 79. | ECGC Limited | 108. | Govindaraja Mudaliar Sons (P) Ltd., |
| 80. | Electrical Research And Development Association | 109. | Gravity Die Casters |
| 81. | Electronica Mechatronic Systems (India) Pvt. Ltd. | 110. | Greaves Cotton Ltd |
| 82. | Emcarb Alloys Pvt Limited | 111. | Growth Industries |
| 83. | Emmbros Autocomp Ltd | 112. | Hi Focus Safety Systems |
| 84. | Energy Tech India | 113. | Hindustan Institute Of Technology And Science |
| 85. | Engineered Polymers India Pvt Ltd | 114. | HMB International |
| 86. | Engineering Review | 115. | Hong Kong Trade Development Council |
| 87. | Engineering Service Enterprise | 116. | HP Valves and Fittings I Pvt Ltd |
| 88. | Entrepreneurship Development And Innovation Institute | 117. | Hyloc Hydrotechnic Pvt. Ltd |
| | | 118. | Iacharya Silicon Limited |
| | | 119. | Indian Institute Of Technology Madras |

120. Indian Space Research Organisation (Isro)
121. Indoplast
122. Indra Hydro Tech Pumps Pvt Ltd
123. Indsat Corporation
124. Industrial Boilers Limited
125. Industrial Technical Systems
126. Infocom Network Limited
127. Inno Color Compounds Pvt Ltd
128. Inox India Pvt Ltd
129. Instrumax Enterprises
130. Intech Overseas Projects India Pvt Ltd
131. International Advanced Research Centre For Powder Metallurgy And New Materials (ARCI)
132. International Trading Corporation
133. J B Nag Water Tech Private Ltd
134. Jadavpur University
135. Jai Bhavani Mata Engitech Pvt Ltd
136. Japan External Trade Organisation- JETRO
137. Jay Jalaram Industries
138. Jimtrade.com
139. Jindal Metal Works
140. JK Fitwell Pvt Ltd
141. JM Frictech India Pvt Ltd
142. JPS Agency
143. JST Automations Robotic
144. JST International
145. Jyoti Steel Industries
146. K I Transpower Private Limited
147. Kalco Alu-Systems Pvt. Ltd.
148. Kari Technologies
149. Kisaan Die Tech Pvt Ltd
150. Kissan Iron Works
151. Kissan Steels Pvt Ltd
152. Knowledge Integration Services
153. Kodi Kodi Smart Power Corporation Limited
154. Krysalis Consultancy Services Pvt Ltd
155. Kunal Industries Pvt Ltd
156. Kunwars Techno Pet
157. Lamba Brds Pvt Ltd
158. Lamba Press And Shears
159. Lecon Energetics Pvt Ltd
160. Lemooria Consultants
161. Light Lift India Pvt. Ltd.
162. Liko-S India Private Limited
163. Logi To Lasi
164. Luboil Filtration Systems Pvt. Ltd.
165. Lucas-Tvs Limited
166. Mabel Engineers Pvt Ltd
167. Macht Technologies Private Ltd
168. Mahadev Manufacturers Pvt. Ltd.
169. Mangala Auto Engineering Products Pvt. Ltd.
170. Max Industries
171. Mayura Steels Pvt.ltd.
172. Meera And Ceiko Pumps Pvt Ltd
173. Metal Forgings Pvt Ltd
174. Micro Spares
175. Mittal Auto Components
176. Modern Engineering Works
177. Mohan Mutha Exports Pvt Ltd
178. MP Mining And Energy Limited
179. MSME Technology Centres
180. Mtab Engineers Pvt Ltd
181. Multi Power Junction
182. Muskan Mechanical Works



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| 183. | Nash Industries (I) Pvt Ltd | 214. | R G Bronze Mfg. Company Pvt. Limited |
| 184. | National Research Development Corporation | 215. | R.H. Green India |
| 185. | Neogi Technologies And Research Private Limited | 216. | R.K.Enterprises |
| 186. | New Generation Plastics | 217. | R.K.Industries |
| 187. | New Trend | 218. | Rachamalla Forgings Private Limited |
| 188. | Newtech Engineers And Consultants | 219. | Raghbir Engg Industries |
| 189. | Nipha Exports Pvt. Ltd. | 220. | Rajeev And Company |
| 190. | Nirmal Overseas Limited | 221. | Rashtriya Ispat Nigam Limited |
| 191. | Nishant Engineers P. Ltd | 222. | Ratnadeep Castings |
| 192. | Nova Engineering | 223. | Reclaim Enviro Engineers |
| 193. | NS Transmission Pvt. Ltd. | 224. | Reva Industries Limited |
| 194. | Omega Roofing Industries Pvt Ltd | 225. | Rialto Enterprises Pvt. Ltd |
| 195. | Oriental Export Corporation | 226. | Rishabh Engineering Company |
| 196. | P.P. Impex India | 227. | RM Controls (P) Ltd |
| 197. | Pagoda Engineering | 228. | Roto Mechanical Equipments |
| 198. | Pauls Instruments (India) | 229. | RP Lasertech Pvt Ltd |
| 199. | Pennar Industries Ltd | 230. | S S Enterprises |
| 200. | Perfect Engg. Compoments P. Ltd. | 231. | Sagar International |
| 201. | Perfect Products (India) | 232. | Sai Auto Exports |
| 202. | PHD Chamber Of Commerce And Industry | 233. | Sai Cad Solutions |
| 203. | Pioneer NF Forgings India Pvt Ltd | 234. | Sai Electricals |
| 204. | Pog Engineering Consultants Pvt Ltd | 235. | Salasar Techno Engineering Pvt. Ltd. |
| 205. | Precicraft Components India Pvt Ltd | 236. | Sanmati Precision Engineering Pvt.Itd |
| 206. | Precise 3D Metrology And Design Solutions Pvt Ltd | 237. | Saraswati Engineering Ltd. |
| 207. | Progressive Industries | 238. | Sathe Engineering Co. Pvt. Ltd. |
| 208. | PTC Drivelines | 239. | Sathya Corporation |
| 209. | PTP CNC Toolings Pvt Ltd | 240. | Sathya Furniture Co Pvt Ltd |
| 210. | Punar Ecotech Private Limited | 241. | Sawalaram Enterprises |
| 211. | Purevolt Products Pvt Ltd | 242. | Sci-Com Software India Private Limited |
| 212. | Puri Industries | 243. | Sea Hydrosystems India Pvt Ltd |
| 213. | R B Agarwalla And Company | 244. | Semco Forge Pvt Ltd |
| | | 245. | Shaks Associates |

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| 246. | Sharp Electrodes Pvt Ltd | 277. | Tendertiger.com(Eprocurement Technologies (Ltd) |
| 247. | Shekawat Engineering Pvt Ltd | 278. | Thermodyne Engineering Systems |
| 248. | Shree Siddhpura Engineering Works | 279. | Theta Measurement And Control Solutions Pvt Ltd |
| 249. | Simpson And Co. Ltd | 280. | Thomas And Brian Mfg Pvt Ltd |
| 250. | Singhs Technical Works | 281. | Trade Fair Authority Of Haryana |
| 251. | Skoda Auto India Pvt Ltd | 282. | Trade4india.com |
| 252. | SMA Power Control (P) Ltd. | 283. | Trishul Machine Tools Pvt. Ltd. |
| 253. | Solsons Exim | 284. | Tusar Fabengineers Pvt Ltd |
| 254. | Spectrum Cable-Tech | 285. | Twin Tech India Pvt Ltd |
| 255. | Sree Venkateswara Structural Pvt Ltd | 286. | Ujwal Electrical Stampings Pvt Ltd |
| 256. | Sri Bannariamman Pipes | 287. | Ultra Seals |
| 257. | Sri City (P) Ltd | 288. | Utkarsh Transmissions Pvt Ltd |
| 258. | Sri Rama Vilas Service Limited | 289. | Vanguard Logistics |
| 259. | Sri Saravanaa Fabs | 290. | Varun Electrodes Pvt Ltd |
| 260. | Sri Venkatesa Lathe Works And Engineering Industries | 291. | Vetri Engineers |
| 261. | Star Sintered Products Ltd. | 292. | Vikas Pumps And Projects |
| 262. | Strategise.in Pvt. Ltd. | 293. | Vimal Industries |
| 263. | Sudhir Automotive Industries Pvt. Ltd. | 294. | Vishwa Stainless Private Limited |
| 264. | Sunder Forging | 295. | Visvesvarya Trade Promotion Centre (Govt Of Karnataka) |
| 265. | Sunfab | 296. | VPI Innovative Solutions |
| 266. | Sunwind Enterprises | 297. | Wimpac Technologies |
| 267. | Super Abrasives | 298. | Yalamanchili Manufacturing P Ltd |
| 268. | Super Spares | 299. | Yen Fasteners |
| 269. | Super Springs | 300. | Zeal Engineering |
| 270. | Supreme Techno Associates Pvt Ltd | 301. | Zeal Enterprises |
| 271. | Surface Treatment Technology Pvt Ltd | 302. | Cadd Centre Training Services Private Limited |
| 272. | Technofour Electronics Pvt. Ltd. | 303. | Mas Solar Systems Private Limited |
| 273. | Techrevo Engineers | 304. | Pulsars |
| 274. | Tecnovision India | 305. | J B Hydraulics |
| 275. | Tectools Engineering Company | | |
| 276. | Telangana State Industrial Infrastructure Corporation Ltd | | |



LIST OF OVERSEAS EXHIBITORS

1. Association Of Engineering Technology
2. Bac Asia Pte Ltd
3. Bangladesh Engineering Industry Owners Association (BEIOA)
4. Belteco Corporation
5. Cam Plas (S) Pte Ltd
6. Daehong Kostech Co.,Ltd.
7. Dewa - Government Of Dubai
8. Energy Stereo, S.R.O.
9. Engineering Export Council Of Egypt (EEC-EG)
10. Fermat Group, A.S.
11. Hivec Rhino Technology Pvt. Ltd
12. JETRO
13. Koyama Precision Works India Pvt. Ltd.
14. Kyokuto Trading (India) Private Limited
15. Lfine Co., Ltd
16. Ministry Of Industry And Trade Of The Czech Republic
17. Mitsubishi Heavy Industries India Pvt. Ltd
18. Moravia Steel A.S.
19. Papcel, A.S.
20. Ray Service A.S.
21. Riken Keiki Nara Mfg.co.,Ltd.
22. Sigma Corporation
23. Skoda Auto A.S
24. Smeral Brno A.S.
25. STT INC
26. Tehran Chamber of Commerce, Industries, Mines and Agriculture
27. Threebond India Pvt.Ltd.
28. Tos Hostivar S.R.O.
29. TS Plzen A.S.
30. VH Services Spol, S.R.O.
31. Zdas, A.S.
32. ZKL Bearings CZ A.S.
33. Akela Group Machinery Llc

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