IESS VIII CHENNAI

International Engineering Sourcing Show

Chennai Trade Centre, Chennai, India
14 - 16 March, 2019

EEPC INDIA
ENGINEERING THE FUTURE

HOST STATE

MALAYSIA PARTNER COUNTRY 2019
MARii
INSTITUT AUTOMOTIF ROBOTIK DAN IoT MALAYSIA
MALAYSIA AUTOMOTIVE ROBOTICS AND IoT INSTITUTE
An Agency under the Ministry of International Trade and Industry
(Previously known as Malaysia Automotive Institute)

Ministry of Commerce & Industry
Ministry of MSME
Department of Heavy Industry
Department of Scientific and Industrial Research
Government of India

PARTNER STATE

FOCUS STATES

FLANDERS INVESTMENT & TRADE

Flanders State of the Art

ASSOCIATE
INDIA DESIGN MARK

ufi Approved Event

Indian engineering

www.eepcindia.org



Foreword

IESS is considered to be the largest sourcing show organised within India for the engineering sector, particularly for MSMEs. It recently emerged as the most-favoured global destination for sourcing engineering goods and services from India. Future Factory and Innovation and Technology as major product verticals in IESS manifest EEPC India's role as the prime advocate of the 4th Industrial Revolution or IoT.

'Smart Engineering' being the theme for this year, IESS VIII showcased India as a Global Hub for Manufacturing and Technology Hub. The event shaped up in a grand way with Malaysia as the Partner Country for the first time, Tamil Nadu as the Host State for the third time, Uttar Pradesh as the Partner State for the Third Time, Madhya Pradesh, Uttarakhand and Jharkhand as Focus States, Flanders as the Focus Region. The Department of Scientific & Industrial Research (DSIR), Department of Heavy Industry, Department of MSME, and India Design Council also lent their support. Bihar and Karnataka also had their pavilions at the event. Apart from a 19 member team of Malaysian exhibitors, Hong Kong, South Korea, Czech Republic, Canada had their representations at the exhibition ground.

EEPC India had chosen- 'Subcontracting', 'Industrial & Electrical Machinery', 'Future Factory' and 'Innovation & Technology' as the 4 broad sub themes in IESS VIII. Future Factory was the latest addition in this edition where 'Smart Factory Design' and 'Industrial Internet of Things' were on display.

As both Malaysia and India are moving towards a technology driven Automotive Industry equipped with shared mobility, connectivity, electrification and autonomous driving, this was the most appropriate time for Malaysia Automotive, Robotics and IoT Institute (MARii) to play a lead role to participate in a global forum like IESS !

Separate 'Ayur Tech' session- a joint initiative of EEPC India, Service Export Promotion Council and Ministry of Ayush and India Design Mark Award 2019 by IDC (India Design Council) acknowledging Good design in Engineering sector were major highlights of IESS VIII.

Around 346 exhibitors, 400 overseas buyers and 10,000 trade visitors, 17 Thematic sessions, close to 80 speakers, 14,042 new contacts , USD 1.02 Million worth of booked orders during the show and 593 enquiries amounting USD 4.85 million generated during the event, speak of the scale of success of the show. It is encouraging to note 86% of the participants were satisfied with the quality of visitors, 85% of the reporting exhibitors rated the B2B sessions as effective and 96.5% of the participants were willing to participate in future in IESS IX in 2020.

We thank Government of Tamil Nadu for their consistent support as Host State for three years in a row and also to Malaysia Automotive, Robotics and IoT Institute (MARii) under Ministry of International Trade and Industry of Malaysia for fronting Malaysian presence at the show. MARii has signed MoUS with EEPC India and Government of Jharkand at the event.

I conclude with a thank you to our participants for their patronage to make this annual event consistently successful over the years and see you in 2020 at IESS IX!



(Ravi Sehgal)
Chairman, EEPC India

डि. प्रशांत कुमार रेड्डी, भा.प्रशा.से.
D. Prasanth Kumar Reddy, IAS

भारत के उप-राष्ट्रपति के निजी सचिव
PRIVATE SECRETARY
TO THE VICE-PRESIDENT OF INDIA
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MESSAGE

The Hon'ble Vice President of India is happy to know that EEPC India is organizing the eighth edition of its Annual Show – IESS from March 14 – 16, 2019 in Chennai.

The Hon'ble Vice President extends his greetings and congratulations to the organizers and participants and wishes the event all success.

6/2/19

(D. Prasanth Kumar Reddy)

New Delhi
6th February, 2019.

सुरेश प्रभु
SURESH PRABHU



मंत्री
वाणिज्य एवं उद्योग;
एवं
नागर विमानन मंत्रालय
भारत सरकार, नई दिल्ली
MINISTER
COMMERCE & INDUSTRY;
AND
CIVIL AVIATION
GOVERNMENT OF INDIA, NEW DELHI

MESSAGE

It is heartening to learn that the 8th edition of EEPC India' Annual Show – "IESS" is being held from 14th to 16th March, 2019 in Chennai.

India is a top investment destination in the world today. Twenty States have their Start-up policy. In India, almost every citizen is an entrepreneur, where around 600 million farmers and retailers take enormous risks and contribute to the economy.

The Government of India has offered a slew of export promotion measures particularly in the MSME sector with the inclusion of Merchant Exporters within the ambit of Interest Equalisation Scheme and restructuring of existing loans for MSMEs at the onset of this year.

During 2017-18 shipments grew by 30% clocking highest growth in several years to reach USD 303 Bn with Engineering Sector making a record with USD 76.2 Bn magic figure. India is preparing a specific strategy for exports to each geography as part of plans to achieve overall merchandise exports of USD 350 Bn and Engineering exports of USD 80 Bn, which seems feasible.

The **IESS** is a brave and sincere attempt to bring the world to India. I commend the endeavour of the EEPC India and with the event a grand success.

(Suresh Prabhu)

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Message of Y.B. Datuk Darell Leiking,
Minister of International Trade and Industry, Malaysia

Firstly, I would like to congratulate both the Malaysia Automotive Robotics and IoT Institute (MARii) and the Engineering Export Promotion Council (EEPC India) for their initiative and cooperation to establish Malaysia as the partner country for this year's edition of the International Engineering Sourcing Show (IESS VIII) in Chennai.

I am also very proud to see the continued collaboration between MITI's agencies, MARii, MATRADE and MIDA to foster greater trade relationships with the world's markets. This collaboration merges extensive experience in technology development, capacity building, export & investment promotion, and their extensive global network in bringing the best showcase from the Malaysian automotive sector to the IESS, India and South Asian markets.

The automotive sector is the primary vehicle of Malaysia's industrialisation drive, in line with the Fourth Industrial Revolution – yet again a centrepiece at the World Economic Forum (WEF) on ASEAN, most recently in Hanoi in September 2018. Malaysia recently announced its National Policy on Industry 4.0 (Industry4WRD), launched by Prime Minister YAB Tun Dr. Mahathir Mohamad.

Industry4WRD is designed to transform the Malaysian manufacturing industry and its related services to not only to "make better things" by creating innovative products and services, but also to "make things better," by improving design, engineering, service planning and execution, management and production processes.

Therefore, Malaysia's showcase at the IESS is a key platform to present the opportunities of further international partnerships and collaboration between Malaysia and India's automotive industries. I hope this effort will foster and facilitate better understanding of each other's markets, solidify technology and knowledge transfer between businesses, and expand the linkages among the value chain between our two great nations.

I am confident that this collaboration between Malaysia and India will reap outcomes that will be beneficial for both countries, and I wish MARii and EEPC the best of luck in fulfilling the noble goals of this venture.

(Datuk Darell Leiking)
Minister of International Trade and Industry, Malaysia

Mridul Kumar

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Message from High Commissioner

I am pleased that the Engineering Export Promotion Council India is organizing the eight edition of its flagship annual event-International Engineering Sourcing Show in Chennai on 14 to 16 March this year. It is indeed heartening to learn that Malaysia is joining EEPC in this year's IESS as 'Partner Country'. Malaysia has established itself as a prominent player in the global engineering arena and it is apt that it is joining in the event themed 'Smart Engineering'. With Malaysia Automotive Robotics and IoT Institute (MARI) taking a lead, I look forward to enhanced linkages and cooperation between such institutes in India and Malaysia.

India and Malaysia share centuries old ties rooted in shared culture and vibrant people-to-people contact. Historically, Malaysia has been a part of India's extended neighbourhood and contemporarily a significant element of India's Act East Policy. The two countries have been partners in mutually beneficial flow of not only goods and services but also ideas and values.

Enhanced strategic partnership between India and Malaysia, thriving economic and cultural relations, close cooperation in defence and the presence of dynamic Indian community, whose contribution to the progress and development Malaysia has been well-acknowledged, are some important factors that have helped in the emergence of a unique and mutually beneficial relationship between the two countries.

Our trade and economic ties have strengthened in the recent past. India-Malaysia bilateral trade has grown visibly and stood at US$ 14.71 in 2017-18, with total exports from India to Malaysia amounting to around US$ 5.7 billion while its imports from Malaysia were valued at around US$ 9 billion. With strengthening bilateral economic and commercial relations, Malaysia has moved up three places to emerge as the 11th largest trading partner in the world for India while India figures among the 10 largest trading partners for Malaysia. This partnership is on an upward trajectory and in the first half of 2018-19 bilateral trade was has already touched US$ 10.3 billion, with India's exports being US$ 3.86 billion and imports standing at US$ 6.42 billion.

Malaysia ranks as the 25th largest investor in India with FDI inflow in excess of US$ 900 million during the period April 2000 to June 2018. India is also among the prime destination for project export by Malaysia and largest overseas presence Malaysian construction companies is in India. At the same time, Indian companies have invested in 242 manufacturing projects over US$ 2.62 billion (RM 8.74 billion) in Malaysia including 8 projects in 2016 for USD 297 million.

Unprecedented reforms undertaken by the Government of India and its visible remarkable effect in India emerging as the fastest growing large economy for the second year in a row and significantly improving its Ease of Doing Business ranking from 142 in 2014 to 77 in World Bank's latest report and Malaysian Government's focus to become a developed nation in coming years offers great potential for further engagement between the two countries towards strengthening our economic and investment relations even further.

In conclusion, I convey my best wishes to EEPC India for organizing the upcoming edition of International Engineering Sourcing Show, the biggest rendition of Indian Engineering, and I am confident that Malaysia's partnership in the event will further strengthen the robust and multifaceted relationship between our two countries.



Mridul Kumar
High Commissioner of India
Kuala Lumpur

मंत्री
भारी उद्योग एवं लोक उद्यम
भारत सरकार

सत्यमेव जयते

Minister of
Heavy Industries & Public Enterprises
Government of India



अनंत ग. गीते
ANANT G. GEETE

Message

IESS has become a new brand name to market Indian Engineering to the world, EEPC India has truly acted as the face of Indian Engineering by actively mobilizing Indian participation in most of the important Engineering exhibnitions worldwide.

Indian Engineering sector is of strategic importance to the economy owing to its intense integration with other industry segments. The foreign Direct Investment (FDI) inflows into India's miscellaneous Mechanical and Engineering Industries during April 2009 to June 2018 stood at around US $ 3.45 billion.

With the aim to boost the manufacturing sector, the government has relaxed the excise duties on factory gate tax, capital goods, consumer durables and vehicles. Turnover of capital goods industry is expected to increase to US$ 115.17 billion by 2025F. India's Engineering R&D market will increase from US$ 28 billion in FY18 to US$ 42 billion by FY22F. Production of machine tools industry is forecasted to increase to Rs. 9,000 crore (US$ 1.40 billion) in 2018-19.

IESS VIII will display both Heavy and Light Engineering goods and our Department is glad to be partnering the show.

(Anant G Geete)

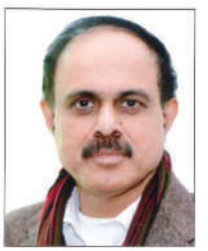
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अरूण कुमार पण्डा
सचिव
Arun Kumar Panda
Secretary

सत्यमेव जयते

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सूक्ष्म, लघु और मध्यम उद्यम मंत्रालय
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GOVERNMENT OF INDIA
MINISTRY OF MICRO, SMALL AND MEDIUM ENTERPRISES
UDYOG BHAWAN, RAFI MARG, NEW DELHI-110 011

MESSAGE



I am pleased to learn that the Engineering Export Promotion Council (EEPC) of India is organizing the eighth edition of EEPC India's Annual Show with the theme "Smart Engineering", which is scheduled to be held in Chennai from 14th to 16th March, 2019. I welcome the move to hold this annual event for the benefit of the MSMEs, especially the MSMEs which are engaged in manufacturing and engineering technologies under the umbrella of 'Make in India' Initiative.

I am also glad to know that EEPC India has been the face of Indian engineering exports over a span of 63 years. EEPC India facilitates sourcing from India and encourages MSMEs to raise their standard at par with international best practices. It also encourages MSMEs to integrate their business with the global value chains.

I appreciate the efforts being made by the organizers in holding such an event which will pave the way for a Smart Engineering Drive in the Country and promote technological support to the MSMEs. I take this opportunity to wish them all success in their endeavour.

(Dr. Arun K Panda)

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डॉ. ए. आर. सिहाग
सचिव
Dr. A. R. SIHAG
SECRETARY

सत्यमेव जयते

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Dated : 11th March, 2019

MESSAGE

A globally competitive engineering sector is essential for the growth of the Indian economy. I would like to congratulate EEPC India for consistently and successfully organizing annual International Engineering Sourcing Shows to further this objective. The IESS is a unique platform for showcasing India's manufacturing and engineering capabilities to the rest of the world. Participation in the IESS has grown over the years, both from home and abroad.

The Department of Heavy Industry has been associated with this Show for the past several years now. Apart from market making, the IESS, through the Technology and the Future Factory Pavilions would help increase awareness amongst the participants about global technological advances in manufacturing.

I wish the organisers and participants a very successful show.

(A.R. Sihag)

सत्यमेव जयते
डॉ. शेखर चि. मांडे
एफएनए, एफएएससी, एफएनएएससी
सचिव
भारत सरकार
वैज्ञानिक और औद्योगिक अनुसंधान विभाग
एवं महानिदेशक

Dr. Shekhar C. Mande
FNA, FASc, FNASc
Secretary
Government of India
Department of Scientific & Industrial Research
and Director General

वैज्ञानिक तथा औद्योगिक अनुसंधान परिषद
वैज्ञानिक और औद्योगिक अनुसंधान विभाग
(विज्ञान और प्रौद्योगिकी मंत्रालय)
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COUNCIL OF SCIENTIFIC & INDUSTRIAL RESEARCH
Department of Scientific & Industrial Research
(Ministry of Science and Technology)
Anusandhan Bhawan, 2 Rafi Marg, New Delhi-110001



Message

I am happy to know that EEPC India is organizing Annual Show on the theme of *"Smart Engineering"* during 14-16 March 2019 at Chennai.

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, realizing that it is a key element of economic growth. India is among the topmost countries in the world in the field of scientific research. 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.

The number of patent applications filed by the Indian scientists and inventors increased to 47,857 in FY18 from 46,904 in FY16. India ranks 13th position at the Nature index in 2017, based on counts of high quality research outputs in natural sciences.

I wish the Annual Show all success.

[Shekhar C. Mande]

New Delhi

February 20, 2019

Telephone : 23710472, 23717053, Fax : (91-11) 23710618, Email : secy-dsir@gov.in; dgcsir@csir.res.in and dg@csir.res.in



Dato' Madani Sahari, CEO, MARii
(Malaysia Automotive Robotics and IoT Institute)

MARii is honoured to be the organisation that leads Malaysia as the Partner Country in IESS VIII, held in Chennai this year.

As Malaysia's focal point for the development of the country's automotive sector, as well as the adoption of robotics and IoT, MARii is also proud to be working with Malaysia's leading export promotion and investment development bodies, MATRADE and MIDA – our sister agencies under the Ministry of International Trade and Industry.

Chennai is an important regional hub for the automotive sector, accounting for 35% India's Auto component production and 70 % of India's overall exports of Passenger Vehicles.

The Malaysian automotive industry has seen a holistic growth in recent years, most significantly in the areas of technology penetration within our domestic market. the Malaysian automotive sector is home to 641 parts and components manufacturers, more than 53,011 after sales businesses and is a technological talent hub of more than 700,000. Malaysian drivers are also continuously increasing their awareness in fuel efficient and vehicle safety, with more than half of vehicles registered on the road classified as Energy Efficient Vehicles in line with its national automotive policy.

In 2018, Malaysia's CBU exports, automotive components and remanufactured parts exports rose to RM 2.08 billion (USD 0.5 billion), RM12.1 billion (USD 2.94 billion) and RM 523.1 million (USD 127.20) respectively, all figures are its highest ever recorded in history.

This year, Malaysia is stepping up its efforts to bring more mobility related technology into its borders, in line with the National Industry 4.0 Policy, or Industry4WRD. Autonomous driving, battery production, big data management and vehicle connectivity are among key priority areas in focus to further develop the transportation sector and bring and enhanced mobility lifestyle to Malaysia and the region.

This is clearly a shared vision between Malaysia and India, seen through a shift of mobility paradigm of private-vehicle ownership to create a shared, electric and connected mobility system with an ambitious target of achieving 100 % EV (Electric Vehicle) by 2030.

MARii is honoured to be part the largest sourcing show organised within India for the engineering sector, particularly for MSMEs. It recently emerged as the most-favoured global destination for sourcing engineering goods and services from India. I also congratulate EEPC India's role as the prime advocate of the 4th Industrial Revolution or IoT in the region.

As both Malaysia and India are moving towards a technology driven Automotive Industry equipped with shared mobility, connectivity, electrification and autonomous driving, this the most appropriate time for MARii to play a lead role and participate in a global forum like IESS!

We are looking forward to deepen our business association with India, and match the businesses, personalities and thought leaders between our countries at the IESS.

(Dato' Madani Sahari)
Chief Executive Officer
Malaysia Automotive, Robotics and IoT Institute



From the Desk of Former Chairman and Publicity, Exhibition and Delegation Committee Chairman, EEPC India

International Engineering Sourcing Show (IESS) is the flagship event of EEPC India organized under the aegis of Department of Commerce. With its unique concept of offering a trade fair, B2B meetings, hosted buyer programmes, vendor development programmes, global sourcing meets, technology pavilion all under one roof, IESS has become a must attend event for engineering fraternity in India. The unique concept is aimed at 'Reducing dependence on traditional markets', 'Developing domestic market for Engineering products', 'Bringing SME closer to technology', 'Forging partnerships and joint ventures', 'Strengthening commercial relationships and Raising trade volume between India and the World'.

For the past 7 editions, it has witnessed 5 Partner Countries from 3 Continents. There has been presence of more than 10 Indian States. On an Average, 100 speakers across 15 Thematic Sessions, 500 delegates from over 60 Nations and 300 Exhibitors and over 700 B2B Meetings make the show an Engineering Extravaganza to watch and experience.

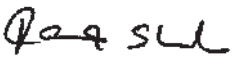
"Smart Engineering' was the theme of the eighth edition of EEPC India's Annual Show – IESS, which was held in Chennai over 14-16 March, 2019. Smart Tech for Smart Engineering was introduced first time in IESS VI in 2017 advocating Government's digital drive. Keeping 'Make in India', 'Brand India Engineering' and 'Technology Drive' of Union Ministry of Commerce and Industry, EEPC India has chosen- 'Subcontracting', 'Industrial & Electrical Machinery', 'Future Factory' and 'Innovation & Technology' were the 4 broad sub themes.

There were many firsts in IESS VIII. Malaysia as Partner Country, Special session of a Blend of Ayurveda and Technology – Ayurtech, India Design Mark Award 2019 by IDC (India Design Council) and Future Factory which displayed IoT and Smart Manufacturing technology!

With 17 Technical Sessions, Close to 70 Speakers from all over the world, around 346 exhibitors, over 400 delegates and 10,000 trade visitors IESS VIII has set a new record.

I am sure this success will pave the way for future achievements.

Excitement and preparation are already on for the IX th edition in 2020!



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



ED's words

India is at the top of Asia striving to be a USD 5 Trillion economy by 2027 and predicted by IMF to regain the tag of fastest growing major economies of the world, crossing China with more than 0.7 percentage point in 2018 and an impressive 1.2 percentage point growth lead in 2019.

Government of India has offered a slew of export promotion measures particularly in the MSME sector with the inclusion of Merchant Exporters within the ambit of Interest Equalisation Scheme and restructuring of existing loans for MSMEs at the onset of this year. The Interim budget The Budget for 2019-20 of Prime Minister Mr Narendra Modi's Government gives a clear vision for further improving the Ease of Doing Business by committing increased investment to projects relating to key infrastructure projects which would reduce the cost of transactions for India's exports.

India's exports have crossed USD 331 billion in the financial year 2018-19 with engineering exports registering a monthly growth of USD 9.4 billion and an all time high annual figure of USD 81 Billion. India is preparing a specific strategy for exports to each geography as part of plans to make 2019 a new year for exports.

Industry 4.0 is the new word in the World Engineering Industry. India and the world are moving from automation to autonomy — where machines speak with each other. A smart factory, armed with data exchange in manufacturing and the Internet of Things (IoT) is the future and experts are calling it revolution Industry 4.0.

Time was ripe for a discussion, deliberation, ideation and exchange of ideas, processes, knowledge in a world class interactive platform of this stature which advocated 'Smart engineering'. IESS VIII for the third time advocated Smart engineering and with the plethora of parallel thematic sessions and presence of Malaysia as the Partner Country, Tamil Nadu as the Host State and Uttar Pradesh as the Partner State, Jharkhand, Uttarakhand and Madhya Pradesh as Focus States, this edition turned out to be the most successful of all IESSes we have had so far!

See you in 2020!

(Suranjan Gupta)
Executive Director, 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 81 Billion (2018-19) 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 27 countries across 6continents has completed 42 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 to a Global Engineering Hub!

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Introduction

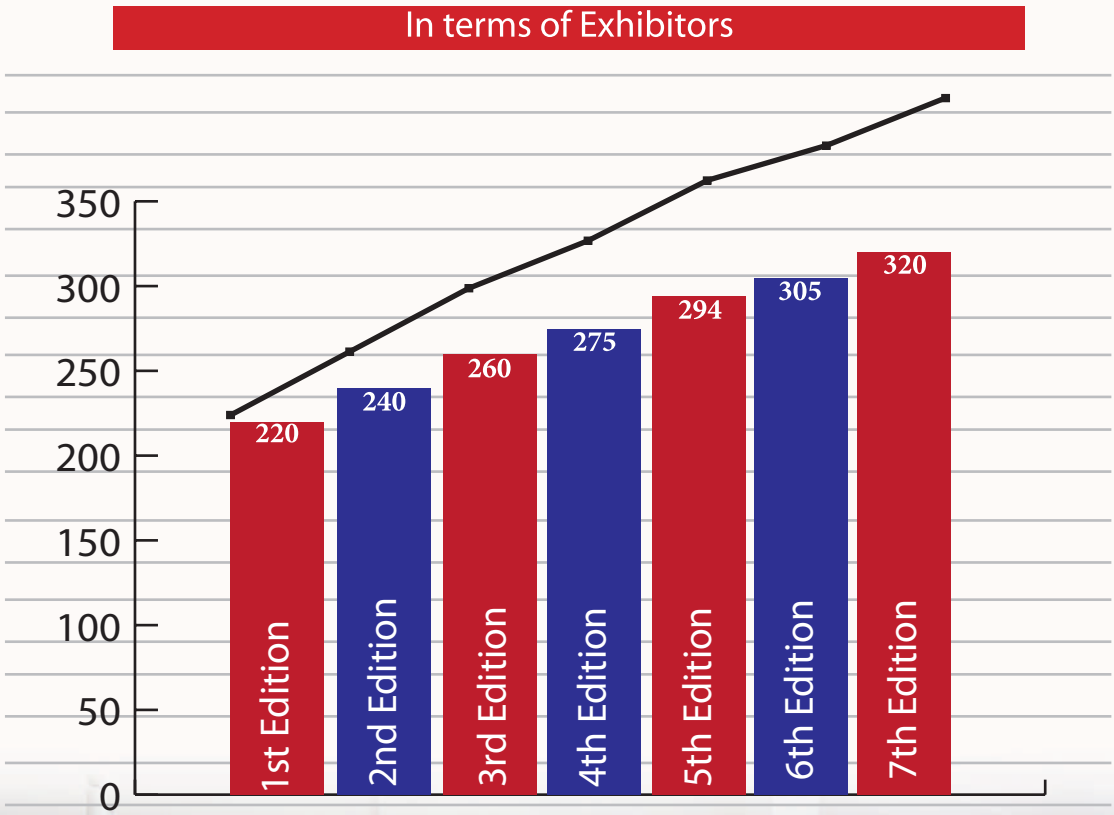
International Engineering Sourcing Show (IESS) is the flagship event of EEPC India organized under the aegis of Department of Commerce. With its unique concept of offering a trade fair, B2B meetings, hosted buyer programmes, vendor development programmes, global sourcing meets, technology pavilion all under one roof, IESS has become a must attend event for engineering fraternity in India.

The unique concept is aimed at :

- Reducing dependence on traditional markets
- Developing domestic market for Engineering products
- Bringing SME closer to technology
- Forging partnerships and joint ventures
- Strengthening commercial relationships
- Raising trade volume between India and the World
- To provide platform to Indian engineering exporters especially from MSME sector, to showcase their strengths and capabilities and explore global business alliances and network in India
- To provide opportunity for exporters of engineering product in building business contact with leading importers, buyers, dealers, distributors and wholesalers of engineering product worldwide
- To promote India as an 'Outsourcing & Technology hub' for the engineering industry where a wide range of high-quality engineering items could be sourced at very competitive rates
- Promote 'Indian Engineering 'as a brand and capitalize our indigenous manufacturing strength
- Bringing technology suppliers and seekers at one common place
- Helping engineering industry in moving up the value chain by upgrading technology

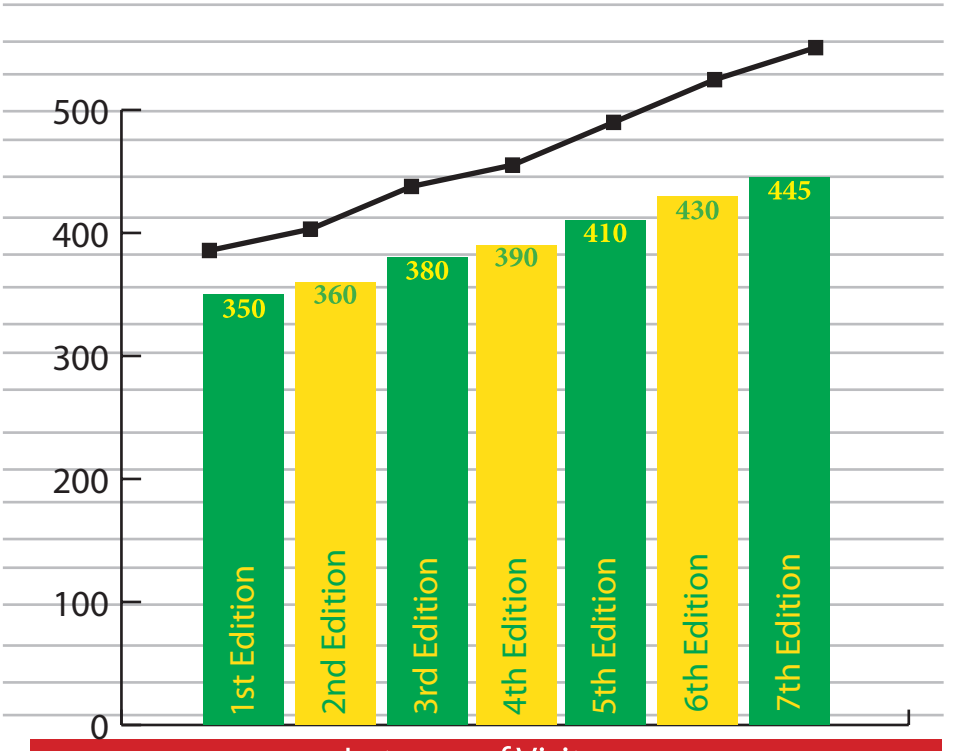


IESS – The Past 7 Editions

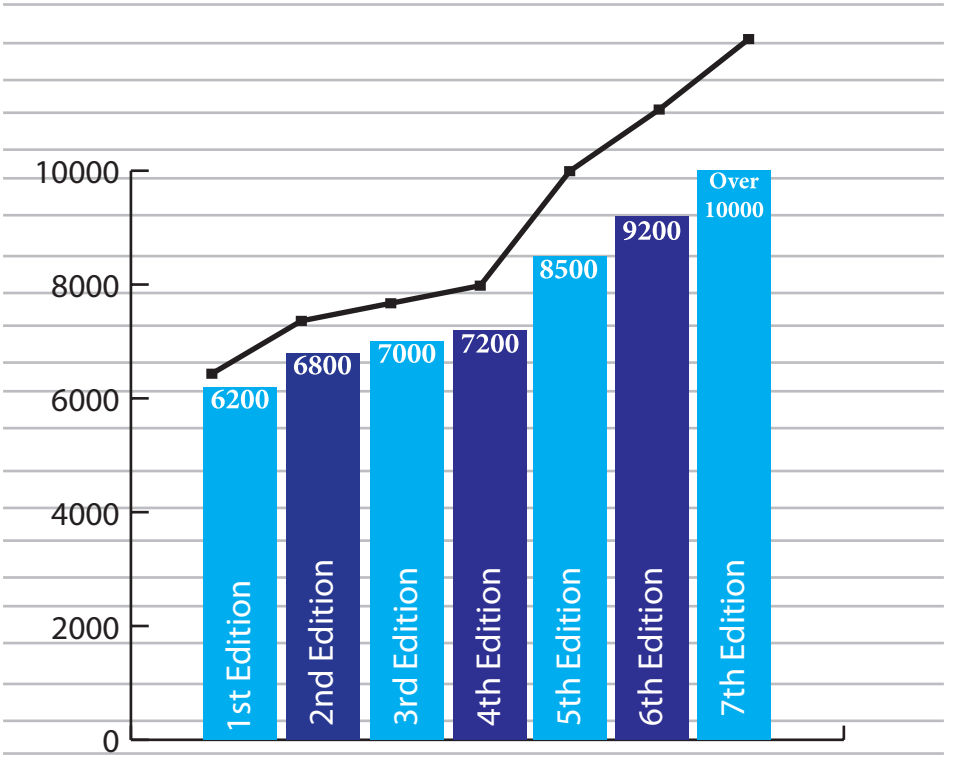




In terms of delegates



In terms of Visitors



IESS Fact Sheet

01

For the past 7 editions, it has witnessed 5 Partner Countries from 3 Continents

02

There has been presence of more than 10 Indian States

03

On an Average, 100 speakers across 15 Thematic Sessions, 500 delegates from over 60 Nations and 300 Exhibitors and over 700 B2B Meetings make the show an Engineering Extravaganza to watch and experience




Inauguration of
India Engineering Sourcing Show 2012




Aman Chadha
Anand Sharma
Martin Kuba
'13
MUMBAI
INDIA


EEPCINDIA
'13
MUMBAI
INDIA


COMESA Business Forum
'14


Smart Match






EEPCINDIA
ENGINEERING THE FUTURE
EPC
HSIIDC




Republic




EEPCINDIA

IESS the 8th time!

India's leading engineering show, IESS VIII (International Engineering Sourcing Show) continues to set new records with around 346 exhibitors, 400 overseas buyers and 10,000 trade visitors participating in the show held over 14-16 March, 2019 in Chennai for the third successive time!

International Engineering Sourcing Show, being organised by EEPC India with support from the Ministry of Commerce & Industry is India's largest display of engineering products and solutions. As the leading platform for this sector, IESS gives visitors a complete overview of the market in its full dimension.



Lamp lighting by Dr. Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry, Govt of India; (on his right) Mr. Ravi Sehgal, Chairman, EEPC India, Mr. B. S. Bhalla, Joint Secretary, Dept of Commerce, Ministry of Commerce and Industry, Datuk K. Talagavathi, Deputy Secretary General, Ministry of International Trade & Industry, Govt. of Malaysia and Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii) while H.E. Dato Hidayat Abdul Hamid, High Commissioner of Malaysia is looking on.

'Smart Engineering' being the theme for this year, showcased India as a Global Hub for Manufacturing and Technology Hub. This is a unique platform to prepare your business transactions and close deals. Generate new business and tap international markets. The event shaped up in a grand way with Malaysia as the Partner Country for the first time, Tamil Nadu as the Host State for the third time, Uttar Pradesh as the Partner State for the Third Time, Madhya Pradesh, Uttarakhand and Jharkhand as Focus States, Flanders as the Focus Region. The Department of Scientific & Industrial Research (DSIR), Department of Heavy Industry, Department of MSME, and India Design Council also lent their support. Bihar and Karnataka also had their pavilions at the event. Apart from a 19 member team of Malaysian exhibitors, Hong Kong, South Korea, Czech Republic, Canada had their representations at the exhibition ground.

The three day show was inaugurated by Dr. Anup Wadhawan, Commerce Secretary, Government of India while a video message from Mr. Suresh Prabhu, Hon'ble Minister of Commerce and Industry, Government of India was played at the inauguration, in the presence of Mr B. S. Bhalla, Joint Secretary, Department of



Front row (R to L)- Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry,Govt of India, Mr Ravi Sehgal, Chairman, EEPC India; Datuk K Talagavathi, Deputy Secretay General, Ministry of International Trade and Industry, Govt of Malaysia; Second row (L to R) Mr. R.P Jhalani, Former Chairman, EEPC India, Mr. P.K. Shah, Former Chairman, EEPC India, Dr Rakesh Verma, Spl Secretary Industrries, Govt of UP and Mr. Anupam Shah, Former Chairman, EEPC India.

Commerce, Ministry of Commerce and Industry, Government of India; Mr. Dharmendra Pratap Yadav, Secretary, MSME, Government of Tamil Nadu; Datuk K. Talagavathi, Deputy Secretary General, Ministry of International Trade and Industry, Government of Malaysia; H.E. Dato' Hidayat Abdul Hamid, High Commissioner of Malaysia and Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii). Mr. Ravi Sehgal, Chairman, EEPC India; H.E. Mr. Milan Hovorka, Ambassador of Czech Republic in India; Mr. Mahesh K. Desai, Sr. Vice Chairman & Officiating as Regional Chairman (SR), EEPC India; Mr. Arun Kumar Garodia, Vice Chairman, EEPC India, Mr. Rakesh Shah, Former Chairman and Chairman Publicity, Exhibition and Delegation Committee, EEPC India; Mr. Anupam Shah, Former Chairman; Mr. R. P. Jhalani, Former Chairman and Mr. Suranjan Gupta, Executive Director, EEPC India also joined the grand inaugural programme.



Opening Ceremony- Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry,Govt of India (5th from right); (on his right), Mr Ravi Sehgal, Chairman, EEPC India; Mr Dharmendra Pratap Yadav, Secretary, MSME, Govt of Tamil Nadu; Mr B S Bhalla, Joint Secretay, Dept of Commerce, Ministry of Commerce and Industry,Govt of India; Datuk K Talagavathi, Deputy Secretay General, Ministry of International Trade and Industry, Govt of Malaysia; H.E. Dato Hidayat Abdul Hamid, High Commissioner of Malaysia and Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii). On the left of Comm Secy - Mr Mahesh K Desai, Sr Vice Chairman & Officiating as Regional Chairman (SR), EEPC India,Mr Arun Garodia, Vice Chairman, EEPC India, Mr Rakesh Shah, former Chairman and Chairman Publicity, Exhibition and Delegation Committee, EEPC India and Mr Suranjan Gupta, Executive Director, EEPC India

On this occasion, EEPC India – Deloitte joint study on "Export India – Unleashing India's Engineering Exports Potential" was unveiled by Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India. On the basis of discussions with Ministry of Commerce, Government of India, and leadership of EEPC India, the paper has set aspirational target of Indian engineering exports as $200 billion by 2025, which is almost a threefold increase from 2017-18 exports. Releasing the paper, Commerce Secretary Dr. Anup Wadhawan said the Department of Commerce and EEPC India would "quickly examine the road-map suggested by the strategy paper and make all possible efforts to achieve the identified potential."

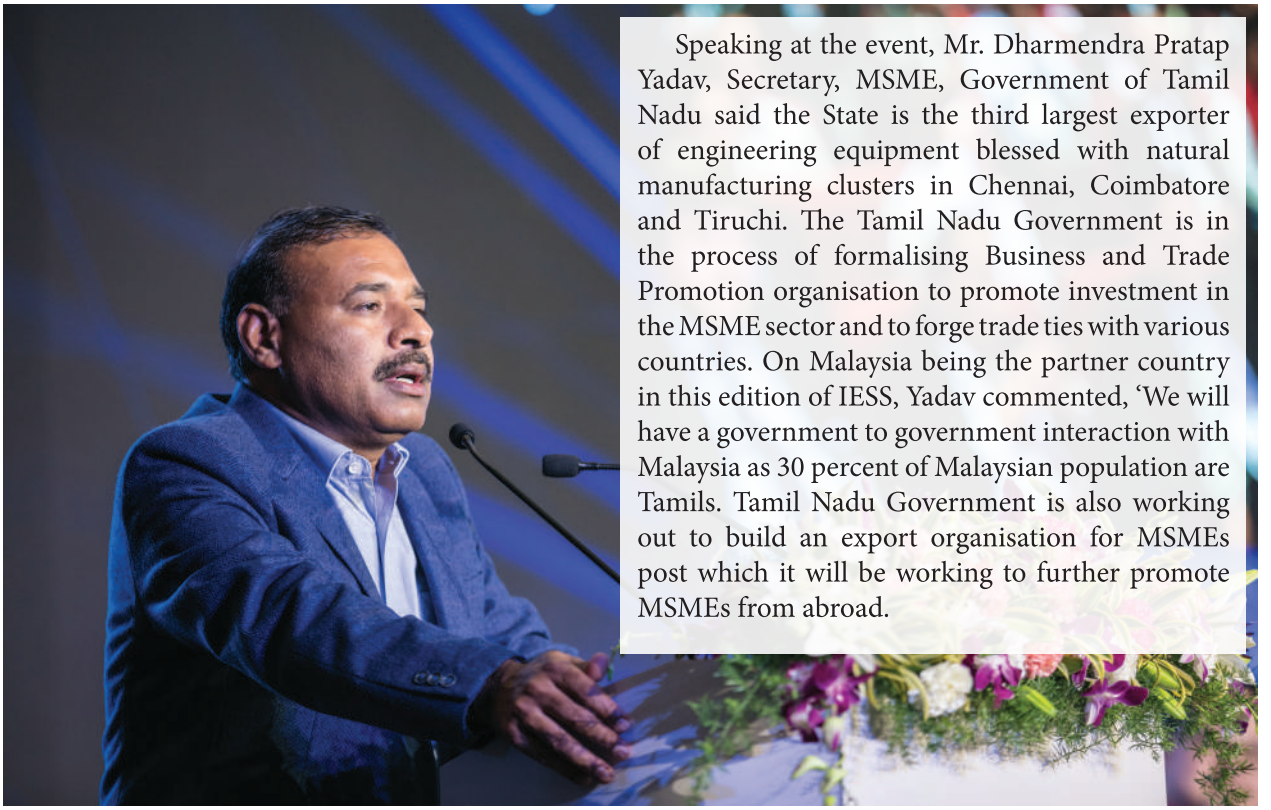


Dr Anup Wadhawan, Union Commerce Secy, releasing the EEPC India-Deloitte joint Strategy Paper, 'Export India – Unleashing India's Engineering Exports Potential.' On the dais, (L to R) Mr Rakesh Shah, former Chairman and Chairman Publicity, Exhibition and Delegation Committee, EEPC India; Dato' Madani Sahari, CEO, MARii; Dato' Hidayat Abdul Hamid, Malaysian High Commissioner in India; Datuk K Talagavathi, Dy Secy Gen, Malaysian Ministry of International Trade & Industry; Mr Ravi Sehgal, Chairman, EEPC India; Dr Anup Wadhawan; Mr BS Bhalla, J Secy, Dept of Commerce, Govt of India; Mr Dharmendra Pratap Yadav, Secy, MSME, Govt of Tamil Nadu; and Mr Mahesh K Desai, Sr Vice Chairman & Officiating Regional Chairman (SR), Mr Arun Garodia, Vice Chairman; and Mr Suranjan Gupta, Executive Director, EEPC India



Dr. Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry,Govt of India addressing gathering at the Opening Ceremony (inset). On the Dais (from left) - Mr Rakesh Shah, former Chairman and Chairman Publicity, Exhibition and Delegation Committee, EEPC India; Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii); H.E. Dato Hidayat Abdul Hamid, High Commissioner of Malaysia; Datuk K Talagavathi, Deputy Secretay General, Ministry of International Trade and Industry, Govt of Malaysia; Datuk K Talagavathi, Deputy Secretay General, Ministry of International Trade and Industry, Govt of Malaysia; Mr B S Bhalla, Joint Secretay, Dept of Commerce, Ministry of Commerce and Industry,Govt of India; Mr Dharmendra Pratap Yadav, Secretary, MSME, Govt of Tamil Nadu; Mr Mahesh K Desai, Sr Vice Chairman & Officiating as Regional Chairman (SR), EEPC India; Mr Arun Garodia, Vice Chairman, EEPC India and Mr Suranjan Gupta, Executive Director, EEPC India.

Dr. Wadhawan during his address said that starting from the global financial crisis of 2008-09, India's exporters have faced several challenges, including unilateral protectionist efforts by various countries. He, however, said conducive government policies have propelled the engineering sector to greater heights. With respect to exports, this year has been particularly good for us. We are likely to touch an all-time record and go past our earlier peak which was in 2013-14 at USD 314 billion and we hope to reach about USD 325-330 billion this year. On under utilisation of FTAs (Free Trade Agreements) he said that the data shows that Indian exporters have not made very good use of FTA, preferential benefits that India has negotiated with partner countries. India has signed different FTAs with key partners like ASEAN, South Korea, Japan, Malaysia, Chile and Singapore. The Department of Commerce is identifying other potential markets and discussing with our trade partners to expand the preferences available to all products and services. One of the reasons for low utilisation of FTAs could be that the MFN (Most Favoured Nation) duties in some countries are low to the extent that they do not be accorded a significant benefit. Speaking on IESS VIII, he added, all the critical components of modern manufacturing are being addressed in the IESS VIII exhibition. India has the potential to supply most sophisticated engineering components to the world.IESS is creating a great platform to display India's capability.



Speaking at the event, Mr. Dharmendra Pratap Yadav, Secretary, MSME, Government of Tamil Nadu said the State is the third largest exporter of engineering equipment blessed with natural manufacturing clusters in Chennai, Coimbatore and Tiruchi. The Tamil Nadu Government is in the process of formalising Business and Trade Promotion organisation to promote investment in the MSME sector and to forge trade ties with various countries. On Malaysia being the partner country in this edition of IESS, Yadav commented, 'We will have a government to government interaction with Malaysia as 30 percent of Malaysian population are Tamils. Tamil Nadu Government is also working out to build an export organisation for MSMEs post which it will be working to further promote MSMEs from abroad.



Datuk K Talagavathi stressed on strengthening of the bond between the two countries. "The presence of the Malaysian manufacturers in Indian automobile sector is quite significant. India is the major trade partner for Malaysia. The collaboration today will bring several opportunities for both of us," she stated. Referring to the trade between the two important ports of the countries-Malacca in Malaysia and Kanchipuram in Tamil Nadu, Desai said, "IESS VIII will again revitalize that old trade practice. Both Malaysia and India are moving towards a highly automated industry.The efforts, through IESS, will accelerate the process."



Mr Ravi Sehgal, Chairman, EEPC India; addressing gathering at the Opening Ceremony

EEPC India Chairman Ravi Sehgal said the broad theme of IESS VIII was **Smart Engineering with four pillars:** *"Subcontracting"; "Industrial & Electrical Machinery", "Future Factory" and "Innovation and Technology"*. The engineering talent that was displayed in IESS VIII spanned nearly 1800 tariff lines at 8 digit and was a microcosm of India's and global capability in hard core metal and metal based engineering. The over 300 Indian exhibitors who participated here were a healthy sample of India's engineering sector which accounted for around 12% of India's GDP, 30% of India's total factories in the organized sector and 29% of total employment in the organized sector.

He also said The Department of Commerce had given EEPC India the responsibility to look at the need for technology upgradation of the engineering MSMEs, especially those in the clusters. Under the guidance of the Department of Commerce, Department of Heavy Industries, the Office of the Principal Scientific Advisor to the Prime Minister, among others, we set a Technology Centre in Bengaluru in 2017 while a second Centre will soon be inaugurated in Kolkata. Technology outreach programmes are being organized in different parts of India in order to propagate the need for technology upgradation and look at ways to bridge the technology gap in various engineering clusters.

Speaking on the EEPC India – Deloitte Strategy Paper he said that Engineering exports, which contribute 25% of India's total export basket are projected at $80-82 billion in the current financial year ending March 31, and the $200 billion exports target can be achieved if "we get our act together" in ensuring that the basic raw material - steel - is made available at affordable prices. The strategy paper has identified areas such as product-market optimisation, eco-system development, promotion and branding, and competitive procurement of inputs for the ambitious goal.

There were separate inaugurations of The Partner Country Pavilion -Malaysia and Host State Pavilion, Tamil Nadu followed by Press Meet.



Mr. Ravi Sehgal, Chairman, EEPC India presenting memento to Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry, Govt of India. Mr. B. S. Bhalla, Joint Secretary, Dept of Commerce, Ministry of Commerce and Industry is to the far right . from L to R on the dais- H.E. Dato Hidayat Abdul Hamid, High Commissioner of Malaysi and , Datuk K. Talagavathi, Deputy Secretary General, Ministry of International Trade & Industry, Govt. of Malaysia



Datuk K. Talagavathi, Deputy Secretary General, Ministry of International Trade & Industry, Govt. of Malaysia receiving memento from Mr Mahesh K Desai, Sr Vice Chairman & Officiating as Regional Chairman (SR), EEPC India



Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii) receiving memento from Mr Rakesh Shah, former Chairman and Chairman Publicity, Exhibition and Delegation Committee, EEPC India



Mr Dharmendra Pratap Yadav, Secretary, MSME, Govt of Tamil Nadu receiving memento from Mr Suranjan Gupta, Executive Director, EEPC India

VIP tour

Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry,Govt of India taking Tour of the Exhibition.






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Mr Milan Hovorka,Czech Ambassador to India, Mr Ravi Sehgal, Chairman, EEPC India and along with Mr Suranjan Gupta, Executive Director, EEPC India taking Tour of the Exhibition.

Dr A R Sihag, Secretary, Department of Heavy Industry, Govt of India, taking Tour of the Exhibition.



Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry,Govt of India (far right) interacts with Dr A R Sihag, Secretary, Department of Heavy Industry, Govt of India, Mr B S Bhalla, Joint Secretary, Department of Commerce, Govt of India (seen behind) and Mr. B. Sarkar, Adviser Technology Centre, EEPC India.



Dr A R Sihag, Secretary, Department of Heavy Industry, Govt of India at Technology and Innovation Pavilion, EEPC India.

The 17 sessions

India Malaysia Business Forum

India Malaysia Business Forum was held with Dato' Madani Sahari,.CEO, MARii, Malaysian Investment Development Authority MIDA, Malaysian External Trade Development Corporation MATRADE &, EXIM Bank Malaysia, Mr. Nagarajan Rao, Director (AI & IOT), NASSCOM.



Dato' Madani Sahari, CEO, MARii, Malaysian Investment Development Authority (MIDA), Malaysian External Trade Development Corporation (MATRADE) and Exim Bank Malaysia, at the India-Malaysia Business Forum. Mr Nagarajan Rao, Director (AI & IoT), NASSCOM, and Mr Mahesh K Desai, Sr Vice Chairman and Mr Arun Garodia, Vice Chairman, EEPC India, were among those present in the forum

This edition of IESS has Malaysia as its Partner Country. Hence, with the view to present the opportunities of further international partnerships and collaboration between Malaysia and India's automotive industries, foster and facilitate better understanding of each other's markets, solidify technology and knowledge transfer between businesses, India-Malaysia Business Forum was held on first day of the event. As per official figures Department for Promotion of Industry and Internal Trade earlier known as -(DIPP), Malaysia is currently the 25th largest investor in India with FDI inflows of $829.17 million from April 2000 to December 2016. The volume of bilateral trade between Malaysia and India has grown phenomenally from 1980 to date, currently touching about 80 billion dollars. Malaysia has also undertaken $6 billion worth of projects in India. There are over 150 major Indian companies, including more than 60 IT ventures, operating in Malaysia.

Dato' Madani Sahari, CEO, MARii said - The automotive industry in Malaysia includes design, production of parts and components with employment being generated to nearly 65,000 persons. The govt. impetus is towards energy efficient vehicles produced by green manufacturing units. Industry 4WRD is a govt. initiative to ensure firms adopt industry 4.0 technologies and processes. Centres of Excellence have been set up, offering courses from Diploma level to PhD. Research level to improve the human capital in manufacturing and engineering services.

A preparatory meeting on the 6th Indo –Czech JWG Meeting on Heavy Engineering and Advanced Manufacturing:



Preparatory Meeting on the 6th Indo-Czech Joint Working Group on Heavy Engineering & Advanced Manufacturing in progress.

On the inaugural day of IESS VIII, a preparatory meeting was held on the 6th Indo-Czech Joint Working Group on Heavy Engineering and Advanced Manufacturing which was attended by a high-level delegation of Indian officials and Czech Republic counterparts and industry leaders. The meeting was chaired by Ms. Sukriti Likhi, Joint Secretary, DHI from India and HE Mr. Milan Hovorka, Ambassador of Czech Republic in India represented the Czech Republic.The meeting focussed on key issues like inviting overseas companies to set up operations in India, localization of production and technology transfer. The meeting laid the foundation for the 6th meeting of Indo-Czech Joint Working Group on Heavy Engineering and Advanced Manufacturing proposed to be held later in the year at Brno, Czech Republic during the 61st International Engineering Fair (MSV 2019).

Global Investment Forum



Mr K Ravi Kumar, Secy, Dept of Industries, Govt of Jharkhand, Ms Khyati Srivastava; Representative Industries Dept, Govt of Uttar Pradesh; Mr Jayant Nadiger, Trade & Investment Commissioner, Flanders Investment & Trade; Mr Jonathon Azzopardi, Chairman, Canadian Association of Mold Makers (CAMM) & President of Laval Tool, Mr Ambrish Bhandari, DGM & Regional Head, Exim Bank, Mr R.P. Jhalani, Former Chairman, EEPC India; Mr R Seshagiri, Dy Regional Chairman (SR). EEPC india and Ms Anima Pandey, Regional Director (ER) & Director (Membership), EEPC India, among others were present.

Global Investment Forum - with the view to focus on inward & outward investment, opportunities in India, EEPC India organized a 'Global Investment Forum - A Seminar on Inbound and Outbound Investment Opportunities from India' on the first day of IESS 2019. The seminar had industry experts expounding on the strengths of and investment opportunities in the Indian states including Jharkhand, Uttar Pradesh, Uttarakhand, Madhya Pradesh, Tamil Nadu, and Belgium's county Flanders, and Partner Country Malaysia. Mr. K. Ravi Kumar, Secretary Department of Industries, Government of Jharkhand, Ms. Khyati Srivastava; Representative, Industries Department, Government of Uttar Pradesh; Mr. Jayant Nadiger – Trade & Investment Commissioner, Flanders Investment & Trade; Mr. Jonathon Azzopardi – Chairman of Canadian Association of Mold Makers CAMM & President of Laval Tool, Mr. Ambrish Bhandari, DGM & Regional Head, EXIM Bank were present.

CEO FORUM -Innovation Nation: Increasing India's Ease of Doing Business



The engineering sector in India attracts immense interest from foreign players as it enjoys a comparative advantage in terms of manufacturing costs, technology and innovation. The above, coupled with favourable regulatory policies and growth in the manufacturing sector, have enabled several foreign players to invest in India. However, many challenges dominate and hamper the growth. To deliberate upon the challenges and setbacks being faced by the Indian engineering fraternity and come up with sustainable solutions to excel in the competitive global scene, 'CEO Roundtable: Policy Makers to Nation' with 30 CEOs was held at IESS 2019 that was addressed by Dr. A.R. Sihag, Secretary, Department of Heavy Industry, Government of India; Ms. Sukriti Likhi, Joint Secretary, Department of Heavy Industry, Government of India; Mr. B. S. Bhalla, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India. This CEO roundtable is a step towards increasing the gains and minimizing the losses.



IESS VIII hosted 30 CEOs of top Indian and global companies at the CEO Forum presided over by Dr A R Sihag, Secretary, Department of Heavy Industry, Govt of India, Ms Sukriti Likhi, Joint Secretary, Department of Heavy Industry, Govt of India; Mr B S Bhalla, Joint Secretary, Department of Commerce, Govt of India.Mr Ravi Sehgal, Chairman, EEPC India was also present.

Two Vendor Development Meet with Indian PSUs were held



Dr S K Saxena, Addl General Manager and Mr R Sathish Kumar, Joint GM, Heavy Vehicle Factory. Avadi; Mr S Jayaprakash, Senior Material Manager, Shell Depot and Mr N Kamaraj, Senior Mechanical Engineer Designs, Integral Coach Factory; and Mr KS Mani, Dy Regional Chairman (SR), Dr Rajat Srivastava, Regional Director (WR) and Director (Marketing & Sales), and Mr Ajay Goswami, Chairman, Committee on Skill Development, EEPC India, at the Vendor Development Meet with Indian PSUs

Vendor Development Meets provide an ideal platform for MSMEs to explore the requirements of the larger units. EEPC India organized two vendor development programmes during IESS 2019 with the aim to provide business opportunities to MSMEs to expand their market base in government/public sector undertakings and large scale industries, and to bring MSMEs and PSUs on a common platform for a business exchange. The six participating Indian PSUs: Integral Coach Factory (of Indian Railways), Heavy Vehicle Factory (of Ordnance Factories Board of Ministry of Defence); Vizag Steel, (Under Ministry of Steel); Hindustan Petroleum Corporation Ltd (under Ministry of Petroleum and Natural Gas); Brahmaputra Cracker and Polymer Ltd, (Department of Chemicals and Petro-Chemicals); Western Coalfields Ltd (subsidiary of Coal India Ltd of Ministry of Coal) and BEML (under Ministry of Defence) made presentations on aspects like listing of MSMEs as Vendors, their empanelment etc.



Mr. R. K. Rai, Director, Ministry of MSME, Government of India; Ms. Sheela Priyadarshini, Dy. General Manager (MM), & Mr. Ravi Kishore, Vizag Steel; Mr. Sriram Raguraman – Asst. Manager Procurement, Hindustan Petroleum Corporation Ltd; Mr Pranjal K Phukan, Chief Manager (Contract and Procurement) Brahmaputra Cracker and Polymer Limited; Mr. C. R. Samantray, GM (MM), Western Coalfields Ltd; Mr. T N Srinivasan, Asst. General Manager, Vendor Development Cell, BEML were present. Mr Mr R Seshagiri, Dy Regional Chairman (SR). EEPC india and Dr Rajat Srivastava , Regional Dirctor (WR) and Director (Marketing & Sales), EEPC India were seen.

The Vendor Development Meet on Day 2 of the event was presided over by Mr. R. K. Rai, Director, Ministry of MSME, Government of India.

Department of Heavy Industry supported three seminars at IESS VIII

Department of Heavy Industry, Government of India is one of the deparments which has supported IESS from its inception. Several interesting and value added sessions were organises under the aegis of the department with an objective to increase the competitiveness of the Indian Capital Goods sector.

Seminar on 5S for factory safety and increasing efficiency



The DHI-supported seminar on 5S was attended by Mr Swarupan Das, Dy Director, National Productivity Council, Bangalore. Mr LP Gupta, Dy Regional Chairman (ER), EEPC India, Ms Kamakshi Tayal, Sr Executive Officer and Mr V C Ravish,Sr Executive Officer, EEPC India were also seen among others.

Heavy Engineering and Capital Goods Manufacturing sector are the large employer of labours in highly diverse environment, the 5S for Factory Safety and Security for increasing efficiency is the need of the hour. There is a need to propagate 5S concept amongst Indian Capital Good sector. The 5S Seminar at IESS 2019 provided exposure to Indian Capital Goods Manufacturers on the 5S philosophy and give guidance on how to adopt and operate global best practices. The seminar was attended by industry representatives, Government representatives in partnership with Department of Heavy Industry, Government of India. National Productivity Council was a Partner for the event.

Session on Industry 4.0 - the Indian perspective



Ms Sukriti Likhi, Joint Secretary, DHI, addressing a session on Industry 4.0 supported by the Department of Heavy Industries (DHI), Government of India. Among those present were Dato'Madani Sahari, CEO, MARii and Mr. P. R. Venkatachalam, Working Committee Member, EEPC India

Industry 4.0 is poised to happen on a global scale, taking the automation of manufacturing processes to a new level by linking the cyber & physical, incorporating AI and enabling customized and flexible mass production technologies. EEPC India in collaboration with DHI organised 'Session on Industry 4.0 - the Indian perspective' to develop awareness and demystification of the concept of 'Industry 4.0' by developing network and cooperation between industry and academia.

Ms. Sukriti Likhi, Joint Secretary, DHI was the chief guest at the forum. She interacted with the presenters at the session and also proposed a visit to Siemens Factory for college students. With representations from the Government, large cooperates and MSME sectors, the session provided the manufacturing industries, particularly the MSMEs a feel of Industry 4.0, its relevance to their businesses and created awareness about the application and benefits of Industry 4.0. MARii added the global perspective to the session.

Awareness Programme On Leveraging Trade Agreements To Boost Engineering Exports



Panelists displaying the EEPC India - DHI- Study on 'Leveraging Trade Agreements to Boost Export from Indian Capital Goods sector' at DHI supported programme on trade agreements. Among those present were Ms Sukriti Likhi, Jt Secy, DHI; Prof. Parthapratim Pal, IIM Kolkata; Prof. Murali Kallummal and Prof. Mukesh Bhatnagar, Centre for WTO Studies, IIFT; Mr Biswajit Sarkar, Advocate, IP-Attorneys, and Mr Suranjan Gupta, Executive Director, EEPC India. Mr Rohinton R Engineer, Convenor of Industrial Equipments and Accessories Panel , EEPC India

EEPC India has been fortunate enough to work with DHI on various policy and promotional measures for the development of the capital goods sector. Continuing this process and given the spate of trade agreements India is negotiating, EEPC India felt the need to conduct a study on the impact of the existing preferential trade agreements on the capital goods sector and how the sector can leverage the benefits from these Agreements. The initial draft was launched as a study at this seminar by Ms. Sukriti Likhi, Joint Secretary, Department of Heavy Industry, Government of India at IESS VIII . Based on the discussion with other experts and industry representatives, the paper will be suitably modified and submitted to DHI for their own use.

DSIR (Department of Scientific and Industrial Research, Government of India) co- organised the Seminar on "Promoting Smart Manufacturing In Clusters"



A seminar on Promoting Smart Manufacturing in Clusters, co-organised by the Dept of Scientific and Industrial Research (DSIR), Government of India, was attended by Mr Ashwani Gupta, Scientist G, DSIR among others. Mr Mahesh K Desai, Sr Vice Chairman and Officiating Regional Chairman (SR), EEPC India was also present



Mr Mahesh K Desai, Sr Vice Chairman & Officiating as Regional Chairman (SR), EEPC India at the session

IESS VIII, while addressing changes in the industry, has focussed on Smart Engineering and conducted a seminar that discussed the research and changes involved in implementing the same. A concept note on the theme was also released which elaborated the theme saying that it is imperative to establish a platform for dialogue among the various stakeholders in Industry, R&D Academia and the Government to identify the needs particular to the Indian micro and macro-economic conditions and set the course for Smart Manufacturing adoption to facilitate maximum competitive edge. A Panel discussion was held amongst the various clusters present in the country like Foundry, Pumps & Medical Devices. Eminent Scientists from key R&D institutions in India added much flavour to the session. Mr. Aswini Gupta, Scientist G, DSIR was the keynote Speaker at the session.

3 Global Sourcing Meets



Mr Musa Zahidin, President, Perodua Supplier Association (P2SA) addressing the Global Sourcing Meet held by PERODUA. Mr Arun K Garodia, Vice Chairman, EEPC India, Mr KS Mani, Dy Regional Chairman (SR), EEPC India and Mr Rakesh Suraj, Regional Director (NR), EEPC India also seen among others.

3 Global Sourcing Meets were held by PERODUA (Malaysia based car manufacturer), ABB (Swiss-Swedish based digital technologies company and iPRO India (subsidiary of German based iPRO Group which provide innovative engineering concepts and services).

The Perusahaan Otomobil Kedua Sendirian Berhad (Second Automobile Manufacturer Private Limited), usually abbreviated to Perodua is Malaysia's largest car manufacturer.



Mr Musa Zahidin, President, Perodua Supplier Association (P2SA) receiving memento from Mr Arun K Garodia, Vice Chairman, EEPC India, and Mr KS Mani, Dy Regional Chairman (SR), EEPC India is far left and Mr Rakesh Suraj, Regional Director (NR), EEPC India is far right



A Global Sourcing Meet held by ABB was attended by Mr Premkumar V, Global Sourcing Programme Manager, EMS and Mr Ravi Kumar K, Manager – Procurement & Logistics (Electric Strategic Sourcing), ABB; and Mr KL Dhingra, Regional Chairman (WR), Mr Amrit Jalavadia, Chairman, Committee on Trade with Central Europe, EEPC India and Mr C H Nadiger, Regional Director (SR) among others

ABB – is a pioneering technology leader in power grids, electrification products, industrial automation and robotics and motion, serving customers in utilities, industry and transport & infrastructure globally. Continuing a history of innovation spanning more than 130 years, ABB today is writing the future of industrial digitalization.



Mr Ankit Daftary, Country Manager, iPRO India, addressing a Global Sourcing Meet held by iPRO. Among others present L to R : Mr Rakesh Suraj, Regional Director (NR), EEPC India; Mr Arun K Garodia, Vice Chairman, EEPC India and Mr C D Shah, Working Committee Member, EEPC India

iPRO India with their Highly trained staff and latest engineering tools available in the group provides best in class solutions to their clients. They cater various industries with their engineering services and equipment design in the setting up of green field projects, upgradation and optimization of the existing plants using modern tools and technologies.

Two firsts to this edition, were an exclusive session on the role of Design in increasing productivity and competency in Engineering and the other one was a seminar on how to judiciously use Ayurvedic science by employing technology and IT.

Good Design Seminar & India Design mark awards 2019



The entire jury with the award winners of India Design Mark Awards 2019

EEPC India along with India Design Council organised the Design Showcase and prestigious India Design Mark Award 2019 during IESS VIII. The role of design and innovations in Indian engineering products has been gaining significance. Hence, India Design Mark Awards 2019 have been launched making this edition of IESS truly notable. Suitable design interventions can help the Indian engineering exports to move up the value chain and also to increase its market share internationally.



Prof. Vijai Singh Katiyar, Member Secretary (i/c), India Design Council & Director (i/c), National Institute of Design addressing the seminar and Mr. Ravi Sehgal, Chairman, EEPC India; Mr. P. C. Shah, WC Member, EEPC India are among the dignitaries in the dais

A display of the best design interventions in engineering sector were showcased in an area of over 400 sq m during the exhibition. Good Design Awards 2019 were also announced during IESS VIII. The awards were judged by renowned Indian and international experts working in the Design sphere. India Design Council who has initiated India Design Mark in cooperation with Japan Institute of Design Promotion (JDP) is the highest design recognition from the Indian Government with IESS as a platform this year. India Yamaha Motor Pvt Ltd & Maruti Suzuki India Ltd - Swift Dzire; (Automotive and Transportation); Crompton Greaves Consumer Electricals Ltd (Automotive and Transportation); Godrej Locking Solutions and Systems (Furniture and Equipment); VIP Industries Ltd (Lifestyle Products); Microlit – Lilpet Pro (Miscellaneous); Larsen & Tubro Ltd – Pneumatic Tyre Roller (Industrial Equipment) were few of the winners!

Ayurtech Rountable - where technology serves Ayurveda industry interaction



A special event at IESS VIII was the Ayurtech Rountable – where technology serves Ayurveda industry. The Roundtable was addressed among others by Mr Rajesh Kotecha, Secretary, Ministry of Ayush, Government of India; Dr Manoj Nesari, Advisor, Ministry of Ayush; and Ms Sangeeta Godbole, DG, SEPC

Ayurveda is introduced through a separate session called 'Ayur Tech'. This is a joint initiative of EEPC India, Ministry of Ayush, Government of India, and Service Export Promotion Council (SEPC) with their maiden appearance in our signature show. The objective of this session was to take Ayurveda to the next level with the help of India's prowess in Technology, Engineering and IT. The session was chaired by Vaidya Shri. Rajesh Kotecha, Secretary, Ministry of AYUSH along with Dr. Manoj Nesari, Adviser, Ministry of AYUSH; Dr. Anupama Srivastava, Director, Rashtriya Ayurvada Vidyapeeth; Dr. K. S. Dhiman, Director General, CCRAS; and Ms. Sangeeta Godbole, Director General, SEPC.



Mr Ravi Sehgal, Chairman, EEPC India presenting a memento to Mr Rajesh Kotecha, Secretary, Ministry of Ayush. On his right Ms Sangeeta Godbole, DG, SEPC; and Mr K L Dhingra, Regional Chairman (WR), and Ms Anima Pandey, Regional Director (ER) and Director (Membership), EEPC India. Dr Manoj Nesari, Advisor, Ministry of Ayush, is on the far right

There was discussion on three pillars on which Ayurtech stands – Tradition, Technology, and Innovation. By doing so, the forum drew a parallel of regular medicine progressing and not Ayurveda. Dr. Smitha, Professor at IIT Madras from the Department of Biotechnology spoke about how the endangerment of certain medicinal plants that are on the rise. Dr. Jose, Apollo Hospitals, mentioned that Ayurveda is not being used to its full potential whereas countries like Sri Lanka are using it for tourism as well. He further mentioned that it is essential to bask in our history.

It was felt that due to the lack of technological support, certain practices are being abandoned. The speakers also proposed an application which gives the complete details of the plant, right from its cells to its composition. With the integration of technology, it can be certain that the knowledge of Ayurveda has increased and is becoming worldwide.

Session On Manufacturing Start Up + Venture Capital



The Session on Manufacturing Start Up + Venture Capital was addressed by Mr. Sanjib Roy, Sr. Manager (Co-ordination - Manufacturing Businesses), Balmer Lawrie & Co. Ltd; Mr. Shankar Jadhav, Managing Director, BSE Investments Ltd and Mr Rajiv Bhargava, Associate Director at the Munjal Institute for Global Manufacturing and at the Punj Lloyd Institute of Infrastructure at ISB and Mr. Kamalesh Sekhar, Director, Three D Management Services Pvt Ltd. Ms Pallavi Saha, Sr Deputy Director, EEPC India and Mr Sooraj Dhawan, Director, Falcon were also seen among others.

Mr. Sanjib Roy, Sr. Manager (Co-ordination – Manufacturing Businesses),– Balmer Lawrie & Co. Ltd; Mr. Shankar Jadhav, Managing Director, BSE Investments Ltd and Mr Rajiv Bhargava, Associate Director at the Munjal Institute for Global Manufacturing and at the Punj Lloyd Institute of Infrastructure at ISB and Mr Kamalesh Sekhar, Director, Three D Management Services Pvt Ltd enlightened the steps to Start Ups.

Session on e Marketplace



Mr. Ramesh Mahadevan, Business Facilitator for Tamil Nadu & Pondicherry Government e Marketplace (GeM);
Mr. Vishal Grover, Vice President - Sales, Trade India; Mr. Naman Shah, Co founder, Now Purchase;
Mr Anubhav Kumar, Business Development Advisor, Alibaba address the seminar.
Mr. P. R. Venkatachalam, Working Committee Member, EEPC India

Mr. Ramesh Mahadevan, Business Facilitator for Tamil Nadu & Pondicherry Government e Marketplace (GeM); Mr Vishal Grover, Vice President - Sales, Trade India; Mr. Naman Shah, Co founder, NowPurchase; Mr. Anubhav Kumar, Business Development Advisor, Alibaba elaborated on the simplified steps of industrial procurement using technology

B2B Meeting






NSSH
POLYCHEM LTD


B2B


B2B


B2B



Malaysia – As the partner country

IESS and MALAYSIA

IESS is considered to be the largest sourcing show organised within India for the engineering sector, particularly for MSMEs. It recently emerged as the most-favoured global destination for sourcing engineering goods and services from India. Future Factory and Innovation and Technology as major product verticals in IESS manifest EEPC India's role as the prime advocate of the 4th Industrial Revolution or IoT.

India is at the top of Asia striving to be a USD 5 Trillion economy by 2027 and predicted by IMF to regain the tag of fastest growing major economies of the world, crossing China with more than 0.7 percentage point in 2018 and an impressive 1.2 percentage point growth lead in 2019.

Industry 4.0 is the new word in the World Engineering Industry. India, Malaysia and the world are moving from automation to autonomy — where machines speak with each other. A smart factory, armed with data exchange in manufacturing and the Internet of Things (IoT) is the future and experts are calling it revolution Industry 4.0.

Time is ripe for a discussion, deliberation, ideation and exchange of ideas, processes, knowledge in a world class interactive platform of this stature which advocates 'Smart engineering'.

We are glad Malaysia was the Partner Country in IESS VIII. Malaysia, with the Asia's 8th best and world's 25th best overall infrastructure, South East Asia's 4th largest and world's 38th largest Economy, has one of the best economic records in Asia since its independence with its GDP growing at an average of 6.5% per annum for almost 50 years.

Today, the Malaysian automotive industry has grown many fold. It is an industry that contributes 4 percent, to Malaysia's Gross Domestic Product (GDP), a significant chunk of the economy that houses 641 parts and components manufacturers, more than 53,011 after sales businesses and provides jobs to a 736,632 strong workforce. Around 80% of the parts and components manufacturers within the domestic ecosystem are home grown, Malaysian-owned companies which underscores the competency of the sector.

India may leapfrog the western mobility paradigm of private-vehicle ownership and create a shared, electric and connected mobility system. A sharp fall in technology costs, business model innovation, and increasing connectivity may make India's ambitious target of achieving 100 % EV (Electric Vehicle) by 2030 an achievable dream!

As both Malaysia and India are moving towards a technology driven Automotive Industry equipped with shared mobility, connectivity, electrification and autonomous driving, this was the most appropriate time for Malaysia Automotive, Robotics and IoT Institute (MARii) to play a lead role to participate in a global forum like IESS !

Malaysia's participation at IESS 2019 is expected to be a major game changer. They are looking forward to greater collaborations between MARii and Indian companies and create a technology ecosystem between the two countries.

There was a separate inauguration of Malaysia Pavilion.



Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry, Govt of India (4th from left),(on his right) Datuk K Talagavathi, Deputy Secretay General, Ministry of International Trade and Industry, Govt of Malaysia; Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii); H.E. Dato Hidayat Abdul Hamid, High Commissioner of Malaysia (on his left) Mr Ravi Sehgal, Chairman, EEPC India; Mr B S Bhalla, Joint Secretay, Dept of Commerce, Ministry of Commerce and Industry,Govt of India; Mr. P.K. Shah and Mr. Anupam Shah, former Chairmen EEPC India inaugurating the Malaysia Pavilion


MITI
MALAYSIA
MARii
INSTITUT AUTOMOTIF ROBOTIK DAN IoT MALAYSIA
MALAYSIA AUTOMOTIVE ROBOTICS AND IoT INSTITUTE
Welcome to Malaysia Pavilion @ IESS VIII
MARii
MATRADE
MIDA


WELCOME TO
MALAYSIA
PAVILION
IESS VIII
MARii
MIDA
MATRADE
MITI
MARii

Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry,Govt of India taking a tour of Malaysia Pavilion





A 19 member team exhibited at the pavilion including :

Atilze, Azman Hamzah Plastik SDN, Daehong Kostech Co. Ltd.,Export-Import Bank Of Malaysia BerhaD (EXIM BANK), Feiran Technology SDN BHD, Fulle Technik SDN BHD, Group Component Automotive, Malaysia Automotive Robotics And Iot Institute, Malaysia External Trade Development Corporation (MATRADE), Perodua and Malaysian Investment Development Authority (MIDA) to name of few.

An exclusive Bilateral Forum organized at the event.





Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii) presenting a memento to - Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry,Govt of India inside Malaysia Pavilion,. Mr Ravi Sehgal, Chairman, EEPC India is far left from R to L - Datuk K Talagavathi, Deputy Secretay General, Ministry of International Trade and Industry, Govt of Malaysia; and Mr Mahesh K Desai, Sr Vice Chairman & Officiating as Regional Chairman (SR), EEPC India,



Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry,Govt of India taking a tour of Malaysia Pavilion

India and Malaysia

India and Malaysia have had long-standing commercial links dating to the pre-Christian era. In modern times, Indian industry has been associated for three decades with the transformation of Malaysia from an exporter of primary products into an industrialized and broad-based economy. The first Indian joint venture, Godrej commenced operations in 1968, and in the seventies and early eighties Malaysia hosted the largest number of Indian joint ventures in any country.

In the decade since 2000 growing India-Malaysia ties across the board have triggered new dimensions in bilateral commercial and economic relations. Malaysia is our third largest trading partner in ASEAN other than Indonesia and Singapore and India is the largest trading partner for Malaysia from among the countries of the South Asia other than Singapore and China. India-Malaysia bilateral trade in 1998 was US$ 2.255 billion which has grown to USD 14.713 Billion during 2017-18 which is a 552.46 % rise over a period of 19 years. Machinery & Transport Equipment Exports from Malaysia accounting for 2.09 % of India's Global Imports manifest the importance of this sector in bilateral trade map.

Values in US$ Million	2014-2015	2015-2016	2016-2017	2017-2018
India's Exports to Malaysia	5816.55	3706.83	5224.86	5701.56
India's Imports from Malaysia	11117.74	9083.83	8933.59	9011.58
Trade Balance	-5301.19	-5377	-3708.73	-3310.02
India's Engineering Exports to Malaysia	2064.53	1343.86	2404.83	2012.44
India's Engineering Imports from Malaysia	1749.51	1633.4	1468.2	1882.09
Engineering Trade Balance	315.02	-289.54	936.63	130.35

Host State

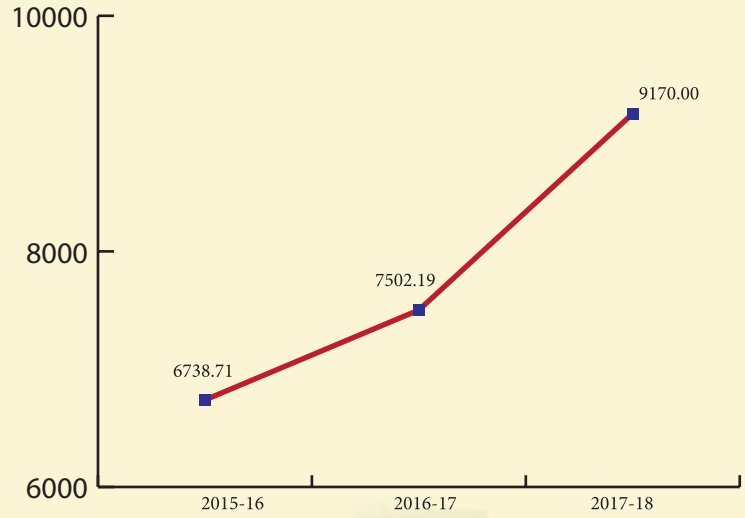
Tamil Nadu

In PPP terms, US 605.26 Billion Tamil Nadu is bigger than Vietnam, Belgium, Norway, Finland, Denmark and New Zealand and it ranked first in terms of Domestic and Foreign Tourist arrivals in 2016. Tamil Nadu is the 2nd largest economy in India. It ranks first in terms of Industrial Performance, Investment Potential in India and in total number of MSME Units in India. Tamil Nadu accounts for the largest number of (15.07 Percentage) Micro, Small and Medium Enterprises (MSMEs) in the country with 6.89 lakhs registered MSMEs, producing over 8,000 varieties of product for a total investment of more than Rs.32,008 crores.

It is the fastest growing State Economy with average growth rate of 11%.In 2017, it was ranked 4th in terms of FDI inflows in the country accounting for 7.7% of total FDI in India. At present, 57 Fortune 500 companies are based in Tamil Nadu. Known as Yarn Bowl of India, it is home to India's largest automobile cluster, second largest electronic hardware manufacturing hub, highest tele density in India and 80.8% literacy rate .

Tamil Nadu State is the third largest exporter of Engineering products followed by Maharashtra and Gujarat and has been constantly contributing more than 50% to the Southern Region's exports of engineering products

Engineering Exports from Tamil Nadu





IESS and Tamil Nadu

Tamil Nadu has been associated with IESS since 2017.Chennai is the most relevant venue, dubbed as the Detroit of Asia accounting for 35% India's Auto component production and 70 % of India's overall exports of Passenger Vehicles. India is a promising market with presence of auto component suppliers to Global Majors like BMW, Renault, Daimler, Ford, Honda, Volvo, Hyundai to name a few.

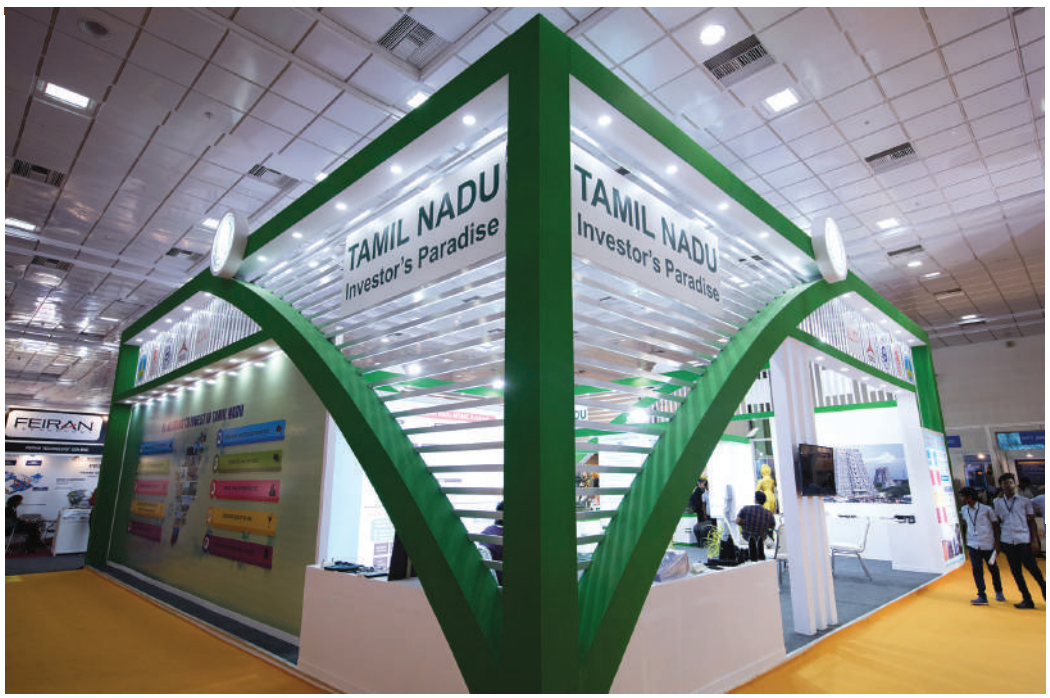


Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry,Govt of India inaugurating the Tamil Nadu Pavilion along with Mr Dharmendra Pratap Yadav, Secretary, MSME, Govt of Tamil Nadu, (to his right) and Mr Ravi Sehgal, Chairman, EEPC India (to his left)



Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry, Govt of India (at the centre),(on his right) Mr Dharmendra Pratap Yadav, Secretary, MSME, Govt of Tamil Nadu; Dr Rakesh Verma, Spl Secretary Industrries, Govt of UP and (on his left) Mr. Ravi Sehgal, Chairman, EEPC India inaugurating the Tamil Nadu Pavilion


SIDCO
TIDCO
ELCOT
TAMIL NADU
Investor's Paradise
WELCOME


TAMIL NADU
Investor's Paradise
TAMIL NADU
Investor's Paradise
FEIRAN

Flanders – Focus Region

Flanders is a region in Belgium, located in the center of Europe. Belgium has a population of 10 million people. There are three official languages (Dutch, French and German). However, English is widely spoken all over the country.

Geography: in the heart of Europe

Flanders is the northern part of Belgium. The region borders on the North Sea, with 65 km of beach. Flanders covers 44,8% of the country's surface and accounts for some 60% of the total population.

Due to its central location in Europe, many major European cities, like Paris, London, Amsterdam, are only a short distance away and can be easily visited on a day-trip from Belgium.

State structure and languages

Belgium is a federal state, with 4 relatively autonomous regions and governments: Flanders in the north, where the language is Dutch ("Flemish"), Wallonia in the south, where the language is French, the East Cantons where the language is German, and the centrally located Brussels, which is officially bilingual (French and Dutch). The Dutch dialects spoken in Belgium and the standard language with influences from these dialects, are often referred to as Flemish.



Belgium's rich history

Belgium's rich history has left impressive churches, town halls, castles and works of art, dating back to the early Middle Ages, spread around the cities and country-side (see below). Major industries today include automobile assembly, biotechnology, chemicals, diamond cutting, food and beverages, glass, steel, transportation and high value-added manufacturing.

An export-oriented economy

The region provides 60% of the national GDP. Flanders' economy is strongly export-oriented. The main export products are automobiles, food (chocolates & beers !), iron and steel, finished diamonds, textiles, plastics and petroleum products.

Quality of life

Belgium is considered to have a high "quality of life", as testified by its excellent food, housing, health care, education and infrastructure.

Science and technology: focus on bio and nano

Science and technology is well developed thanks to the presence of several universities and major research institutes in the region. Biotechnology & nanotechnology are 2 of the 10 core focus areas of Flanders' Science Policy.

Belgian cuisine

Our cuisine is related to the French cuisine, but offers some very distinctive touches. A well-known culinary specialty is Belgian chocolates. And then there is the national dish, "French" Fries ("frites"), which, according to the legend, were invented in Belgium, not France. Beer is another national specialty: there are hundreds of different types with distinctive tastes, all served in their own specially made glasses.

Flanders in numbers and assets

-surface area: 13 522 km2 (Belgium 30 528 km2)

-inhabitants: 5.940 million (Belgium 10.239 million)

-population density/km2: 439 (Belgium 335)

-maritime climate

-infrastructure: highly urbanized and flat area with a dense public network system of railways, buses, motorways and roads; trams and underground in major towns

-more information on Flanders can be found here.



Major cities: Brussels, Leuven, Antwerp, Ghent

Brussels

Brussels is the bilingual capital of the kingdom of Belgium. The city, is also the capital of the Europe Union, is home to the European Commission and to the Council of ministers of the European Parliament. Brussels is a cosmopolitan city where many different cultures live together and where different languages can be heard on each street. This liveliness and international flair is, of course, intimately related to its role as a crossroads for all of Europe.

The heart of Brussels is the Grand Place (Grote Markt). This historic market square with its splendid guild houses and the impressive gothic beauty of the Town Hall, is widely considered to be one of the most beautiful town squares in Europe. Brussels hosts the University called the Vrije Universiteit Brussel.

Leuven

Leuven is situated about 20 Km east of Brussels. With a total population of about 90.000 inhabitants, it could have been an inauspicious little provincial town, were it not that Leuven is renowned all over the world for its University (the KULeuven = Katholieke Universiteit Leuven -Catholic University of Leuven), one of the oldest still existing catholic universities in the world, founded in 1425. Leuven has a lively atmosphere because of the many students from all over the world. Especially in the evening, and certainly at night, the many bars and student cafés, spread all over the town, guarantee that there is always something happening. Very popular is the area around the 'Oude Markt - Old Market', located close to the magnificent 15th century medieval town hall.



Ghent

Ghent, the capital of East Flanders combines an impressive past with a vivid present. The historic heart of the city offers a lot of places of interest. From St Michael's bridge there is a wonderful view on the skyline of Ghent with the three impressive towers of St Nicholas' Church, the Belfry with its bell tower and St Bavo's cathedral with the world famous painting "The Adoration of the Mystic Lamb" by Jan van Eyck. Traces of the Middle Ages are preserved at a lot of places. The old port with its guild halls on the Graslei and Korenlei is merely one example of the beautiful views this town has to offer. Not far from the Graslei arises the Castle of the Counts, once the medieval fortress of the Count of Flanders.



Not only art lovers but everyone can find something here to suit his taste. Ghent offers a lot of shops, restaurants and an exciting nightlife. Ghent hosts Ghent University.

Antwerp

Antwerp, is the second largest city of Belgium. It is also the second largest harbor of Europe. Antwerp is a splendid city with numerous architectural highlights, most of which date from the 16th (the golden era of Antwerp) and the 17th century. The past is also represented by the numerous paintings of Peter Paul Rubens who lived in the Antwerp of the early 17th century.



Antwerp is the diamond center of the World and has earned a place among the fashion cities of the world thanks to the efforts of numerous young Flemish fashion designers (e.g.: Walter Van Beirendonck, Nadine Wynants, Ann De Meulemeester, Dirk Bikkembergs, Kaat Tilley and others). Antwerp hosts the University of Antwerp.

Closing Ceremony of the Exhibition

The Closing Ceremony saw distribution of Awards. The Best Designed Pavilion Awards - Under State Category was received by Tamil Nadu; Under Overseas Exhibitors – Malaysia Automotive Robotics &IoT Institute (MARii); Under Indian Public Sector - MSME Development Institute and Indian Companies - Giessel India Pvt Ltd and Atlas Machines (India) shared the trophy for the Small Enterprise Category for design and display respectively



The award for best pavilion among Overseas Exhibitors went to Partner Country Malaysia



Tamil Nadu, the Partner State, won the award for best pavilion among the States



MSME Technology Centre received the award for best pavilion among Public Enterprises



Giessel India Pvt Ltd was joint winner of the award for best pavilion among Small Enterprises for design



Atlas Machines (India) was joint winner of the award for best pavilion among Small Enterprises for display



Team IESS

Feedback Analysis



Based on the feedback of 290respondents out of over 346 Exhibitors, 14,042 new contacts were made out of which 1544 were old and 8986 were new contacts. USD 1.02 Million worth of orders were booked during the show and 593 enquiries were generated amounting USD 4.85 million. Around 86% of the participants were satisfied with the quality of visitors, 85% of the reporting exhibitors rated the B2B sessions as effective and 96.5% of the participants were willing to participate in future in IESS IX in 2020.

1. 290 participants submitted their feedback form by the last day of the event.

2. Publicity and advertising for the show was quite satisfactory as 65% of the exhibitors were new comers.

3. 228 respondent exhibitors mentioned the number of contacts made by them during the show that totaled to 14,042 contacts with an average of around 49 contacts per exhibitor. However, all of the 256 respondents did not categorize their contacts as new or old. As per the information provided by the participants, nearly 64% of the contacts were new and 11% were old while the rest 25% of the contacts were not categorized by the respondents.

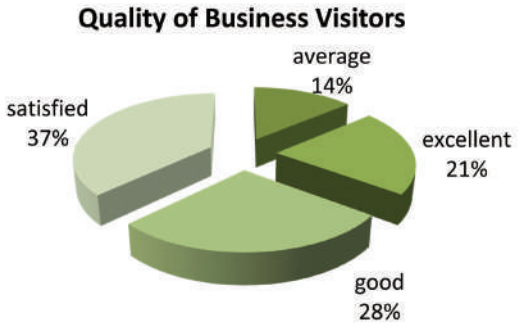
4. Only a few of the participants mentioned about their instant orders booked and the amount of total order booked by them was US$ 1.02 million.

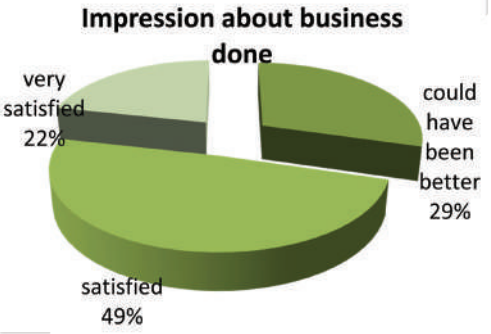
5. Again, a handful of the participants mentioned about the business enquiries generated by them during the show and only a few of them disclosed the amount of enquiries generated. According to the feedbacks, these participants generated 593 enquiries during the show that was likely to generate future business and the enquiries generated by the exhibitors amounted to US$ 4.85 million.

6. Over 40% of the respondents were able to identify/appoint their agent/distributor during the show while around 60% answered in negative.

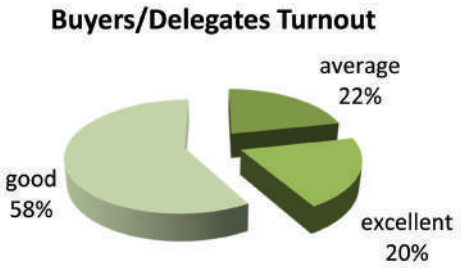
Key Takeaways

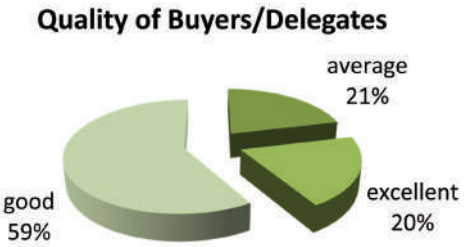
1. Quality of business visitors in IESS VIII was excellent as 86% of the respondent exhibitors categorized them as either Excellent or good or satisfactory.



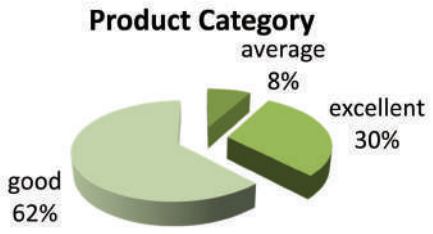


2. 71% of the participants were quite satisfied about the quality of business done during the event while only 24% of them expected better businesses.
3. Buyers/delegates turnout during the show was quite satisfactory as 78% of the respondent exhibitors found it as either excellent or good.



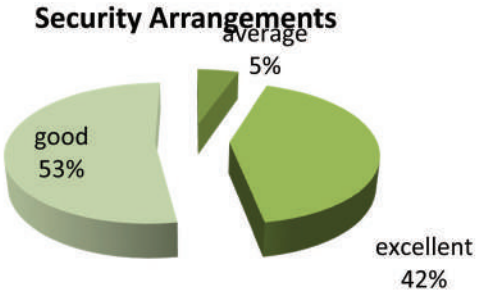


4. Quality of buyers also matched the expectation of the exhibitors as 79% of the reporting exhibitors marked the quality of buyers as either excellent or good.
5. As per the respondent exhibitors, category of the products exhibited was very much satisfactory as it was either excellent or good for 92% of the exhibitors.





6. Quality of the seminars and workshops were also quite satisfactory as per the respondent exhibitors as 91% of them found the seminars and workshops conducted during IESS VIII as either excellent or good.
7. Overall Security arrangement was quite good as around 95% of the reporting exhibitors categorized them as either good or excellent.





8. B2B sessions turned out as quite effective and fruitful as 85% of the reporting exhibitors viewed them as either good or excellent.
9. Information dissemination for the event was quite up to the mark as 90% of the exhibitors found them as either good or excellent.
10. 89% of the respondents reported that they were quite aware of the events and activities organized by EEPC India.
11. 96.5% of the reporting participants expressed their intention to participate in EEPC India events going forward. This essentially implies the success of IESS VIII.



- Despite the fact that most of the participants were satisfied with the event, a few of the participants has suggested that detail information of the event, especially regarding stalls and B2B positions should come well before the event.
- Only a few of the participants asked for participation of more overseas manufacturers especially in segments like automobiles, aerospace and machinery.
- A few of the respondents thought that B2B meeting could have been designed in a better way and quality of B2B delegates should be improved.
- Some of the participants suggested more advertising in local papers, media etc. to ensure higher participation.

Testimonials

To
Ravi Sehgal
Chairman
EEPC India

Subject : Letter of Appreciation

Dear Sir,

I would like to felicitate and extend my sincere appreciation and gratitude to you and your collogues on behalf of Bangladesh Engineering Owners' Association (BEIOA). During our visit to 8th IESS 2019, we received all around supports from EEPC, India.

It is worthwhile mentioned here that this visit has helped our member delegates to acquire exposure on state of art technology and production process in the light engineering sector. It will definitely enhance and strengthen our mutual business interest further in terms of trade, transfer of technology and promotion of JVs.

I hope that such kind of visit and cooperation would be continued in the days to come.

Thanks and best regards

(Md. Abdur Razzaque)
President, BEIOA

Ref: IESS Chennai

Dear Mr Jumde,

With this email I once again express hearty thanks for having

fecilitated me to participate as Overseas Hosted Delegate.

The B2B meetings went very well and we are hopeful to establish deeprooted relationships with potentiall Cos correspondingly as has been the case in past.

Please convey our greetings to your Team for there untiring efforts.

Greetings for Holi festival

Kaushik Pandya.
Pandya GmbH
40474 Düsseldorf
Germany.
Mob: + 49 172 240 6464



E-Expo
Sharing Trade fair expertise

To: IESS Show Organizers

Ukrainian entrepreneurs have visited IESS Show, which is the flagship engineering trade fair in India for many years continuously.

Organizers of the show effectively connected upstream and downstream enterprises in the related engineering industries and with care and support conducted the exhibition on 14-16 March, 2019. IESS 2019 bring together quality buyers from around the world and deliver real sales results.

Relying on the strong industry appeal of the show, this year delegation from Ukraine broke the record and was represented by 28 Professional Buyers.

IESS has not only a great influence in India, but also acts as an important platform for Ukrainian companies to purchase products, learn technology and develop contacts.

All Ukrainian delegates gave a positive feedback on the worthwhile trip, found reliable suppliers, confirmed intentions to cooperate with the Indian companies and look forward to more cooperation opportunities!

E-Expo Company as a leader of a delegation, highly recommend IESS platform to Ukrainian engineering industry and hope to meet next year in the national Ukrainian pavilion!

Special thanks to all the team of IESS in the persons of Mr. Gurvinder, Mr. Jumde, Mrs. Vibha and a big word of appreciation for hospitality, great support, excellent preparation of abidance of Ukrainian delegation.

With warm regards,
Olga Krasko,
Co-owner

Glimpses of the Exhibition



Stalls


ATLAS INDIA
KARNATAKA
DEPARTMENT OF INDUSTRIES
ATLAS MACHINES INDIA
ESTD. 1975


DRIP/c
TRADE FINANCE SIMPLIFIED

EEPC India


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India Design Mark





NSSH Cluster





Overseas Pavilions



Flanders



Czech Trade

State Pavilions other than Host State



Jharkhand – Focus State



Madhya Pradesh – Focus State



Uttar Pradesh –Partner State



Uttarakhand – Focus State



Karnataka

Products








ATLAS
INDIA




apex
Hand Pumps
for Safe Drinking Water
APEX



Technology Pavilion









DHI Pavilion

India evening

Cultural Peformance by local group was worth the wait



From L to R : Mr Rakesh Shah, former Chairman and Chairman Publicity, Exhibition and Delegation Committee, EEPC India; Mr. Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii); Mr Ravi Sehgal, Chairman, EEPC India; Mr Mahesh K Desai, Sr Vice Chairman & Officiating as Regional Chairman (SR), EEPC India and Mr. Arun Kumar Garodia, Vice-Chairman, EEPC India



Live Band



Moments of rejoice with Delegates and Exhibitors



Publicity and Promotion

Pre – Event Publicity in India and abroad

A focussed publicity drive was carried out by EEPC INDIA all over the country and abroad in order to create awareness about the Council's. To mobilise participation, many seminars , meetings 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 VIII . A dedicated website was created to facilitate online registration (www.iesshow.in)

Spreading the brand IESS pre event started from April 2018

Overseas Flyer



Domestic Flyer





Hoarding



IESS VIII standee

Promotional Literature for mobilisation of the Exhibition in India was done



IESS VIII Brochure





IESS VIII Sponsorship Brochure



E-mailer


www.iesshow.in
IESS VIII CHENNAI
INTERNATIONAL ENGINEERING SOURCING SHOW
14 15 16 MARCH 2019
Chennai Trade Centre, Chennai, India
Welcome Germany
#SMART ENGINEERING
IESS is the largest Engineering sourcing platform in India attended by 300 exhibitors, over 500 overseas delegates & 10,000 trade visitors.
Who should attend?
Engineering and manufacturing companies
Entrepreneurs
Consultants
Technology Providers
For participation contact: Kamakshi Tayal
E: ktayal@eepcindia.net P: +91 98733 42956
EEPCINDIA
Indian engineering


www.iesshow.in
IESS VIII CHENNAI
INTERNATIONAL ENGINEERING SOURCING SHOW
14 15 16 MARCH 2019
Chennai Trade Centre, Chennai, India
#SMART ENGINEERING
IESS is the biggest display of the future of Indian Engineering Brilliance, which includes:
Major Participants:
INNOVATION AND TECHNOLOGY
For participation contact: Mayank Krishna
E: mkrishna@eepcindia.net P: +91 11 2372 4819
EEPCINDIA
Indian engineering


www.iesshow.in
IESS VIII CHENNAI
INTERNATIONAL ENGINEERING SOURCING SHOW
14 15 16 MARCH 2019
Chennai Trade Centre, Chennai, India
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IESS is the largest Engineering sourcing platform in India attended by 300 exhibitors, over 500 overseas delegates & 10,000 trade visitors.
Who should attend?
Engineering and manufacturing companies
Entrepreneurs
Consultants
Technology Providers
For participation contact: Pallavi Saha
E: psaha@eepcindia.net P: +91 98999 94374
EEPCINDIA
Indian engineering

Campaigns within India

Roadshows organised by EEPC India Regional Offices



Eastern Region



Northern Region



Southern Region



Western Region

Meeting to promote IESS VIII, Embassy of Paraguay in New Delhi



Mr Ruben Dario Benitez Palma, Minister, Dy Head of Mission, Embassy of Paraguay (left) meets Mr Deepak Thakur, Sr Assistant Director, EEPC India to discuss possibilities of participation at IESS VIII.

Meeting to promote IESS VIII, Embassy of Zimbabwe in New Delhi



Mr Deepak Thakur, Sr Assistant Director, EEPC India meets Mr Lovemore Ncube, Counsellor, Embassy of Republic of Zimbabwe to promote IESS VIII

Campaigns Abroad

Malaysia



Ms Anima Pandey, Regional Director (ER) & Director (Membership) , EEPC India and Mr Sooraj Dhawan, Director, Falcon Exhibitions Pvt Ltd; meet SME Corp in Malaysia (SME Corporation Malaysia is a Central Coordinating Agency under the Ministry of International Trade and Industry Malaysia)



Briefing session on IESS VIII with all Industry Associations



Ms Anima Pandey, Regional Director (ER) & Director (Membership) , EEPC India presenting memento to Dr. Mohd Shahreen Madros, CEO, MATRADE. and Mr Sooraj Dhawan, Director, Falcon Exhibitions Pvt Ltd (on the left of Ms Pandey)

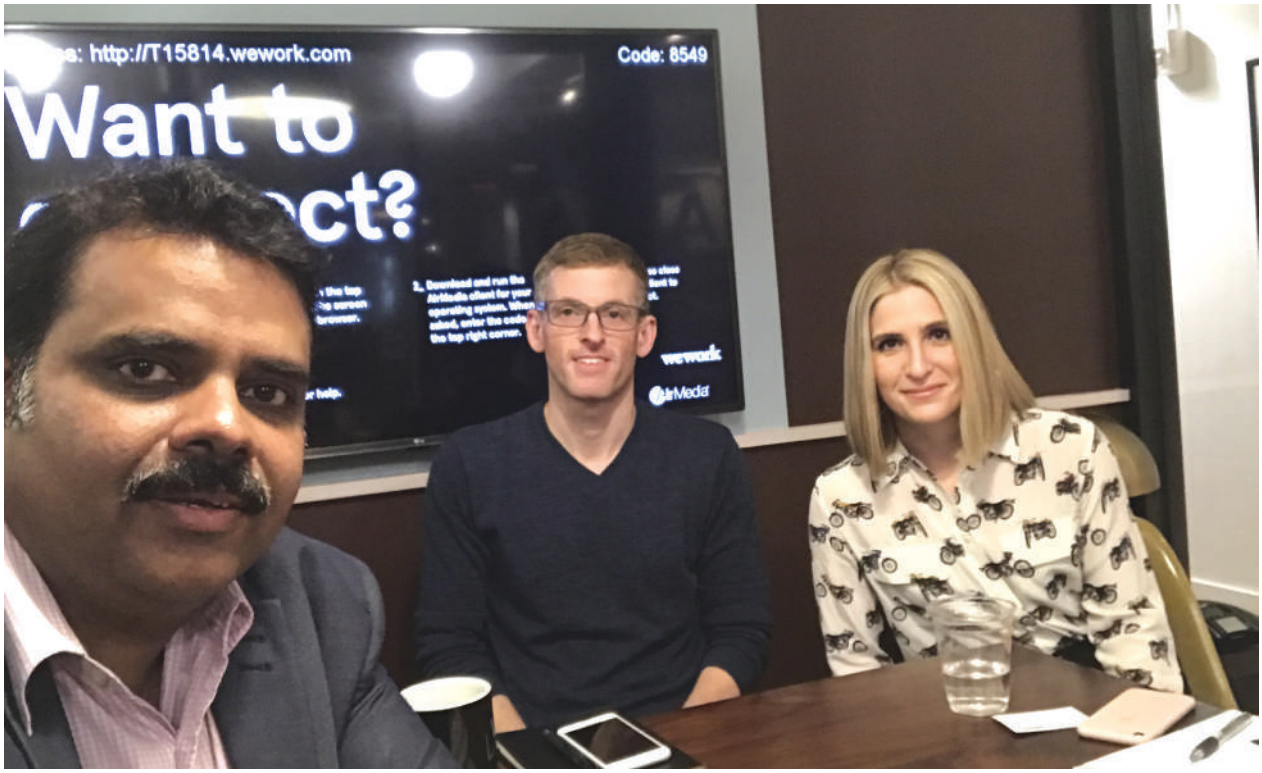


Ms Anima Pandey, Regional Director (ER) & Director (Membership) , EEPC India and Mr Sooraj Dhawan, Director, Falcon Exhibitions Pvt Ltd presenting memento to Sr Deputy Director, MIDA (The Malaysian Investment Development Authority, is the government's principal agency)



Mr Madani Sahari , CEO, Malaysia Automotive Institute (MAI), is an agency under the Ministry of International Trade and Industry (MITI).) meets Ms Anima Pandey, Regional Director (ER) & Director (Membership) , EEPC India and Mr Sooraj Dhawan, Director, Falcon Exhibitions Pvt Ltd

USA



Meeting in New York with Mr. Jeffery, Director of External Affairs and Ms. Mara Dosa of Manhattan Chamber of Commerce, New York (2nd from right and far right). Dr Rajat Srivastava, Regional Director (WR) & Director (Marketing & Sales), EEPC India was present (far left)



Dr Rajat Srivastava, Regional Director (WR) & Director (Marketing & Sales),EEPC India also met Indian Embassy in NYC. At the inset we see Mr. Sandeep Chakraborty, Consul General of India to New York (5th from right); Mr. Shatrughna Sinha Dy. CG (1st from right) and Mr. DP Mishra, Consul (Trade) (2nd from left) are attending the Celebration of 149th Birth Anniversary of Mahatma Gandhi at NYC.

The Czech Republic



EEPC India Joint Director, Mr Saikat Dutta meets Mr Josef Vrbensky, Department of Africa, Asia and Australia, Ministry of Industry and Trade, Government of The Czech Republic in India Pavilion at MSV BRNO 2018 held over 1-5 October, 2018 in The Czech Republic

Show Publicity in Chennai

The figures below reveal the scale and intensity of the campaign of the event:

- 200 Bus backs.



Bus backs

- 100 Uber car body.





UBER car branding

➢ 41 hoardings and 500 posters











➢ Airport branding in Chennai and Coimbatore.

Airport branding in Chennai and Coimbatore.





30,000 A5 Flyer Stickers were distributed at @ 2000 per day over 1-15 March, 2019 at Chennai Airport









3 Scrollers were used at Domestic Terminal and International Terminal Coimbatore Airport over 1-15 March, 2019

➢ Two mobile van branding.





- TV advertisements in 5 tamil channels including Polimer News, Pudthiyathalaimurai, Sun News, News 7, News 18 TN





10,000 Visitor Promotion Flyer



Ayurtech Flyer



Postcard



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 more than 24 newspapers all over India since January 2019 till March 16th 2019

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



Advertisements in local News Paper (SR)



Advertisements in local Journals



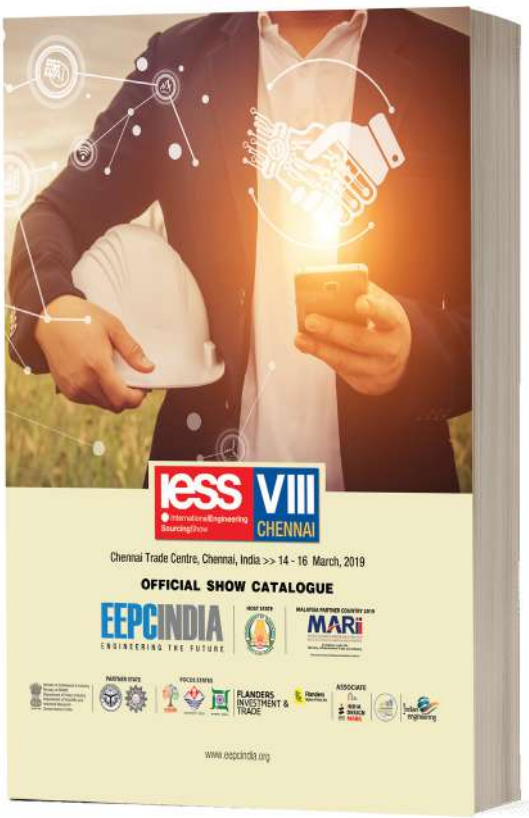
Advertisement published in the Magazines of Indian Overseas Missions



Advertisement published in the Hindu Business Line

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



Best Pavilion Certificate



Certificate of Appreciation



Jute Bag



Non Jute Bag



Tissue Box Branding



Best Pavilion Trophy

- 200 lamp poles.



- Pillar Branding





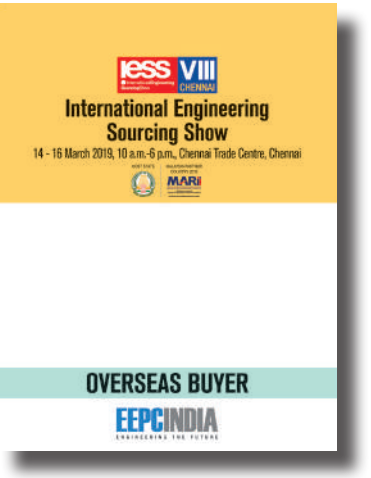
Coffee Mug



IESS VIII Passport



Luggage Tag



Non Vip Badge



Bottle Branding

Prism Branding







Posters

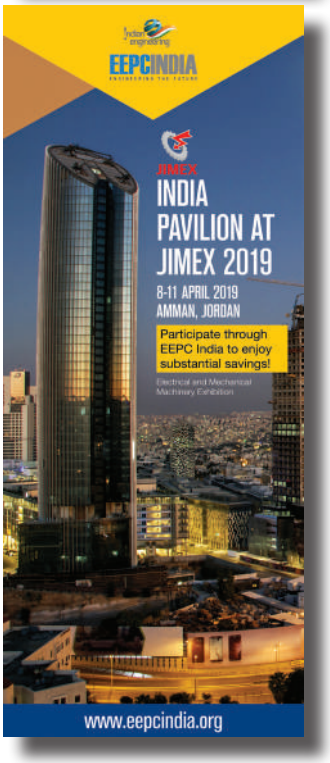

EEPCINDIA
HOW EEPC INDIA HELPS MSMES TO COMPETE
With more than 60% of its members from MSMEs, EEPC India has equipped Indian SMEs to compete globally and integrate their business with the global value chain.
www.eepcindia.org


EEPCINDIA
EEPC INDIA: SPEARHEADING INDIAN ENGINEERING EXPORTS
• Participates in about 30 events in over 15 countries every year
• Hosts overseas buyer-and-seller meets in India
• Organises multi-sectoral engineering expositions in India and overseas
www.eepcindia.org


EEPCINDIA
EEPC INDIA MEMBERSHIP: BRIDGING THE GAPS
• EEPC India formulates and recommends issues related to engineering exports to policy makers.
• Disseminates information through its website, email, newsletters, its monthly magazine and other publications
• Circulates tenders, issues Certificates of Origin, recommends visas/passports, addresses complaints, and recommends clearing of trade samples
www.eepcindia.org


EEPCINDIA
ELECTRICAL MACHINERY FOCUS SECTOR
EEPC India, under the aegis of the Ministry of Commerce and Industry, Government of India, has identified the Electrical Machinery, Equipment and Components sector as one of the four focus sectors under 'Brand India Engineering'.
www.eepcindia.org


EEPCINDIA
EEPC INDIA'S DIGITAL INTERFACES
SOCIAL MEDIA
E-CATALOGUES
MOBILE APP
WEBSITE
www.eepcindia.org

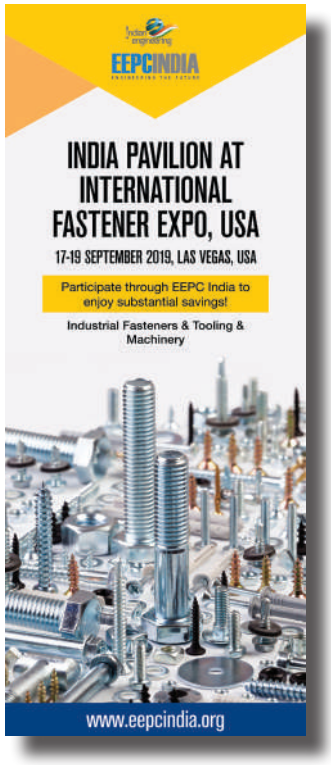

EEPCINDIA
INDIA PAVILION AT JIMEX 2019
8-11 APRIL 2019
AMMAN, JORDAN
Participate through EEPC India to enjoy substantial savings!
www.eepcindia.org


EEPCINDIA
National Manufacturing Week
INDIA PAVILION AT NATIONAL MANUFACTURING WEEK 2019
14-17 MAY 2019, MELBOURNE, AUSTRALIA
Participate through EEPC India to enjoy substantial savings!
Air Technology, Machine tools, Automation, material handling, etc.
www.eepcindia.org


EEPCINDIA
INDIA PAVILION AT INTERNATIONAL AGRICULTURE FAIR 2019
11-17 MAY 2019, NOVI SAD, SERBIA
Participate through EEPC India to enjoy substantial savings!
Agriculture Machinery and Technology
www.eepcindia.org


EEPCINDIA
automechanika
DUBAI
India Pavilion at Automechanika Dubai 2019
10 – 12 June, Dubai
Participate through EEPC India at the largest international automotive aftermarket trade show in the Middle East and GET THE MOST BENEFITS
www.eepcindia.org


EEPCINDIA
INDIA PAVILION AT CONSTRUCTION EXPO 2019
19-21 JULY 2019, COLOMBO, SRI LANKA
Explore the potential of construction in the South Asia region
Participate through EEPC India and GET THE MOST BENEFITS
www.eepcindia.org


EEPCINDIA
INDIA PAVILION AT INTERNATIONAL FASTENER EXPO, USA
17-19 SEPTEMBER 2019, LAS VEGAS, USA
Participate through EEPC India to enjoy substantial savings!
Industrial Fasteners & Tooling & Machinery
www.eepcindia.org



Selfie Kiosk- IESS VIII Magazine cover





Show Daily - Day 1



Show Daily - Day 2



Show Daily - Day 3



Invitation Card



Three Day Programme Booklet

EEPCINDIA
ENGINEERING THE FUTURE

Ravi Sehgal, Chairman
and
Members of the Working Committee, EEPC India
invite you to

Lunch

Thursday 14 March 2019 at 1 p.m.
Convention Centre
Chennai Trade Centre

RSVP
eepcto@eepcindia.net
eepcho@eepcindia.net

EEPCINDIA
ENGINEERING THE FUTURE

Ravi Sehgal, Chairman
and
Members of the Working Committee, EEPC India
invite you to

Dinner

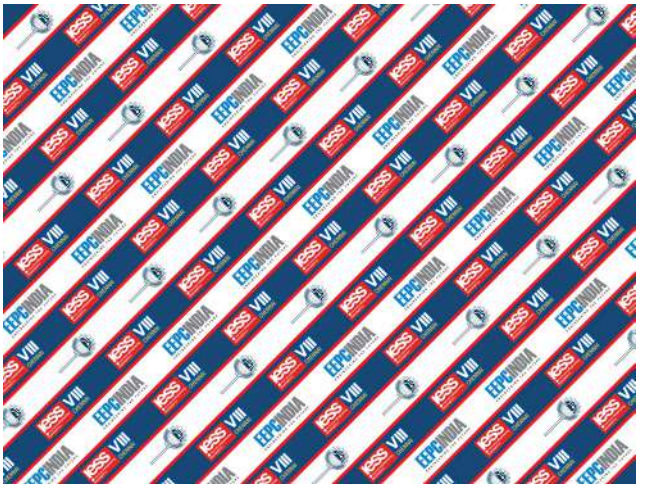
Friday 15 March 2019 at 7:30 p.m.
Xxxxxxxxxxxx
Chennai Trade Centre

RSVP
eepcto@eepcindia.net
eepcho@eepcindia.net

Dinner and Lunch Invite



Writing pad cover



Wrapping Paper



Lapel pin



Lunch Coupon



Menu Card



Business Cards



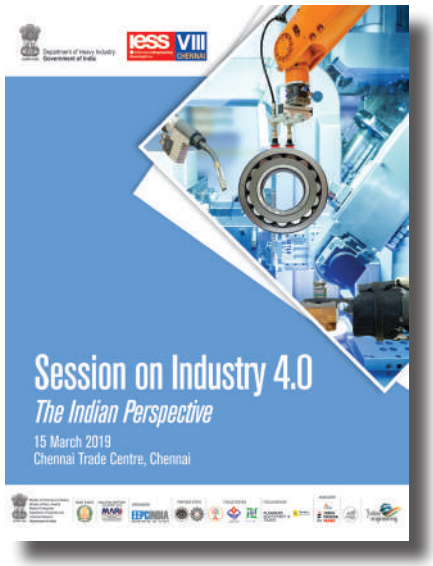
T-Shirts



Shirt

Concept Notes (Session specific)







Press & Media -Group Pre and Post Event

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

Pre Event Press Meet



Mr. Dharmendra Pratap Yadav, IAS, Secretary to Government of Tamilnadu, MSME Department addressing the Press



Another view of participants





Press Conference Invitation Card

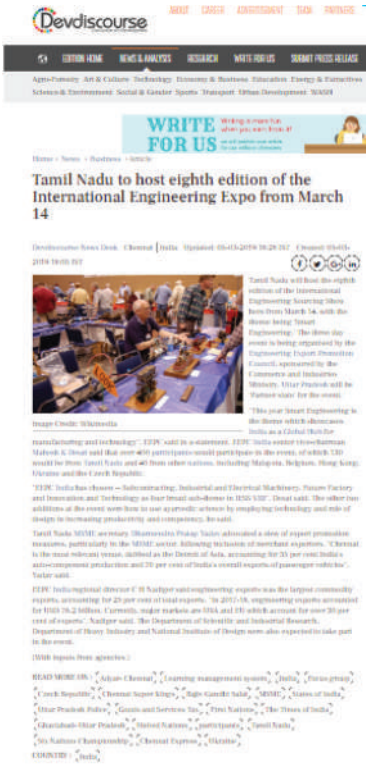
Media Coverage Pre Event


Business Standard

Eighth editon of engineering expo on March 14

Business Standard

Business Standard


Devdiscourse

Tamil Nadu to host eighth edition of the International Engineering Expo from March 14

Dev discourse


Business Standard

Engineering goods exports in FY19 may cross $76.2 billion

Business Standard

‘Intl Engg sourcing show’ to promote desi exports

DC CORRESPONDENT
CHENNAI MARCH 7

The Engineering Export Promotion Council of India organised International Engineering Sourcing Show (IESS), an initiative of the Union commerce and industry ministry, to building the brand 'Indian Engineering' into newer markets of the world.

This year 'Smart Engineering' will be the theme which showcases India as a Global Hub for Manufacturing and Technology. Tamil Nadu has been chosen as the host state for the third time with the help of the Department of Scientific Industrial Research (DSIR), Department of Heavy Industry, Department of MSME, and National Institute of Design (NID).

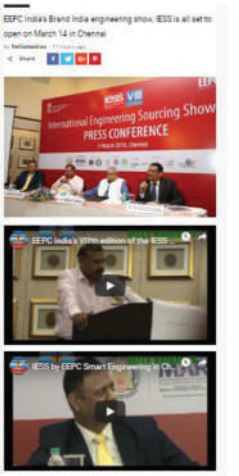
Mahesh K. Desai, Sr Vice Chairman, EEPC India said "EEPC India has chosen 'Subcontracting', 'Industrial Electrical Machinery', 'Future Factory' and 'Innovation Technology' as the 4 broad sub-themes in IESS VIII. Future Factory is the latest addition where we expect 'Smart Factory Design' and 'Industrial Internet of Things' on display." He further added the other two additions at IESS VIII is (a) how to judiciously use Ayurvedic science by employing technology (b) the role of Design in increasing productivity and competency in engineering."

C. H. Nadiger, Regional Director, EEPC India, said "Engineering Exports is the largest commodity exports in India's accounting for 25 per cent of the total exports. In 2017-18, it achieved a record performance of USD 76.2 billion. Engineering exports registered 16.81 percent growth in 2017-18 as against 11.8 per cent growth in the previous fiscal. Currently, major markets like USA and EU account over 30 per cent of our exports."

Ayurveda will be introduced through a separate session called Ayur Tech. This is a joint initiative of EEPC India, Service Export Promotion Council and ministry of Ayush, Government of India.

Deccan Chronicle

http://hellomadras.com/eepc-indias-brand-india-engineering-show-iess-is-all-set-to-open-on-march-14-in-chennai/



Hello Madras.com

சென்னையில் சர்வதேச இன்ஜினியரிங் கண்காட்சி

சென்னை: இன்ஜினியரிங் எக்ஸ்போர்ட் புரமோஷன் கவுன்சில் சார்பில், சென்னையில் சர்வதேச பொறியியல் செயலாக்க கண்காட்சி வரும் 14ம் தேதி முதல் 16ம் தேதி வரை 3 நாட்கள் நடைபெறவுள்ளது. இதுதொடர்பாக குறு, சிறு மற்றும் நடுத்தர தொழில் துறை செயலர் தர்மேந்திர பிரதாப் யாதவ், புரமோஷன் கவுன்சில் முதுநிலை துணைத்தலைவர் மகேஷ் தேசாய் ஆகியோர் நிருபர்களிடம் கூறியதாவது:

இந்தியா மற்றும் உலகம் முழுவதிலும் இருந்து முன்னணி பொறியியல் நிறுவனங்கள் இந்த 3 நாள் கண்காட்சியில் பங்கு பெறுகின்றன. உற்பத்தி மற்றும் தொழில்நுட்பத்துக்கான உலகளாவிய மையமாக இந்தியாவை எடுத்துக் காட்டும் வகையில் 'நிறமையான பொறியியல்' என்பதே இந்த ஆண்டுக்கான மையக் கருத்தாகும். அறிவியல் மற்றும் தொழில் ஆராய்ச்சித் துறை, கனரகத் தொழில்துறை, குறு சிறு மற்றும் நடுத்தரத் தொழில்துறை, தேசிய வடிவமைப்பு நிறுவனம் ஆகியவை கண்காட்சிக்கு உறுதுணையாக இருப்பதற்கு உறுதி அளித்துள்ளன. சர்வதேச நாடுகளைச் சேர்ந்த 400க்கும் அதிமான நிறுவனங்களின் பிரதிநிதிகள் இக்கண்காட்சியில் பங்கேற்கின்றனர்.

குறு சிறு மற்றும் நடுத்தரத் தொழில் துறை மினருக்கு அரசு பல திட்டங்களை செயல்படுத்தி வருகிறது. இந்நிலையில், கண்காட்சி மூலம் மிகப்பெரிய வணிக ரீதியான ஒருங்கிணைப்பு ஏற்படும். புதிய தொழில்நுட்பங்களை தெரிந்துகொள்ள வாய்ப்பு உருவாகும். கண்காட்சியில் 130 குறு சிறு தொழில் நிறுவனங்கள் பங்கேற்கின்றன. ஜவுளி உட்பட எல்லா துறைகளில் தமிழகம் தலைசிறந்து விளங்குகிறது. தமிழகத்தில் தொழில் தொடங்க பலரும் விரும்புகின்றனர். இது தமிழகத்துக்கு பெரிய பலமாக உள்ளது. இவ்வாறு அவர்கள் கூறினர்.

Dina Malar

சென்னையில், சர்வதேச பொறியியல் கண்காட்சி

3 நாட்கள் நடக்கிறது

சென்னை, மார்ச்.7–
சென்னையில் 3 நாட்கள் சர்வதேச பொறியியல் செயலாக்க கண்காட்சி நடைபெறுகிறது. இதில், ரூ.600 கோடிக்கு வர்த்தக ஒப்பந்தம் ஏற்படும் என்று சிறு, குறு, நடுத்தர தொழில்துறை முதன்மை செயலாளர் கூறினார்.

சர்வதேச கண்காட்சி

இந்திய பொறியியல் ஏற்றுமதி மேம்பாட்டு நிறுவனம், சென்னையில் வருகிற 14–ந் தேதி முதல் 16–ந் தேதி வரை 3 நாட்கள் சர்வதேச பொறியியல் செயலாக்க 8–வது கண்காட்சியை நடத்த உள்ளது. இதுதொடர்பாக தமிழக சிறு, குறு மற்றும் நடுத்தர தொழில் துறை முதன்மை செயலாளர் தர்மேந்திர பிரதாப் யாதவ் நிருபர்களிடம் கூறியதாவது:–

தமிழகத்தில் 3–வது முறையாக இந்த கண்காட்சி நடைபெறுகிறது. இந்த கண்காட்சியில் மொத்தம் 400 அரங்குகள் அமைக்கப்பட உள்ளன. தமிழகத்தில் உள்ள 110 சிறு, குறு, நடுத்தர தொழில் நிறுவனங்கள், 130 பெரிய நிறுவனங்கள் கலந்துகொள்கின்றன.

ரூ.600 கோடிக்கு வர்த்தக ஒப்பந்தம்

இதில், 30 நாடுகளை சேர்ந்த முன்னணி தொழில் நிறுவனங்களும், இந்தியாவில் உள்ள முன்னணி பொறியியல் நிறுவனங்களும் பங்கேற்கின்றன. 60 நாடுகளை சேர்ந்த சுமார் 400 தொழில் முனைவோர், உற்பத்தியாளர்கள், ஏற்றுமதியாளர்கள் கலந்துகொள்கின்றனர். இந்த கண்காட்சி மூலம் பல்வேறு தொழில்முனைவோர் உருவாக்கப்படுவர்.

சர்வதேச தொழில் நிறுவனங்களுடன் ஒப்பந்தம் செய்து கொள்வதன் மூலம் இந்தியாவில் உள்ள தொழில்நிறுவனங்கள் வளர்ச்சி அடையும். இந்தியா மற்றும் தமிழகத்தின் தொழில் நிறுவனங்கள் உலக அளவில் வர்த்தகத்தை ஏற்படுத்திக்கொள்ளமுடியும். இந்த கண்காட்சியின் தொடர்ச்சியாக ரூ.600 கோடிக்கு வர்த்தக ஒப்பந்தம் ஏற்படும் என எதிர் பார்க்கப்படுகிறது.

மாணவர்களுக்கு அனுமதி

முதன்முறையாக இந்தியா முழுவதும் உள்ள 40 என்ஜினீயரிங் கல்லூரிகளை சேர்ந்த மாணவ–மாணவிகள் கண்காட்சி மற்றும் கருத்தரங்கில் பங்கேற்க அனுமதிக்கப்படுகின்றனர். இதன்மூலம் மாணவ–மாணவிகள் தொழில் முனைவோராகவும், அவர்களுக்கு வேலைவாய்ப்பு பெருகவும் வாய்ப்பு உள்ளது.

இவ்வாறு அவர் கூறினார்.

பேட்டியின் போது இந்திய பொறியியல் ஏற்றுமதி மேம்பாட்டு நிறுவனத்தின் முதுநிலை துணைத்தலைவர் மகேஷ் தேசாய், தென்மண்டல இயக்குனர் எஸ்.ஏ.நாடிகர் ஆகியோர் உடன் இருந்தனர்.

Dina Thanthi



THE ECONOMIC TIMES | Foreign Trade

Engineering goods exports in FY19 may cross $76.2 billion

Economic Times

THE TIMES OF INDIA

Marii hopes India will be a key exporter of auto components

Shaukat Mohammed | TNN | Feb 13, 2019, 12:24 IST

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VISAKHAPATNAM: The Malaysia Automotive, Robotics & IoT Institute (MARii) is expecting to make India a key hub from where auto components and services can be exported to ASEAN countries and the rest of the world, Dato Madani Sahari, CEO of MARii, said.

In an exclusive interaction with ToI, Sahari—who is in India to meet with ministers and officials of the Ministry of Commerce and Industry—said that MARii, an agency under the Ministry of International Trade & Industry, would be offering partnerships to the Indian MSME sector in the auto components industry.

"Malaysia has a strong presence in the auto components industry, and it supplies to car makers in the United States, Europe, Japan and China. We are hoping that Indian MSMEs will join with Malaysian companies to get the latest technology and expertise so that they can become an export base to ASEAN countries and beyond," Sahari said.

சர்வதேச பொறியியல் கண்காட்சி சென்னையில் மார்ச் 14ல் துவக்கம்



Theekathir

சென்னையில் பொறியியல் செயலாக்க கண்காட்சி!



சென்னை, மார்ச் 7-

உலகின் புதிய சந்தைகளில் இந்திய பொறியியலை பரைசாற் றும் வகையில் இந்திய அரசின் வர்த்தகம் மற்றும் தொழில்துறை அமைச்ச கத்தின் முயற்சியில் இ.இ.பி.சி., இந்தியா அமைப்பு சார்பில் சர்வ தேச பொறியியல் செய லாக்க கண்காட்சி எட் டாவது பதிப்பை சென் னையில் வரும் 14ம் தேதி முதல் 16ம் தேதி வரை நடத்துவதற்கு ஏற்பாடு செய்யப்பட்டுள்ளது.

இதுகுறித்து அந்த அமைப்பினர் கூறுகையில், 'இந்தியா மற்றும் உலகம் முழுவதிலும்உள்ளமுன்னணி இந்திய பொறி யியல் நிறு வனங்கள்இந்தகண்காட்சியில் பங்கேற் கும் வகையிலும் உற் பத்தி மற்றும் தொழில்நுட்பத் திற்கான மையமாக இந்தியாவை எடுத்துக்காட்டும் வகையிலும் நிறைமையான பொருட்களை அடையாளம் காட்டும் வகையிலும் இந்த பிரமாண்டமான மாநாடு ஏற்பாடு செய்யப்பட்டுள்ளது.

இதில் முதல் முறை யாக மலேசிய நாட்டு தொழில் கூட்டாண்மை யாகவும் மூன்றாவது முறையாக தமிழ்நாடும் இந்த நிகழ்ச்சி யை நடத்து கிறது.

இதில் மத்திய பிரதேசம் மற்றும் உத்தர பிரதேசம், உத்தரகாண்ட், ஜார்கண்ட் ஆகிய மாநி லங்கள் இதில் கவனம் செலுத்தும் வகையில் அமைக் கப்பட்டுள்ளது. இதில் அறிவியல் மற்றும் தொழில்துறை ,ஆராய்ச்சி துறை, கனரக தொழில் துறை, குறு - சிறு நடுத்தர தொழில் முயற்சி துறை போன்றவர் களின் பங் களிப்பு உள்ளது' என்றனர்.

செய் தி யா ள ர் கள் சந்திப்பில் இ.இ.பி.சி., இந் தியாவின் முதன்மை துணை தலைவர் மகேஷ் கே.ஆர். தேசாய், தமிழக அரசின் குறு - சிறு நடுத்தர தொழில் முயற்சிக்கான துறை செயலர் தர்மேந்திர பிரதாப் யாதவ், வர்த்தக ஆணையாளர் ஜெயந்தி நாடிகர் ஆகியோர் இருந்தனர்.

Malai Tamilagam

അന്താരാഷ്ട്ര എൻജിനീയറിങ് സോഴ്സിങ് മേള 14-ന് തുടങ്ങും

ചെന്നൈ ▸ കേന്ദ്രവ്യവസായ മന്ത്രാലയത്തിന്റെ സഹകരണത്തോടെ ഇ.ഇ.പി.സി. ഇന്ത്യ സംഘടിപ്പിക്കുന്ന എട്ടാമത് അന്താരാഷ്ട്ര എൻജിനീയറിങ് സോഴ്സിങ് മേള 14 മുതൽ 16 വരെ നന്ദംപാക്കം ചെന്നൈ ട്രേഡ് സെന്ററിൽ നടക്കും.

തമിഴ്നാട് ആതിഥ്യമരുളുന്ന സമ്മേളനത്തിന്റെ വിദേശ പാർട്ണർ മലേഷ്യയാണ്. ഇന്ത്യയിലെ എൻജിനീയറിങ് മേഖലയും ഉത്പാദനവും ത്വരപ്പെടുത്തുക എന്ന ലക്ഷ്യത്തോടെയാണ് പരിപാടി സംഘടിപ്പിക്കുന്നതെന്ന് ഇ.ഇ.പി.സി ഇന്ത്യ സീനിയർ വൈസ് ചെയർമാൻ മഹേഷ് ദേശായി പത്രസമ്മേളനത്തിൽ പറഞ്ഞു. ചെറുകിട- ഇടത്തരം എൻജിനീയറിങ് സ്ഥാപനത്തിന് പ്രധാന പരിഗണന നൽകുന്നുണ്ട്. 400 കമ്പനികളുടെ സ്റ്റാളുകളും ഉണ്ടായിരിക്കും.

Mathrubhumi

Engineering exports set to touch $80 billion in FY19

EEPC aiding small, medium units to upgrade technology

SPECIAL CORRESPONDENT
CHENNAI

Engineering exports is set to touch an all-time high of $80 billion during the current fiscal, said a top official of EEPC India. "Last fiscal (2017-18), we exported goods worth $76.2 billion, which was a three-year high," said Mahesh K. Desai, senior vice-chairman, EEPC India.

"We did exports of $70.7 billion in 2014-15. This fiscal, it is expected to touch $80 billion."

During fiscal 2017-18, India exported merchandise goods valued at $302.8 billion of which engineering goods accounted for $76.2 billion, said Chandrashekhar H. Nadiger, regional director, southern region, EEPC India.


Mahesh K. Desai

Mr. Desai said that EEPC had been working on Industry 4.0 for the last two years for helping small and medium enterprises to equip themselves and overcome the challenges in terms of upgrading the technology. Industry 4.0 was on the top of our agenda. Tamil Nadu was at the forefront of it.

Mentioning that southern region accounted for 22% of the country's total exports, Mr. Nadiger said Tamil Nadu led the chart, followed by Karnataka, Andhra Pradesh and Telangana. According to him, engineering exports from southern region for 2017-18 stood at $17 billion of which Tamil Nadu accounted for $11 billion. "This year too, the growth pattern would be similar. This is due to higher technology intervention adopted by the local industries," he said.

The Hindu

IANS

Engineering goods exports in FY19 may cross $76.2 billion

by IANS — on Tuesday 05th March 2019, 05:52 PM

IANS
Author

Chennai, March 5 (IANS) Export of engineering goods in FY19 could cross the FY18 levels, said a senior official of EEPC India, here on Tuesday.

India exported $76.2 billion engineering goods in 2017-18, said Mahesh K. Desai, Senior Vice-Chairman, EEPC India.



He was briefing reporters about the eighth edition of the International Engineering Sourcing Show (IESS), to be organised by EEPC India, from March 14-16. Leading global and domestic engineering companies are likely to take part in the event.

Desai said IESS is the largest engineering sourcing show in India. While Malaysia is the partner country, Flanders in Belgium is the focus region, for this edition.

"As both Malaysia and India are moving towards a technology-driven automotive industry, equipped with shared mobility, connectivity, electrification and autonomous driving, this is an appropriate time for the Malaysia Automotive, Robotics and IoT Institute (MARii) to play a leading role in a global forum like the IESS," EEPC India said.

According to C.H. Nadiger, Regional Director, Southern Region, EEPC India, all the exhibition space has been sold out and 400 domestic and overseas exhibitors will showcase their products at the event.

While the main theme of the event is smart engineering, sub-themes are subcontracting, industrial and electrical machinery, future factory, and innovation and technology.

Malaysian carmakers Perodua and Proton will also exhibit their models at the event. Perodua will also explore manufacturing opportunities here, said Sooraj Dhawan, Consultant, IESS.

He said the company will also bring a delegation of its suppliers to the show.

-IANS

vj/arm/pcj

(This story has not been edited by Newsd staff

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Newsd.in

மூன்று நாட்கள் நடைபெறும் சர்வதேச பொறியியல் கண்காட்சி



சென்னை, மார்ச் 6-

இந்திய பொறியியல் ஏற்றுமதி மேம்பாட்டு கவுன்சில் சார்பில் நடைபெறும், சர்வதேச பொறியியல் கண்காட்சி வரும் மார், 600 கோடி ரூபாய் மதிப்பிலான வர்த்தக நடவடிக்கைகள் மேற் கொள்ளப்படும் என, அதன் நிர்வாகிகள் தெரிவித்தனர்.

சர்வதேச பொறியியல் கண்காட்சி குறித்து, தமிழக சிறு, குறு மற்றும் நடுத்தர தொழில் துறை செயலர், தர்மேந்திர பிரதாப் யாதவ், இந்திய பொறியியல் ஏற்றுமதி மேம்பாட்டு கவுன்சில் மூத்த துணை தலைவர், மகேஷ் கே.தேசாய் உட்பட நிர்வாகிகள் கூறியதாவது:

இந்திய பொறியியல் ஏற்றுமதி மேம்பாட்டு கவுன்சிலின், எது சர்வதேச பொறியியல் கண்காட்சி, மார்ச், 14 முதல், 16ம் தேதி வரை, சென்னை வர்த்தக மையத்தில் நடைபெறுகிறது.

'நிதமையான பொறியியல்' என்ற தலைப்பில், இந்த கண்காட்சி நடைபெறுகிறது.

இதில், 400 அரங்கு களில், நிறுவனங்கள் தங்களின் பொருட்களை காட்சிப்படுத்த உள்ளன.

இதில், தமிழகத்தில் இருந்து, 100க்கும் மேற் பட்ட சிறு, குறு மற்றும் நடுத்தர நிறுவனங்கள்; சர்வதேச நாடுகளிலிருந்து, 50க்கும் மேற்பட்ட தொழில் நிறுவனங்கள்; மஹாராஷ்டிரா, குஜராத் போன்ற பல்வேறு மாநிலங்களைச் சேர்ந்த நிறுவனங்களும், அரங்குகள் அமைக்கின்றன.

இந்த கண்காட்சி, சென்னையில் தொடர்ந்து மூன்றாவது முறையாக நடைபெறுகிறது. கடந்தாண்டு நடந்த கண்காட்சியின் வாயிலாக, 500 கோடி ரூபாய் மதிப்பிலான வர்த்தக நடவடிக்கைகள் நடந்தன.

இந்த போன்று, இந்த ஆண்டு, 600 கோடி ரூபாய் மதிப்பிலான வர்த்தக நடவடிக்கைகள் நடைபெறும் என, எதிர்பார்க்கிறோம்.

இந்த கண்காட்சியை பார்வையிட, 40க்கும் மேற்பட்ட பொறியியல் கல்லூரி மாணவர்களுக்கு அழைப்பு விடுத்து உள்ளோம்.

இவ்வாறு அவர்கள் கூறினர்.

Dina Malar

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Posted at: Mar 5 2019 5:60PM

8th edition of IESS to open on March 14

Chennai, Mar (UNI) As an ambitious initiative of the Union Commerce and Industry Ministry to strive for building brand 'Indian Engineering' into world's newer markets, the EEPC India would be organising the

Please log in to get detailed story.

UNI India



THE HINDU

CHENNAI

Malaysian automobile firm may set up shop in India

SPECIAL CORRESPONDENT

Malaysian automobile manufacturer Perodua will soon be entering the Indian market and is looking to manufacture its cars here.

The car-maker will be displaying two of their cars – Perodua MYVi and Perodua Bezza at the 8th edition of International Engineering Sourcing Show (IESS), organised by the Engineering Export Promotion Council (EEPC), which will be held in Chennai from March 14 to 16.

"They are interested in the Indian market. But I'm not the official person to comment on this," said Sooraj Dhawan of Falcon Capital Advisors, a consultant for Malaysia Automotive Robotics and IoT Institute (MARii). A senior delegation from Perodua will be at the IESS event to explore business opportunities in India, he added.

The eight edition of IESS will focus on innovation and technology, smart factory design, subcontracting and industrial internet of things. Malaysia is the partner country for this year's event, which will see over 400 exhibitors, 14 technical sessions and 80 plus speakers. This year's event is also open for third and fourth year engineering students.

"Design will be one of the key aspects that we will be discussing during this meet," said Mahesh K. Desai, senior vice-chairman of EEPC. The event will also focus on promoting ayurveda with the help technology.

C.M. Nadiger, Regional Director, EEPC India, said, "Engineering exports is the largest commodity exports in India accounting for 25% of the total exports. In 2017-18, it achieved a record performance of $74.2 billion. Engineering exports registered 16.81% growth in 2017-18 as against 11% in the previous fiscal. Currently, major markets like the U.S. and EU account for over 30% of our exports," he added.

Tamil Nadu MSME Secretary Dharmendra Pratap Yadav said the State offered schemes and programmes for MSMEs to participate in international expos and shows that would help them identify new areas of business. "The IESS event will help Tamil Nadu MSMEs to get international exposure," he said.

The Hindu



Eighth editon of engineering export on March 14

#Smart Engineering

Tamil Nadu will host the eighth edition of the International Engineering Sourcing Show here from March 14. Photo: leashoch

By PTI

Updated: Tue, Mar 05, 2019 07:47 pm

Chennai: PTI

Tamil Nadu will host the eighth edition of the International Engineering Sourcing Show here from March 14, with the theme being 'Smart Engineering'.

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IESS VIII CHENNAI

EEPCINDIA

International Engineering Sourcing Show VIII

PRESS CONFERENCE

5 March 2019, Chennai

MARii

సమావేశంలో మాట్లాడుతున్న సీహెచ్ నాడిగర్, తదితరులు

14 నుంచి చెన్నై ట్రేడ్ సెంటర్‌లో ఐఈఎస్ఎస్ ప్రదర్శన

చెన్నై, మార్చి 6, ప్రభాతవార్త : ఈ నెల 14, 15, 16 తేదీల్లో చెన్నైలో ఇంజినీరింగ్ ఎక్స్‌పోర్ట్ ప్రమోషన్ కౌన్సిల్ (ఈఈపీసీ) ఇండియా ఆధ్వర్యంలో ఇంటర్నేషనల్ ఇంజినీరింగ్ సోర్సింగ్ షో (ఐఈఎస్ఎస్) ఎనిమిదో ఎడిషన్ జరుగనున్నట్లు ఈఈపీసీ ఇండియా రీజనల్ డైరెక్టర్ సీహెచ్ నాడిగర్ తెలిపారు. ఈ సందర్భంగా చెన్నైలో జరిగిన సమావేశంలో సీహెచ్ నాడిగర్, ఈఈపీసీ ఇండియా సీనియర్ వైస్ చైర్మన్ మహేష్ దేశాయ్, బెంగళూరు బెల్లియం ట్రేడ్ అండ్ ఇన్వెస్ట్‌మెంట్ కమిషన్ ఆఫ్ ఫైండర్స్ జయంత్ నాడియా, తమిళనాడు ప్రభుత్వ ఎంఎస్ఎంఈ సెక్రటరీ ధర్మేంద్ర ప్రతాప్ యాద్ పాల్గొని వివరాలను వెల్లడించారు. సీహెచ్ నాడిగర్ మాట్లాడుతూ చెన్నైలోని ట్రేడ్ సెంటర్‌లో ఈ నెల 14, 15, 16 తేదీల్లో ఏర్పాటు కానున్న ఇంటర్నేషనల్ ఇంజినీరింగ్ సోర్సింగ్ షోలో దేశంలోని 40 ప్రముఖ ఇంజినీరింగ్ కళాశాలల విద్యార్థులు పాల్గొననున్నట్లు తెలిపారు. అంతే కాకుండా అంతర్జాతీయ స్థాయిలో ఎన్నో దేశాలు ఈ ప్రదర్శనలో పాల్గొననున్నట్లు తెలిపారు. ఈఈపీసీ ఇండియా సీనియర్ వైస్ చైర్మన్ మహేష్ దేశాయ్ మాట్లాడుతూ ఇంజినీరింగ్‌లో నూతన ఆవిష్కరణలు, సాంకేతికతను తమిళనాడు ఇంజినీరింగ్ పరిశ్రమలకు పరిచయం చేసేందుకు ఈ ప్రదర్శన ఏర్పాటు చేస్తున్నట్లు తెలిపారు. కార్యక్రమంలో ప్రత్యేక అతిథిగా పాల్గొన్న తమిళనాడు రాష్ట్ర ఎంఎస్ఎంఈ విభాగం కార్యదర్శి ధర్మేంద్ర ప్రతాప్ యాదవ్ మాట్లాడుతూ చెన్నైలో ఈ ప్రదర్శన ఏర్పాటుకు ఎంఎస్ఎంఈ ప్రత్యేక సహకారాన్ని అందించనున్నట్లు తెలియజేశారు. భారత్‌లో ఎంఎస్ఎంఈ రంగంలో ఎగుమతులకు చక్కని ప్రోత్సాహం లభిస్తోందని, ఇటువంటి ప్రదర్శనలు కొత్త సాంకేతికత గురించి అవగాహన పొందేందుకు ఎంఎస్ఎంఈలకు దోహదపడతాయని పేర్కొన్నారు. ఈ సందర్భంగా తూత్తుకుడి పోర్ట్ గురించి ఆయన మాట్లాడుతూ స్పెరిలైట్ మూతపడటం వల్ల రాగి ఉత్పత్తుల తయారీ, ఎగుమతులు తగ్గిన మాట నిజమేనని, పర్యావరణం, స్థానిక పరిస్థితులను కూడా పరిగణలోకి తీసుకోవాల్సి ఉంటుందని ధర్మేంద్ర ప్రతాప్ యాదవ్ పేర్కొన్నారు.

Vaartha

சர்வதேச பொறியியல் செயலாக்கக் கண்காட்சி

சென்னை, மார்ச் 6- உலகில் புதிய சந்தைகளுக்கு இந்திய பொறியியல்சாதனங்களை கொண்டு செல்லும் வகையில் மத்திய அரசின் வர்த்தகம் மற்றும்தொழில்துறை அமைச்சகத்தின் சார்பில் சர்வதேச பொறியியல் செயலாக்க கண்காட்சியின் 8வது பதிப்புசென்னையில் மார்ச் 14 முதல் 16 ஆம் தேதி வரை நடைபெறவுள்ளது. மத்திய அரசின் பொறியியல் ஏற்று மதி மேம்பாட்டுக் கவுன்சில் (இஇபிசி) இதற்கு ஏற்பாடு செய்துள்ளது.

மத்திய அரசுடன் இணைந்து இந்த மாநாட்டை தமிழக அரசு நடத்துகிறது. துணை ஒப்பந்தங்கள், தொழில்துறை மற்றும் மின்சார எந்திரங்கள், எதிர்கால தொழிற்சாலை, புத்தாக்க தொழில்நுட்பம் ஆகியவற்றை விளக்கும் வகையில் இந்த கண்காட்சி அமைந்திருக்கும் என்று சென்னையில் செய்தியாளர்களிடம் பேசிய இஇபிசி துணைத்தலைவர் மகேஷ் கே. தேசாய் கூறினார். இந்த மாநாட்டையொட்டி நடைபெறவுள்ள கருத்தரங்குகளில் 40 நாடுகளில் இருந்து 400க்கும் மேற்பட்ட பிரதிநிதிகள் பங்கேற்க உள்ளனர். இந்தியாவும் மலேசியாவும் மோட்டார் தொழில்துறையில் உலகில் முன்னணி இடத்தை நோக்கி நகர்வதால் அந்த தொழில் சார்ந்த பொறியியல் தொழில்நுட்பங்களுக்கும் இந்த கண்காட்சியில் முக்கியத்துவம் அளிக்கப்படும் என்று தமிழக அரசின் சிறு நடுத்தர தொழில்கள் துறை செயலர் தர்மேந்திர பிரதான் யாதவ் கூறினார்.

Viduthalai

Over 400 exhibitors to participate in 8th edition of IESS

EXPRESS NEWS SERVICE
@ Chennai

MORE than 400 exhibitors, including 130 from Tamil Nadu and 40 from overseas, will be participating in the eighth edition of the International Engineering Sourcing Show (IESS) hosted by Chennai from March 14 to 16.

This is the third time Chennai will be hosting the event, an ambitious initiative of the Union Commerce and Industry Ministry, to strive towards building brand 'Indian Engineering' into newer markets of the world.

The event will have exhibitors from Malaysia, Belgium, Hong Kong, Ukraine and Czech Republic, apart from 400 overseas delegates participating in it. This year, 'Smart Engineering' is the theme which showcases India as a global hub for the manufacturing and technology hub. Malaysia is the partner country, Uttar Pradesh is the partner state and Madhya Pradesh, Uttarakhand and Jharkhand are focus States with Belgium's Flanders as the focus region. The Department of Scientific and Industrial Research (DSIR), Department of Heavy Industry, Department of Micro, Small & Medium Enterprises, and National Institute of Design (NID) have also confirmed their support. Mahesh K Desai, Senior Vice Chairman, EEPC India, said, "EEPC India has chosen 'Subcontracting', 'Industrial & Electrical Machinery', 'Future Factory' and 'Innovation & Technology', as the four broad sub-themes in the event. Future Factory is the latest addition where we expect 'Smart Factory Design' and 'Industrial Internet of Things' on display." Tamil Nadu MSME secretary, Dharmendra Pratap Yadav, regional director of EEPC India, C H Nadiger, Trade Commissioner from Flanders Region, Jayant Nadiger, were also present.

Indian Express

EEPC engineering expo to showcase India as manufacturing, tech hub

OUR BUREAU
Chennai, March 5

Trade and investment promotion council EEPC India has been actively working on creating the right ecosystem in the area of industry 4.0 for the benefit of SMEs, said the council's Senior Vice-Chairman Mahesh K Desai.

"At EEPC we have been working on Industry 4.0 for last two years. Industry 4.0 is our top most agenda and we have been working on helping the SMEs to equip themselves and overcome the challenges in terms of technology upgradation. Simultaneously, we are also focusing on skill development in order to have the right ecosystem," he said while announcing the details about the 8th edition of EEPC India's International Engineering Sourcing Show (IESS).

Smart engineering

IESS will be held in Chennai



Dharmendra Pratap Yadav (left), Secretary, MSME, Govt of Tamil Nadu, and Mahesh K Desai, Senior Vice-Chairman, EEPC India, at a press conference in Chennai on Tuesday RAVI CHANDER

theme - Smart Engineering - to showcase India as a global hub for manufacturing and technology.

This time Malaysia is participating in a big way as a partner country and is keen on working with India to take Indian expertise in Industry 4.0 for adoption in its country.

Malaysia is looking for a value generation of about $50 million from IESS 2019 in areas for long term sustainable interest - automobile and auto components and ICT part of India where Malaysia feels India could be a big brother in teaching the new technologies, said Sooraj Dhawan of Falcon Capital Advisors, which is advising MARii (Malaysia Automotive Robotics and IoT Institute).

Expanding export base

C H Nadiger, Regional Director, EEPC India, explained that the primary objective of the IESS is to reduce dependence on traditional markets in exports.

"About 72 per cent of our exports are accounted by just 25 countries in the world. We want to expand our export base. Of course, we are providing a platform for Indian engineering industry to target the domestic market also as a de-risking strategy," he added.

Elaborating on the outcomes of IESS, he said the interaction and the follow-up deals could result in business traction worth ₹500-600 crore in the following couple of years.

IESS 2019 will have about 400 exhibitors, of which 130 will be from Tamil Nadu. Five countries - Malaysia, Belgium, Hong Kong, Ukraine and Czech Republic – will be partner countries. More than 400 overseas delegates are expected to participate in the event.

Business Line

Malaysia's Perodua car brand eyes India

To set up base, sell products locally and target other markets

G BALACHANDAR
Chennai, March 5

Though Indian passenger vehicle landscape has become intensely competitive with the presence of most global brands, the three-million-plus car market continues to attract more players.

The latest car-maker to show strong interest in coming to India is Malaysia's market leader Perodua. A Malaysian-government-owned company, it appears to be keen on having a facility in India – to sell its products and use the country as a base to target other markets.

EEPC meet

A senior management team, as part of a large Malaysian delegation, will be in Chennai at the EEPC India event during March 15-16 to explore the possible opportunities for joint ventures and partnerships.

"Though these are early days, Perodua feels India is a big market. Whether the domestic market excites them or using India as a global base for exports is something that will be determined later. Two cars of Perodua will be on display during the EEPC event," said Sooraj Dhawan of Falcon Capital Advisors, which is advising MARii (Malaysia Automotive Robotics and IoT Institute).

Perodua has an annual production capacity of 3.5 lakh vehicles in Malaysia and its cars are sold in Indonesia, Singapore, Brunei, Fiji, Nepal, Mauritius and Sri Lanka.



Perodua's sedan Bezza

In 2018, Perodua had its best-ever annual sales of 2.27 lakh units, according to Malaysia's Paul Tan's Automotive News.

Other players

Meanwhile, Proton officials will also be part of the Malaysian team and a couple of Proton models are also likely to be displayed at the EEPC event. Kia Motors of South Korea is the latest entrant into the Indian PV market as the company is gearing up to roll out its first vehicle in India during the second half of this year. It is now in the process of building all support systems. It has built a factory in Andhra Pradesh, and is setting up dealerships across the country and signing tie-ups with financial institutions.

Also, French auto-maker Groupe PSA is also readying for its India entry with the launch of Citroen brand here in 2021. The company has an agreement with CK Birla Group to make vehicles and power-trains in Tamil Nadu.

Business Line

EEPC: Engineering exports from India to breach $80 bn threshold this year



Dharmendra Pratap Yadav, Secretary, MSME, TN, with Mahesh Desai, Senior Vice Chairman of EEPC India

CHENNAI: Engineering exports of $76.3 bn for 2017-18 have outweighed the previous high of $78.7 bn in 2014-15. With the buzz around Industry 4.0, the theme for the International Engineering Sourcing Show (IESS) to be hosted here, is 'Smart Engineering,' said Mahesh K Desai, SVC, EEPC India.

Addressing the media to announce the eighth edition of the event, he said Tamil Nadu continues to be a destination to showcase the might of engineering exports, especially with MSMEs contributing a substantial chunk of revenues. Desai also said ayurvedic sciences would be showcased while the role of design would get prominence. AyurTech is a separate session that is aimed at presenting the scope of technology to Ayurvedh.

With engineering exports constituting 22 per cent of the total exports of $365.8 bn, CH Nadiger, Regional Director, South, EEPC India, said there is a possibility to breach the $80 billion mark this year. In the merchandise basket, engineering exports is the biggest contributor, he said, pointing to the $80 bn mark of USD-58 to the $76.3 billion achievement in 2017-18.

Malaysia as partner country for the first time, is looking at joint ventures and collaborative opportunities at the 3-day IESS, that begins from March 14. Perodua and Proton, two auto giants from Malaysia, are exploring opportunities too. Perodua may set up a manufacturing unit in India or scout for a domestic partner to establish a base in Malaysia, which can act as a gateway for exports to the Asean region, said Sooraj Dhawan, Consultant, IESS. The partner country is looking at an investment opportunity of $50 million through this event.

Incidentally, Flanders in Belgium is the focus region for the third consecutive time. It is the logistical gateway to Europe. From Chennai to Europe through Flanders is the route available for exporters, said Jayant Nadiger, Trade and Investment Commissioner of Flanders. Autotech, Super Auto Forge, JM Gears and Emerald Tyres have already leveraged this advantage, he added.

He said a shared warehousing facility with EEPC is expected to be formalised soon. The idea is to position Flanders as the destination for Indian exports.

Dharmendra Pratap Yadav, Secretary, MSME, TN, said this platform is an opportunity for MSMEs in the state to get outside market exposure and forge new business collaborations apart from keeping abreast of new and emerging technologies. TN had a proven track record in manufacturing and placed next to Maharashtra. Work ethics and quality of products were the strengths of TN, that had to be demonstrated. The last edition saw TN fetching business worth Rs 600 crore. Areas offering tremendous scope included food processing as the per hectare or acreage productivity of the state is the highest.

DT Next

Indian engineering exports to miss $85bn mark this fiscal

D.Govardan
@timesgroup.com

Chennai: Indian engineering export sector is likely to miss its $85 billion target this fiscal and could settle to around $80 billion by end of March this year, as against $76 billion achieved last year. Safeguard duties slapped by the US as well as European Union markets and the closure of Sterlite Copper smelter for close to 8 months have combined to impact the planned exports.

"Initially, the trend was good for a 10%-15% growth this year, with people even predicting $90 billion worth of engineering exports. We kept it safely at $85 billion," Ravi Sehgal, chairman, Engineering Exports Promotion Council (EEPC) told TOI. "First, November and December showed a little downfall due to festival season. But, overall the US trade was bad and it impacted the volumes," he added.

"Secondly, the copper exports from India fell sharply, mainly because of closure of Sterlite Copper's smelter. While copper availability was less and domestic demand is still there, there was loss surplus available for exports. Almost $2 billion worth of exports fell because of that," Sehgal said.



BIG IMPACT: Safeguard duties by US, EU; Sterlite plant closure impacted planned exports

According to him, copper products account for roughly 5% of the total engineering and merchandise exports from the country. The impact due to closure of Sterlite was about $1.75 -$2 billion this fiscal. "As a result, we had to scale down the target from $85 billion to $82 billion for government calculations. But, then if we now touch $80 billion, we are lucky," he said. With the US slapping duties on aluminium and steel, European Union too started putting in the same safeguard duties. They gave 200 days for old duties to continue or until the quota is accomplished. "That was in September and they had given time till March this year. But, by December 90% of that quota was over and by January for sure that quota will completely get over," Sehgal said.

For February and March, most people have stopped shipments, unsure of when new duties will come and how long for the balance quota to get over. To make matters worse, buyers in Europe are asking for guarantee that Indian exporters have to pay the higher duties, in case the quota gets over by the time shipments reach them. Since no one is sure, most have stopped shipments and hence volumes will come down from January to March. Sehgal said, the government is aware of everything and they are taking up the matter. EEPC wants the government to focus on two things. "The G-G (government to government) delegations must be aggressive to tell them that Indian products are not harming or dumping, like China," Sehgal pointed out.

The other issue is about steel prices. Domestic steel producers are selling steel in domestic market at almost 20% higher than international prices.

Times of India

'We are looking at Indian partners in manufacturing, automotive sectors to serve ASEAN market'

G BALACHANDAR

In a month's time, Malaysia will bring its largest-ever business delegation, comprising officials from the government, corporates, SMEs, and other institutions, to participate in IESS'19, an engineering expo being organised by EEPC India, in Chennai. The objective is to explore investment opportunities and forge joint ventures in manufacturing and technology at Malaysia's iconic Iskandar Malaysia, a special economic region that is being developed as a hub for high-technology industries.

Traditional areas for cooperation, Mahesh Sahari, Chief Executive Officer, the Malaysia Automotive Robotics and IoT Institute (MARii), an agency under the Ministry of International Trade and Industry, Government of Malaysia, spoke to Businessline on the emerging opportunities for collaboration. Excerpts:

What drives Malaysia's renewed interest in India?

Malaysia believes that technology will be the enabler in the times to come. The new government in Malaysia looks at India as an important partner. We will explore how we can bring partners from India to serve ASEAN using Malaysia as a base. Import opportunities - bringing auto parts from India into Malaysia and also to supply ASEAN - will also be explored. Malaysian companies feel India could be a good base to widen their exports to Afghanistan, the African continent and other markets.

What is the outcome you are anticipating?

We will bring about 100 companies in the field of manufacturing, technology and auto components to explore cooperation opportunities. This is the largest ever team from Malaysia.

We are hoping to sign at least five agreements during this IESS event, mainly in technology, research and development area.

Is Industry 4.0 the focus area?



Some of the top Indian IT companies offer industry 4.0 technologies. Malaysian companies are quite eager to see whether those technologies could be adopted back in our country.

Our Ministry recently launched the Industry 4.0 policy. In that, we have put forth measures needed for creating the necessary ecosystem. We are also now drafting our new national and automotive policy 2019, in which we talk about deploying and implementing industry 4.0. We are aware that there are a lot of system integrators (SIs) in India. We intend to facilitate face-to-face and strategic discussion between SIs of India and Malaysia. Also, some of the top Indian IT companies offer Industry 4.0 technologies. Malaysian companies are quite eager to see whether those technologies could be adopted back in our country. Chennai will be our base for the next three years for this objective.

Is Malaysia looking at opportunities in the automotive segment too?

The Indian government is very serious about electric vehicles (EVs). Likewise, Malaysia and other governments are keen on implementing EV programmes... It is our opinion that in the context of next-generation vehicles, anybody can become a leader. The only way to achieve it is to do together. Both India and Malaysia could look at developing niche technologies for mutual benefit.

Business Line

Press Meet on 14th March, 2019



From L to R : Mr Suranjan Gupta, Executive Director, EEPC India; Mr Ravi Sehgal, Chairman, EEPC India; Datuk K Talagavathi, Deputy Secretay General, Ministry of International Trade and Industry, Govt of Malaysia; Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii)



Media Coverage Post Event

'India set to achieve record exports of $330 bn in 2018-19'

Engineering sector a major contributor: Commerce Secretary

STAFF REPORTER
CHENNAI

India is projected to achieve record exports of $330 billion in fiscal 2018-19, surpassing the previous peak of $314 billion in 2013-14, Union Commerce Secretary Anup Wadhawan said.

Inaugurating the 8th International Engineering Sourcing Show (IESS) in Chennai, he said the figure would be reached despite the global challenges like protectionist measures by some countries. The major contribution was coming from engineering exports, which had grown significantly in recent years, he said.

According to EEPC India chairman Ravi Sehgal, engineering exports in the financial year 2018-19 are expected to be between $80-82 billion.

"We could have done $85 billion if we had basic raw material of steel at affordable prices," Mr. Sehgal said.

The Commerce Secretary assured engineering exporters that the government would do its best to make steel available at affordable rates.

A similar assurance also came from the Commerce and Industry Minister Suresh Prabhu in his video conference message.

Mr. Wadhawan urged exporters to better utilise the existing Free Trade Agreements to boost exports in Asean and other countries with similar arrangement.

The Hindu

Indian exports to touch $330bn this financial yr

EXPRESS NEWS SERVICE
@Chennai

INDIAN exports is likely to record $330 billion during the current financial year despite trade facing hurdles of trade protectionism across the globe, according to Union Commerce secretary Anup Wadhawan.

Addressing global CEOs and trade partners at the International Engineering Sourcing Show (IESS) here, he said this could be an all-time record going past the figure of $314 billion in 2013-14.

He lamented that Indian exporters are capitalising on free trade in a big way and the government is working in this regard. The Union government is considering the need to formulate policies due to the increase in prices of raw materials like that of steel.

Meanwhile, exporters said the withdrawal of the preferential trade status granted to India under the Generalized System of Preferences (GSP) by the United States has hit the medium, small and micro enterprises.

Engineering Export Promotion Council (EEPC) India chairman Ravi Sehgal and EEPC executive director Suranjan Gupta later addressing a press conference said the MSME sector has been hit, but certain products are unique which even China cannot import to United States. They said the pressure is on Indian exporters to reduce prices as the US feels that the trade is not in the favour of the United States.

Sehgal said the government should introduce price control mechanism and come out with a steel policy or metal policy. He said if such a policy is introduced, even engineering products exports is likely to shoot up to $100 million.

Malaysia Automotive Robotics and IoT Institute chief executive officer Madani Sahari highlighted the Memorandum of Understanding signed with EEPC for a period of three years. Under the MoU, companies in automotive and information technology will be identified and they will form technical agreements and joint ventures to boost trade.

New Indian Express

Exporters urged to make better use of FTAs to enhance global presence

OUR BUREAU
Chennai, March 14

"India's exports will touch an all-time high of $330 billion this year surpassing the earlier peak of $314 billion recorded in 2013-14," said Anup Wadhawan, Commerce Secretary.

Speaking at the eighth edition of International Engineering Sourcing Show (IESS VIII) here on Thursday, organised by EEPC India with Malaysia as a partner country, Wadhawan said, the engineering sector achieved a record level of exports at $76.2 billion in 2017-18 despite increasing sentiment of trade protectionism across the globe.

Releasing the 'EEPC India strategy paper for growth of engineering exports', Wadhawan said, EEPC has set an ambitious export target of $200 billion of engineering products by 2025 from the current $80 billion.


Anup Wadhawan, Commerce Secretary

The Commerce Secretary also urged exporters to make better use of India's Free Trade Agreement (FTA) with various countries to enhance their market presence globally.

"We have carried out a number of trade facilitation measures. But our data shows that Indian exporters have not been very good users of FTA preferential benefits from partnering countries," Wadhawan added.

Speaking at the event, Dharmendra Pratap Yadav, Secretary, Micro, Small and Medium Enterprises (MSME) Department, Government of Tamil Nadu, said the State is the third largest exporter of engineering equipment blessed with natural manufacturing clusters in Chennai, Coimbatore and Tiruchi.

"The Tamil Nadu government is in the process of formalising Business and Trade Promotion Organisation to promote investment in the MSME sector and to forge trade ties with various countries," Yadav added. The three-day IESS VIII expo, to be held during March 14-16 at the Chennai Trade Centre, will showcase the engineering prowess of Indian manufacturers and help them leverage global business opportunities. The exhibition will see participation of 400 exhibitors, 500 overseas buyers and 10,000 trade buyers conduct business at the venue.

"Malaysia is the 11th largest trading partner and 25th largest investor in India and its participation at IESS 2019 will be a major game changer," said Ravi Sehgal, Chairman, EEPC India.

"As India and Malaysia are moving towards a technology-driven automotive industry, this is the most appropriate time for Malaysia Automotive Robotics and IoT Institute (MARii) to play a lead role in global forums like IESS," Sehgal added.

Business Line

Engg sector to add to exports of record $330 bn

DC CORRESPONDENT
CHENNAI, MARCH 14

Despite the global challenges like protectionism by some countries, India is projected to achieve an all-time record exports of $330 billion in 2018-19 fiscal and it would see the engineering sector emerge as a major contributor, asserted commerce secretary Anup Wadhawan.

"With trade volume of $ 15 billion per annum, engineering exports account to about 25 per cent of India's total exports, and further contributing to about 5 per cent of the country's GDP. Given the protectionism sweeping major countries of the world and engineering being one of the segments affected by such restrictive measures, the exporting firms should look at innovative methods to enhance competitiveness and take advantage of various market access opportunities," he said while inaugurating the VIII International Engineering Sourcing Show (IESS) underway here on Thursday.

Averring that this year has been "particularly good for us" he said "India is likely to touch an all-time record and go past our earlier peak which was in 2013-14 at $314 billion and we hope to reach about $325 - 330 billion this year." Addressing global CEOs and trading partners at the IESS-VIII, the annual flagship event of the EEPC India at the Chennai Trade Centre, the Commerce Secretary said the engineering exports have grown significantly in recent years.

He assured the engineering exporters of looking into how best the government can help for easy and affordable availability of steel. And a similar assurance also came forth from Commerce and Industry Minister Suresh Prabhu in his video conference message.

EEPC India chairman Ravi Sehgal said that engineering exports in 2018-19 are expected to be between $80-82 billion.

IESS -VIII, organised by the EEPC India with the support from the Union commerce ministry and the department of heavy industry, has on display engineering products and solutions with around 400 exhibitors, 500 overseas buyers and 10,000 trade visitors participating in the March 14-16 show. The MSME sector, which is the bedrock of the engineering value change and sourcing, will benefit immensely from this show and develop contacts internally as well as globally. Flanders is the focus region for the third time.

Tamil Nadu is hosting the event for the third time in a row, while Malaysia is the Partner Country of the IESS. India-Malaysia bilateral trade aggregated to $ 14.71 billion in 2017-18, with total exports from India to Malaysia amounting to $ 5.7 billion while its imports from Malaysia stood at around $ 9 billion. The Malaysian delegation is led by Datuk K Talagavathi, Deputy Secretary General, Ministry of International Trade & Industry, Government of Malaysia. She expressed her optimism in enhancing bilateral trade in the years to come.

MoU Signed between EEPC India & MARii:

EEPC India and Malaysia Automotive, Robotics & IoT Institute (MARii) signed a MoU for 3 years to partner with IESS.

Signing the pact, Dato' Madani Sahari, CEO of MARii said, "our partnership spells out areas we would collaborate - technology adoption and development. With strong automative industry presence in Malaysia and India, our companies can go higher in efficiency and technology. To enter untapped markets, Malaysia and India plan to explore possibilities of entering the Asian and African markets respectively through our mutual partner presence. Our partnership will also extend into exploring the area of human capital development."

AyurTech & Indian Design Council:

EEPC India chairman Ravi Sehgal said that IESS has a novelty of bringing Technology to Ayurveda through the new concept of AyurTech.

Deccan Chronicle

India to clock record $330-bn exports in FY19: Govt

NOTWITHSTANDING GLOBAL CHALLENGES like protectionist measures by some countries, India is projected to achieve exports of $330 billion, a record, in 2018-19, with a major contribution coming from the engineering sector, commerce secretary Anup Wadhawan said on Thursday. He inaugurated the 8th International Engineering Sourcing Show (IESS) in Chennai.

"This year has been particularly good for us. We are likely to touch an all-time record and go past our earlier peak of $314 billion in 2013-14 and hope to reach about $325-330 billion this year," Wadhawan said at the IESS-VIII, the annual flagship event of the EEPC India.

FE BUREAU

Financial Express

India to seek better deal for exporters under FTAs, says Commerce Secy

PTI
CHENNAI, 15 MARCH



India is in discussions with its key trading partners to expand preferential duties under free trade agreements (FTAs) even as the government is streamlining procedures for exporters to avail benefits from such trade pacts, Commerce Secretary Anup Wadhawan has said.

"Since we have a large exporter community here, I wish to draw attention... to the under-utilisation of our FTAs. Data shows that Indian exporters have not made very good use of FTA and preferential benefits that India has negotiated with partner countries," Wadhawan said addressing exporters at International Engineering Sourcing Show.

The government is in the process of further streamlining procedures for exporters to avail benefits offered under trading opening pacts, he said, while urging exporters to use the tariff preferences provided by FTAs to enhance their market presence globally.

India has already concluded FTAs, also known as comprehensive economic partnership agreements or preferential trade agreements or comprehensive economic cooperation agreements, with important trading partners including ASEAN, South Korea, Japan, Malaysia, Chile and Singapore.

"The Department of Commerce is meanwhile identifying other potential markets and discussing with our trade partners to expand preferences available to all products and services. I think we need to engage with the industry on this issue as to why the FTA opportunity has not been utilised fully," Wadhawan said.

Elaborating on the likely reasons behind under-utilisation of FTAs by Indian exporters, he said it may be partly due to the fact that most favoured nation (MFN) duties in some countries are low and the trade agreement may not be according a very significant benefit. Plus, there may be transaction costs involved in accessing that benefit.

He said the commerce ministry will engage with the industry to understand the constraints they face both domestic and international and try to address them.

Engineering Export Promotion Council (EEPC) India Executive Director Suranjan Gupta said India has generally not used FTAs much except for the iron and steel sector.

He said one of the reasons could be that the average tariff lines of some of India's FTA partner countries are much lower.

Statesman



രാജ്യാന്തര എൻജിനീയറിങ് സോഴ്സിങ് ഷോ ഉദ്ഘാടന ചടങ്ങിൽ നിന്ന്.

രാജ്യാന്തര എൻജിനീയറിങ് സോഴ്സിങ് ഷോ തുടങ്ങി

എൻജിനീയറിങ് ഉൽപന്നങ്ങളുടെ ഏറ്റവും വലിയ പ്രദർശനം

ചെന്നൈ ∙ കയറ്റുമതിയിൽ രാജ്യത്തെ പുതിയ ഉയരങ്ങളിൽ എത്തിക്കാൻ എൻജിനീയറിങ് മേഖലയിലെ വളർച്ച സഹായിക്കുമെന്നു കൊമേഴ്സ് സെക്രട്ടറി ഡോ.അനൂപ് വധവൻ. ചെന്നൈ ട്രേഡ് സെന്ററിൽ ആരംഭിച്ച 4–ാമത് രാജ്യാന്തര എൻജിനീയറിങ് സോഴ്സിങ് ഷോ (ഐഇഎസ്എസ്) ഉദ്ഘാടനം ചെയ്യുകയായിരുന്നു. എൻജിനീയറിങ് ഉൽപന്നങ്ങളുടെ രാജ്യത്തെ ഏറ്റവും വലിയ പ്രദർശനമാണ് ഐഇഎസ്എസിൽ. കേന്ദ്ര വാണിജ്യ മന്ത്രാലയം, ഹെവി ഇൻഡസ്ട്രി വകുപ്പ്, തമിഴ്നാട് സർക്കാർ, ഇഇപിസി തുടങ്ങിയവ ചേർന്നാണു മേള സംഘടിപ്പിക്കുന്നത്. 400 പ്രദർശന ശാലകളാണ് മേളയിലുള്ളത്.

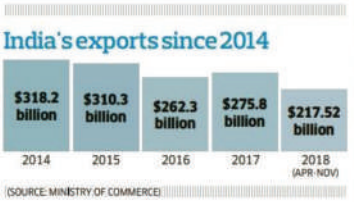
എൻജിനീയറിങ്, ഇൻഡസ്ട്രിയൽ മേഖലകളിൽ പ്രവർത്തിക്കുന്ന കമ്പനികൾക്കുബിസിനസ് ചർച്ചകൾക്കും മേളയിൽ സൗകര്യം ഒരുക്കിയിട്ടുണ്ട്. മലേഷ്യയാണ് പാർട്നർ രാജ്യം. എൻജിനീയറിങ് രംഗത്തെ സഹകരണത്തിനു മലേഷ്യ ഓട്ടമൊബീൽ റോബട്ടിക്സ് ആൻഡ് ഐഒടി ഇൻസ്റ്റിറ്റ്യൂഷൻ (എംഎആർഐഐ) ഐഇഎസ്എസുമായി ധാരണാപത്രം ഒപ്പിട്ടു.

മലേഷ്യൻ ഇന്റർനാഷനൽ ട്രേഡ് ആൻഡ് ഇൻഡസ്ട്രി ഡപ്യൂട്ടി സെക്രട്ടറി ജനറൽ ഡാട്ടുക് കെ.തലൈവതി, മലേഷ്യൻ ഹൈക്കമ്മിഷണർ ഹിറായത്ത് അബ്ദുൽ ഹമീദ്, തമിഴ്നാട് ചെറുകിട വ്യവസായ സെക്രട്ടറി ധർമേന്ദ്ര പ്രതാപ് യാദവ് തുടങ്ങിയവർ പങ്കെടുത്തു. മേള നാളെ സമാപിക്കും.

Malayala Manorama

Exports may touch $330 b in FY19

NEW DELHI, DHNS: India's exports, which steadily declined in five years of Prime Minister Narendra Modi's rule, are likely to hit $330 billion in 2018-19, Commerce Secretary Anup Wadhawan said on Thursday, a statement sectoral experts found hard to believe.



India's exports were at their peak in 2013-14, when they logged $314 billion. Thereafter, for most of the NDA's rule, they remained below $300 billion.

"With respect to exports, this year has been particularly good for us. We are likely to touch an all-time record and go past our earlier peak which was in 2013-14 at $314 billion and we hope to reach about $325-330 billion this year," Wadhawan said addressing global CEOs and trade partners at the International Engineering Sourcing Show (IESS) in Chennai.

Wadhawan said that starting from the global financial crisis of 2008-09, India's exporters have faced several challenges, including unilateral protectionist efforts by various countries. He, however, said conducive government policies have propelled the engineering sector to greater heights.

US President Donald Trump has already announced to withdraw the preferential trade status granted to India and Turkey given under the Generalized System of Preferences (GSP), asserting that New Delhi has failed to assure America of "equitable and reasonable" access to its markets.

India exported goods worth $5.6 billion under the GSP, and the duty benefit is only $190 million annually. As many as 1,900 Indian products from sectors such as chemicals and engineering got duty-free access to the US market under the GSP, introduced in 1976.

Sources in the Engineering Export Council told *DH* it was highly impossible to reach $330 billion this year with global headwinds.

Deccan Herald

India to clock record $330-bn exports in FY19: Govt

NOTWITHSTANDING GLOBAL CHALLENGES like protectionist measures by some countries, India is projected to achieve exports of $330 billion, a record, in 2018-19, with a major contribution coming from the engineering sector, commerce secretary Anup Wadhawan said on Thursday. He inaugurated the 8th International Engineering Sourcing Show (IESS) in Chennai.

"This year has been particularly good for us. We are likely to touch an all-time record and go past our earlier peak of $314 billion in 2013-14 and hope to reach about $325-330 billion this year," Wadhawan said at the IESS-VIII, the annual flagship event of the EEPC India.

FE BUREAU

Financial Express

Engg exports backbone of trade, accounts for 25 pc of India's total outflow



Anup Wadhawan, Union Commerce Secretary (far right) at the VIII International Engineering Sourcing Show, in Chennai

CHENNAI: India is projected to achieve its all-time record peak in total exports of $330 bn in the fiscal 2018-19 with a major contribution coming from the engineering sector.

The efforts of this sector is commendable for growing significantly and making it possible while withstanding a challenging environment," said Anup Wadhawan, Union Commerce Secretary, while inaugurating the VIII International Engineering Sourcing Show (IESS) here on Thursday.

He reiterated the strong potential that India has, of which the engineering sector plays a strong part. "With trade volume of $15 billion per annum, engineering exports account for about 25% of India's total exports, and further contributing to about 4% of the country's GDP. Given the protectionism sweeping major countries of the world and engineering being one of the segments affected by such restrictive measures, the exporting firms should look at innovative methods to enhance competitiveness and take advantage of various market access opportunities," he added.

IESS-VIII, touted as the country's largest display of engineering products and solutions, organised by the EEPC India is supported by the Ministry of Commerce & Industry and the Department of Heavy Industry. This three-day exhibition showcases 400 exhibitors, 500 overseas buyers and 10,000 trade visitors.

Tamil Nadu is hosting this event for the third consecutive time, with Malaysia as the partner country in 2019 for the IESS. India-Malaysia bilateral trade aggregated to $14.71 bn in 2017-18, with total exports from India to Malaysia amounting to $5.7 bn while its imports from Malaysia stood at around $9 bn. The Malaysian delegation is led by Datuk K Thanggavathi, Deputy Secretary General, Ministry of International Trade & Industry, Malaysia. She expressed her optimism in enhancing bilateral trade in future.

With trade volume of $15 bn per annum, engineering exports account for about 25% of India's total exports

EEPC India and Malaysia Automotive, Robotics & IoT Institute (MARii) signed an MoU for 3 years to partner with IESS.

While signing the pact, Dato' Madani Sahari, CEO, MARii said, "Our partnership spells out areas we would collaborate - technology adoption and development. With strong automotive industry presence in Malaysia and India, our companies can go higher in efficiency and technology. To enter untapped markets, Malaysia and India plan to explore possibilities of entering the Asian and African markets respectively through our mutual partner presence. Our partnership will also extend into exploring the area of human capital development."

DT Next

EEPC, Malaysian trade body ink MoU

Chennai, March 15

EEPC India and the Malaysian Automotive, Robotics and IOT Institute (MARii) has signed an MoU to recommend investment in robotics, automotives and related areas and to encourage and identify companies from their respective countries for joint ventures. The MoU, signed at the eighth edition of International Engineering Sourcing Show held in Chennai, is also aimed at taking manufacturing to the next level of automation through robotics, AI, machine learning and Internet of Things. OUR BUREAU

Business Line

India for expansion of preferential duties by trade partners in FTAs

UNI

CHENNAI

Asking exporters to fully utilise the duty advantages in different Free Trade Agreements signed by India, Commerce Secretary Anup Wadhawan has said that the government is in discussion with the partner countries to expand preferential duties under the trade-opening pacts.

"Since we have a large exporter community here, I wish to draw their attention in particular to the under utilisation of our free trade agreements. The data shows that Indian exporters have not made very good use of FTA, preferential benefits that India has negotiated with partner countries," Wadhawan said at the international Engineering Sourcing Show (IESS) here on March 14.

Wadhawan said the government is engaged in streamlining procedures for exporters to avail benefits under the FTAs, urging exporters to take advantage of the tariff preferences provided by these arrangements.

India has signed different FTAs, with key partners like ASEAN, South Korea, Japan, Malaysia, Chile and Singapore. "The Department of Commerce is identifying other potential markets and discussing with our trade partners to expand the preferences available to all products and services. I think we need to engage with the industry on this issue as to why the FTA opportunity has not been utilised fully," Wadhawan said.

He said one of the reasons for low utilisation of the FTAs could be that the Most Favoured Nation (MFN) duties in some countries are low to the extent that they do not be accorded a significant benefit.

Besides, there are some transaction costs in accessing that benefit. Lack of awareness among the exporters could also be the reason for the FTAs not being fully taken advantage of. According to EEPC India executive director Suranjan Gupta, India has not used FTAs much except for the iron and steel sector.

> Since we have a large exporter community here, I wish to draw their attention in particular to the under utilisation of our free trade agreements. The data shows that Indian exporters have not made very good use of FTA, preferential benefits that India has negotiated with partner countries,"
> **Anup Wadhawan**, Commerce Secretary



The Navhind Times

US$ 200 bn target by 2025 set for engineering exports

UNI

CHENNAI

Raising the bar, India has set an aspirational target of US$ 200 billion by 2025 for engineering exports, following a road map suggested by an EEPC India-Deloitte strategy paper, based on inputs from the Commerce Ministry and the industry.

The paper released at the ongoing International Engineering Sourcing Show (IESS) at Chennai, said that India can achieve a three-fold "aspirational" increase in its engineering exports y 2025, if concerted efforts are made by Government and industry.

Conducive ecosystem, branding and ensuring inputs at competitive prices would be the key factors for achieving the target, it said."On the basis of discussions with Ministry of Commerce, Government of India, and leadership of EEPC India, the aspirational target of Indian engineering exports is set as US$ 200 billion by 2025, which is almost a threefold increase from 2017-18 exports," the paper said.

Releasing the paper on Friday, Commerce Secretary Anup Wadhawan said the Department of Commerce and EEPC would "quickly examine the road-map suggested by the strategy paper and make all possible efforts to achieve the identified potential".

Engineering exports, which contribute 25 per cent of India's total export basket are projected at US$ 80-82 billion in the current financial year ending March 31, according to EEPC India Chairman Ravi Sehgal.

Sehgal said the US$ 200 billion target can be achieved if "we get our act together" in ensuring that the basic raw material -- steel -- is made available at affordable prices. The strategy paper has identified areas such as product-market optimisation, eco-system development, promotion and branding, and competitive procurement of inputs for the ambitious goal.

The Navhind Times

Engg sector to add to exports of record $330 bn

DC CORRESPONDENT
CHENNAI, MARCH 14

Despite the global challenges like protectionism by some countries, India is projected to achieve an all-time record exports of $330 billion in 2018-19 fiscal and it would see the engineering sector emerge as a major contributor, asserted commerce secretary Anup Wadhawan.

"With trade volume of $ 15 billion per annum, engineering exports account to about 25 per cent of India's total exports, and further contributing to about 3 per cent of the country's GDP. Given the protectionism sweeping major countries of the world and engineering being one of the segments affected by such restrictive measures, the exporting firms should look at innovative methods to enhance competitiveness and take advantage of various market access opportunities," he said while inaugurating the VIII International Engineering Sourcing Show (IESS) underway here on Thursday.

Averring that this year has been "particularly good for us" he said "India is likely to touch an all-time record and go past our earlier peak which was in 2013-14 at $314 billion and we hope to reach about $325 - 330 billion this year." Addressing global CEOs and trading partners at the IESS-VIII, the annual flagship event of the EEPC India at the Chennai Trade Centre, the Commerce Secretary said the engineering exports have grown significantly in recent years.

He assured the engineering exporters of looking into how best the government can help for easy and affordable availability of steel. And a similar assurance also came forth from Commerce and Industry Minister Suresh Prabhu in his video conference message.

EEPC India chairman Ravi Sehgal said that engineering exports in 2018-19 are expected to be between $80-85 billion.

IESS -VIII, organised by the EEPC India with the support from the Union commerce ministry and the department of heavy industry, has on display engineering products and solutions with around 400 exhibitors, 500 overseas buyers and 10,000 trade visitors participating in the March 14-16 show. The MSME sector, which is the bedrock of the engineering value change and sourcing, will benefit immensely from this show and develop contacts internationally as well as globally. Flanders is the focus region for the third time.

Tamil Nadu is hosting the event for the third time in a row, while Malaysia is the Partner Country of the IESS. India-Malaysia bilateral trade aggregated to $ 14.71 billion in 2017-18, with total exports from India to Malaysia amounting to $ 5.7 billion while its imports from Malaysia stood at around $ 9 billion. The Malaysian delegation is led by Datuk K Talagavathi, Deputy Secretary General, Ministry of International Trade & Industry, Government of Malaysia. She expressed her optimism in enhancing bilateral trade in the years to come.

MoU Signed between EEPC India & MARii:

EEPC India and Malaysia Automotive, Robotics & IoT Institute (MARii) signed a MoU for 3 years to partner with IESS.

Signing the pact, Dato' Madani Sahari, CEO of MARii said, "our partnership spells out areas we would collaborate - technology adoption and development. With strong automotive industry presence in Malaysia and India, our companies can go higher in efficiency and technology. To enter untapped markets, Malaysia and India plan to explore possibilities of entering the Asian and African markets respectively through our mutual partner presence. Our partnership will also extend into exploring the area of human capital development."

AyurTech & Indian Design Council:

EEPC India chairman Ravi Sehgal said that IESS has a novelty of bringing Technology to Ayurveda through the new concept of AyurTech.

Deccan Chronicle

'India to seek better deal for exporters'

Chennai: India is in discussions with its key trading partners to expand preferential duties under free trade agreements (FTAs) even as the government is streamlining procedures for exporters to avail benefits from such trade pacts, Commerce Secretary Anup Wadhawan has said.

Indian Express

உலகளாவிய பொறியியல் கண்காட்சி



Viduthalai

பொறியியல் கண்காட்சி!



சென்னை, மார்ச் 16-

சென்னை நந்தம் பாக்கம் வர்த்தக மையத்தில் மத்திய வர்த்தக துறை அமைச்சகம் மற்றும் கனரக தொழில்கள் துறை இணைந்து 8வது சர்வதேச பொறியியல் செயலாக்க கண்காட்சி நடத்தியது. இந்த நிகழ்ச்சியில் சுமார் 400 அமைப்புகள், அயல் நாடுகளில் இருந்து 500 வாடிக்கையாளர்கள் மற்றும் 10,000 வர்த்தகத் துறை சார்ந்தவர்கள் பங்கு பெற்றனர். இதில் மத்திய அரசின் வர்த்தகத் துறை செயலர் டாக்டர் அனுப் வாத்வான், மலேசியா சர்வ தேச வர்த்தக துறை அமைச்சகத்தின் முதன்மை துணைச் செயலர் டத்தின் திலகவதி, இ.இ.பி.சி., இந்தியாவின் தலைவர் ரவி செஹ்கால் ஆகியோர் கலந்து கொண்டு சிறந்த நிறுவனங்களுக்கு விருதுகள் வழங்கினர்.

Malai Tamizhagam

தடையில்லா வர்த்தக ஒப்பந்தத்தை பயன்படுத்த வேண்டும்

மத்திய வர்த்தகத் துறை செயலர் அனுப் வாத்வான்



இந்திய பொறியியல் ஏற்றுமதி மேம்பாட்டு கவுன்சில் சார்பில் சென்னை வர்த்தக மையத்தில் வியாழக்கிழமை நடைபெற்ற சர்வதேச பொறியியல் கண்காட்சியில் மத்திய வர்த்தகத் துறைச் செயலர் அனுப் வாத்வான்.

சென்னை, மார்ச் 14: தடையில்லா வர்த்தக ஒப்பந்தங்களை, ஏற்ற மதியாளர்கள் நல்ல முறையில் பயன்படுத்தி கொள்ளவேண்டும் என்று மத்திய வர்த்தகத் துறைச் செயலாளர் அனுப் வாத்வான் தெரிவித்தார்.

நந்தம்பாக்கத்தில் உள்ள சென்னை வர்த்தக மையத்தில் பொறியியல் ஏற்றுமதி மேம்பாட்டு கவுன்சில் சார்பில் வியாழக்கிழமை நடைபெற்ற சர்வதேச பொறியியல் கண்காட்சியைத் தொடங்கி வைத்து மேலும் அவர் பேசியது: இந்தியாவின் மொத்த ஏற்றுமதியில் பொறியியல் பொருள்கள் ஏற்றுமதி பங்கு விப்பு 2013-14-ஆம் நிதியாண்டில் ரூ.21,90 லட்சம் கோடியாக இருந்தது. இது 2018-19-ஆம் நிதியாண்டில் ரூ.22,84 லட்சம் கோடியாக அதிகரிக்கும் என்று எதிர்பார்க்கப்படுகிறது. 2020-ஆம் ஆண்டு முதல் 2025-ஆம் ஆண்டுக்குள் ரூ.1,90 லட்சம் கோடி மதிப்பில் பொறியியல் பொருள்கள் ஏற்றுமதி செய்ய இந்திய பொறியியல் துறை தயாராக இருக்கிறது. இதற்கு மத்திய அரசின் ஒருங்கிணைந்த முயற்சிகளை எடுக்கப்படும். நாட்டின் மொத்த ஏற்றுமதியில் (ஜிடிஏ) பொறியியல் துறை பங்களிப்பு 5 சதவீதமாக உள்ளது. மேலும், இந்தியாவில் ஒட்டுமொத்த ஏற்றுமதியில் பொறியியல் பொருள்கள் ஏற்றுமதி 25 சதவீதமாக உள்ளது. உலகின் பெரியநாடுகளில் பாதுகாப்பு அம்சங்கள் காரணமாக, கட்டுப்பாடுகள் அதிகரித்துள்ளன. இதனால் பொறியியல் துறை பாதிக்கும் நிலைஏற்படுகிறது. இது போன்றசூழ்நிலைகளில் போட்டிகளை எதிர்கொள்ள விதிகளை வாய்ப்புகளை பயன்படுத்தி கொள்ள வல்லுநர்களுக்கு பயிற்சி வழங்க வேண்டும். குறிப்பாக தடையில்லா வர்த்தக ஒப்பந்தங்களை இந்திய ஏற்றுமதியாளர்கள் சிறந்த முறையில் பயன்படுத்தி கொள்ள வேண்டும்என்றார் அவர்.

இந்திய பொறியியல் ஏற்றுமதி மேம்பாட்டு கவுன்சில் தலைவர் ரவி செஹ்கால் பேசியது:நாட்டின் மொத்த உற்பத்தியில் பொறியியல் துறை பங்களிப்பு 11 முதல் 15 சதவீதம் ஆகும். சர்வதேச வர்த்தகத்தில் பொறியியல் துறை பொருள்கள் பங்கு 1.7 சதவீதம். ஏற்றுமதியாளர்கள், உற்பத்தியாளர்கள், மத்திய மாநில அரசுகள் ஒருங்கிணைந்து முயற்சிகள் மூலமாக எளிதாக இலக்கை அடையமுடியும். பொறியியல் பொருள்கள் வர்த்தகத்தில் இந்தியாவின் முக்கிய வர்த்தக கூட்டாளியாக மலேசியா உள்ளது. பொறியியல் பொருள்கள், ஆட்டோ மொபைல் துறை உள்பட பல்வேறு பொறியியல் பொருள்கள் வர்த்தகத்தில் முக்கிய கூட்டாளியாக உள்ளது. இந்தியாவின் 11-ஆவது மிகப்பெரிய வர்த்தக கூட்டாளியாக மலேசியா உள்ளது.

மேலும்,இந்தியாவின் 25-ஆவது மிகப்பெரிய முதலீட்டாளராகவும் உள்ளது மலேசியா-இந்தியா இடையே பொறியியல் பொருள்கள் வர்த்தகத்தில் முக்கிய வளம் வெளங்கப்படுவது என்றார் அவர்.இதைதொடர்ந்த பல்வேறு அமர்வுகளில் பொறியியல் துறை அமைச்சகத்தின் முக்கிய அதிகாரிகள் பங்கேற்று பேசினர். மூன்று நாள்கள் இந்தக் கண்காட்சி நடைபெறுகிறது.

Dina Mani

ఎగుమతులతో వాణిజ్య ప్రగతి



కోత ప్రజ్వలనతో ప్రదర్శనను ప్రారంభిస్తున్న అనూప్ వాద్వాన్, ప్రత్యేక సంచిక ఆవిష్కరణలో అతిథులు, ప్రతినిధులు

- వాణిజ్యశాఖ కార్యదర్శి అనూప్ వాద్వాన్
- ఐఈఎస్ఎస్ ఎక్స్‌పో ప్రారంభం

జీ.వగర్: భారతదేశం ఎగుమతుంతో ప్రగతి సాధిస్తున్నదని, 2018-19 ఆర్థిక సంవత్సరంలో దేశం ఎన్నడూ లేని రికార్డుగా 330 బిలియన్ అమెరికా డాలర్ల స్థాయికి ఎగుమతులు చేయగలుగుతున్నట్లు భారత ప్రభుత్వ వాణిజ్యశాఖ కార్యదర్శి అనూప్ వాద్వాన్ వెల్లడించారు. చెన్నైలో గ్లోబల్ ఇంజినీరింగ్ ఎక్స్‌పో ఐఈఎస్ఎస్ గురువారం ప్రారంభమైంది. ఐదురోజుల అనూప్ వాద్వాన్ తోపాటు మలేషియా హైకమిషనర్ హిదయత్ అబ్దుల్ వహీద్, మలేషియా ఇంటర్నేషనల్ ట్రేడ్ అండ్ ఇన్వెస్ట్‌మెంట్ డీప్యూటీ సెక్రటరీ దాతుక్ కె శేఖరవతి, తమిళనాడు ఎంఎస్ఎంఈ, సెక్రటరీ దత్మేంద్ర ప్రదర్శన ఈనెల 16వ తేదీ వరకు కొనసాగనుంది.

ప్రారంభోపన్యాసం చేస్తూ అనూప్ వాద్వాన్ మాట్లాడుతూ.. ఎగుమతులు పెంచడానికి ప్రభుత్వం అనేక చర్యలు తీసుకుంటోందని, ఎగుమతిదారులకు ఎదురవుతున్న సమస్యలను పరిష్కరించడానికి ప్రభుత్వం ఎప్పటికప్పుడు చర్యలు తీసుకుంటోందని తెలిపారు. ఎగుమతిదారులకు ఎదురవుతున్న సమస్యలను పరిష్కరించడానికి ప్రభుత్వం ఎప్పటికప్పుడు చర్యలు తీసుకుంటోందని తెలిపారు. భారత-మలేషియా ఉభయ దేశాల వ్యాపారం 2017-18లో మొత్తం 14.71 బిలియన్ డాలర్లుగా ఉందన్నారు. కార్యక్రమంలో అతిథులతోపాటు ప్రతినిధులు ప్రత్యేక సంచికను ఆవిష్కరించారు.

Sakshi

Press Meet - Online Coverage

https://economictimes.indiatimes.com/small-biz/sme-sector/india-to-achieve-330-bn-record-exports-this-fiscal-commerce-secy-anup-wadhawan/articleshow/68409982.cms



India to achieve $330 bn record exports this fiscal: Commerce Secy Anup Wadhawan

He added that given the protectionism in major countries and engineering being one of the segments affected by restrictive measures, exporting firms should look at methods to enhance competitiveness

PTI | Mar 14, 2019, 04.44 PM IST

0 Comments A+

ThinkStock Photos

Commerce Secy Anup Wadhawan also advised exporters to better utilize the existing FTAs to boost exports in ASEAN and other countries with similar arrangement.

Notwithstanding global challenges like protectionist measures by some countries, India is projected to achieve all- time record exports of $330 billion in fiscal 2018-19 with a major contribution coming from the engineering sector, Commerce Secretary Mr Anup Wadhawan said while inaugurating the VIIIth International Engineering Sourcing Show (IESS) in Chennai today.

"This year has been particularly good for us. We are likely to touch an all-time record and go past our earlier peak which was in 2013-14 at $314 billion and we hope to reach about $325-330 billion this year," Wadhawan added, addressing global CEOs and trading partners at the IESS-VIII, the annual flagship event of the EEPC India.

The Commerce Secretary said the engineering exports have grown significantly in recent years, notwithstanding major global challenges. From global financial crisis of 2008-2009 onwards, India's exporters have faced several challenges including several recent unilateral protectionist efforts by various countries. However, conducive government policies have propelled the engineering sector exports.

EEPC India Chairman Ravi Sehgal said that engineering exports in the financial year 2018-19 are expected to be between

RISE NEWSLETTER

Economic Times

https://www.outlookindia.com/newsscroll/indias-exports-to-touch-alltime-high-of-usd-330-bn-this-fiscal-commerce-secretary/1496169



India's exports to touch all-time high of USD 330 bn this fiscal: Commerce Secretary

Chennai, Mar 14 India's exports are projected to touch an all-time high of USD 330 billion in the current fiscal ending 31March 31, leaving global challenges such as protectionist measures, Commerce Secretary Anup Wadhawan said Thursday.

He was addressing global CEOs and trade partners at the International Engineering Sourcing Show (IESS) here.

"With respect to exports, this year has been particularly good for us. We are likely to touch an all-time record and go past our earlier peak which was in 2013-14 at USD 314 billion and we hope to reach about USD 325-330 billion this year," Wadhawan said.

The commerce secretary said India's engineering exports have grown significantly in recent years, notwithstanding major global challenges.

Wadhawan added that starting from the global financial crisis of 2008-09, India's exporters have faced several challenges, including unilateral protectionist efforts by various countries. He, however, said conducive government policies have propelled the engineering sector to greater heights.

US President Donald Trump has already announced to withdraw the preferential trade status granted to India and Turkey given under the Generalized System of Preferences (GSP), asserting that New Delhi has failed to assure America of "equitable and reasonable" access to its markets.

India exported goods worth USD 5.6 billion under the GSP, and the duty benefit is only USD 190 million annually. As many as 1,900 Indian products from sectors such as chemicals and engineering got duty-free access to the US market under the GSP, introduced in 1978.

EEPC India Chairman Ravi Sehgal said the levy of safeguard duty by the European Union may also affect the Indian exports.

In 2017-18, exports recorded a growth of about 10 per cent to USD 303 billion. Imports, on the other hand, totalled nearly USD 460 billion, leaving a trade deficit of about USD 157 billion.

During the April-January period of the current financial year, exports grew 9.52 per cent to USD 271.8 billion. Imports rose by 11.27 per cent to USD 421.73 billion.

Outlook India

https://www.business-standard.com/article/pti-stories/indian-malaysian-industry-research-bodies-to-work-jointly-on-automation-robotics-119031400777_1.html

Indian, Malaysian industry, research bodies to work jointly on automation, robotics

Press Trust of India | Chennai

Last Updated at March 14, 2019 17:35 IST

Top industry and research bodies from India and Malaysia reached an understandingThursday to take their manufacturing to the next level of automation with the help of robotics, artificial intelligence, machine learning and Internet of Things.

An agreement to this effect was signed between engineering exporters' body EEPC India and the Malaysian Automotive, Robotics and IOT Institute (MARI) at the International Engineering Sourcing Show (IESS), which opened here.

Briefing media, MARI CEO Madani Sahari said the industry and trade bodies of the two countries would facilitate joint efforts for technology development and adoption, adding, both nations have high level of capabilities in automotive sectors.

He said India can access the entire ASEAN market, leveraging Malaysia.

The MoU (Memorandum of Understanding) between EEPC India and MARI recommends investment in robotics, automotives and related areas and would encourage and identify companies from their respective countries for joint ventures.

EEPC India Chairman Ravi Sehgal said, with the US and several countries in Europe becoming restrictive, India has to look for alternate avenues of trade and investment and Malaysia is the best fit in this direction.

As a Partner Country, Malaysia has fielded a strong presence at the IESS with over 100 Malaysian companies reaching out to their counterparts in India and other parts of the world.

Moreover, Malaysia has reached an understanding with EEPC India, the organiser of the flagship programme, supported by the commerce ministry, for being the Partner Country for three years.

Over 400 delegates from 52 countries are attending the IESS -VIII, with 300 exhibitors. Tamil Nadu is hosting the event for the third time in a row.

Business Standard

http://www.psuconnect.in/news/hec-participating-in-an-international-event-iess-organised eepc/17592



HEC Participating in an International Event IESS Organised by EEPC

Chennai: Heavy Engineering Corporation (HEC) is participating in the three days event organized by Engineering Export Promotion Council (EEPC) in Chennai. The event is the eighth edition of International Engineering Sourcing Show (IESS). IESS VIII being held during 14 – 16th March 2019, is one of the largest display of engineering products and solutions with a large number of Overseas Buyers and Trade Buyers.

Shri Rana S. Chakravarty, Director (Marketing & Production), HEC, along with other Marketing officials is attending the event. On the first day of the show, dignitaries from the Department of Heavy Industries and Ministry of Commerce and Industries participated along with various delegations. HEC had displayed a prototype of its indigenously developed Hydraulic Excavator, a product to be launched very soon; and its prestigious product Walking Dragline.

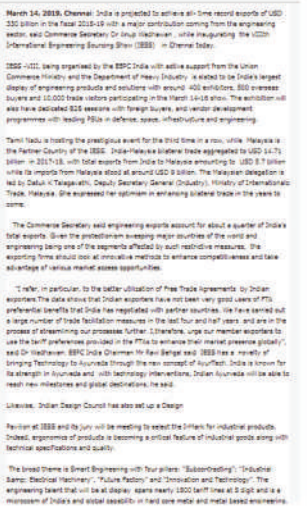
HEC's stall was inaugurated by Shri A. R. Sihag, Secretary, and Department of Heavy Industries (DHI). Smt. Sukriti Likhi, Joint Secretary, DHI; Mr. Sanjay Chavre, Senior. Development Officer, DHI; Shri Ravi Sehgal, Chairman EEPC India, were also present during the inauguration. Shri Anup Wadhawan, Secretary, Ministry of Commerce and Industries also graced HEC's stall by his presence.

PSU Connect

http://hellomadras.com/global-engineering-expo-iess-viii-opens-in-chennai-indias-total-exports-set-to-reach-usd-330-bn-com-secy/



Global engineering Expo , IESS-VIII opens in Chennai; India's total exports set to reach USD 330 bn: Com Secy



March 14, 2019, Chennai: India is projected to achieve all- time record exports of USD 330 billion in the fiscal 2018-19 with a major contribution coming from the engineering sector, said Commerce Secretary Dr Anup Wadhawan , while inaugurating the India International Engineering Sourcing Show (IESS) in Chennai today.

IESS -VIII, being organised by the EEPC India with active support from the Union Commerce Ministry and the Department of Heavy Industry is stated to be India's largest display of engineering products and solutions with around 400 exhibitors, 800 overseas buyers and 10,000 trade visitors participating in the March 14-16 show. The exhibition will also have dedicated B2B sessions with foreign buyers, and vendor development programmes with leading PSUs in defence, space, infrastructure and engineering.

Tamil Nadu is hosting the prestigious event for the third time in a row, while Malaysia is the Partner Country of the IESS. India-Malaysia bilateral trade aggregated to USD 14.71 billion in 2017-18, with total exports from India to Malaysia amounting to USD 8.7 billion while its imports from Malaysia stood at around USD 6 billion. The Malaysian delegation is led by Datuk K Talagavathi, Deputy Secretary General (Industry), Ministry of International Trade, Malaysia. She expressed her optimism in enhancing bilateral trade in the years to come.

The Commerce Secretary said engineering exports account for about a quarter of India's total exports. Given the protectionism sweeping major countries of the world and engineering being one of the segments affected by such restrictive measures, the exporting firms should look at innovative methods to enhance competitiveness and take advantage of various market access opportunities.

"I refer, in particular, to the better utilization of Free Trade Agreements by Indian exporters.The data shows that Indian exporters have not been very good users of FTA preferential benefits that India has negotiated with partner countries. We have carried out a large number of trade facilitation measures in the last four and half years and are in the process of streamlining our processes further. I,therefore, urge our member exporters to use the tariff preferences provided in the FTAs to enhance their market presence globally", said Dr Wadhawan. EEPC India Chairman Mr Ravi Sehgal said: IESS has a novelty of bringing Technology to Ayurveda through the new concept of AyurTech. India is known for its strength in Ayurveda and with technology interventions, Indian Ayurveda will be able to reach new milestones and global destinations, he said.

Likewise, Indian Design Council has also set up a Design

Pavilion at IESS and its jury will be meeting to select the 3 Peers for industrial products. Indeed, ergonomics of products is becoming a critical feature of industrial goods along with technical specifications and quality.

The broad theme is Smart Engineering with four pillars: "SubconTrading"; "Industries Samp; Electrical Machinery"; "Future Factory" and "Innovation and Technology". The engineering talent that will be at display spans nearly 1800 tariff lines at 8 digit and is a microcosm of India's and global capability in hard core metal and metal based engineering.

Hello Madras

MoU signing between MARii and EEPC India





Signing MoU between EEPC INDIA and MARii (Malaysia Automotive Robotics & IoT Institute), Malaysia; Mr. Suranjan Gupta, Executive Director, EEPC India (front row right) and Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii) (front row left) representing the respective organisations. Mr Ravi Sehgal, Chairman, EEPC India (second row right) and H.E. Dato Hidayat Abdul Hamid, High Commissioner of Malaysia (second row left) are seen

According to the MoU between Malaysia Automotive Robotics & IoT Institute (MARii) and EEPC India, both the organizations will have the agenda to look for companies that operate in their respective countries in the fields of Automotive, Robotics and IoT and make them form joint ventures.Emphasis will be given on exchanging ideas through frequent visits and meets between the company representatives of both the countries.More exhibitions or technology-focused symposiums are to be organized on Robotics, IoT, Machine Learning and so on.

MoU signing between Government of Jharkhand and MARii





Signing of MoU by (front row left) Mr. Suresh Narayan Thakur, Managing Director, Aditiyapur Auto Cluster and Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARii) (front row right) in presence of Mr. Ravi Kumar, Secretary, Department of Industries Govt. of Jharkhand (4th from right second row); (on his right) Datuk K. Talagavathi, Deputy Secretary General, Ministry of International Trade & Industry, Govt. of Malaysia, H.E. Dato' Hidayat Abdul Hamid, High Commissioner of Malaysia; (on Mr Ravi Kumar's left) Mr Ravi Sehgal, Chairman, EEPC India; Mr. Suranjan Gupta, Executive Director, EEPC India and (second from left in second row); Ms. Anima Pandey, Regional Director (ER) & Director (Membership), EEPC India and Mr Kousik Bhattacharjee, Executive Officer (far right second row) and Mr Varun Chulate, Senior Executive Officer, EEPC India (far left second row)

The areas of cooperation between MARii and Government of Jharkhand involve investment and trade related to the automotive, robotics and IoT industries in the form JVs, technical arrangements , exchange visits of trade missions, study groups. There would also be cooperation in organising meetings, conferences, BSMs, symposiums strengthening, enhancing the clauses under existing MICECA (Malaysia – India Comprehensive Economic Cooperation Agreement)

LIST OF DOMESTIC EXHIBITORS

1. Aakar Power System Pvt.ltd
2. ABC Techno Labs India Private Limited
3. ABI Castings
4. Abrami Precision Works
5. Abro Technologies Pvt Ltd
6. Accurate Helical Springs Pvt Ltd
7. ACME Engineering Industries
8. ACME Machinery Company
9. AG Electro Services (Ag Electric Motors)
10. Agromec Engineers
11. Ajay Manufacturing Co
12. Akshay Enterprise
13. Akshi Engineers
14. Aktis Engineering Solutions Pvt Ltd.
15. Alfa Switchgear I Pvt Ltd
16. Alibaba.com-Tdi International India (P) Limited
17. Alliance Metal India
18. Ambica Enterprises
19. Ambica Steels Limited
20. Amrl Hitech City Ltd
21. Annai Kalikambal Enterprises
22. AP Overseashub
23. Apex International
24. Appasamy Associates
25. Arempee Compressors P Ltd
26. Arihant Precision Screws
27. Arumetal
28. Arunai Electricals Pvt Ltd
29. Assomac Machines Ltd
30. Atlas Machine Tools
31. Atlas Machines (India)
32. Auto Diecasting Company
33. Autobahn Motor Products Pvt Ltd
34. Automation Industry Association
35. Automotive Research Association of India
36. Avon Seals Private Limited
37. Axcend Automation And Software Solution Pvt Ltd
38. Axis Global Automation
39. Axis Global Automation
40. Baby Engineering Private Limited
41. Balaji Springs Pvt. Ltd.
42. Balaji Traders And Engineers
43. Basant Fabricators
44. Bestomech Industries
45. Bhastrik Mechnical Labs Pvt Ltd.
46. Birdman Chemeng Private Limited
47. BLW Engine Valves Pvt Ltd.
48. Bulktechs Equipments Pvt Ltd.
49. C.R.I Pumps Pvt Ltd (International Division)
50. C/Mos Processors



51. C4I4 Lab
52. Canadian Crystalline Water India Ltd.
53. Central Electronics Engineering Research Institute
54. Central Manufacturing Technology Institute
55. Chetna Engineering Co.
56. Classic CNC Engineering
57. Classic Moulds and Dies
58. CNC Automotive
59. Codina Metalic Private Limited
60. Colt Equipments Pvt Ltd.
61. Creative Die Casters
62. CRP (India) Private Limited
63. Czech Trade Promotion Agency
64. D K Insulations Industries
65. Darling Pumps Pvt Ltd
66. Darshan Automotive Industries
67. DD Global Service
68. Deep Pneumatics Pvt Ltd.
69. Deep Sheet Metal Components Pvt Ltd.
70. Department of Heavy Industry, Government of India
71. Designtech Systems Limited
72. Dewas Hydroquip Pvt. Ltd.
73. Divine Enterprises
74. DK Insulation
75. Drip Capital Services India LLP
76. Eagle Engineers
77. ECGC Limited
78. Elan Auto India Limited
79. Electrical Research and Development Association
80. Electromech Corporation
81. Energy Tech India
82. Engineered Polymers India Pvt Ltd
83. Entrepreneurship Development and Innovation Institute
84. Ess Ess Polytech
85. Essential 3D Technologies
86. Excel Power Switchgear Pvt Ltd.
87. Faro Business Technologies (I) Pvt Ltd.
88. Faytech Security Solutions Private Limited
89. Ferolite Jointings Ltd.
90. Fine Tech Furnaces Pvt Ltd.
91. Flanders Investment And Trade
92. Forsooth International
93. Fortuner
94. Four Square Media Pvt. Ltd.
95. Future Automation Technologies
96. G T Cargo Fittings India Pvt Ltd.
97. Garg Enterprises
98. Garg Exports (India)
99. Gargs Engineers Limited
100. Gears and Gear Drives India Private Limited
101. Geissel India Private Limited
102. Genova Forgings Private Limited
103. GI Technologies
104. Giri Packers
105. Goaler Construction and Properties
106. Government Of Jharkhand
107. GTS Tool Plast Llp
108. Gujarat Copper Alloys Ltd
109. Gurukrupa Overseas Pvt Ltd
110. Gururaj Radiators Pvt. Ltd.
111. Harshvijay Exim Opc Private Limited

112. Heavy Engineering Corporation Ltd
113. Hertz Controls (India) Pvt. Ltd.
114. Hind Hydraulics And Engineers
115. Hma Industries Private Limited
116. Horizon Industrial Products Pvt Ltd.
117. Iitd-Aia Foundation For Smart Manufacturing
118. Impact Engg Corp (India)
119. India Design Mark
120. India Itme Society
121. Indian Commerce And Industries Co P Ltd
122. Indian Institute Of Science
123. Indian Institute Of Technology Bombay
124. Indian Institute Of Technology Madras
125. Indian Institute Of Technology Ropar
126. Indoplast
127. Indsat Corporation
128. Indus Novateur Softech Private Limited
129. Industrial Boilers Limited
130. Infocom Network Ltd
131. Integral Labels Private Limited
132. International Advanced Research Centre For Powder Metallurgy And New Materials (Arci)
133. ITL Industries Ltd.
134. J V Engineering And Conveyors Pvt Ltd
135. Jai Jawan Auto Components
136. Jai Paras Enterprises
137. Jayasri Engineering
138. Jesuans Engineering Pvt Ltd
139. Jindal Auto Industries
140. Jindal Rectifiers
141. JK Fitwell Pvt Ltd
142. Jm Engineering Industries
143. Jm Frictech India Pvt. Ltd
144. JPS Agency
145. JRD Cables Inc.
146. JST International
147. Juhi Alloys
148. K. J. Enterprise
149. Kalpa Industries
150. Kanha Plastics Private Limited
151. Kanwal Industrial Corporation
152. Kashi Enterprises
153. Keerthi Pumps
154. Keld Ellentoft India Private Ltd
155. Kerala Agro Machinery Corporation Ltd
156. Khetan Viniyog Pvt Ltd
157. Kisaan Die Tech Pvt Ltd
158. Kjk Poly Diamonds Intl P Ltd
159. Kochhar Glass India Pvt. Ltd.
160. Kodi Kodi Smart Power Corporation Limited
161. Krab Business Engineering Consultants,
162. Krysalis Consultancy Services Pvt Ltd
163. KWS Evaporators Pvt Ltd
164. Lakshmi Engineering Associates
165. Ledure Lightings Limited
166. Leecos Manufacturing Technology I Pvt Ltd
167. Lemooria Consultants
168. Liftwell Hydraulics Pvt. Ltd.
169. Light Lift India Pvt. Ltd.
170. Liladhar Pasoo Forwarders Pvt Ltd
171. Lincode Labs
172. Linktech Engineering Pvt Ltd
173. Logi To Lasi

174. Madras Hardtools Pvt Ltd
175. Madras Tubular Rivets
176. Maharani Industrial Equipments Pvt Ltd
177. Maheshwari Wires Pvt. Ltd.
178. Malik Polychem Ltd
179. Mangala Auto Engineering Products Pvt. Ltd.
180. Mas Solar Systems Private Limited
181. Max Industries
182. Mayura Steels Pvt.ltd.
183. Meetu Raj Industries
184. Metaforge Engineering (I) Pvt Ltd
185. Metallic Bellows (India) Pvt Ltd
186. Mitaso Appliances Limited
187. Mizun Consultants And Engineers
188. Modern Engineering Works
189. Monosef Controls Pvt.ltd.
190. Msme Technology Development Centre
191. Msme Department
192. Multi Power Junction
193. Nabroco Tools And Technologies Pvt.ltd
194. New Engineering Technologies
195. Nirmal Overseas Limited
196. Nithya Enterprises
197. Nrb Hydraulics Pvt Ltd
198. Oceanic Traders
199. Omega Weldrod Systems
200. Omkar Machining Centre Pvt Ltd
201. Osten Enzyme India P Ltd
202. P.S. Camshafts Pvt. Ltd.
203. Patel Brass Turnomatics Pvt Ltd
204. Phansalkar Industries
205. Pipe Hangers And Supports Pvt Ltd
206. Polyfit Fabricators Pvt Ltd
207. Precicraft Components India Pvt Ltd
208. Precise 3D Metrology And Design Solutions Pvt Ltd
209. Pritul Machines
210. Process Precision Instruments (PPI)
211. Proton Metalcrafts Pvt Ltd
212. Protonics Systems India Pvt Ltd
213. PSR Metals Pvt. Ltd.
214. PTC Drivelines
215. Pulsars
216. Puri Industries
217. Q Plus Technologies Private Limited
218. R G Bronze Mfg. Company Pvt. Limited
219. Rabwin Industries Private Limited
220. Radcoflex India (P) Ltd.
221. Rajeev And Company
222. Ramind Cold Forge Pvt Ltd
223. Rashtriya Ispat Nigam Limited
224. Rax Hydraulics Pvt Ltd.
225. RDS Construction
226. Reclaim Enviro Engineers
227. Reliable Autotech Pvt. Ltd.
228. Remedies Earthing Systems Pvt.ltd
229. Research Development And Manufacturing Corporation
230. Rhombus Impex
231. Rimjhim Ispat Ltd.
232. Rimjhim Stainless Ltd.
233. Royal Composites Pvt Ltd
234. Royal Welding Wires Private Limited
235. S.V.Belting
236. Saarthak Refrigeration
237. Saba Plastic Corporation

238. Sabari Cranes India Pvt Ltd
239. Sahas Softech
240. Sai Cad Solutions
241. Sai Electricals
242. Sai Machine Tools Pvt. Ltd.
243. Salasar Techno Engineering Pvt. Ltd.
244. Sameer Centre For Electromagnetics
245. Samraj Engg Controls Pvt Limited
246. Sams Precision Components
247. Saraswati Engineering Limited
248. Sathya Corporation
249. Sathya Furniture Co Pvt Ltd
250. Sawalaram Enterprises
251. Scientech Technologies Pvt. Ltd.
252. Sea Hydrosystems India Pvt Ltd
253. Seikodenki Million Manufacturing India Pvt Ltd
254. Semco Forge Pvt Ltd
255. Shalaka Electronics Pvt Ltd
256. Sharath Technologies Pvt Ltd
257. Sharp Electrodes Pvt Ltd
258. Shashwat Cables (P) Ltd.
259. Shiv Om Brass Industries
260. Shivas Auto Components Pvt Ltd
261. Shree Siddhi Vinayak Engg Co
262. Shree Varda Laser Tech Pvt. Ltd.
263. Shri Ramm Auto Components P Ltd
264. Siddharth Brakes Pvt. Ltd.
265. Siema-Sitarc Smart Pump Project
266. Singhs Industries
267. SMA Power Control Pvt Ltd
268. Smart Electric India Pvt Limited
269. Sowbaghya Enterprises P Ltd
270. Sparkline Equipments Pvt. Ltd
271. Speedcrafts Limited
272. Spider Metal Products Pvt. Ltd.
273. Sprayking Agro Equipment Limited
274. Sri Bannariamman Pipes
275. Sri Kaliswari Steel Private Limited
276. Sri Saravanaa Fabs
277. Sri Sudarshan Industries
278. Sri Venkatesa Lathe Works And Engineering Industries
279. Strong Point Solutions
280. Suba Plastics Pvt. Ltd.,
281. Subros Ltd.
282. Sudarsan Engineering Industries
283. Sudisa Foundry Pvt Ltd
284. Sundaram Forgings
285. Super Line Industries
286. Supreme Rolls And Shears Pvt Ltd
287. Supreme Techno Associates Pvt Ltd
288. Techrevo Engineers
289. The Pride Tech Engineering
290. The Southern Pressure Castings
291. Trade4india.com
292. Trasccon Interconnection Systems
293. Trident Forgings P Ltd
294. Trishul Machine Tools Pvt. Ltd.
295. Triveni Iron And Steel Industries Private Limited
296. Tubefit Engineers
297. Tubex India Private Limited
298. Turbo Industries Pvt. Limited
299. Twin Tech India Pvt Ltd
300. Udyog Bandhu



301. Ultima Switchgears Limited
302. Ultra Craft Molders Pvt.Ltd
303. Ultramax Hydrojet Pvt Ltd
304. Unitech Texmech Pvt. Ltd.
305. United Enterprises
306. US Metal Products
307. Vasantha Advanced Systems
308. Vatsal Shilp
309. Ventarex Automaton Private Limited
310. Vetri Engineers
311. Vijai Electricals Limited
312. Visdil Ventures Private Limited
313. Vishwa Stainless Private Limited
314. Visvesvarya Trade Promotion Centre (Govt of Karnataka)
315. VNS Switchgear (L) Pvt. Ltd
316. Vrindavan Autoparts Pvt Ltd
317. Yadni Campro
318. Zeemrah Energy
319. Zetwerk Manufacturing Businesses Private Limited
320. Zomar Technologies Pvt Ltd
321. New Engineering Works

LIST OF OVERSEAS EXHIBITORS

1. Atilze
2. Azman Hamzah Plastik Sdn
3. Daehong Kostech Co. Ltd.
4. Delloyd Industries Sdn Bhd
5. DRB-Hicom Berhad
6. Export-Import Bank of Malaysia Berhad (Exim Bank)
7. Feiran Technology Sdn Bhd
8. Fulle Technik Sdn Bhd
9. G- VES
10. Group Component Automotive
11. Hil Industries Automotive (M) SDN BHD
12. Industrial Quality Management SDN BHD
13. JHC Logistic Sdn Bhd
14. Malaysia Automotive Robotics and IOT Institute
15. Malaysia External Trade Development Corporation (Matrade)
16. Malaysian Investment Development Authority (MIDA)
17. ORS Technologies SDN BHD
18. Paragon Car Carpets & Components SDN BHD
19. PD Kawamura Kako Manufacturing Sdn Bhd
20. Peps-JV SDN BHD
21. Perodua
22. Proton
23. Robopreneur SDN BHD
24. Sanyco Grand Industries SDN BHD
25. Sapura Automotive Industries SDN BHD
26. Sapura Machining Corporation SDN BHD
27. Suria Component Manufacturing SDN BHD
28. Talent Synergy SDN BHD
29. Techcapital Resources SDN BHD
30. Tin Ping Metal Parts Limited
31. Top-A Technology Co. Ltd.
32. Tourism Malaysia
33. Txmr SDN BHD
34. Veletrhy Brno A.S.
35. Windsor Essex Economic Development Corp And Canadian Association of Mold Makers



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