IESS IX COIMBATORE

International Engineering Sourcing Show

CODISSIA Trade Fair Complex
Coimbatore, India >> 4 - 6 March, 2020

EEPC INDIA

ENGINEERING THE FUTURE

A Report



Department of Commerce
Ministry of Commerce & Industry
Ministry of MSME
Department of Heavy Industry
Office of the Principal Scientific Adviser
Government of India

HOST STATE

MALAYSIA PARTNER COUNTRY 2020

MARii

An Agency under the Ministry of International Trade and Industry

PARTNER STATE

FOCUS STATES & UTs

FOCUS REGION

FLANDERS INVESTMENT & TRADE

Flanders State of the Art

SUPPORTING ASSOCIATIONS

COINDIA

The Indian Chamber of Commerce and Industry Coimbatore

Indian engineering

ufi Approved International Event

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CODISSIA Trade Fair Complex, Coimbatore, India >> 4 - 6 March, 2020

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www.eepcindia.org



Foreword

India's leading and EEPC India's annual engineering sourcing show –IESS outshined the Corona challenge and opened the gateway for a shift of world's Industrial sourcing to India.

The three day Engineering display and deliberation spread over 4-5-6 March, 2020 was held in Coimbatore with a contagion of over 410 exhibitors, around 400 delegates from over 40 countries, over 50 speakers from over 40 countries covering 10 Thematic Sessions comprising Vendor Development Meets with Indian PSUs including Vizag Steel, GRSE and Indian Railways and Global Sourcing Meets with top MNCs - Cameron - a Schlumberger (USA Company) and SAGE Group (Australia) & Value added sessions on current areas of interest to the industry like Sessions on E Mobility, Green Manufacturing, Technology Pavilion with DHI with C4i4 Labs & FCRI, DAE with BARC, NFC, RRCAT, ECIL, BRIT; ARCI & NRDC under DSIR, along with presence of IISc, ERDA, ARAI, CMTI, PSG College.

Around 50 companies from Malaysia, 125 from Tamil Nadu, 41 Companies from Partner State Pavilion (U.P.) ,25 from Haryana, 3 from Jharkhand, 10- Uttarakhand, 7-West Bengal, 6-Karnataka, 12 Himachal Pradesh, 15 from Madhya Pradesh had booked their spaces along with a separate display pavilion from the respective State Governments .

This year - Malaysia as the Partner Country for the second time, Tamil Nadu as the Host State, Flanders from Belgium as Focus Region and UP as Partner State – each having their 4th presence and Haryana, Jharkhand, Uttarakhand, West Bengal, Madhya Pradesh,Karnataka, Himachal Pradesh, Gujarat and Jammu Kashmir as the Focus States /UTs and the over all support of the Department of Commerce, Union Ministry of Commerce and Industry underscore the internationalisation of this domestic event. Besides Commerce, Department of Heavy Industry, Ministry Of MSME and Department of Atomic Energy rendered their support to the event. Office of Principal Scientific Adviser to the Government of Indiawas also associated with the show.

The broad theme of this IESS was Smart Engineering with four pillars: *"Subcontracting"; "Industrial & Electrical Machinery", "Metal & shop floor" and "Innovation and Technology".*

A dedicated technology & Innovation pavilion was one of the major highlights of the event. Spread in an area of over 400 sqm, the technology & innovation pavilion saw the participation from major IITS, Institutions in the area of R & D, Colleges and Universities etc. to name a few.

The key takeaways of the session were the 4 MOUs signed between MARii (Malaysia Automotive Robotics & IoT Institute) & PSG College of Technology, MARii and SSEM (Society for Smart E-mobility); MARii and TiE and Forge and between EEPC India and IIW (India Institute of Welding). 10,203 contacts were made during the show averaging 45 contacts per exhibitor, of which 61% were new contacts; 2006 enquiries were generated of worth USD 0.14 million and USD 0.51 million worth of spot orders were booked. 95% of the respondents were satisfied with overall IESS IX show and they intended to participate in our future events which were 5 notches up from the last year. The success of this year's B2B meetings is evident from USD 4.73 million orders booked and USD 21.60 million enquiries generated and 3930 contacts made during the event .

Our sincere gratitude to all participants, Government of Malaysia, MARii, Department of Commerce of Ministry of Commerce and Industry, DHI, MSME and O/o- Principal Scientific Adviser to the Government of India , State Governments and Media for their valuable support.

I am sure the current Pandemic would be over soon and we would be in a clean world when we meet at IESS X.

Thank you for your support.



(Ravi Sehgal)
Chairman, EEPC India



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

First and foremost, I would like to extend my congratulations to my agency the Malaysia Automotive Robotics and IoT Institute (MARii) and the Engineering Export Promotion Council (EEPC) of India for the continued cooperation in establishing Malaysia as the partner country for the International Engineering Sourcing Show (IESS), for the second time running.

I also appreciate the continued collaboration between MARii and MATRADE as well as Tourism Malaysia, in strengthening existing and fostering new trade relationships with the global markets. This collaboration serves as a medium in bringing the best showcase from the Malaysian mobility sector to IESS and global industry players while promoting Malaysia's efforts in technology development, capacity building, export and investment promotion.

The mobility sector is continuously evolving, giving birth to new, innovative and sophisticated technologies such as Mobility-as-a-Service (MaaS) and next-generation vehicles (NxGVs) which requires relatively new skillsets and knowledge in order to apply a non-disruptive approach towards the implementation of these new technologies.

In line with the National Policy on Industry 4.0 (Industry4WRD), the Malaysian government has begun to deploy various initiatives and programmes featuring engineering elements such as computer-aided engineering (CAE), Internet of Things (IoT), and design engineering to further enhance the capabilities of our existing workforce while developing a highly skilled and knowledgeable talent pool for the future.

As the host of APEC 2020, advanced technologies as well as digitalisation is very much a heated topic of discussion among the economies. The theme for APEC 2020 is Optimising Human Potential Towards a Future of Shared Prosperity, and technologies serves as a platform for economic growth throughout the APEC Economies by enabling all levels of businesses access to trade, to ensure that no one is left

behind, especially within this era of the Fourth Industrial Revolution. It is also very much in line with the Malaysian Shared Prosperity Vision 2030 announced by the Malaysian Prime Minister Tun Dr. Mahathir Mohamad.

Therefore, I believe Malaysia's presence at the IESS will be a key platform to bring forward opportunities of further international partnerships and collaborations between Malaysia, India and global industry players to progress towards future mobility, as a single, unified entity.

I am confident that the partnership between Malaysia and India will produce results that are beneficial for both parties, and I wish MARii and EEPC the best of luck in achieving the goals of this cooperation.

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

Message of H.E. Dato' Hidayat Abdul Hamid, High Commissioner of Malaysia to India

I congratulate EEPC India for its leading role as the architect of branding Indian Engineering abroad. I am confident that this phenomenal effort will further widen the horizon of Indian Engineering Exports and propel the country on its path to becoming the hub for hi-tech manufacturing in the region.

Malaysia is one of the top 10 Engineering export destinations for India, registering a 49.56% rise over April – December, 2018 -2019 & 2019 - 2020. With strengthening bilateral economic and commercial relations, Malaysia has moved up three places to emerge as the 11th largest trading partner for India, while India figures among the ten largest trading partners for Malaysia. In 2018 - 2019, the bilateral trade was US$17.24 billion, with India's exports being US$6.43 billion and imports being US$10.81 billion.

Malaysia is proud to be Partner Country in the prestigious and the largest Engineering exposition in India soil – IESS for the second successive year. We look forward to fruitful and long lasting bilateral Engineering sector exchanges fronted by MARii and EEPC India at IESS.

(H.E. Dato' Hidayat Abdul Hamid)
High Commissioner of Malaysia to India

के. एन. व्यास
K. N. Vyas

भारत सरकार
Government of India

अध्यक्ष, परमाणु ऊर्जा आयोग
व
सचिव, परमाणु ऊर्जा विभाग
Chairman, Atomic Energy Commission
&
Secretary, Department of Atomic Energy

Message

India ranks third among the most attractive investment destinations for technology transactions in the world. Technology is a strong priority area for the government and it aims to make people science-centric. Modern India has had a strong focus on science and technology, realizing that it is a key element of economic growth.

The Department of Atomic Energy's (DAE) vision is to empower India through technology, creation of more wealth and providing better quality of life to its citizens. DAE is engaged in design, construction and operation of nuclear power/research reactors and the supporting nuclear fuel cycle technologies to achieve these objectives.

DAE has also been providing nuclear technologies that enhance socioeconomic wellbeing and contribute to sustainable development in the country. State- of the art technologies have been developed indigenously over the years which can compete with the best available anywhere in the world today. These nuclear technologies have been effectively harnessed to provide solutions to a wide range of sectors as in Healthcare, Agriculture and Biosciences, Food, Water Technologies, Hydrology, Industry, Defence Applications to name just a few. The department strives to bring synergy between research and technological innovation over a spectrum of segments by sharing its technology with industry. Many of the technologies are transferred to different entrepreneurs and with their active interest in the same has reached a larger number of persons in India.

DAE has been associated with the Technology Pavilion at IESS and it is a pleasure to see the interest among the visitors and also the engineering entrepreneurs to imbibe advanced technology to add value to their final product.

(K.N. Vyas)

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Dr. Rahul Gupta IAS
Industries Commissioner, Government of Gujarat

26th February, 2020



Message

I am pleased to learn that the Engineering Export Promotion Council (EEPC) of India is organizing **IESS – India's leading Engineering Show,** 9th edition on 4 to 6 March 2020. I am also glad to know that EEPC India has been the face of Indian Engineering Exports over a span of six decades.

The engineering sector Micro, Small & Medium Enterprises (MSME) segment has played a significant role in the emergence of the Indian economy. MSME have been the backbone for the existing and future high growth businesses with both domestic and foreign companies investing in the 'Make in India' program and under Zero Defect Zero Effect (ZED) initiatives.

I convey my Best-Wishes to the members of EEPC, India for this memorable event and hope that the council continues its activities for many more years.

(Rahul Gupta)
Industries Commissioner

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Message of Datuk Phang Ah Tong, Chairman, MARii

(Malaysia Automotive Robotics and IoT Institute)

I would like to take this opportunity to congratulate the Malaysia Automotive, Robotics and IoT institute (MARii) for leading Malaysia as the partner country in the International Engineering Sourcing Show (IESS), a global sourcing show organised by the Engineering Export Promotion Council (EEPC) of India.

I am also proud to witness the continuous collaboration between MARii and other Malaysian Agencies such as MATRADE and Tourism Malaysia, in efforts to promote Malaysia's capabilities and initiatives in product exports, trade investments and human capital development to be in line with current industry developments.

To further promote future mobility, MARii, together with the Ministry of International Trade and Industry Malaysia (MITI), have established Centres of Excellence namely – MARii Academy of Technology, MARii Design Centre and National Emission Test Centre (NETC), all of which houses industrial-grade equipment and advanced technologies to cater to the development of vehicle design, human capital and a connected mobility ecosystem.

Various programs, especially engineering-driven programs, organised by MARii and its partners are held in these Centres of Excellence, to accelerate the development of a future mobility-friendly talent pool, specialising in various skillsets such as computer-aided engineering (CAE), telematics, and Internet of Things (IoT).

The establishment of these centres also serves as a platform to drive digital transformation in manufacturing and related services across Malaysia, in line with the National Policy on Industry 4.0 (Industry4WRD) which was launched by Tun Dr. Mahathir Mohamad, Prime Minister of Malaysia.

I hope, with the presence of a large-scale event such as IESS, more partnerships and collaborations can be forged across various nations to realise the true capabilities the Fourth Industrial Revolution has to offer.

On behalf of MARii, I wish EEPC for a successful event which can act as a medium to strengthen trade relations between both Malaysia and India.

(Datuk Phang Ah Tong)
Chairman
Malaysia Automotive, Robotics and IoT Institute



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

The Malaysia Automotive, Robotics and Internet of Things Institute (MARii) is once again honoured to be the organisation that leads Malaysia as the Partner Country in IESS IX, held in CODISSIA Trade Fair Complex, Coimbatore. This is a great follow up from us being the Partner Country at IESS VIII in Chennai.

An agency under the Ministry of International Trade and Industry Malaysia (MITI), MARii as Malaysia's focal point for the development of the country's mobility sector, as well as the adoption of robotics and IoT, is proud to be collaborating with other agencies such as MATRADE and Tourism Malaysia as part of the IESS IX.

The Malaysian automotive industry has seen a continuous improvement towards the adoption of Energy Efficient Vehicles (EEVs), recording a highest-ever figure of 74.11% as of October 2019.

The exports area saw a rise last year where automotive components and remanufactured parts exports rose to RM12.3 billion and RM 722 million respectively, all figures being the highest ever recorded in history.

Malaysia is the only country capable full-fledged automotive design and manufacturing within the South East Asian region, where MARii has created more than 65,000 job opportunities through its various human capital development programmes, to continuously meet industry demands in line with the continuous development of mobility technology.

This year, Malaysia is increasing its efforts to spur new businesses in the areas of future mobility such as Mobility-as-a-Service (Maas) and next-generation vehicles (NxGVs), implementing Industry 4.0-related technologies in the process.

In line with the Malaysian Government's National Industry 4.0 Policy (Industry4WRD), continuous development in various areas such as autonomous driving, big data management, and vehicle connectivity are among key priority areas in the focus to further enhance the mobility sector while bringing value-added mobility services to Malaysia and ultimately, the entire region.

To supplement the transition towards future mobility, the competency of the engineering sector is also an important contributing factor in this journey. Various engineering-specific technologies such as computer-aided engineering (CAE), Big Data Analytics (BDA), and IoT play important roles in the development of future mobility technologies, especially during the design and implementation phases.

MARii is honoured to be part the largest sourcing show organised within India for the engineering sector, particularly for SMEs. I believe this show will be an excellent platform for the Malaysian and Indian mobility sectors, in efforts to foster and facilitate better understanding of each other's markets, collaboration between the countries and initiate knowledge and technology transfer between businesses.

As both Malaysia and India are progressing towards a future of connected mobility, a global forum such as IESS plays an important role in ensuring a smooth transition towards connected mobility, Next-Generation Vehicles and the Industrial Revolution 4.0.

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



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

EEPC India's annual event – International Engineering Sourcing Show (IESS) bypassed Corona Challenge and was over by the 6th March 2020 almost a fortnight prior to the National Lockdown.

This was the Ninth edition of the event and the fourth one in Tamil Nadu and the first in Coimbatore and the first time in a Tier 2 City. More than 21,245 Business queries valued at USD 14.14 Million, 8 MOUs including 6 Bilateral ones (with Russian, Czech, Indian State Governments and Malaysian organisations) and around 35,149 Business Contacts and USD 1.72 mn declared orders over the last three editions IESS VI, VII and VIII held in Tamil Nadu justified our choice for the 4th successive time with # Smart Engineering as the theme!

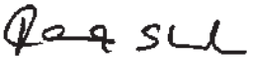
Coimbatore is among the fastest growing tier II cities in the country and the largest non-metro city for e-commerce in South India housing more than 25,000 small, medium and large industries with the primary industries being engineering and textiles. Additionally, it is the major centre for small auto component makers and it meets half of National requirements of Pumps , 75% of monthly output of wet grinders. All these and EEPC India's objective to service exporters in Tier II and III cities, made Coimbatore the venue for IESS IX in 2020.

IESS across 9 editions, 6 Partner Countries/Regions (Canada, Czech Republic twice, Poland, COMESA as a region, Russia, Malaysia twice) from 4 Continents (North America, Europe, Africa and Asia) , presence of more than 13 States from all four regions of India and on an average 50 speakers across 10 Thematic Sessions, 400 delegates from 60 Nations and around

300 Exhibitors and over 700 B2B Meetings have graduated to a global engineering sourcing show. Over the 9 editions during 2012-2020 - 61.29 % rise in footfalls, 14.3% rise in Delegates, 86.81% % rise in Exhibitors underscore the success of the event on all the nine editions till date!!!.

I am confident with all of your support IESS would be able to scale newer and higher heights !

We look forward to meet all of you at the new venue at IESS X



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



ED's words

IESS – India's leading engineering show after 5 editions in Mumbai and 3 editions in Chennai selected Coimbatore as its 9th destination which was held over 4-5-6 March, 2020 . Coimbatore or Kovai, the textile capital or the Manchester of South also known as the Pump City, meeting – 50% of National Motor and Pump supply, 30 % Auto Component requirements of Auto Majors like Maruti and TATA Motors; 75 % of the National monthly output of Wet Grinders was the natural choice for IESS IX!

IESS across 8 editions, 6 Partner Countries/Regions (Canada, Czech Republic twice, Poland, COMESA as a region, Russia, Malaysia) from 4 Continents (North America, Europe, Africa and Asia) , presence of more than 11 States from all four regions of India (including Maharashtra, Gujarat, Madhya Pradesh, Jharkhand, Karnataka, Uttar Pradesh, Odisha, Tamil Nadu, Haryana, West Bengal, Uttarakhand and Bihar) and on an average 100 speakers across 15 Thematic Sessions, 500 delegates from 60 Nations and 300 Exhibitors and over 700 B2B Meetings have graduated to a global engineering sourcing show. Over the 8 editions during 2012-2019 – 61.29 % rise in footfalls, 14.3% rise in Delegates, 57.27 % rise in Exhibitors underscore the success of the event.

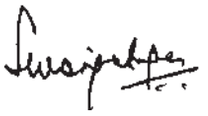
The world is at the cusp of the fourth Industrial Revolution—fondly called Industry 4.0. India boasting of 'self – aware factory' and ' future smart city mission' has only 28% of its factories with some form of smart factory implementation against a global average of 43% and has been ranked No 44 in the Readiness for the Future of Production Report 2018 at World Economic Forum. India has to move from manufacturing outfits of Industry 1.0 and 2.0 to Industry 4.0 and beyond.

Indian Engineering Exports have been growing at a rate of 10% with variation. But the Engineering Exports as a percentage of World Exports is stagnating at around 1% . This is because majority of our goods are from low or middle level products. Department of Commerce, Ministry of Commerce and Industry has given us a mandate to form a Technology Centre and MSMEs should come and take the benefit of the knowledge of various new technologies.

EEPC India has also been using IESS as a platform to promote India as a 'smart manufacturing' hub to encourage and expose the local manufactures to use 'smart factory'!

We continued with our 3 year old theme # Smart Engineering for the 4th consecutive time and we received overwhelming response with the presence of around 390 delegates and over 410 exhibitors from over 40 nations from all quarters of Industry and Academia which enriched and elevated our event to a global league!

See you in IESS X!



(Suranjan Gupta)
Executive Director, EEPC India

EEPC India has been the Face of Indian Engineering exports over a span of 64 years when India grew from a meagre $10 million engineering export nation in 1955 to USD 76.3 Billion (2019-20) and is regarded as the MODEL Export Promotion Council (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.

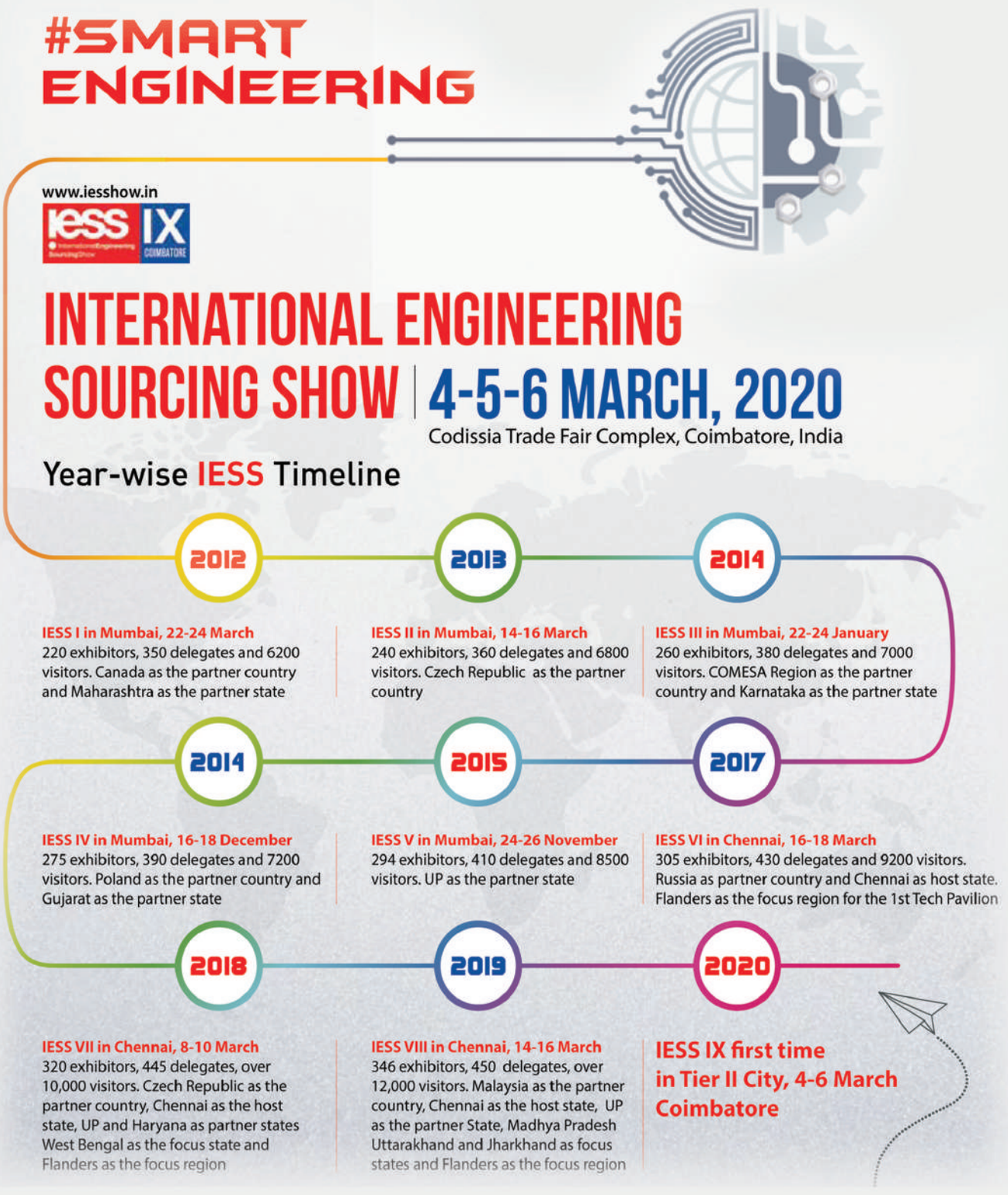
As an advisory body it actively contributes in the policies of Government of India and acts a prime conduit between the Indian Engineering fraternity and the Government. Set up in 1955, EEPC India now has a membership base of over 13,000 predominantly drawing from MSME segment which has over 60 percent representation. EEPC India has been a catalyst of Indian Engineering Exports through participating and organising yearlong 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 43 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!



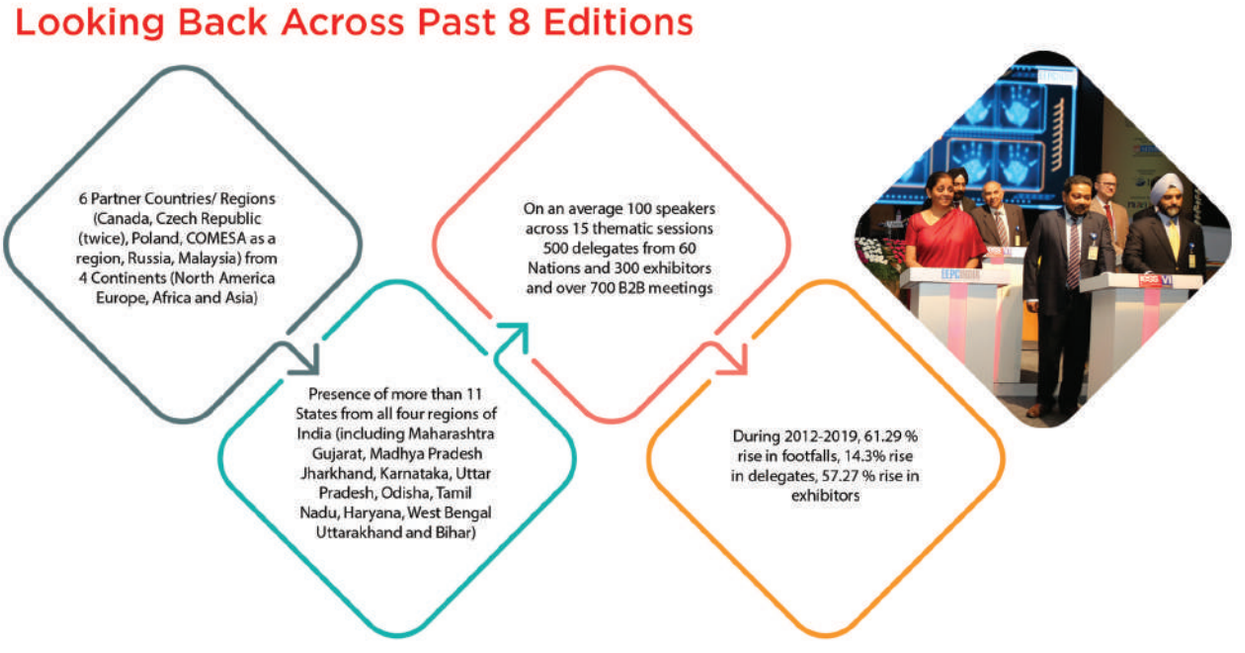
CONTENTS

Introduction to IESS IX	25
IESS'S 9th Take & VIP Tour	28
The 11 Sessions	42
Malaysia – As the partner country	64
Host State	72
Closing Ceremony	83
Focus Region	91
Feedback Analysis	95
Glimpses of The Exhibition	98
India Evening	126
Publicity & Promotion	127
Press & Media	168
Memoranda Of Understanding	185
EEPC India Offices	188

INTRODUCTION



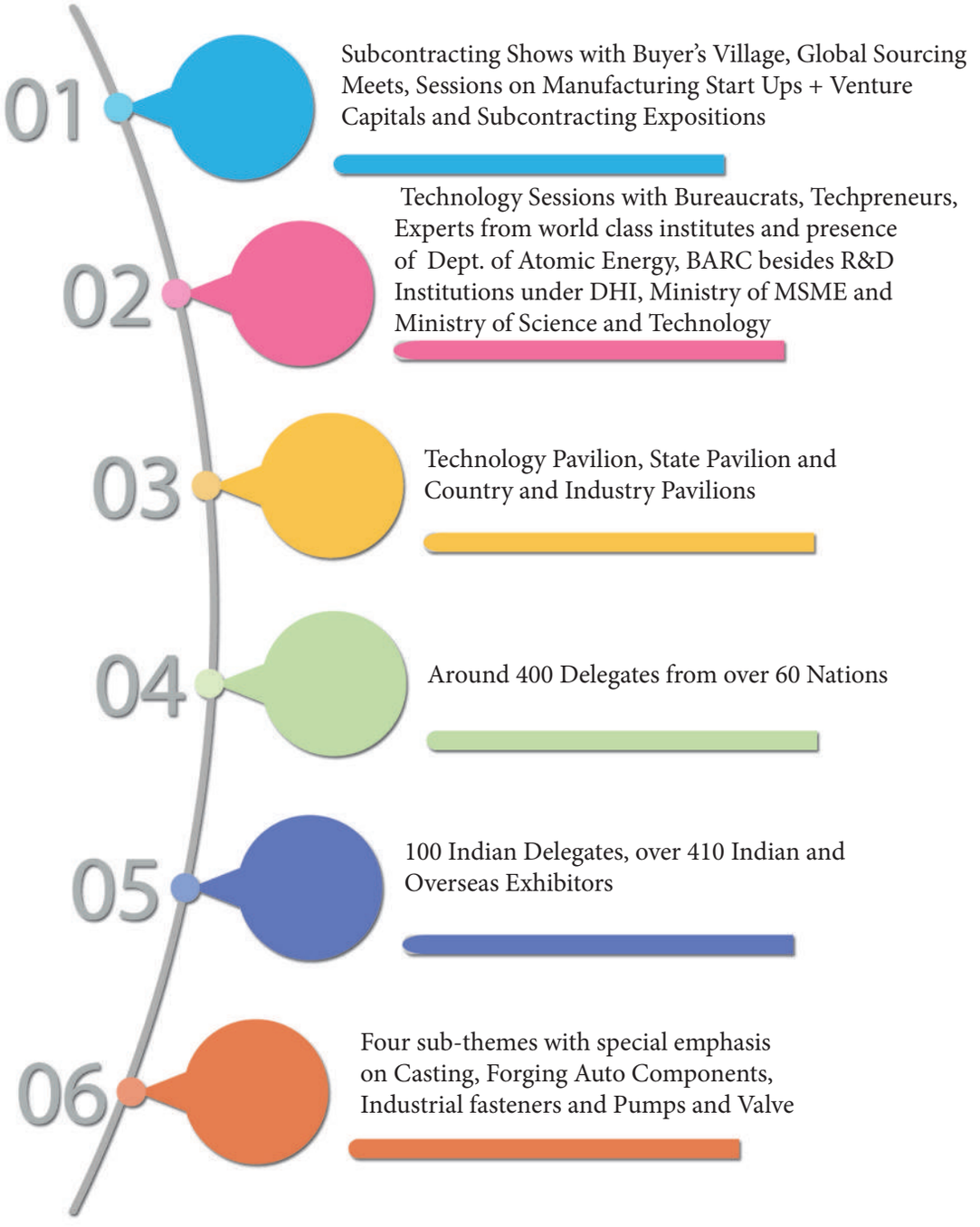
Looking Back Across Past 8 Editions



The Focus Products /Themes

- Pumps and Valves
- Textile Machinery
- Auto Parts
- Castings
- Subcontracting
- Industrial and Electrical Machinery
- Innovation and Technology
- Metal and Shop Floor

What we saw in IESS 2020



IESS'S 9TH TAKE



Welcome music for IESS-IX



Smt. Anima Pandey – Regional Director (ER) & Director (Membership) speaking on the inaugural session of IESS-IX

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Lamp lighting from left Thiru K Rajamani, I.A.S. District Collector / District Magistrate in Coimbatore District, Mr. Mahesh K Desai, Sr. Vice Chairman, EEPC India, Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu, Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu, Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India, Mr. Ravi Sehgal, Chairman, EEPC India, Mr Azhar Taib, Deputy CEO, MARii, Mr. Arun Garodia, Vice Chairman, EEPC India and Mr. Rakesh Shah, Former Chairman and Chairman, Publicity Exhibition and Delegation Committee, EEPC India.



Front row from left Thiru K Rajamani, I.A.S. District Collector / District Magistrate in Coimbatore District, Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Mr. Ravi Sehgal, Chairman, EEPC India, Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu, Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu, Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India, Mr Azhar Taib, Deputy CEO, MARii.

Around 50 companies from Malaysia, 125 from Tamil Nadu, 41 Companies from Partner State Pavilion (U.P.) ,25 from Haryana, 3 from Jharkhand, 10- Uttarakhand, 7-West Bengal, 6- Karnataka, 12 Himachal Pradesh, 15 from Madhya Pradesh had booked their spaces along with a separate display pavilion from the respective State Governments .

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The broad theme of this IESS was Smart Engineering with four pillars: *"Subcontracting"; "Industrial & Electrical Machinery", "Metal & shop floor"* and *"Innovation and Technology"*. While Smart Engineering was the theme, IESS IX advocated the 4th Industrial Revolution in Indian engineering with its technology-centric events. Technology and Manufacturing are the two prime areas of IESS IX, Manufacturing included Metals and Tools this time. A dedicated technology & Innovation pavilion is one of the major highlights of the event. Spread in an area of over 400 sqm, the technology & innovation pavilion saw the participation from major IITS, institutes, Institutions in the area of R & D, Colleges and universities etc. to name a few. The major participation at the Technology & Innovation Pavilion was from AIA-IIT D, ARAI, ARCI, Bhabha Atomic Research Centre, Board of Radiation & Isotope Technology, C4i4 Lab, CMTI, CSIR CEERI, CSIR NEERI, ECIL, ERDA, FIIT, FCRI. Heavy Water Board, IIT Bombay, IISc, NRDC, Nuclear Fuel Complex, Panacea Biotech, PSG College of Technology, Raja Ramana Centre for Advanced Technology, BEE, MSME Tool Room and Sharda University.

The three day show was inaugurated by Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu & Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu and Dr. Anup Wadhawan, Commerce Secretary, Government of India, in the presence of; Dr. Rajendra Kumar, Principal Secretary to Government, MSME Department, Government of Tamil Nadu,Mr Azhar Taib, Deputy CEO, Malaysia Automotive Robotics & IoT Institute (MARii); Mr. Ravi Sehgal, Chairman, EEPC India; Mr. Mahesh K. Desai, Sr. Vice Chairman, EEPC India; Mr. Arun Kumar 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.

Economic slowdown is not affecting Tamil Nadu. Tamil Nadu continues to be the best state to start an Industry said Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu. He added-' On behalf of the State Government we thank the industrialists for conducting industrial exhibitions. Coimbatore continues to witness rapid growth in various manufacturing sectors, such as automobile components, motor pump sets, castings etc. Industrialists have started showing more interest in aerospace components, electric vehicle components manufacturing etc. which is highly appreciable. The Government is also helping the industrialists in every way. Next to Chennai, we give more priority to Coimbatore in industry related initiatives. More than INR 8,000 Crores (USD 1.08 billion) worth of investments have been approved to our State following our Chief Minister's visit to foreign countries, which will provide employment opportunities to more than 25,000 people. The Government is planning to develop an industrial estate at Perundurai through the State Industries Promotion Corporation of Tamil Nadu (SIPCOT) . The State would

come up on an area of more than 1,000 acres marking the second phase of the Perundurai Industrial Estate. The State is focussing on Chennai and Coimbatore for industrial development. A Fintech City is being set up in Chennai at a cost of INR 270 Crores (USD 37 million). Ford has established a research and development facility at a cost of INR 1,500 Crores (USD 200 million) . A biotechnology park would be inaugurated in Coimbatore shorty. It would have 10-12 floors. A portion of the space would be dedicated to biotechnology while the rest would go to the IT sector. The park was developed at a cost of INR 80 Crores (USD 11 million)'.



From left-Mr. Mahesh K Desai, Sr. Vice Chairman, EEPC India Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu

Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu on establishing industrial estates exclusively for micro industries said, 'Tamil Nadu Government was planning to set up industrial parks in Chennai, Kancheepuram and Tiruvallur for micro enterprises.The State Government has taken several steps to benefit MSMEs.The two Global investors' summits that were held in the State have attracted INR 15,710 Crores (USD 210 million) investments from 11,058 MSMEs.Since May 2018, when the MSME single window portal was launched, 54 approvals have been provided online'.



speaking at the event Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India

Union Commerce Secretary, Dr Anup Wadhawan said that 'IESS has moved to one of the fastest growing Tier II cities with respect to engineering. He added- 'for the country to achieve the USD 1 trillion export target , collective efforts were needed. The country should have an investor and manufacturing sector friendly environment. The Central government had taken steps to improve the ease of doing business. Special Economic zones had been a success for some sectors. Similar state-of- the-art facilities were needed for manufacturing as well, he said. The Centre had recently engaged with export promotion councils to discuss the impact of COVID-19. If there were any threats to the supply chain, the councils should address them,work jointly and source the required materials for their members', he said.



Dr. Rajendra Kumar, Principal Secretary to Government, MSME Deptartment, Government of Tamil Nadu, said " We have seen a significant jump in the new MSMEs in the State this year. Tamil Nadu is the prime destination for investments.

Speaking at the occasion is Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept.

Welcoming all, EEPC India Chairman Ravi Sehgal said – 'In the Southern Region, this would be the fourth in a row. The companies who are participating as exhibitors would not only be showcasing their technological strength, but also sharing the best contemporary manufacturing trends. The event has four main themes : "Subcontracting"; "Industrial & Electrical Machinery", "Future Factory" and "Innovation and Technology" which are critical components of the engineering value chain. This year's IESS is taking place in the background of challenging global economic environment. However, it would provide an opportunity for the participants to brainstorm and come up with out of the box solutions to meet headwinds like impact of Coronavirus on trade, economic slowdown and protectionist measures being resorted by several leading economies of the world. Coimbatore city has emerged as the major engineering industrial hub of the country. Known as the 'textile capital' of the 'Manchester of South', Coimbatore has also built its reputation as 'pump city' contributing 50% of the



Speaking at the event is Mr. Ravi Sehgal, Chairman, EEPC, India

national motor and pump supply and 30% of auto component requirements of auto majors like Maruti and TATA Motors'. On Indian engineering exports he added ' Exports would be around USD 80 billion . The last quarter would see exports going up usually. COVID-19 has affected several countries, there has been a slowdown in orders. India would start getting more orders from April. We are telling people to build capacities. Buyers, especially those in the US and EU have informed our exporters that they wanted to shift their sourcing, at least partially, from China and hence their reliance on India would go up.Some of the engineering verticals where Indian companies had an advantage were engines, pumps, valves. Where somebody was relying on China for 80%, of their industrial needs and 10 -15% on India; now their dependence would go upto 25%-30% and in several cases upto 50%. Primarily, Infrastructure sectors of the US and Europe, which consume from Iron and Steel for maintenance and growth, rely lot on China. It is going to shift to India. Apart from this, the global market would partly turn to India for products including engines, machines, valves and pumps on which China had monopoly. Coimbatore has a definite advantage. This is the reason why the council expected the recessionary trends of 2019 will be made up in the second half of 2020. Even if we are slightly below the last year's level, it would be a booster in the April –June quarter.

There was a separate Inauguration of The Partner Country Pavilion– Malaysia and Host State Pavilion, Tamil Nadu followed by Press Meet.



Speaking at the event is Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu



Addressing the audience is Mr. Azhar Taib, Deputy CEO, MARii



Mr. Ravi Sehgal Chairman EEPC, India presenting memento to Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu. From left to right on the dais is Mr. Rakesh Shah, Former Chairman and Chairman, Publicity Exhibition and Delegation Committee, EEPC India, Thiru K Rajamani, I.A.S. District Collector / District Magistrate in Coimbatore District, Mr. Mahesh K Desai, Sr. Vice Chairman, EEPC India, Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu, Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India, Mr Azhar Taib, Deputy CEO, MARii



Mr. Mahesh K Desai, Sr. Vice Chairman, EEPC India presenting memento to Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu. From left to right Mr. Rakesh Shah, Former Chairman and Chairman, Publicity Exhibition and Delegation Committee, EEPC India, Thiru K Rajamani, I.A.S. District Collector / District Magistrate in Coimbatore District, Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu, Mr. Ravi Sehgal Chairman EEPC, Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India, Mr Azhar Taib, Deputy CEO, MARii, Mr. Arun Kumar Garodia, Vice Chairman, EEPC India, Mr. Suranjan Gupta, Executive Director, EEPC India.



Mr. Arun Kumar Garodia, Vice Chairman, EEPC India presenting memento to Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India, to the left is Mr. Ravi Sehgal Chairman EEPC, India.



Mr. Rakesh Shah, Former Chairman and Chairman, Publicity Exhibition and Delegation Committee, EEPC India - presenting a memento to Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Government of Tamil Nadu, on the left is Thiru K Rajamani, I.A.S. District Collector / District Magistrate in Coimbatore District and Mr. Mahesh K Desai, Sr. Vice Chairman, EEPC India, Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu



Mr. Suranjan Gupta, Executive Director, EEPC India, presenting a memento to Mr Azhar Taib, Deputy CEO, MARii. Standing on the left is Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India

VIP tour



From left Mr. Rakesh Shah, Former Chairman and Chairman, Publicity Exhibition and Delegation Committee, EEPC India , Mr. Arun Kumar Garodia, Vice Chairman, EEPC India Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India and Mr Gurvinder Singh Director (Exhibitions) EEPC India can be seen visiting the stall.





Inside EEPC India booth




ARYAV
No Input Water
No Infrastructure


H2-E14
ATLAS MACHINE TOOLS
FITT, IIT DELHI
APOLLO


Kesar Mangoes
WATER TECHNOLOGIES
BIRLA PRECISION TECHNOLOGIES LIMITED


25


INTERNATIONAL ENGINEE
SOURCING SHOW
NAVEO
BATTERY OPERATED ELECTRIC VEHICLE
FOR IIG CAMPUS


EEPCINDIA

THE 11 SESSIONS

GLOBAL INVESTMENT FORUM



Special Address by Partner Country - Mr Roswaidin Mohd Zain, Director, MIDA (Malaysian Investment Development Authority), Chennai, delivering the Special Address by Partner Country at the Global Investment Forum

The session on Global Investment Forum – Seminar on Inbound and Outbound Investment Opportunities

The session on Global Investment Forum on Day One in IESS IX Coimbatore provided the right impetus for the visiting dignitaries for what the Partner Country – Malaysia, Focus Region- Flanders, as also the Partner State – Uttar Pradesh and Host State – Tamil Nadu have to offer to investors. A seminar on Inbound and Outbound Investment Opportunities, organized as part of the session, helped highlight the diverse opportunities abound for both domestic and overseas investors.

Setting the tone for the session, Mr T S Bhasin, Immediate Past Chairman, EEPC India prided in the fact that India and Malaysia have been having a cordial relationship for long, with India being one of the Top Ten trade partners accounting of $17.2 billion in trade, which increased by 22% in last three years. Malaysia too has invested $1,000 million over the past decade (January, 2009 – September, 2019) and was the fourth largest investor in infrastructure among others.

On behalf of the Partner Country, Mr Roswaidin Mohd Zain, Director, MIDA (Malaysian Investment Development Authority), Chennai made a presentation – Leveraging Malaysia for ASEAN Expansion – to explain how Indian companies can expand ASEAN presence through Malaysia, which has good infrastructure. "From Kuala Lumpur, Singapore is just a four-hour drive. From Thailand up north to Singapore down south, we have good network of highways to reach several of our neighbouring countries. The road network is backed by good ports, for goods and containers, and seven international airports, for passengers and cargo. Malaysia is very good in semi-conductor industry and has more than 500 industrial estates, planned

for specific industry specifications. "It is just a three-step process to set up business and production facility in Malaysia, which wants to be within Top Ten countries in Ease of Doing Business in the world. It is placed 12th now in world,"

With Uttar Pradesh being the Partner State for IESS IX Coimbatore, the state's Principal Secretary Mr Pradeep Kumar termed India's largest state as the 'Land of Unlimited Opportunities', for pilgrimage, tourism and industrial investments. "As Uttar Pradesh is a land-locked state and hence no access to ports, has focused its attention and laid emphasis in developing various expressways, connecting the various corners of the state with its neighbouring states. In addition, two new airports at Jewar and Kushinagar will become operational in the next couple of years and thereby increasing the air-connectivity. Upgradation of roads and increased availability of power will take care of the needs of industrial units, while Uttar Pradesh has also become a hub for IT/ITeS services. Semi-conductor industry has a large base with several players having factories in Western Uttar Pradesh. With a population of 22.81 crore, the state offers a rich labour pool, both skilled and semi-skilled.

Presenting the highlights of Tamil Nadu, the Host State for IESS IX, Coimbatore, Dr Rajendra Kumar, Principal Secretary, MSME Dept, Government of Tamil Nadu, focused his attention on the investment opportunities for MSMEs in the state. "Tamil Nadu contributes second most to the country's GDP at 8.4% and accounts for 10% of country's exports. The state has a well developed industrial eco-system that includes automobiles, electronics and mobiles, besides dairy, chicken and spices. The state's special focus on MSMEs can be gauged from the fact that the disbursements of incentives to the sector in Tamil Nadu having increased to over Rs 500 crore (USD 67 miilion) in 2018-19, from RS 100 crore (USD 13 million) in 2011-12. "We now have a single window portal for MSMEs, which was launched in May, 2018. It has been very successful over the last 18 months since its launch, with MSMEs needing to submit only one single form electronically to get all the approvals.The presentation on Flanders as Focus Region, it was highlighted how Flanders is a pole of attraction for foreign companies due to its central location in Europe, strongly developed infrastructure and innovation clusters. Flanders has promoted itself as a knowledge region.

TWO VENDOR DEVELOPMENT MEET WITH INDIAN PSUS WERE HELD



Vendor Development Meet with PSUs – Others: Among the participants were Dr S Chandrasekar, Convenor, Coimbatore Chapter, EEPC India; Mr OV Kishore, DGM (MM), Vizag Steel; Mr B Venkateshwar, AGM, Purchase Dept, (FGD, WB, Steel, FE, Capital, & SDC); Mr K Meenakshi Sundaram, Dy General Manager/Engg (Water Business), Mr K Jothi Arulanandam, Manager/Purchase (Supplier Development Cell); and Mr Damodar Naik, Manager (Purchase), Goa Shipyard Ltd

According to the Public Procurement Policy,for Micro & Small Enterprises (MSMEs) which is in force since 2012,every department under Central Ministry or PSU, has to source at least 20% of its annual procurement through MSME only. EEPC India arranges such meets to disseminate information and also make for an ideal setting for MSMEs to get an insight into the requirements of the larger units and procure orders. It also facilitates large scale enterprises to identify suitable vendors in the MSME sector to forge a successful 'vendor-vendee' relationship. The participating six Indian PSUs: Konkan Railway (Indian Railways), Southern Railways (Indian Railways), Ordance Factory Tiruchirapalli (OFT) (Functioning under the Ordnance Factory Board of the Ministry of Defence, Government of India); Garden Reach Ship Builders & Engineers Ltd –GRSE (owned by Government of India), Vizag Steel, (Under Ministry of Steel),BHEL –Bharat Heavy Electricals Ltd (India's largest power generation equipment manufacturer under Government of India) and Goa Shipyard Ltd (Public Sector under Ministry of Defence) made presentations on aspects like listing of MSMEs as Vendors, their empanelment etc.

Indian Railways explained - The Agenda of the Railways included the Induction of New Vendors, increasing the Product Range of existing Vendors,





Mr PK Shah, Former Chairman, EEPC India, welcoming the gathering. on his left, Mr Rakesh Suraj, Regional Director (NR), EEPC India; Mr Nanda Kumaran M – Senior Materials Manager, Southern Railways; and Mr LP Gupta, Dy Regional Chairman (ER), EEPC India; among others.

improving the Ease of Doing Business, promoting Make in India, Digital India, development of MSE firms and promoting procurment through GeM. All procurement was done through IREPS which was the online system used by Railways for all its procurement needs. The IREPS was a completely transparent system with all Tenders, Quotations, Purchase Orders and details of participating Bidders available for all to see. It also included the payment status of Vendors and included a e payment gateway.



on podium Mr Nanda Kumaran M – Senior Materials Manager, Southern Railways; on his left, Mr Rakesh Suraj, Regional Director (NR), EEPC India; Mr PK Shah, Former Chairman, EEPC India, and Mr LP Gupta, Dy Regional Chairman (ER), EEPC India; among others.

Konkan Railway Corporation Ltd., gave a brief overview of the establishment of the KRCL in 1990 which was created to construct the 740 Km railway line between Roha and Mangalore. It was an architectural marvel with 91 tunnels and a number of bridges. It had an annual procuremnet of Rs. 50,000 crores (USD 6.75 billion) and followed the IREPS system.

Ordinance Factory Trichy gave a brief overview of the Ordinance Factory Board which controlled the OF's across the country. He also mentioned the various kinds of arms being manufactured in India and especially in Trichy. The online Vendor Registration System was explained in great detail and the kind of procurement required for the Ordinance Factory

3 GLOBAL SOURCING MEETS WERE HELD BY AUSTRALIAN, MALAYSIA AND SCHLUMBERGER (U.S.A.) COMPANIES

Australia



Mr BD Agarwal, Regional Chairman (ER), EEPC India, delivering the welcome address. On his left, Ms Anima Pandey, Regional Director (ER) & Director (Membership), EEPC India; Ms. Natasha Malani, CEO, South Australian Leaders, Australia, Mr Andrew Downs, Founder and Executive Director, Sage Group Holdings Ltd, Australia; and Mr GK Madhogaria, Dy Regional Chairman (ER), EEPC India

South Australian Leaders is an association that represents the business leaders, helping them to build knowledge, network, find funding and resources. This body that represents over150 SME's from South Australia. In relation to an Indo Australian partnership the vital issue was trust. The Corona Virus has changed Australia's outlook in terms of looking only to China for their sourcing needs to looking for new areas to source from, with India being a front runner. This is India's opportunity. Quality, even at a higher price was preferred to poor quality, Competitive Pricing, Professionalism, Customization, Strategy, Good knowledge of English, Knowledge of Australian Compliances and Regulations were essential to do business with Australia.

Sage Group Holdings Ltd., was the 1st of the business leaders from Australia who spoke on the needs of Australian businesses and how India could supply those needs, creating a win win situation. The Sage Group has a turnover of over USD 100 million, with 7 offices in Australia, 2 in Pune and 1 in Thane. They are an automation solution provider which includes manufacturing, skill development



One-to-one meeting with prospective suppliers during Global Sourcing Meet - Malaysia

and training, Data acquisition and Analytics and providing digital framework to prepare for Industry 4.0. Indian businesses to remember that Australia is not a low cost country with the hourly rate being about Rs. 950/- (USD 12.79) ; the market is very limited as the population is only 25million; very strict immigration laws; highly regulated with very strict safety and compliance laws and high quality expectation.

Derby Rubber introduced the over 50 year old company which manufactures advanced industrial rubber products for diverse markets. It exports to North America and has European Sales Office and Warehouse in the Netherlands. While looking to tie up with Indian businesses he emphasized that they were looking for Quality, Timely Service, Price, Communication and Trust. In his Tips for doing business with Australia he strongly suggested that Indian Businesses needed to stand out from the crowd, let the client see your facility, strong English language skills both spoken and written, competitive pricing, research potential customers, be specific even when soliciting business and stick to promised delivery schedules.

Ariera spoke on the need to have a strong, appealing website. The experience of building websites for regional Australian Companies to be able to break into metropolitan markets was the same scenario that Indian businesses would face in Australia. The key was to have a good website with a strong search engine optimization.

The need for equipment for setting up a food manufacturing plant and solicited businesses who were interested in supplying such equipment were presented.

Business Network from Western Australia explained the need for quality, competitive pricing, good websites and innovative customized machinery which was cost prohibitive in Australia.

Electrical Techniques reiterated the need for quality, competitive pricing and preliminary research before investing in Australia. The time difference was an added advantage.

Malaysia



Welcome address by Mr Mahesh K Desai, Sr Vice Chairman, EEPC India



Ms Neetu Singh, Dy Director, Mumbai RO, and Mr JV Raja Gopal Rao, Sr Dy Director, Bangalore SRO, EEPC India, with the panellists – Delloyd Industries Sdn Bhd representative; Mr Binod Kumar Sarda, Working Committee Member, and Mr Mahesh K Desai, Sr Vice Chairman, EEPC India; Mr Marazizi Omar, Exim Bank, Malaysia; and Mr Soon Kyan Woon, BETAMEK Electronics Sdn Bhd

Delloyd Ventures Sdn Bhd is a manufacturing company with Joint ventures in Thailand, Indonesia and with companies in Malaysia. The Malaysian domestic market accounts for 85% of its business. As it is mainly an OEM for the auto industry most of its clients include auto majors like Volkswagen Hyundai, Toyota, Perodua, Kia, Lotus, Ford, GM, Mazda, Suzuki, Diahatsu , Renault, Subaru etc. Its international export markets are for Lotus to the UK, for GM to Columbia, Ecuador, India and Thailand, for Toyota, Suzuki, Honda and Nissan to Indonesia. As a company Delloyd has complied with a high standard of Quality, Environment, Safety and Health Certification right from COP 1990. Delloyd has in house Design facilities and Production Facilities for all their Principal products which include about 85% of Door Mirrors manufactured in Malaysia, rear mirrors, front bumper, door handles, grip assist, rear bumper etc. Delloyd offered their exported products at competitive prices apart from sourcing products from India.

Betamek has the vision of becoming a world class vendor in Automotive Electronics and Infotainment Systems. Betamek is in the business of Car Audio & Multimedia Infotainment Systems, in-car air condition controller and other in-car control, apart from, Emergency Call & Telematics System. They also deal with Smart phone connected infotainment systems. Perodua which is a JV with Daihatsu, Japan accounts for 90% while Perodua which is a JV with Geely, China accounts for 5% and Indonesia Diahatsu SUV accounts for another 5% of its customer base. Betamek's existing Technical partner in India is KPIT Technology. *As only 70% of its plant capacity is being used and as it has its own R&D facilities and Manufacturing Facilities, Betamek was keen on inviting Indian businesses to partner with it.*

EXIM Bank is wholly owned by the Malaysian Govt. and Miti, which is the Stakeholder Ministry and is headquartered in KL. EXIM Bank works closely with many agencies in Malaysia which include MiGHT, FMM, MICCI, SME Corp, TERAJU, BIO TECH CORP etc which promote international businesses. MEXIM's business model and strategy is governed by the Government's mandate as a business driver and by market needs, MEXIM facilitates and finances companies incorporated in Malaysia and doing international business. Some of the facilities offered apart from Banking and Finance are Banking Advisory and Trade Credit Protections. Its FINANCING FACILITIES include CAPEX, OPEX and CREDIT PROTECTION which is offered as insurance against the risk of nonpayment by buyers as a result of commercial and / or political risks. MEXIM also offers Banking Advisory Services to its clients like Malaysian Airports, Taylor's College, SMH Rail, Proton etc.

U.S.A



Cameron – Schlumberger Company deals with oil and gas business for a period of more than 9 decades.Cameron is based in Houston, Texas with USD 32.9 billion business conducted in 2019. They have 105,000 plus employees with 170 nationalities from 120 countries worldwide. Their products are mainly inclined to Rig performance technologies, valves and process systems,drilling tools, testing services, well services, asset performance solutions, well construction service and many more. Their suppliers in India are mainly concentrated in Southern and Western parts of India.The company is looking for expansion in India for which they need more suppliers and that they can get through IESS IX.



One-to-one meeting with prospective suppliers during Global Sourcing Meet - Schlumberger (USA)

Sessions on latest trends in the Industry- A series of seminars and conferences were held to highlight the latest trends in the industry which can also help the manufacturing sector to move up the value chain and increase their productivity. These include:

SESSION ON INDUSTRY 4.0

EEPC India in association of Department of Heavy industry (DHI) is raising awareness on the 4th Industrial Revolution to drive the Indian manufacturing to a 'Smart and intelligent Manufacturing' Hub, by series of awareness raising sessions across various engineering clusters in India. As part of its mandate for Technological Upgradation for boosting engineering exports, EEPC India has planned to open series of Technology Centres across major engineering clusters in India. A session was conducted at IESS IX to examine India's preparedness to adopt advanced manufacturing technologies. The objective of the session would as follows:

- To enable industry understand the major drivers, goals and features of Industry 4.0
- Highlight the solutions being provided by the leading R&D Academia and Industry 4.0 Technology Providers to the Industry
- Highlight the Industry 4.0 Common Facility Centres set up under the Samartha Udyog Scheme by the Department of Heavy Industry, Government of India
- Unlocking the latest trends and technologies emerging in various Sectors
- Encouraging Industry adoption of Industry 4.0 technologies and enhance their readiness level
- Raise awareness about various Government Schemes that facilitate adoption of Industry 4.0 technologies
- Raise awareness level on the current best international practices and industry standards
- Encourage clusters developments in Industry 4.0
- Exchange Industry feedback on challenges and opportunities from the Industry 4.0 trends

• Session on e Mobility



Mr KS Mani, Regional Chairman (SR), EEPC India, addressing the gathering. On his left, Mr J. Anand, Managing Director, JM Automotives; Thiru Srinivasan, Executive Vice President, Ather Energy; Mrs Hemalatha Annamalai, President, TiE Coimbatore & Ex-Ampere; Mr Suresh Kumar K, Scientist F, OoPSA; Mr Ahmed Zaki Abdul Rashid Moten, Spl Officer to CEO, MARii; Mr Pradeep Keloth, Head Electric Power Train, Robert Bosch; Mr Sachin Pandit, DGM-AED & E-mobility, ARAI Pune; Mr E Santhanavadivel, Head Manufacturing & Technology, Ampere Vehicles; and Mr Pradeep K Aggarwal, Dy Regional Chairman (NR), EEPC India

The interest that e-vehicles and e-mobility is attracting from the industry and common people was evident at IESS Show IX, Coimbatore as the session on e-mobility and a panel discussion on India as a key player in global e-mobility attracted a full house. The global e-mobility is expanding rapidly, amidst rising concerns over greenhouse gases and with the growing trend of e-mobility as a service. High initial cost and lack of charging infrastructure are posing a challenge to faster adoption of e-vehicles. The Government of India is planning to add 30 million Electric Vehicles (EVs).Mr Suresh Kumar K, Scientist 'F', Office of the Principal Scientific Adviser to Government of India said unlike the past, the government departments are working extensively with various stakeholders. "They are now willing to work with individual industrial units and the government is all the more open to work with industry. A comprehensive study is needed to locate the right, economic and continuous source for lithium supply.

India is the largest local market for 2-wheelers and it provides a very big opportunity for India to focus on developing electric two-wheelers. "The running cost is lower and with e-2-wheelers having limited parts, the maintenance cost is also low. With India's 2-wheeler market size at 25 million, getting at least one million units for e-2-wheelers should not be a problem," Srinivasan said.

• Stressing on the Govt's support to the sale of e-vehicles through incentives,**ARAI Pune** said 14,742 vehicles have been sold under Faster Adoption and Manufcaturing of EVs in India -FAME II scheme.

• **TiE Coimbatore** said the city (Coimbatore) has everything going in its favour to become a hub of activities centering around e-vehicle and e-mobility development, except power electronics expertise. Participating in the interactive panel discussion with members of the audience, the speakers said the focus should be on R&D on right technology that will be suitable for Indian market. The focus should be on increasing the range of e-2-wheelers from the present 60-80 km to at least 100 – 120 .

•Roundtable on Green and Sustainable Manufacturing Technologies – the way forward



Mr PR Venkatachalam, Working Committee Member, EEPC India, addressing the Roundtable on Green and Sustainable Manufacturing Technologies – the way forward



The panellists: Ms Pallavi Saha, Sr Dy Director, and Mr Mayank Krishna, Asst Director, EEPC India; Mr Prosanto Pal, Senior Fellow & Director, Industrial Energy Group, TERI; Dr N Mohan Das Gandhi, Principal, KIT Institute of Technology, Coimbatore; Mr PR Venkatachalam, Working Committee Member, EEPC India; Mr M Karthik, Sr Scientist, CSIR-NEERI, Mr PR Natarajan, Chairman, Chennai Chapter, Institution of Engineers; Prof. Balakrishna C Rao, Associate Professor, Department of Engineering Design, IIT Madras; Mr V. Krishna Kumar, President, SIEMA; and Mr D Vignesh, Vice President, SIEMA and Managing Committee Member, COINDIA

India believes that development and environment are not adversaries but can go hand in hand. Equitable, inclusive and sustainable development would be the key to a new model of growth that India is committed to pursue. Keeping in view its development agenda and climate change responsibilities India has announced its Intended Nationally Determined Contribution (INDC) for period 2021 to 2030, argues for climate friendly development in future. Thus setting the way for adoption of more cleaner manufacturing processesThe IXth edition adopted 'Green & Sustainable Manufacturing- Way Forward' as one of its key theme of a session, to highlight the emerging significance of such technologies in the Indian engineering manufacturing landscape. The objective of the theme of deliberation during the IESS was to catalyze the existing strength in Green Manufacturing technologies and to showcase them and deliberate upon further opportunities and challenges to bring wider awareness among Indian engineering on the world stage

• Technology Meet



The panellists at the Technology Session: Ms Kamna Raj Aggarwalla, Regional Chairperson (NR), EEPC India; Mr KV Karthik, Vice President, Coimbatore Industrial Infrastructure Association (COINDIA); Dr Manidipto Mukherjee, Sr Scientist, CMERI; Mr Suresh Kumar, Scientist F, OoPSA; Mr Dipak Gupta; Mr Pabitra Kumar Das and Mr Aloke Kumar Bose, IIW-India; Mr Rajkumar Arumugam, VC, Agricultural Machinery Manufacturers' Association (AMMA India); Prof. B Vinod, HoD, Robotics Automation Engineering, PSG College of Technology; and Mr Amrit Jalavadia, Working Committee Member, EEPC India



The session was organized with the support from Office of PSA to Govt. of India. EEPC India has been working closely with the support from Office of PSA in order to identify the technology gaps which the Indian industry is facing. Through such technology meets in various industry clusters, EEPC India is finding means to address the technology gaps through industry academia linkages. The objective of the program was to identifying Technology requirements of the MSMEs in Coimbatore engineering clusters; Sensitize about latest trends, technologies, available infrastructure with R&D Academia; and Sensitization of Government schemes & facilitation of DPRs for New Technology Development Projects under various Ministries/Department of the Government of India. The program included presentations from leading R & D centres from India including CSIR CEETI, IIW, PSG College of Technology. From the industry COINDIA, Laghu Udyog Bharati and AMMA India made detailed presentation on the industry requirements. Besides Senior Scientist from Office of PSA, the program also saw a presentation from Senior official of DRDO.

OPEN INDUSTRIAL INNOVATION- UNLEASHING TECHNOLOGY AND TALENT FOR TRANSFORMATION – TIE COIMBATORE + FORGE (PARTNER INCUBATOR)



The panellists at the TiE & Forge Session: Ms Anima Pandey, Regional Director (ER) & Director (Membership), and Mr K Manickam, Working Committee Member, EEPC India; Ms Deepika Ramesh, Programme Chair & Charter Member, TiE, Coimbatore; Dr N Manickam, CMD, Sakthi Auto Components, Charter Member, TiE Coimbatore; Mr Vish Sahasranamam, Co-founder & CEO, Forge; Ms Hema Annamalai, Founder, Ampere Vehicles, Chair, TiE Woman, President, TiE Coimbatore; Mr Ilango, MD, RSM Autokast; Mr Rajesh Doraiswamy, JMD, Salzer Electronics; among others

Technologies like IoT, Data Science, Robotics, Drones,Additive Manufacturing, and more – referred to as Industrial Technologies 2.0- have the potential to disrupt the core industrial sectors at an unprecedented speed and scale. To achieve competitive advantage and global salience in technology, it is imperative that the research development and applications of these technologies are aimed at engineering commercial solutions addressing the needs of the core industrial sectors. SME and large companies must spearhead technology development initiatives aimed at achieving their strategic innovation goals



EEPC India in association with TiE Coimbatore and Forge organised a session on Open Industrial Innovation- Unleashing Technology and Talent for transformation. The objectives were a) to create wider awareness within Industry (SMEs & Corporate) about the potential of Open Innovation to build and exploit technology capabilities for achieving strategic goals in operational excellence,market leadership and business growth, b) demonstrate through case –studies the engagement models being adopted between Industrial companies and Innovative startups to combine the speed, cost ,scale and scope advantages of Startups in Innovation with the production, distribution , financial and commercial capacity of Incumbents in Industrialisation and c) reimagine the role of entrepreneurship ecosystem enablers to catalyse the technology talent.

B2B MEETING



B2B Lounge organised by for Delegates








EXIT
EEPCINDIA


EEPCINDIA
EXIT
MAR
EEPCINDIA
COIMBATORE

B2B Meetings at 9th IESS 2020, Coimbatore
(International Buyer-Seller Meet)

Overseas buyers are a key interest point for IESS shows. Ever since the inception of IESS, the grand plan of inviting overseas buyers to visit India and explore Indian supply opportunities in depth has always been the raison d'etreof IESS.Over the years, we have more committed buyers visiting the IESS show.



International B2B Meetings

Overseas buyers are a key interest point for IESS shows. Ever since the inception of IESS, the grand plan of inviting overseas buyers to visit India and explore India supply opportunities in depth has always been the raison d'etreof IESS.

Over the years, we are seeing a greater maturity in the profile of overseas buyers. From an earlier era of full hosting to the present offer of partial hosting with a USD 200 of Registration Fee, we are seeing more committed buyers visiting the IESS show. While the quality of buyers is increasingly improving, we are still a few years away to reach the optimal situation of the Right Buyer Mix.

International Buyer Outreach Campaign

Buyer Registration Programme normally starts about 6 months in advance and following activities are undertaken in the process:

a. Reachout to individual potential buyers within the databases created – Over 75000 reached out

b. Reachout to overseas associations, chambers to bring delegations – Over 500 reached out with a major focus on SAARC now

c. Reachout to Embassies in India – 100% reachout

d. Reachout to Indian Embassies abroad – 100% reachout

e. Promotion during EEPC India exhibitions abroad

Online promotion was done on the home page of Indian Foreign Missions and also Bilateral Chambers

Iceland

https://indianembassyreykjavik.gov.in/nternational-engineering-sourcing-show-iess-2020/

Bulgaria

https://www.ibbc.bg/international-engineering-sourcing-show-iess-2020-4-6-03-2020-at-codissia-trade-fair-complex-coimbatore-india/

Australia

https://cgisydney.gov.in/pages?id=eyJpdiI6IkNSclJPMkJXY3d1eHA5NXdtNmdiZWc9PSIsInZhbHVlIjoiSFJRQU50V09rQ01vZ2l0VTB6ODJXQT09IiwibWFjIjoiZGM2M2VmNTAxYjBiYWQ0MzRjYjI0ODNjZjRhNDU0YWZmOWEyZTNiZDU0NmQwNDNhZDBkZDNlZTZjN2RjZDgwZiJ9&subid=eyJpdiI6IjdraUJvV29PUnEzU0FidVVhNVRKcWc9PSIsInZhbHVlIjoia2tsaHBkM3NYMUtsaW5YSnJKVUdCdz09Iiwib WFjIjoiMTQ1YWI2YTM1MWE5NGJjNGNlYjlkYjMwYzE5NTFkOTU5OTBhNzc3YjQ0YjA0ZWMyM2Y3OWQxMWMwODYxNDE3YyJ9

Sweden & Latvia

https://www.indembassysweden.gov.in/forthcoming_events_detail/?id=71

Argentina

https://www.indembarg.gov.in/page/trade-fairs-in-india/

Lebanon

https://www.indianembassybeirut.gov.in/notice/display/795/16

Brunei

http://www.hcindiabrunei.gov.in/

Indonesia

https://www.indianembassyjakarta.gov.in/forthcoming_india

Vietnam

https://www.indembassyhanoi.gov.in/news_detail/?newsid=166

France

https://www.eoiparis.gov.in/page/events-in-india-archives/

Greece

http://www.indianembassy.gr/news_detail.php?id=112

Suggestions for IESS 2021

IESS Buyer nominations can start in May 2020 itself, as lots of buyers apply during web surfing.

Block the Date flyer can be sent the day event date / venue is announced

Pay Pal has an office in India now. They offer the best services for collecting USD payments in India

Buyer applications

Following is the summary of Buyer Outreach Campaign

a.	Total Applications Received	529
b.	Buyers attended B2B Meetings	366
c.	First Buyer Application received	09 October 2019
d.	Last Buyer Application	02 March 2020

Buyer Countries	Nos	Buyer Countries	Nos
Algeria	05	Argentina	02
Australia	09	Azerbaijan	01
Bahrain	01	Bangladesh	66
Belarus	02	Brazil	07
Cambodia	01	Cameroon	19
Chile	18	Colombia	04
Egypt	04	Ethiopia	03
Germany	01	Ghana	04
Guatemala	02	Iran	02
Jordan	02	Kenya	06
Kyrgyzstan	11	Lesotho	01
Malaysia	13	Nepal	05
Nigeria	28	Qatar	02
Russian Federation	10	South Africa	03
Sri Lanka	93	Tanzania	02
Ukraine	20	United Arab Emirates	02
Uzbekistan	08	Vietnam	05
Yemen	01	Zambia	03

An early application process can ensure a good number of participation in next edition.

Onsite B2B Meetings

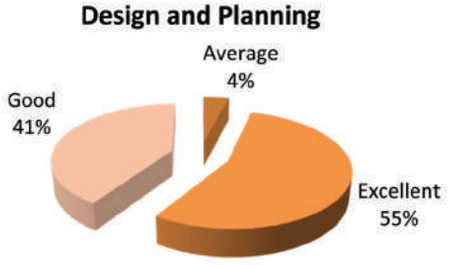
Buyer-Seller Meetings were organised on 4th and 5th of March 2020 and were spread over three sessions.

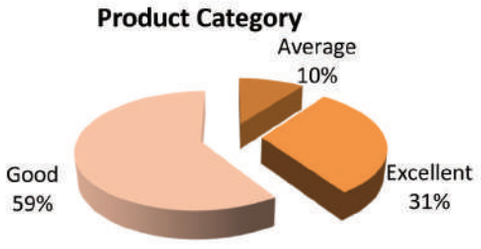
Session I	4th March 2020	14:15 – 17:30hrs
Session II	5th March 2020	10:00 – 13:00 hrs
Session III	5th March 2020	14:15 – 17:30 hrs

- Over 1650 One to One meetings were conducted over these two days.
- A total of 3930 contacts were made by the buyers during the event, of which over 85% were new contacts.
- Only a few of the respondents mentioned about the orders booked by them during the event and the total amount of orders booked as received from the feedback was US$ 4.73 million.
- Again, a handful of respondents disclosed information regarding enquiries generated by them, which was estimated at US$ 21.60 million.
- Overall, B2B sessions in IESS IX were quite successful as 95% of the delegates would like to participate in the next edition of our IESS.

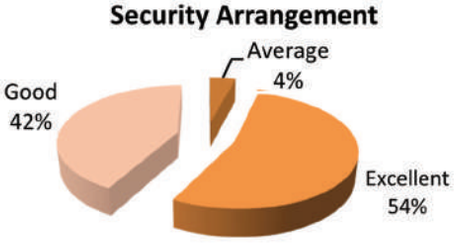
Key Takeaways

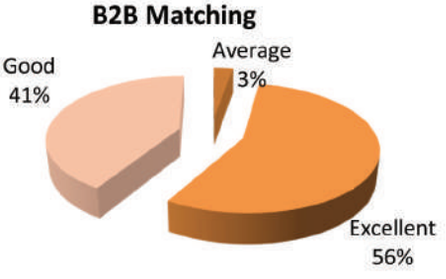
1. **Venue:** For 99% of the participants the new venue of IESS IX was either excellent or good.
2. **Design and Planning:** Respondent buyers were completely satisfied with the Design and Planning of IESS IX as 96% of them viewed it as either excellent or good.
3. **Product category:** 90% of the buyers marked the product categories exhibited before them during the show as either excellent or good.



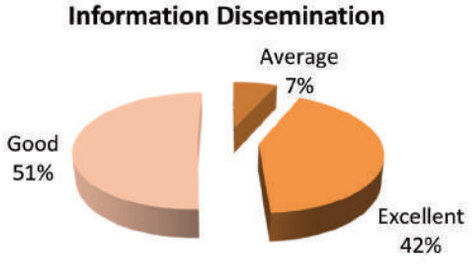


4. **Security Arrangements:** Security arrangement during IESS IX was perfect as 96% of the respondent buyers found it as either excellent or good.
5. **B2B Matching:** International buyers attended B2B meetings were very much satisfied with the B2B matching as 97% of them viewed it as either excellent or good.





6. **Information Dissemination:** 93% of the respondents mentioned information dissemination by EEPC India before and during the show as either excellent or good.



Observations about IESS 2020 B2B meetings

1. This is a Highlight area for the show and requires more prominent location
2. Exhibitor interest was significantly high this time
3. Extra efforts were made to ensure both buyers and sellers take the meeting seriously.

Suggestions for 2021

1. Email fatigue is seen all over the world. Time to pass on important messages using Whatsapp. People don't read emails any more.
2. Highlight buyers profile early to get exhibitors.
3. Lot of Buyers feel no exhibitors of their direct interest. Need to ensure some sellers for each buyer.
4. Lets consider organising Buyers Night on first day evening. Selected buyers to be called on stage and discuss why they are here. This adds credibility tTo the show.
5. Country Champions to take full responsibility of their buyers group including logistics, B2B meeting problems, factory visits (if required) etc.
6. Register very good buyers even on fully sponsorship basis - this will help in selling the show.

Planning

- Need to relook at digital marketing for buyer acquisition
- Need to promote attending buyer profiles for exhibitor acquisition by Digital promotions
- Thorough evaluation of IESS social media channels
- Need to narrow down on show themes to do a focussed buyer acquisition

Execution

- Technology intervention was a good improvisation and we should further build it up to enhance the show.
- Time to look for advance b2b meetings in a hybrid format
- Will try to provide each buyer with minimum 8+ prospective exhibitors and vice versa

Branding

- Make good buyers as Show Ambassadors to promote the show to exhibitors

MALAYSIA - AT EEPC INDIA'S ANNUAL FLAGSHIP EVENT, IESS IX, FOR THE SECOND YEAR RUNNING

Malaysia's political and economic stability, prudent and pragmatic investor-friendly business policies, cost-productive workforce, developed infrastructure comparable to that of any western country, and a host of other amenities makes this country an enticing place for investors.

Multinational corporations from more than 40 countries have invested in over 5000 companies in Malaysia's manufacturing and related services sectors, encouraged by the country's pro-business environment. Malaysia today is one of the world's top locations for offshore manufacturing and service-based operations. Many of the existing foreign companies have also continued to show their confidence in the country's potentials as an investment location through their numerous expansions and diversifications over the years, particularly in high technology projects.



Malaysia participated in 8th edition of EEPC India's Annual Event – IESS – as Partner Country, and we welcomed them second time at IESS in its 9th edition to be held over 4-6 March 2019 at Coimbatore in Tamil Nadu.

There was a separate inauguration of Malaysia Pavilion



Dignitaries of EEPC India along with members of MARii Malaysia partner country IESS-IX



A 50 member team exhibited at the pavilion including :

AMB Tarsus Exhibitions SDN BHD, Betamek Electronics (M) SDN BHD, Cuberlab SDN BHD, Daehong Kostech Co.,Ltd., Flexkey SDN BHD, Idimension Systems SDN BHD, Leading Platform (M) SDN BHD, Malaysia Automotive, Robotics And Iot Institute (MARII), Malaysia Government Agencies, Novutal Consulting SDN BHD, ORS Technologies SDN BHD to name of few.

There was an exclusive Bilateral Forum organized at the event.



Ms Palak Singh, Asst Director, and Ms Anima Pandey, Regional Director (ER) & Director (Membership), EEPC India; Mr Roswaidin Mohd Zain, Director, MIDA, Chennai; Mr TS Bhasin, Immediate Past Chairman, EEPC India; Dr Rajendra Kumar, Principal Secretary, Tamil Nadu MSME Dept; and Mr D Narayana Rao, Dy Regional Chairman (SR), EEPC India at the Global Investment Forum



Dignitaries of EEPC India, in the MARii, Malaysia, stall



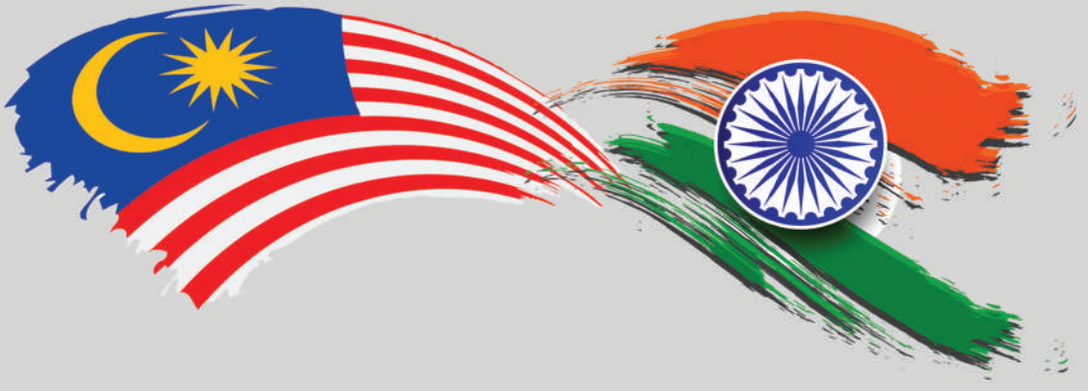
From left to right Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Government of Tamil Nadu, Mr. Ravi Sehgal, Chairman, EEPC India, Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu, Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamilnadu, Mr Azhar Taib, Deputy CEO, MARii and Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India



Mr Azhar Taib, Deputy CEO, MARii presenting a Memento to Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Government of Tamil Nadu. In the left corner is Thiru K Rajamani, District Collector, Coimbatore District, Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamilnadu and Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamilnadu can also be seen on the picture along with Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India



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.

India and Malaysia have forged close economic and commercial ties which have emerged as the mainstay of their bilateral partnership. India-Malaysia bilateral trade in 2016-17 was $14.15 billion and witnessed a growth of around 4 percent to grow to $14.71 in 2017-18, with total exports from India to Malaysia amounting to around $5.7 billion while its imports from Malaysia stood at around $9 billion. With strengthening bilateral economic and commercial relations, Malaysia has moved up three places to emerge as the 11th-largest trading partner for India while India figures among the 10 largest trading partners for Malaysia. In 2018-19, bilateral trade was $17.24 billion, with India's exports being $6.43 billion and imports being $10.81 billion.

India-Malaysia bilateral trade ($ million)

	2014-15	2015-16	2016-17	2017-18	2018-19
India's exports to Malaysia	5816.55	3706.83	5224.86	5701.56	6436.30
India's imports from Malaysia	11117.74	9083.83	8933.59	9011.58	10818.60
Trade balance	-5301.19	-5377	-3708.73	-3310.02	-4382.30
India's engineering exports to Malaysia	2064.53	1343.86	2404.83	2012.44	1749.06
India's engineering imports from Malaysia	1749.51	1633.4	1468.2	1882.09	2800.59
Engineering trade balance	315.02	-289.54	936.63	130.35	-1051.53

MALAYSIA PAVILION BOOTHS






MARi
BETAMEK ELECTRONICS
H1-PC9
BETAMEK ELECTRONICS (M) SDN BHD
CAR INFOTAINMENT SYSTEM


MARi
LEADING PLATFORM
H1-PC03

ON HOST STATE

Tamil Nadu

Advantage Tamil Nadu

- Among top 10 manufacturing hubs in the world with over 1.7 million installed capacity of cars
- Ranked 9th globally in net share of wind energy in total power generation
- Highest number of operational SEZs (37) in India
- Home to the highest number of factories in India - over 37,220 units

Automobile and Auto Components

Tamil Nadu accounted for 45% of the total auto exports from India in 2017-18 . It is also the export hub of passenger vehicles, accounting for 70% of India's overall exports. Chennai, the capital of Tamil Nadu, is one of the largest auto hubs of India. Tamil Nadu is the largest tyre manufacturing state in India and home to over 80 auto component manufacturers. Chennai is no doubt the auto capital of India. Chennai has an annual installed capacity of 1.71 million car units.

- With 3 cars every minute and one truck every 2 minutes
- One motorcycle every 6 seconds . Kamarajar Port in Ennor, Chennai has dedicated berths for automobile exports

Aerospace

- Home to India's First Defence Corridor
- Aerospace Park in Sriperumbudur with an Advanced Computing and Design Engineering (ACDEC) is under construction
- More than 120 aerospace manufacturing companies have their presence in the State
- More than 700 suppliers to various defence PSUs are operating in Tamil Nadu
- More than 5000 aerospace engineers graduate every year from Tamil Nadu

Electric Vehicles

- Chennai is home to major automobile manufacturing companies in India, such as Hyundai, Ford, Nisan, TVS, Mahindra, Daimler etc





Kovai or Coimbatore – The city

Coimbatore is the largest non-metro city for e-commerce in South India has many names for its many firsts and many feats :

- is among the fastest growing tier-II cities in India.
- houses more than 25,000 small, medium and large industries with the primary industries being engineering and textiles.
- Called the "Manchester of South India" due to its extensive textile industry, fed by the surrounding cotton fields.
- TIDEL Park Coimbatore in ELCOT SEZ was the first special economic zone (SEZ) set up in 2006.[78]
- Coimbatore ranked 15th in the list of most competitive (by business environment) Indian cities IN 2010
- Houses a 160,000 square feet (15,000 m2) trade fair ground, built in 1999 and is owned by CODISSIA
- Coimbatore has trade associations such as CODISSIA, COINDIA and COJEWEL representing the industries in the city. Coimbatore houses a number of textile mills and is the base of textile research institutes like the Sardar Vallabhbhai Patel International School of Textiles & Management, Central Institute for Cotton Research (CICR) and the South India Textile Research Institute (SITRA). Kovai Cora Cotton saree is a recognised Geographical Indication.
- Coimbatore is the second largest producer of software in the state, next to capital Chennai. TIDEL Park Coimbatore and other Information technology parks in the city has aided in the growth of IT and Business process outsourcing industries in the city. It is ranked at 17th among the top global outsourcing cities by Tholons. Software exports stood at ₹7.1 billion (US$100 million) for the financial year 2009–10 up 90% from the previous year.
- G.D. Naidu developed India's first indigenous motor in 1937. India's first indigenously developed diesel engine for cars was manufactured in the city in 1972.
- Coimbatore is a major centre for the manufacture of automotive components in India with car manufacturers Maruti Udyog and Tata Motors sourcing up to 30%, of their automotive components

from the city. The city is also a major centre for small auto component makers catering to the automobile industry, from personal to commercial and farm vehicles.

- The city contributes to about 75% of the 1 lakh total monthly output of wet grinders in India. The industry employs 70,000 people and had a yearly turnover of ₹2,800 crore (US$390 million) in 2015. The term "Coimbatore Wet Grinder" has been given a Geographical indication.
- Coimbatore is also referred to as "the Pump City" as it supplies nearly 50% of India's requirements of motors and pumps.
- The city is one of the largest exporters of jewellery renowned for diamond cutting, cast and machine made jewellery. There are about 3,000 jewellery manufacturers employing over 40,000 goldsmiths
- Coimbatore has a large number of poultry farms and is a major producer of chicken eggs.
- The city contributes to nearly 95% of processed chicken meat exports.
- Coimbatore has some of the country's oldest flour mills and these mills which cater to all the southern states, have a combined grinding capacity of more than 50,000 MT per month.
- The hospitality industry has seen a growth in the 21st century with new upscale hotels being set up.

There are multiple theories regarding the origin of the name Coimbatore. According to one theory, "Coimbatore" is a derivation of *Kovanputhur* (literally 'new town of Kovan'), after chieftain Kovan or Koyan, evolved into *Koyambatoor* and later anglicised as *Coimbatore*. Koyamma, the goddess worshipped by Koyan evolved into Koniamma and later Kovaiamma. Another theory states that the name could have been derived from *Kovaiamma*.

Coimbatore lies at 11°1'6"N 76°58'21"E in south India at 411 metres (1349 ft) above sea level on the banks of the Noyyal River, in southwestern Tamil Nadu. It covers an area of 642.12 km2 (247.92 sq mi). It is surrounded by the Western Ghats mountain range to the West and the North, with reserve forests of the Nilgiri Biosphere Reserve on the northern side. The Noyyal River forms the southern boundary of the city, which has an extensive tank system fed by the river and rainwater. The eight major tanks and wetland areas of Coimbatore are namely, Singanallur, Valankulam, Ukkadam Periyakulam, Selvampathy, Narasampathi, Krishnampathi, Selvachinthamani, and Kumaraswami. Multiple streams drain the waste water from the city.

The city is divided into two distinctive geographic regions: the dry eastern side which includes majority of the urban area of the city and the western region which borders the Nilgiris, Anaimalai and Munnar ranges. Palghat Gap, a mountain pass which connects the neighbouring state of Kerala to Tamil Nadu, lies to the west of the city. Because of its location in the biodiversity hotspot of the Western Ghats, a UNESCO World Heritage Site, the city is rich in fauna and flora. The Coimbatore urban wetlands harbours around 116 species of birds, of which 66 are resident, 17 are migratory and 33 are local migrants. The spot-billed pelican, painted stork, openbill stork, ibis, spot-billed duck, teal and black-winged stilt visit the Coimbatore wetlands on their migration. Apart from the species common to the plains, various threatened and endangered species such as Indian elephants, wild boars, leopards, Bengal tigers, gaurs, Nilgiri tahr, sloth bear and black-headed oriole are found in the region.

The northern part of the city has a rich tropical evergreen forest with commercially significant trees such as teak, sandalwood, rosewood and bamboo. The soil is predominantly black, which is suitable for cotton cultivation, but some red loamy soil is also found. According to the Bureau of Indian Standards, Coimbatore falls under the Class III/IV Seismic Zone, having experienced an earthquake of magnitude 6.0 on the Richter scale on 8 February 1900.



Inaugurating the Tamil Nadu Pavilion from left to right Ravi Sehgal Chairman, EEPC, India, Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India, Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamilnadu, Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamilnadu, Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Government of Tamil Nadu.



Lighting the lamp from left is Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India, Arun K Garodia Vice Chairman EEPC India, Mr. Ravi Sehgal, Chairman, EEPC India, Mr Azhar Taib, Deputy CEO, MARii, Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu, Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu and Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Government of Tamil Nadu

TAMILNADU BOOTH





Visiting a stall from left in the centre Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu, (on his right) Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu and Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Government of Tamil Nadu.




VISIT
Destination TamilNad
ude of products and Services of Tamilnadu
3,4,5 July 2020 at Chennai Trade Ce
03,04,05,
July 2020
Chennai Trade Centre,
Chennai


TOILET
Narayan®
TECHNOLOGY




FIRE
CAUTION
H2-E23 STAMP IT ROBOTAI AND SOLUTIONS PVT LTD
H2-F21 ANANDHA FABRICATIONS PVT LTD
EEPCINDIA
MarknStamp
ANANDHA
About Us
Department of MSME


H2-G10 UNITED ENTERPRISES
H2-G12 MAS SOLAR SYSTEMS
VALVE ASSEMBLIES
Department of MSME


H2-F11 CLASSIC SHEET METAL COMPONENTS
H2-F09 PRECICRAFT COMPONENTS I P LTD
POWDER COATING
CNC BENDING
PRECICRAFT
ALUMINIUM & ZINC PRESSU
DIE CASTING
PRECICRAFT


H2-J01APT TOOLS & MACHINERY INDIA PVT. LTD.
H2-J02A YAALI PUMPS
Apt Pack
Yaali
BDS
MASCHINEN





Dignitaries of EEPC India and Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamilnadu and Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamilnadu at a Stall.


H2-H16 SAMCO METALS - STEEL CASTINGS
H2-H18 WWW.OMEGAWELDROD COM
SAMCO METALS AND ALLOYS PVT. LTD.
omega
Department of MSME


CAUTION
H2-G22 GENOVA FORGINGS PVT LTD
H2-G21A NAJMI HEALTHCARE
Department of MSME

CLOSING CEREMONY OF THE EXHIBITION

The closing ceremony announced the Best Pavilion Awards to Indian Exhibitors including Roots Industries India Limited under Large Enterprise Category ; Geco Special Machiners under Small Enterprise Category, MSME Tools Room under Public Sector Unit , Uttar Pradesh and Haryana under State Categoryand Garudan Unmaned Services Pvt Ltd under Start Up category . Malaysia Pavilion won the award among Overseas Exhibitors



Malaysia receiving Best Pavilion award – Overseas Exhibitors



ROOTS Industries India Limited receiving Best Pavilion award – Large Enterprise



MSME Tool Room receiving Best Pavilion award – Public Sector Unit



GECO Special Machiners receiving Best Pavilion award – Small Enterprise



Haryana — Best State Pavilion award



Garudan Unmanned Services Pvt Ltd receiving Best Pavilion award – Start-Up



Appreciation for State participation — Uttarakhand



Appreciation for State participation — Jharkhand



Appreciation for State participation – Madhya Pradesh



Appreciation for State participation – Gujarat



Appreciation for State participation – Himachal Pradesh



Appreciation for State participation – Karnataka



Appreciation for State participation – West Bengal



Appreciation for State participation – Jammu and Kashmir



Team IESS

FLANDERS – FOCUS REGION

Flanders

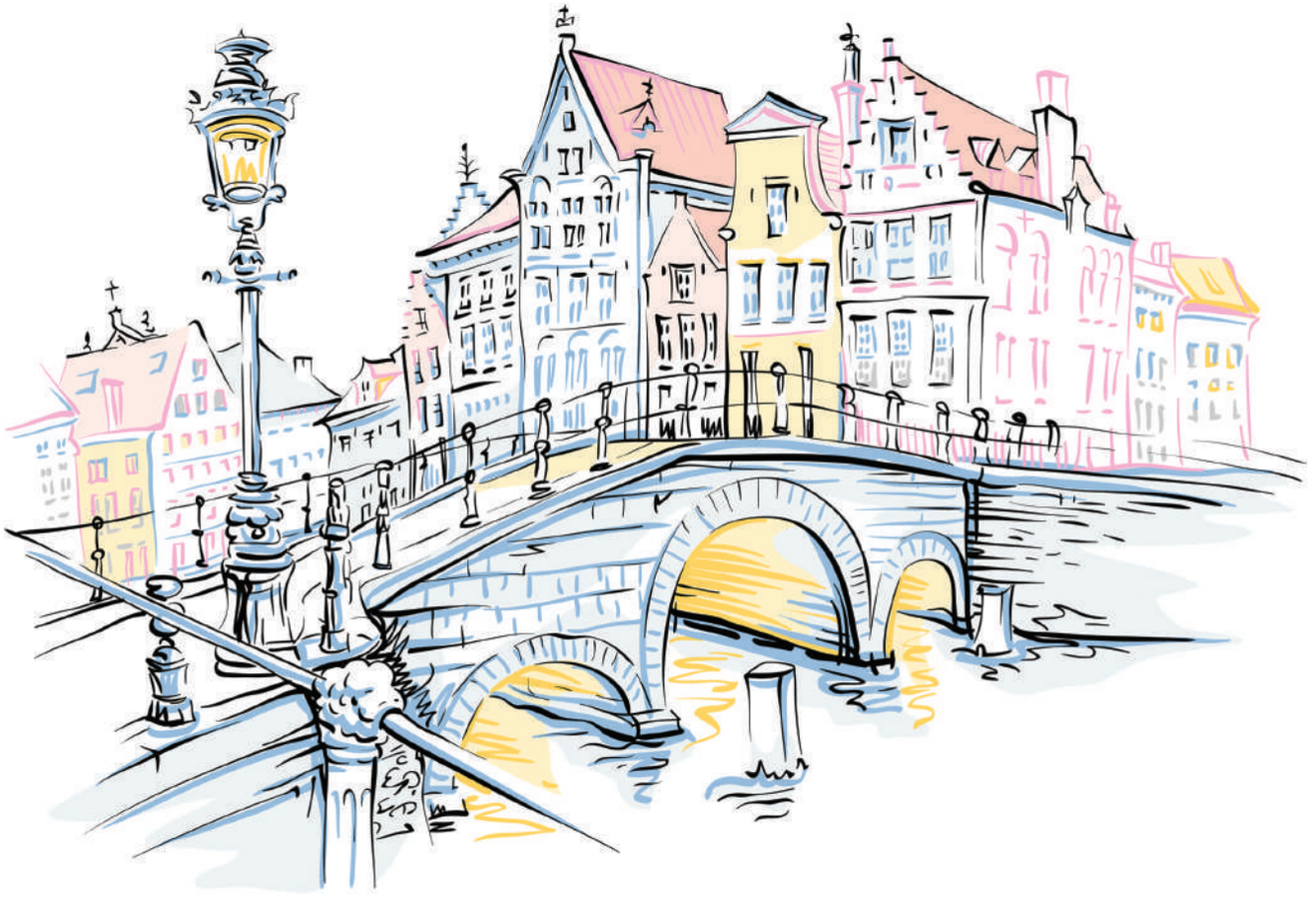
The Flemish Region of Belgium (or Flanders) is a Dutch-speaking area in the country's north, and one of 3 Belgian regions. The national capital, Brussels, considered its own region, lies near Flanders' southern edge. Antwerp is a port city and major diamond trade center with a reputation for fashion design. Its Royal Museum of Fine Arts has a large collection of paintings by Flemish masters.

Area: 13,522 km^2

Population: 65.6 lakhs (2018) Eurostat

Points of interest: Markt, Belfry of Bruges, Gravensteen,

Colleges and Universities: Katholieke Universiteit Leuven,



Flanders Investment & Trade (FIT) promotes international enterprise in Flanders in a sustainable way as a key factor in the social and economic development of the region. FIT does so by supporting the international activities of Flemish companies and by attracting foreign investors to Flanders.FIT assist, support and stimulate companies in international business. Flanders Investment & Trade offers tailored advice and guidance. Companies can call on their networks of contacts both at home and abroad. And they give financial support and information on a wide range of financial incentives.Flanders has many assets for ambitious Flemish enterprises and SMEs as well as for interested international companies. For Flemish companies, this region is a perfect gateway.

Strategically located in the heart of Europe

Why invest in Flanders?

- Close to Europe's institutions & purchasing power
- We speak your language
- 4th most productive workforce in the world
- Cutting-edge infrastructure
- Set up a business in 4 days
- Pay 0 social security for your 1st employee

Flanders can be found at the very center of Europe's most prosperous region. The purchasing power of its residents and those living within 500 km of the region makes it a prime business location.

As such, Flanders takes center stage within a megalopolis stretching from the London region to the Netherlands, Belgium, and parts of Germany and France. This area is home to no less than 60% of Europe's purchasing power and covers one of the world's highest concentrations of people, money and industries.In short, there's just no better place than Flanders to prepare someone's business plans or start up ones business activities in order to reap the rewards of commerce in the European mainland, the Middle East and Africa.

Brussels, the center of Europe

Brussels, the capital of Flanders (Belgium), is home to numerous international corporations and intergovernmental decision-making organizations, such as the EU and NATO. It can easily be considered Europe's lobbying capital as well: more than 3,800 diplomats are active in the city – a number that is only surpassed by New York City. It is also the world's second international conference center by number of events, and the second largest center for advocacy after Washington DC (US).

Brussels by numbers

- 700 professional associations
- 400 organized interest groups
- 150 international consulting firms
- 150 law firms specializing in European law
- 30 chambers of commerce
- over 1,000 accredited journalists
- representation of over 220 regions and federal entities
- 1,300 European HQs or subsidiaries of foreign companies



World-renowned knowledge centers and R&D initiatives

To the World Economic Forum and many other international spectators, Flanders ranks among the world's elite when it comes to R&D and innovation.

Flanders is a top 5 knowledge region in Europe and home to world-famous knowledge institutes and universities. Its strategic research centers – imec, VIB, Flanders Make and VITO – are known the world over. In close partnership with Flanders' universities – KU Leuven, UGent, Antwerp University, VUB and UHasselt – and the global business world, they contribute to the realization of a sustainable future.

Flanders ranks in the top 15 worldwide when it comes to "company spending on R&D", "availability of the latest technology" and "capacity for innovation" (WEF Global Competitiveness Report 2017-18).



FEEDBACK ANALYSIS

It 87 % rated the seminars and workshops at IESS IX were excellent or good, 86% found the information dissemination of the event was excellent or good,83% found B2B sessions was excellent or good.The analysis reveals 10, 203 averaging 45 contacts per exhibitor, 6120060.14 million and USD 0.51 million worth of spot orders were booked.



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



Publicity and advertising for the show was quite satisfactory as 61% of the exhibitors were new comers.



225 respondent exhibitors mentioned the number of contacts made by them during the show that totaled to 10,203 contacts with an average of around 45 contacts per exhibitor. However, all of the 283 respondents did not categorize their contacts as new or old. As per the information provided by the participants, nearly 61% of the contacts were new and 15% were old while the rest 25% of the contacts were not categorized by the respondents.



Only a few of the participants mentioned about their instant orders booked and the amount of total order booked by them was US$ 0.51 million.



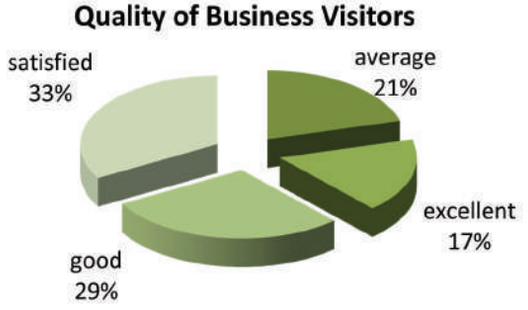
Again, a handful of the participants mentioned about the business enquiries generated by them during the show and only a few of them disclosed the amount of enquiries generated. According to the feedbacks, these participants generated 2006 enquiries during the show that was likely to generate future business and the enquiries generated by the exhibitors amounted to US$ 0.14 million.

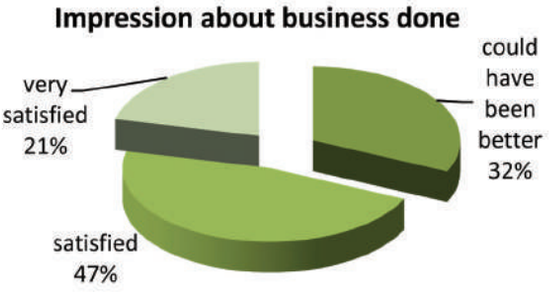


Over 36% of the respondents were able to identify/appoint their agent/distributor during the show while around 64% answered in negative.

Key Takeaways

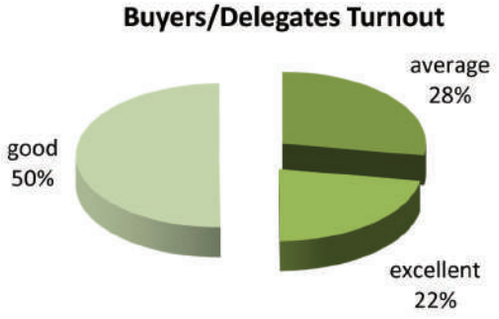
1. Quality of business visitors in IESS IX was excellent as 76% of the respondent exhibitors categorized them as either Excellent or good or satisfactory.

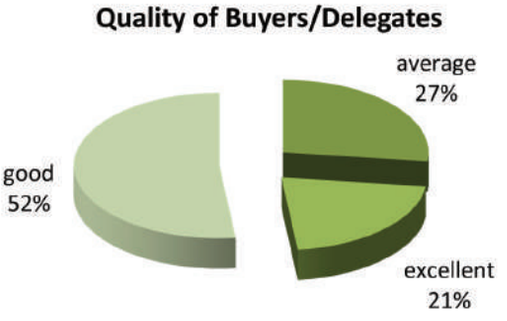




2. 68% of the participants were quite satisfied about the quality of business done during the event while only 32% of them expected better businesses.

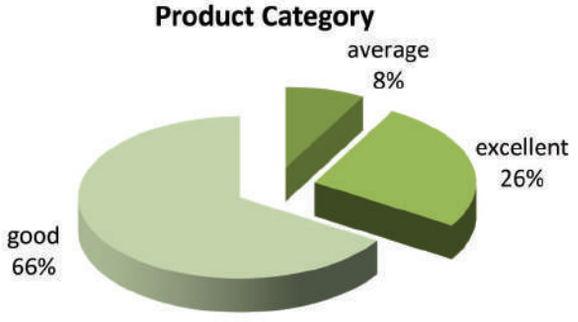
3. Buyers/delegates turnout during the show was quite satisfactory as 72% of the respondent exhibitors found it as either excellent or good.

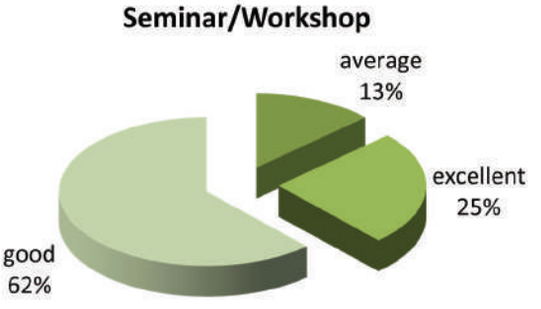




4. Quality of buyers also matched the expectation of the exhibitors as 73% of the reporting exhibitors marked the quality of buyers as either excellent or good.

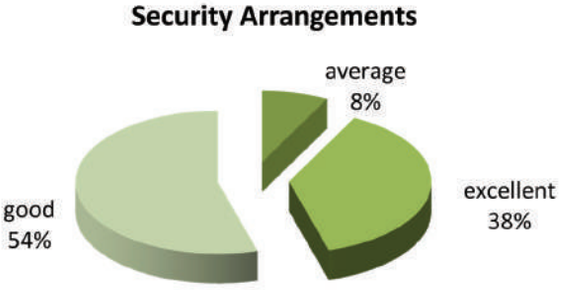
5. As per the respondent exhibitors, category of the products exhibited was very much satisfactory as it was either excellent or good for 92% of the exhibitors.

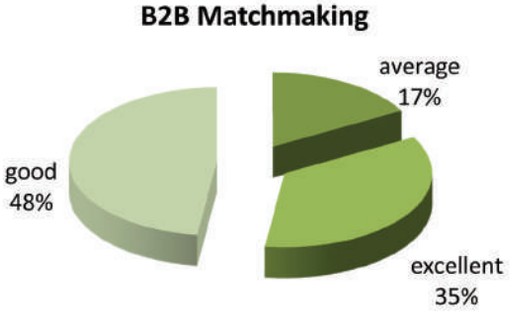




6. Quality of the seminars and workshops were also quite satisfactory as per the respondent exhibitors as 87% of them found the seminars and workshops conducted during IESS IX as either excellent or good.

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 83% of the reporting exhibitors viewed them as either good or excellent.

9. Information dissemination for the event was quite up to the mark as 86% of the exhibitors found them as either good or excellent.

10. 87% of the respondents reported that they were quite aware of the events and activities organized by EEPC India.

11. 95% of the reporting participants expressed their intention to participate in EEPC India events going forward. This essentially implies the success of IESS IX.



- 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.
- 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.
- Due to the impending threat of global corona virus outbreak, proportion of overseas delegates, foreign visitors and buyers lacked attendance in the event, yet it was an opportunity on behalf of the participants for such a successful event.

GLIMPSES OF THE EXHIBITION



Best Pavilion



GECO



ROOTs


MSME TECHNOLOGY CENTRES
MSME TECHNOLOGY CENTRES

MSME


MSME TECHNOLOGY CENTRES
MSME TECHNOLOGY CENTRES

MSME

EEPC India





From left Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept. Government of Tamil Nadu and Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamilnadu at the EEPC India Booth.



From left Mr. Rakesh Shah, Former Chairman and Chairman, Publicity Exhibition and Delegation Committee, EEPC India, Mr. Arun Kumar Garodia, Vice Chairman, EEPC India, Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India, Gurvinder Singh, Sr. Joint Director, EEPC INDIA



Stalls



Bangladesh Engineering Industry Owners' Association (BEIOA)



GDPA Fasteners



Manufacturing Indonesia



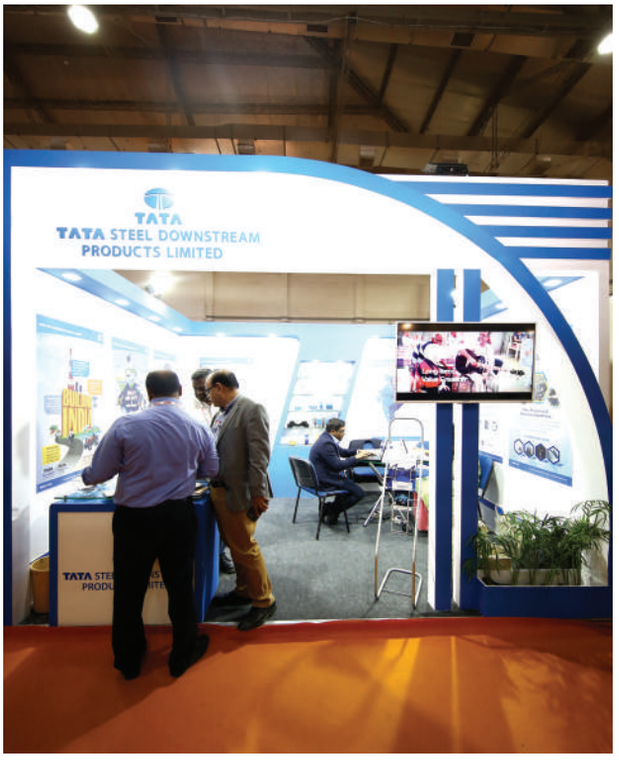
Rashtriya Ispat Nigam Limited



NIPHA



CRI Fluid Systems



TATA Steel



Singhs Technical Works

NSSH Cluster





Tech Pavilions





BARC and BIRLA precision



Birla and FITT, IIT Delhi



C4i4



CSIR NEERI



Heavy water ECIL



IIT Bombay



PANACEA



Bureau of Energy Efficiency



NFC

State Pavilions other than Host State



Uttar Pradesh – Partner State



Haryana — *Focus State*



Himachal Pradesh — *Focus State*



INDEXTB - Gujarat — *Focus State*



Jharkhand – Focus State



Karnataka – Focus State



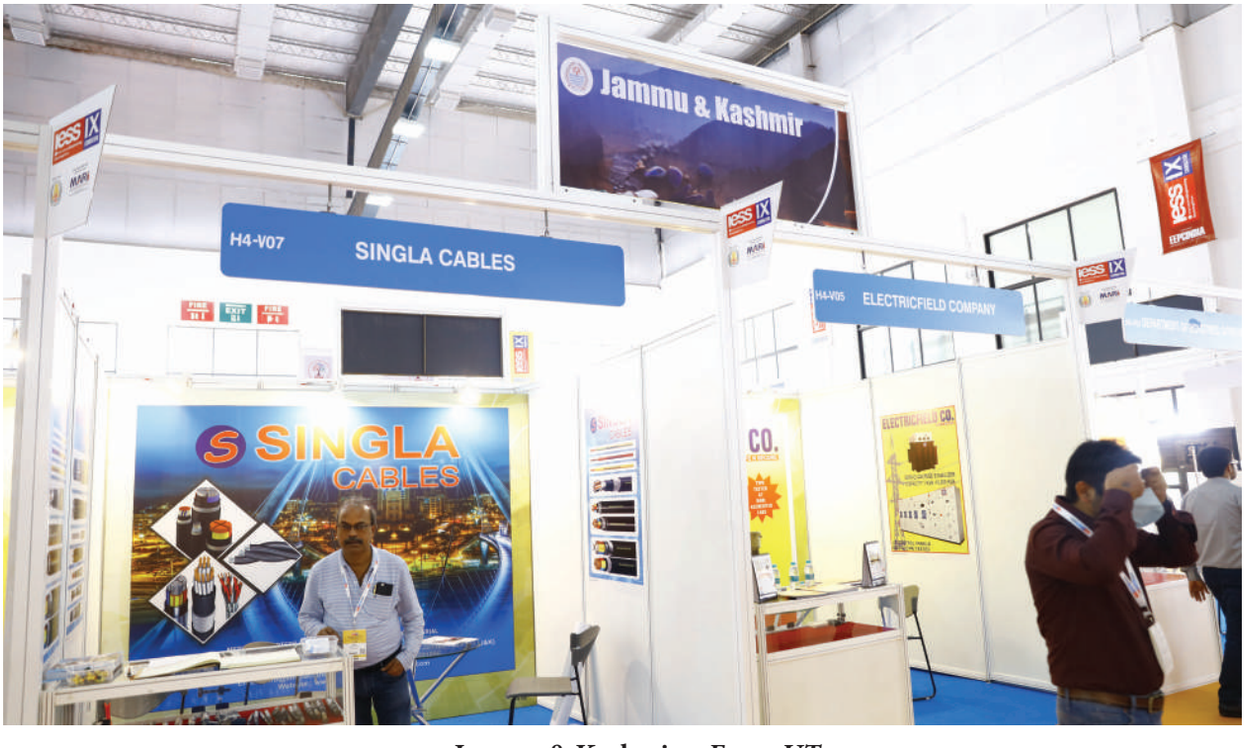
Madhya Pradesh – Focus State



Uttarakhand – Focus State



West Bengal – Focus State



Jammu & Kashmir – *Focus UT*


pricol
PRICOL LIMITED
BS VI


EEPCINDIA
MAGNETIC AND CONTROLS
MAGNETIC AND CONTROLS
An ISO 9001:2015 Certified Company
INTELLE POWER SYSTEMS
DRIP


MANUFACTURING INDONESIA


UNNATI PUMPS
H2-L23


EEPCINDIA

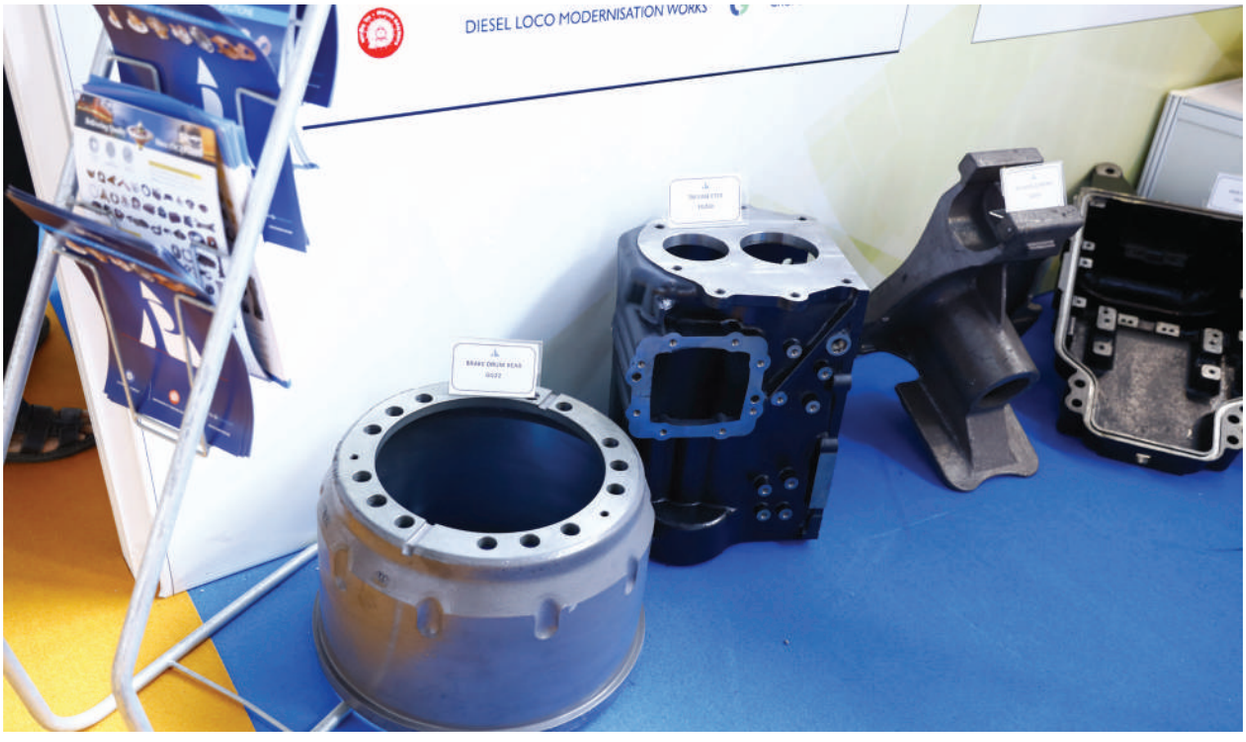
Products


COSMIC
COSMIC
COSMIC
INDUSTRIAL
RUBBER PRODUCTS


Operated Amine Cold Box Machine
Shot Capacity: 7.5 Kg
• Fully Automatic Residual Gas Scrubber
For Cold Box Process.
Capacity: 2 Ton/Hr
• Fully Automatic Cold Box
Sand Preparation
& Distribution System.
Capacity: 2 Ton/Hr


Pattern Design, Pattern &
through CNC/VMC Route.
imulation for accurate
ce of the Tooling is
use.
ctive Testing
Flaw Detector
trant
Particle Test.
cal Testing
Finish Tester.
ge.
plate.
facilities for
gh CMM.
CMM CARL ZEISS
3D Co-ordinate Measuring Machine
Model Spectrum 7106 Measuring Range
X = 700mm, Y = 1000mm, Z = 600mm
with Renishaw Probe System RTP20


TAR CARBINE C3
TECHNICAL INFORMATION


DIESEL LOCO MODERNISATION WORKS




IESS IX
MDC 4851


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MORRIS


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COTTON GINNING AND PRESSING EQUIPMENTS
HIGH SPEED JUTE LOOMS


AQUA GROUP
Pumps you can rely on
atx
Export Award Winner
WINNER OF THE NATIONAL ENERGY CONSERVATION AWARD FROM MINISTRY OF POWER GOVERNMENT OF INDIA
TOP RANK AWARD FOR RECEIVING FIRST PRIZE FOR FOUR CONSECUTIVE YEARS
FIRST INDIAN PUMP COMPANY TO GET TPM EXCELLENCE AWARD
TEXMO
AQUA GROUP
Pumps you can rely on
atx
AQUASUB ENGINEERING + AQUAP
INDUS NOVATEUR SOFTECH PVT LTD


ROOTS
NAVEO
BATTERY OPERATED ELECTRIC VEHICLE FOR IN CAMPUS


AS GOOD
WILL TELL

INDIA EVENING

Cultural Peformance by local group was worth the wait







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 IX. A dedicated website was created to facilitate online registration (www.iesshow.in)

Overseas Flyer



Domestic Flyer



Domestic Flyer- Tamil Version



Standee




www.iesshow.in
IESS IX
International Engineering Sourcing Show
4-5-6 MARCH 2020
Codissia Trade Fair Complex, Coimbatore
• B2B FORUM WITH 500 FOREIGN DELEGATES
• THEMATIC CONFERENCES WITH AROUND 100 SPEAKERS
• TECHNOLOGY PAVILION
• STATE PAVILION
• COUNTRY PAVILION
• INDUSTRY PAVILION
• BILATERAL FORUMS
COINDIA


www.iesshow.in
IESS IX
International Engineering Sourcing Show IX
4 – 5 – 6 March 2020
Codissia Trade Fair Complex, Coimbatore
15 Thematic Seminars • 100 speakers • 500 delegates from 60 countries • 300 exhibitors • Over 700 B2B Meetings
India's Largest Sourcing Show
COINDIA

Hoarding

IESS IX Brochure







IESS IX Brochure in Bengali Version

Campaigns within India

Western Region

Seminar on Export Incentives & Global Export Opportunities in International Engineering Sourcing Show (IESS IX) 06-Feb-2020, Ambernath, Mumbai



Speakers from Left, Mr. Rao, FTDO (Foreign Trade Development Officer) from DGFT Mumbai, Dr.Rajat Srivastava, Regional Director (WR) and Director (Marketing & Sales), EEPC India and Mr. Umesh Tayade, Chairman of Additional Ambernath Manufacturers` Association.

Interactive Meeting with Members for participation at IESS 2020 on 05-Feb-2020,EEPC India (SRO), Ahmedabad



Mr S Nair, Dy. Director, EEPC India (far left) making a presentation on IESS 2020

Northern Region

Roadshow for IESS IX 16-Jan-2020, Shamli, Uttar Pradesh



Mr Rakesh Suraj, Regional Director (NR), EEPC India (4th from right) delivering his speech in the Roadshow organised by EEPC India (NR) in association with Government of Uttar Pradesh and Institute of Internal Auditors (IIA) and explaining before the audience regarding the MSME centric IESS exhibition. Dignitaries present on the dais (right to left) Mr. Anuj Garg, Indian Industries Association, Shamli (IIA); Mr. G P Malhotra, Sr. Asst. Director, EEPC India (NR); Mr. Kush Puri, Divisional Chairman, IIA and Regional Committee Member, EEPC India (NR); Mr. Ashok Mittal, Chairman, IIA, Shamli; Mr. Rajesh Khandelwal, CA and Regional Committee Member, EEPC India (NR); Mr. Ramendra Kumar, Asstt. Commissioner, DIC, Shamli and Mr. Ashok Bansal, Patron, IIA, Shamli.

Southern Region



Session on Export opportunities for Engineering Products at IESS 2020, on 05-Feb-2020 at SIEMA, Coimbatore

Eastern Region



Export Awareness Session under Niryat Bandhu Campaign and Roadshow on IESS IX on17th February, 2020 at NOCCI Business Park, Balasore, Odisha

Show Publicity in Chennai, Bangalore, Coimbatore

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

- Bus backs.





Bus backs



Bus backs



Van Branding

Hoardings


VISIT
IESS IX COIMBATORE
FREE ENTRY
International Engineering Sourcing Show
4-5-6 MARCH 2020
Codissia Trade Fair Complex, Coimbatore
Focus Products
• Pumps & Valves
• Textile Machinery & Parts
• Auto Parts
• Castings
Who will participate
Manufacturers, Merchants Techpreneurs, Academicians, Start Ups Scholars, Diplomats, Service Providers Bureaucrats and Media
**For further details please contact
(+91 44) 2829 5501, 2829 5502


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• Castings
SUPPORTING ASSOCIATIONS


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ENGINEERING THE FUTURE

IESS IX COIMBATORE
International Engineering Sourcing Show








International Engineering Sourcing Show
4-5-6
MARCH 2020 10am - 6pm
Codissia Trade Fair Complex, Coimbatore
FREE ENTRY
• Over 700 B2b meetings
• Tech State Country pavilions
• 15 Thematic Sessions with close to 100 speakers
• Bilateral Forums
• 7 State Govt and 2 countries
• partnering the event
Who will participate
• Manufacturers
• Merchants
• Techpreneurs
• Academicians
• Start Ups
• Scholars
• Diplomats
• Service Providers
• Bureaucrats
• Media
To Register, Log on to: www.iesshow.in
Contact : 2829 5501 | 2829 5502

LED Screen


www.iesshow.in
International Engineering Sourcing Show
4-5-6 MARCH 2020
Codissia Trade Fair Complex, Coimbatore
FREE ENTRY
Subthemes
• Subcontracting
• Innovation and Technology
• Metal and Shop Floor
• Industrial and Electrical Machinery


www.iesshow.in
International Engineering Sourcing Show
4-5-6 MARCH 2020
Codissia Trade Fair Complex, Coimbatore
FREE ENTRY
Who will participate
Manufacturers, Merchant Exporters
Techpreneurs, Academicians, Start Ups,
Scholars, Diplomats, Service Providers
Bureaucrats and Media
Subthemes
• Subcontracting
• Innovation and Technology
• Metal and Shop Floor
• Industrial and Electrical Machinery

EEPCINDIA
ENGINEERING THE FUTURE

IESS IX International Engineering Sourcing Show COIMBATORE









➢ Airport branding in Chennai and Coimbatore.






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4-5-6
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SAVE THE DATE
4-5-6 MARCH, 2020
4-5-6 March, 2020, 10 a.m. - 6p.m.
ORGANISER
EEPCINDIA
Who will participate
Manufacturers | Merchants Techpreneurs | Academicians | Start Ups | Scholars | Diplomats | Service Providers | Bureaucrats and Media
• 300 Exhibitors • 500 Foreign Delegates • 15 Thematic Conferences • 100 Speakers • Over 700 B2B Meetings


SAVE THE DATE
4-5-6 MARCH, 2020
4-5-6 March, 2020, 10 a.m. - 6p.m.
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Post Cards

Advertisements in Print Media

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

Advertisements about the exhibition were published in the following newspapers all over India since January 2020 till March 2020.

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



EEPCINDIA
ENGINEERING THE FUTURE

IESS IX COIMBATORE
International Engineering Sourcing Show





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.



TV Screen — Welcome-Display



Exhibitors' Directory IESS IX



Invitation Card



Best Pavilion Certificate



Certificate of Appreciation



Wrapping Paper



Best Pavilion Trophy



IESS VIII Passport



Business Cards



Jute Bag



Non Jute Bag



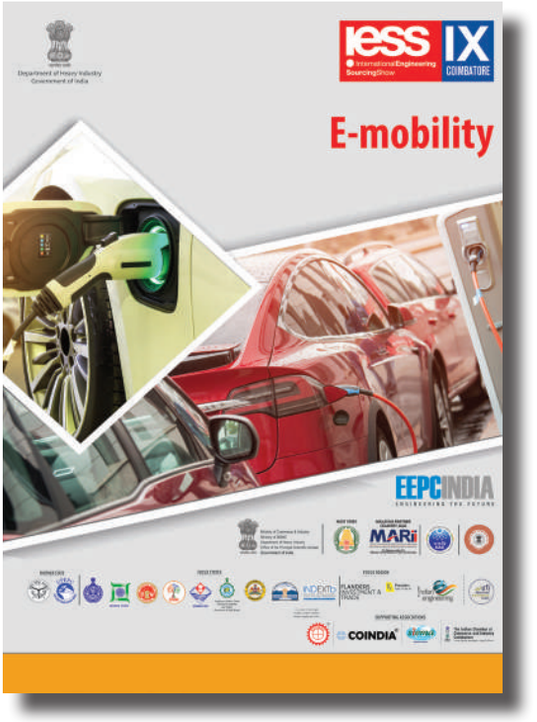
Lapel pin



Lunch Coupon

Concept Notes (Session specific)









Coffee Mug



Selfie Kiosk





Speaker Memento

➢ lamp poles.


International Engineering Sourcing Show
EEPCINDIA
NO PARKING


International Engineering Sourcing Show
EEPCINDIA
ORGANISER

- outside Branding






COINTEC
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PARTNER COUNTRY
PARTNER STATE
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ORGANISER
EEPCINDIA


INTERNATIONAL ENGINEERING SOURCING SHOW
4 5 6 March 2020


WELCOME
#SMART ENGINEERING
IESS IX
International Engineering Sourcing Show
COIMBATORE
INTERNATIONAL ENGINEERING SOURCING SHOW
4-5-6 March 2020 - 10.00 am to 6.00 pm
CODISSIA Trade Fair Complex, Coimbatore
ENTRY FREE
ORGANISER
EEPCINDIA
ENGINEERING THE FUTURE


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Gate


Department of Commerce
Ministry of Commerce & Industry
Government of India
INTERNATIONAL ENGINEERING SOURCING SHOW
4-5-6 March 2020
SMART ENGINEERING
EEPCINDIA
ENGINEERING THE FUTURE
SMART ENGINEERING


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Registration



Show Daily - Day 1



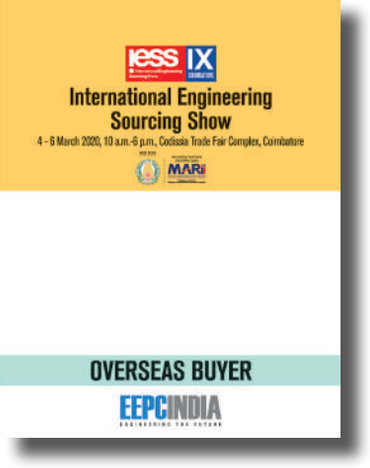
Show Daily - Day 2



Show Daily - Day 3



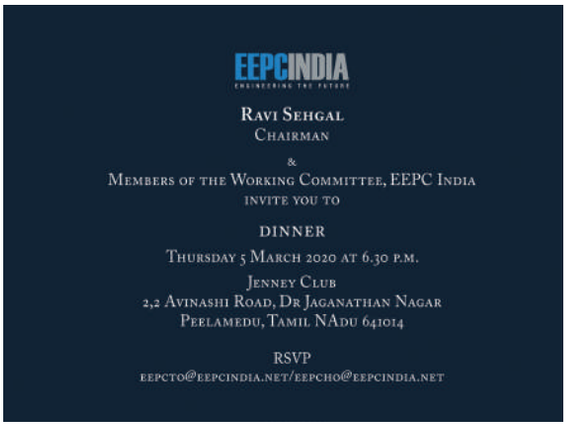
Luggage Tag



Non VIP Badge



Three Day Programme Booklet

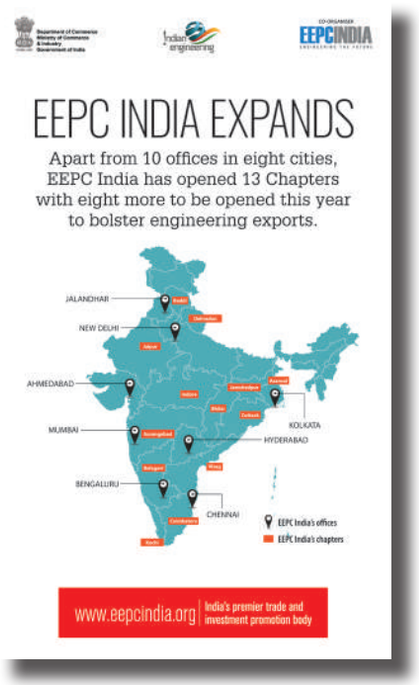


Dinner Invite

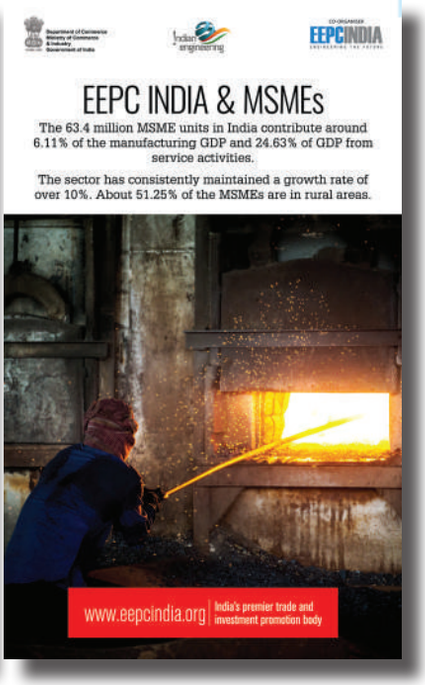


Badge

Posters


EEPC INDIA EXPANDS
Apart from 10 offices in eight cities, EEPC India has opened 13 Chapters with eight more to be opened this year to bolster engineering exports.
JALANDHAR
NEW DELHI
AHMEDABAD
MUMBAI
KOLKATA
HYDERABAD
BENGALURU
CHENNAI
EEPC India's offices
EEPC India's chapters
www.eepcindia.org
India's premier trade and investment promotion body


EEPC INDIA'S TECH DRIVE
EEPC India, as an implementation agency of the Government of India's Technological Upgradation drive, is the first export promotion council to open in-house Technology Centres in Bengaluru and Kolkata.
www.eepcindia.org
India's premier trade and investment promotion body


EEPC INDIA & MSMEs
The 63.4 million MSME units in India contribute around 6.11% of the manufacturing GDP and 24.63% of GDP from service activities.
The sector has consistently maintained a growth rate of over 10%. About 51.25% of the MSMEs are in rural areas.
www.eepcindia.org
India's premier trade and investment promotion body

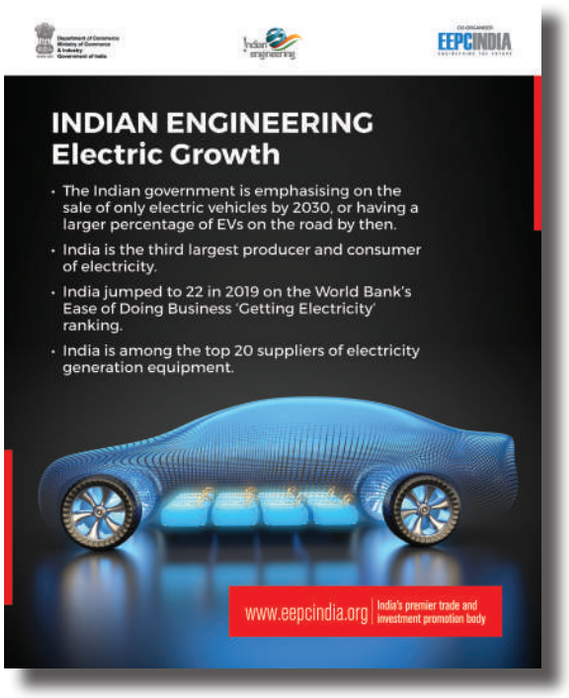

EEPC INDIA'S DIGITAL INTERFACES
SOCIAL MEDIA
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#SMART ENGINEERING
www.iesshow.in
INTERNATIONAL ENGINEERING SOURCING SHOW | 4-5-6 MARCH, 2020
Codissia Trade Fair Complex, Coimbatore, India
Year-wise IESS Timeline
2012
2013
2014
2015
2016
2017
2018
2019
2020
IESS IX first time in Tier II City, 4-6 March Coimbatore
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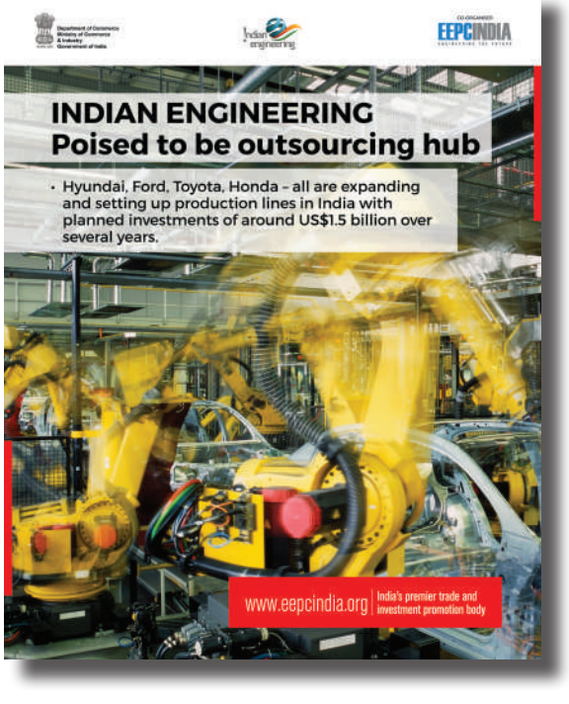

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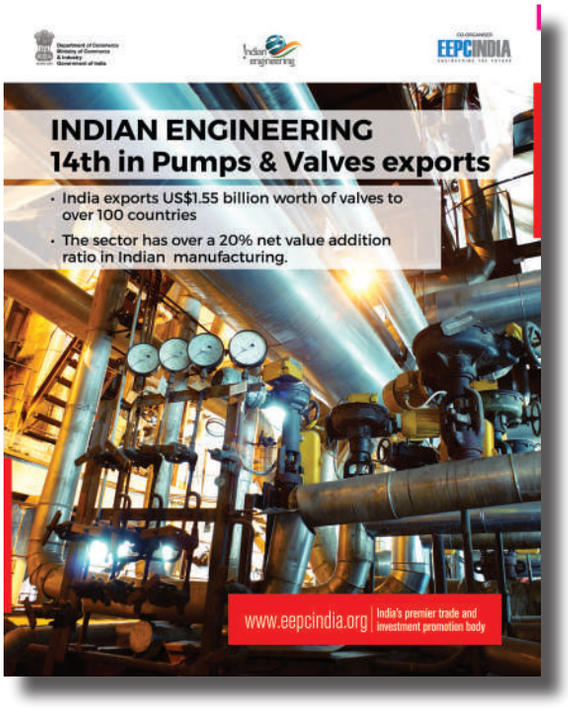
EEPCINDIA
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IESS IX
International Engineering Sourcing Show
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Prism Branding

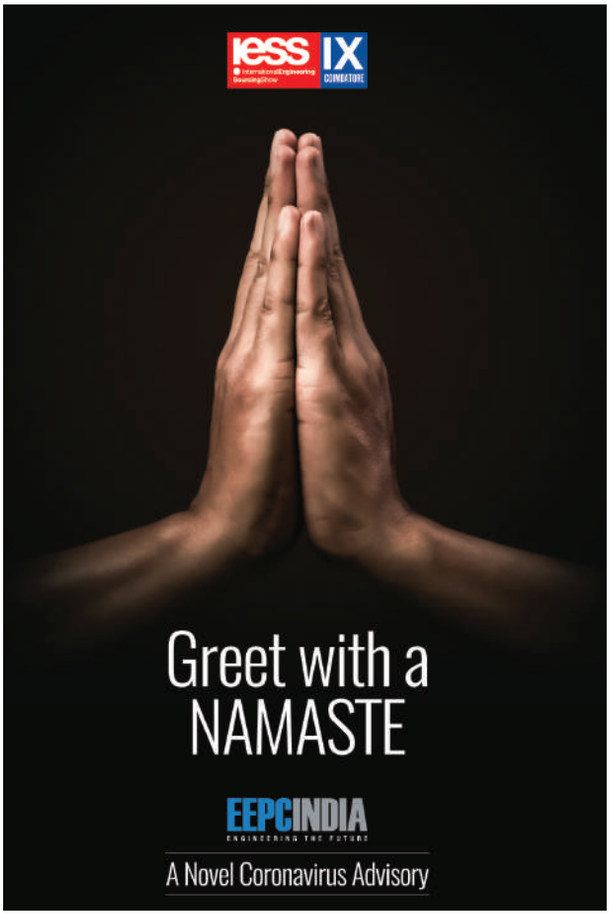


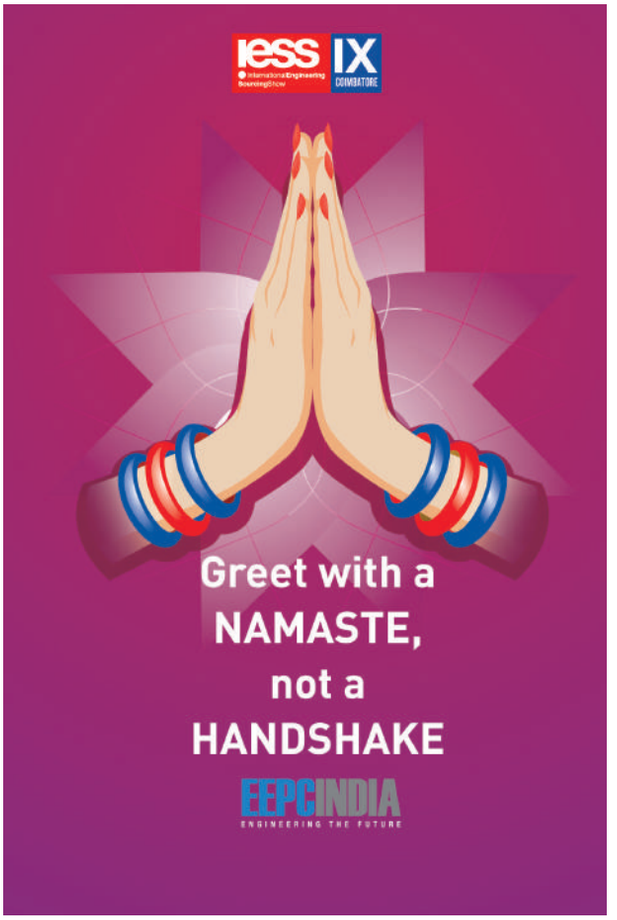




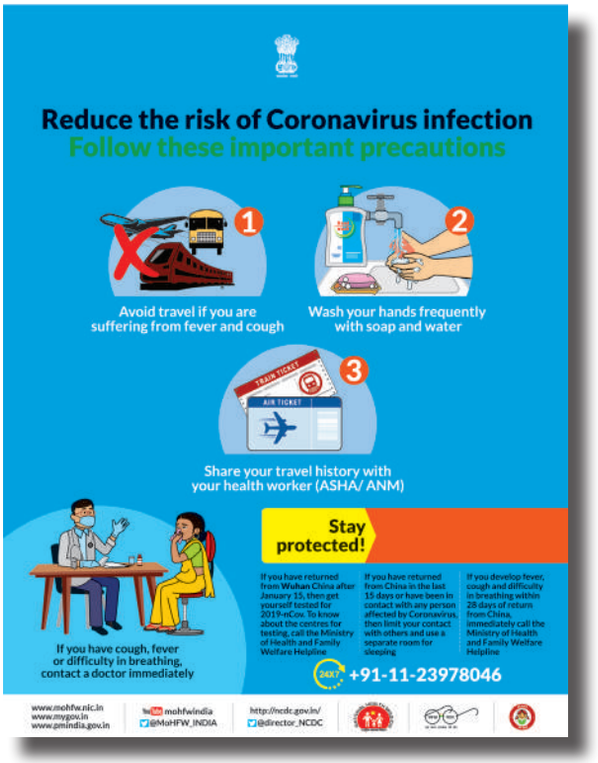


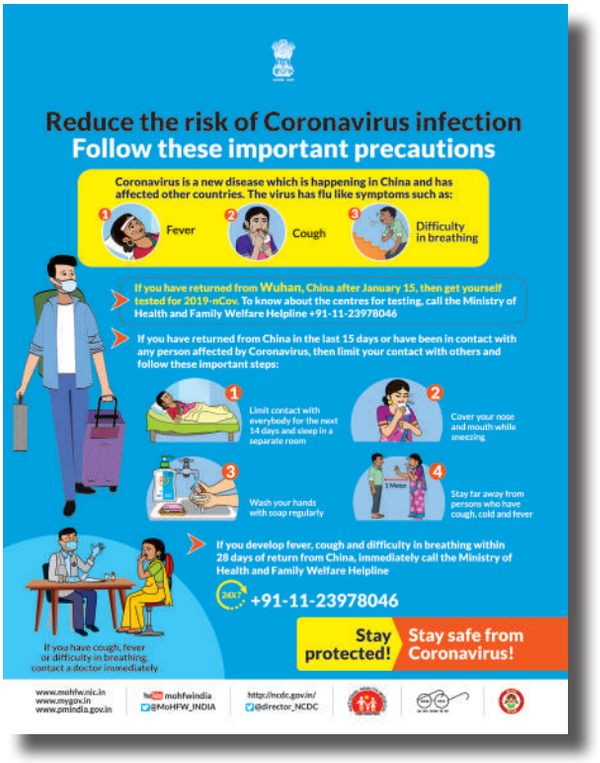


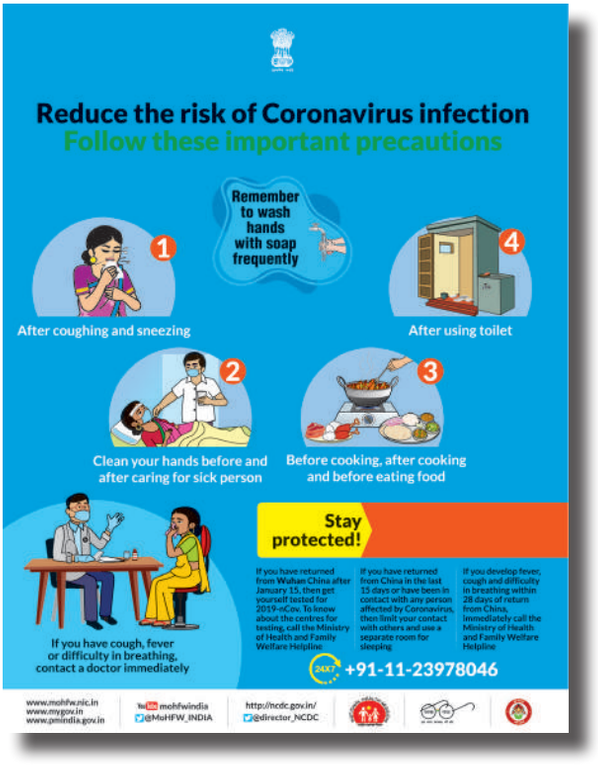

Greet with a
NAMASTE
EEPCINDIA
ENGINEERING THE FUTURE
A Novel Coronavirus Advisory


Greet with a
NAMASTE,
not a
HANDSHAKE
EEPCINDIA
ENGINEERING THE FUTURE

Posters for prevention from COVID 2019







PRESS & MEDIA

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





Media Coverage



இ.இ.பி.சி., வர்த்தக கண்காட்சி

2020 மார்ச்சில் நடத்த திட்டம்

கோவை, ஆக. 4-

இன்ஜி., பொருட்கள் ஏற்றுமதி மேம்பாட்டு கவுன்சில் இந்தியா (இ.இ.பி.சி) அமைப்பு சார்பில், கோவையில், வரும், 2020ம் ஆண்டு, மார்ச்சில் வர்த்தக கண்காட்சி நடத்தப்படுகிறது.

இதன் செயல் இயக்குனர் கரஞ்சன் குப்தா, இயக்குனர் ஷா, கோவை கிளை தலைவர் சந்திரசேகர் ஆகியோர் கூறியதாவது:

இதுவரை, மும்பை மற்றும் சென்னையில் வர்த்தக கண்காட்சிகள் நடத்தப்பட்டுள்ளன. முதல்முறையாக, இரண்டாம் நிலை நகரான கோவையில், வரும், 2020ம் ஆண்டு, மார்ச், 4 முதல், 6 வரை, கொடிசியாவில் வர்த்தக கண்காட்சி நடத்த உள்ளோம்.

ஜவுளி, பம்ப்செட், ஆட்டோமொபைல்ஸ் ஸ்பேர் பார்ட்ஸ், காஸ்டிங், வெட்கிரைண்டர் உள்ளிட்ட பல்வேறு பொருட்கள் உற்பத்தி செய்வதில், சிறந்து விளங்குகிறது.

ஒரு லட்சத்துக்கும் மேற்பட்ட குறு, சிறு தொழில் நிறுவனங்கள் இம்மாவட்டத்தில் பல்வேறு பகுதிகளில் இயங்கி வருகின்றன.

இதன் காரணமாகவே, இங்கு கண்காட்சி நடத்த தேர்வு செய்துள்ளோம். 350க்கும் மேற்பட்ட ஸ்டால்கள் இடம்பெறும்; 400க்கும் அதிகமான வெளி நாட்டு இன்ஜி., தொழில் துறை சார்ந்த வர்த்தகர்கள் பங்கேற்க உள்ளனர்.

'மேக் இன் இந்தியா', 'பிராண்ட் இந்தியா இன் ஜினியரிங்' உள்ளிட்ட திட்டங்களை மத்திய அரசு அமல்படுத்தியிருக்கிறது. இத்திட்டங்களையே, கண்காட்சி குறிக்கோளாக வைத்துள்ளோம்.

இவ்வாறு, அவர்கள் கூறினர்.

Dinamalar Aug 4th 2019



கோவையில் முதன்முறையாக சர்வதேச பொறியியல் கண்காட்சி

2020 மார்ச்சில் நடைபெறுகிறது

கோவை, ஜூலை 31: பொறியியல் ஏற்றுமதி மேம்பாட்டுக் கவுன்சில் (இஇபிசி) சார்பில் கோவையில் முதன் முறையாக சர்வதேச பொறியியல் கண்காட்சி (ஐஇஎஸ்எஸ்) அடுத்த ஆண்டு மார்ச் 4 முதல் 6 ஆம் தேதி வரை கொடிசியா வளாகத்தில் நடைபெறுகிறது.

இதுகுறித்து பொறியியல் ஏற்றுமதி மேம்பாட்டுக் கவுன்சில் (இஇபிசி) முன்னாள் தலைவரும், கண்காட்சித் தலைவருமான ராகேஷ் ஷா கோவையில் புதன்கிழமைசெய்தியாளர்களிடம் கூறியதாவது:

1955-ஆம் ஆண்டு அமைக்கப்பட்ட பொறியியல் ஏற்றுமதி மேம்பாட்டுக் கவுன்சிலில் இந்தியா முழுவதும் 13 ஆயிரம் பேர் உறுப்பினர்களாக உள்ளனர். இதில், தமிழ்நாட்டில் 1,500 பேரும், கோவையில் 700 பேரும் உறுப்பினர்களாக உள்ளனர். இதுவரை பொறியியல் ஏற்றுமதி மேம்பாட்டு கவுன்சில் மூலம் மும்பை, சென்னையில் 8 முறை சர்வதேச பொறியியல் கண்காட்சி நடைபெற்றுள்ளது. 9-ஆவது சர்வதேச பொறியியல் கண்காட்சி கோவையில் உள்ள கொடிசியா வளாகத்தில் அடுத்த ஆண்டு (2020) மார்ச் 4, 5, 6 ஆகிய 3 தேதிகளில் நடத்தப்படுகிறது.

தமிழகத்தில் உள்ள மாவட்டங்களில், தொழில்துறையில் அதிவேகமாக வளர்ச்சி பெற்று வரும் நகரமாக கோவை உள்ளதாலும், வெட்கிரைண்டர், மோட்டார், பம்ப்செட் உற்பத்தியில் சிறந்து விளங்கும் மாவட்டமாகவும், 1 லட்சத்துக்கும் மேற்பட்ட சிறு, குறு, நடுத்தரத் தொழில் நிறுவனங்கள் உள்ள மாவட்டமாகவும் உள்ளதால் கோவையில் இந்தக் கண்காட்சி நடத்தப்படுகிறது.

இந்தக் கண்காட்சியில் மலேசியா, சிங்கப்பூர், இலங்கை, ஐக்கிய அரபு அமீரகம், தாய்லாந்து, தைவான், ஜெர்மனி, பெல்ஜியம், கனடா, ஐக்கிய ராஜ்ஜியம் உள்ளிட்ட 50 நாடுகளில் உள்ள 400 நிறுவனங்களைச் சேர்ந்த பிரதிநிதிகள், இந்தியாவில் உள்ள பல்வேறு மாநிலங்களில் இருந்து 300-க்கும் மேற்பட்ட நிறுவனங்கள் பங்கேற்கின்றன. இந்தக் கண்காட்சி மூலமாக கோவையில் உள்ள சிறு, குறு, நடுத்தர நிறுவனங்களுக்கு சர்வதேச நிறுவனங்களின் அறிமுகம் கிடைக்கும். அதன் மூலம் இங்குள்ள தொழிலதிபர்களுக்கு சர்வதேச ஏற்றுமதி வாய்ப்பும் கிடைக்கும் என்றார்.

பேட்டியின்போது பொறியியல் ஏற்றுமதி மேம்பாட்டுக் கவுன்சிலின் நிர்வாக இயக்குநர் கரஞ்சன் குப்தா, மாநில ஒருங்கிணைப்பாளர் சந்திரசேகர், கொடிசியா தலைவர் ராமமூர்த்தி, சிமா நிர்வாகிகள் கிருஷ்ணகுமார், கார்த்திக் உள்பட பலர் உடனிருந்தனர்.

தினமணி Thu, 01 August 2019 https://epaper.dinamani.com/c/42030390

Dinamani

IN 2020

EEPC, India to host engineering expo at Kovai

EXPRESS NEWS SERVICE
@ Coimbatore

ENGINEERING Exports Promotion Council of India (EEPC) would conducting an engineering expo for the first time in the city in March 2020.

EEPC India Executive Director Suranjan Gupta, Director (publicity and exhibitions) Shah, Coimbatore chapter president S Chandrasekar, while addressing media persons on Tuesday said, "So far we have successfully conducted five engineering shows at Mumbai and three at Chennai. Now, for the first time we have decided to conduct our expo in a non metro city. The expo will be held at Codissia Trade fair complex between March 4 and March 6."

Apart from the Ministry of Commerce and Industry, the expo would be jointly conducted by Department of Scientific and Industrial Research (DSIR), Department of Heavy Industry and Department of MSME. CSIR labs, Indian Institute of Technologies(IIT) in Delhi, Mumbai, Chennai and Ropar, they said.

New Indian Express Aug 1st 2019

Curtain Raiser Press Meet — February 28th, 2020, Rain Tree Hotel , Chennai



Dr.Rajendra Kumar ,IAS Principal Secy to Gov't. MSME Dept. Govt of Tamil Nadu at the podium and on the dais from L - , Mr C H Nadiger, Regional Director (SR), EEPC India, Mr.T .P.Rajesh, IAS,MD , MTIPB - MSME Trade And Investment Promotion Bureau, Govt Of Tamil Nadu, Mr Ravi Sehgal, Chairman, EEPC India, Jayant Nadiger , Trade and Investment Commissioner, Flanders region ,Belgium and Dr. S. Chandrashekar, Convener, EEPC India



Mr Ravi Sehgal, Chairman, EEPC India, at the podium and on the dais from L - , Mr C H Nadiger, Regional Director (SR), EEPC India, Mr.T .P.Rajesh, IAS,MD , MTIPB - MSME Trade And Investment Promotion Bureau, Govt Of Tamil Nadu, Dr.Rajendra Kumar ,IAS Principal Secy to Gov't. MSME Dept. Govt of Tamil Nadu Mr Jayant Nadiger , Trade and Investment Commissioner, Flanders region ,Belgium and Dr. S. Chandrashekar, Convener, EEPC India



Audience

EEPC to hold engineering show in Coimbatore for first time

STAFF REPORTER
COIMBATORE

The International Engineering Sourcing Show (IESS) will be held in Coimbatore for the first time --from March 4 to 6 next year -- the Engineering Export Promotion Council (EEPC) India announced on Wednesday. This is the ninth edition of the show, and the previous ones were held in Mumbai and Chennai.

Rakesh Shah, Chairman - Publicity, Exhibition and Delegation Committee and former Chairman of EEPC India, told presspersons that this was the first time that a "non-metro" city was chosen to hold the show. "Metros are not necessarily the industrial hubs," he said, highlighting the various industries present in Coimbatore.

On whether the future editions of IESS will focus on non-metro cities, Mr. Shah replied in the affirmative, saying that EEPC India would open 15 of its chapters in Tier-II and Tier-III cities this year. "Smaller towns and cities will be the industrial hubs of tomorrow," he said.

The theme of the forthcoming edition of IESS will be "Smart Engineering", Mr. Shah said. About 400 delegates from over 50 countries will participate in the show, where buyers and sellers can have a one-on-one interaction, Mr. Shah said.

S. Chandrasekar, Convenor & Chairman, EEPC India - Coimbatore Chapter, said the show in Coimbatore would be held at CODISSIA Trade Fair Complex. Over 300 Indian delegates would also participate, he said.

The sixth, seventh and eighth editions of IESS, which were held in Chennai, saw more than 21,000 business queries valued over $14.14 million and the signing of eight Memoranda of Understanding, according to a press release. More than 60% of the members of EEPC India belong to the Micro, Small and Medium Enterprises, for which IESS would provide a platform to reach the global engineering forum in India.

Suranjan Gupta, Executive Director of EEPC India, was present at the press briefing.

The Hindu Aug 1st 2019



2 REGION

Engineering exporters a worried lot

Due to demand drop in the domestic automobile industry

M. SOUNDARIYA PREETHA
COIMBATORE

Factors such as slowdown of the US and German economies and demand drop in the domestic automobile industry have created fear among the engineering exporters, said Rakesh Shah, former Chairman of EEPC India.

Mr. Shah, who was in the city recently, told *The Hindu* that nearly 20 % of the India's engineering exports are to the US. Apart from its economy weakening, the US has also removed the GSP (Generalised System of Preferences) and is levying fresh duties on Indian goods. This will affect export of low value products. Engineering exports dropped by 9 % in June as against 17 % growth last June.

"Overall, the industry is worried. Hence, the Government should handle the situation with care. Any sudden changes now (in policies) will affect the industry," he said.

Engineering exports require credit and raw materials, especially steel, at international price and better infrastructure to be competitive. Infrastructure development will take place over a period of time.

Regarding steel, Mr. Shah said that following a meeting of the steel manufacturers with the Commerce Minister, it is now proposed that they will supply steel to the engineering exporters at export price as supply to domestic customers now is at a price different from that for exports. The engineering exporters will apply for advanced authorisation and pass on the benefits to the steel manufacturers. A scheme is being determined and it will be finalised in a month. The EEPC India is trying to consolidate the demand for steel from the exporters.

"We would handhold the exporters and work on the scheme," he said. For job workers, the job providers can buy the steel at the export price and give it to them.

On the credit front, the government is looking at removing the interest subvention scheme and having a uniform scheme for MSMEs. The EEPC India expects relief for the exporters from it.

On domestic Automobile Industry

Pre Event Media Coverage in Electronic Media



EEPC India Press Meet on IESS IX, covered by Ullatchi Arasu



EEPC India Press Meet on IESS IX, covered by One Tamil TV

Press Meet on 4th March



Mr. Ravi Sehgal. Chairman EEPC, India, Dr. Rajendra Kumar, Principal Secretary, MSME Dept., Government of Tamil Nadu and Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamilnadu in the middle of a press meet







Mr. Ravi Sehgal. Chairman EEPC, India briefing the press.

Media Coverage Post Event

₹80 cr bio-tech park to come up at TNAU

COIMBATORE: A biotechnology park will soon be set up at the Tamil Nadu Agricultural University (TNAU) campus here, Industries minister M.C. Sampath said on Wednesday.

The 12-floor facility will also have an information technology segment and Chief Minister K. Palaniswami will inaugurate it soon, he told reporters here.

To a query on the progress of the Defence Corridor project here, Sampath said a special cell would be formed to look into it. Stressing the point that the government was planning to set up another industrial park around Perundurai, the minister said it could accommodate small industries from Coimbatore region.

Asked about the impact on coir exports from Pollachi, due to coronavirus, Sampath said the issue was taken up with the Chief Minister. Sampath was here to inaugurate the three-day ninth International Engineering Sourcing show organised by Enginering Export Promotion Council. He claimed that despite global economic slowdown, Tamil Nadu was attracting more investments and become a preferred destination. To another question, Sampath said investments worth Rs 8,035 crore from 41 firms were attracted after Chief Minister's foreign tour, resulting in creation of over 26,000 jobs.

Earlier, addressing the show, Sampath noted that the state stood third in engineering exports and the government was focusing on developing MSME sector to boost exports. The state has signed 304 MoUs for various projects during the Global Investors Meet 2019, out of which 209 are under operation, he added. In his speech, Tamil Nadu Rural Industries and MSME minister, P Benjamin, said small industries have witnessed an investment of Rs 17,810 crore by 11,508 industries, benefiting more than 1lakh employees. Of the 36 industrial parks announced in the last nine years, 23 had become functional, he added.

–PTI

Deccan Chronicle March 5th

Kovai hosts 9th edition of IESS

DC CORRESPONDENT
COIMBATORE, MARCH 4

The ninth edition of International Engineering Sourcing Show (IESS) began at Codissia trade fair complex here on Wednesday.

The three-day event organised by Engineering Export Promotion Council (EEPC) was inaugurated by Minister for Industries M.C. Sampath and Minister for Rural Industries and MSME, P. Benjamin.

Speaking at the event, EEPC India chairman Ravi Sehgal said, "In the Southern region, this would be the fourth in a row. Schlumberger of the US, SAGE Group of Australia and Indian PSUs including Vizag Steel, GRSE and the Indian Railways would be actively participating in the event.

They are not only showcasing their technological strength but also sharing the best and contemporary manufacturing trends."

According to Ravi Sehgal, the event has four main themes of subcontracting, industrial electrical machinery, metal and shop floor and innovation technology which are critical components of the engineering value chain.

He said, "This year's IESS is taking place in the background of challenging global economic environment. However, it would provide an opportunity for the participants to brainstorm and come up with out of box solutions to meet head winds like impact of Coronavirus on trade, economic slowdown and protectionist measures being resorted by several leading economies of the world."

Commenting on the importance of the Coimbatore industry, Ravi said, "The city has emerged as the major engineering industrial hub of the country known as the 'textile capital' or the 'Manchester of South', Coimbatore has also built its reputation as 'lump city', contributing 50 percent of the national motor and pump supply and 30 percent of auto component requirements of auto majors like Maruti and TATA Motors.

He also said, "Around 16 companies from Malaysia, 125 from Tamil Nadu and 41 companies from partner state Uttar Pradesh are taking part in the show. Besides various companies from Haryana, Jharkhand, Uttarakhand, West Bengal, Karnataka, Himachal Pradesh and Madhya Pradesh, have also booked spaces."

"Office of the Principal Scientific Adviser to the Government of India is also associated with the show. There would be 50 speakers across 10 thematic sessions, 500 delegates from 60 nations," he added.

Commerce secretary, Department of Commerce, Government of India, Anup Wadhawan, principal secretary of MSME Department, Tamil Nadu, Rajendra Kumar and Deputy CEO, MARII (Malaysia Automotive, Robotics and IoT Institute) Azhar Talib, were also present.



Minister for Industries, M C Sampath and Minister for Rural Industries and MSME, P Benjamin, at the inauguration of the International Engineering Sourcing Show (IESS) at Codissia trade fair complex in Coimbatore on Wednesday. —DC

Deccan Chronicl March 5th

கோவையில் சர்வதேச இன்ஜினியரிங் கண்காட்சி

ராணுவ தளவாட பொருட்கள் உட்பட அரங்குகள் அசத்தல்



'கொரோனா அச்சம் தேவையில்லை'



Dinamalar March 5th



300 நிறுவனங்கள்; 50 நிபுணர்கள்; நவீன இயந்திரங்கள்

`சீனாவின் கரோனா பாதிப்பால்
இந்திய இன்ஜினியரிங் துறைக்கு வாய்ப்பு'

Dinamalar March 6th

Engineering exports expected to be slightly lower than last year

'Several opportunities to improve trade between India and Malaysia'

SPECIAL CORRESPONDENT
COIMBATORE

Engineering exports from the country this year is expected to be slightly lower than last financial year, Ravi Sehgal, Chairman of EEPC India, said here on Wednesday.

Mr. Sehgal told pressperson after the inaugural of International Engineering Sourcing Show that the exports would be about 80 billion $. The last quarter of a financial year would see exports going up usually. By December 2019, the industry had a feeling that the markets had expanded and demand was increasing. However, with COVID-19 affecting several countries, there had been a slowdown in orders. This had an impact for nearly a month. India would start getting more orders from April, he said.

Buyers, especially those in the US and EU, wanted to shift their sourcing, at least partially, from China and hence their reliance on India would go up. Some of the engineering verticals where the Indian companies had an advantage were engines, pumps, valves, and engines. "We are telling people to build capacities," he said.

Regarding the sourcing expo, Mr. Sehgal said over 400 participants had showcased their products and representatives of 45 countries were visiting the event. The EEPC India had earlier estimated that about 530 overseas visitors would take part. About 20 to 30 had cancelled for various reasons. Nearly 50 people from China who had planned to visit had not. The three-day event would have seminars and B to B meetings. There were delegations from SAARC, CIS, and west Asian countries. Malaysia was the partner country and had a separate pavilion.

There were several opportunities to improve trade between India and Malaysia, said Azhar Taib, Deputy CEO of MARii. As part of the programme, MARii signed agreements with three institutions here.

The three-day event is on at CODISSIA Trade Fair Complex.

Hindu March 5th



New industrial estate at Perundurai in the works

It will come up on 1,000-acre area, says Industries Minister

M. SOUNDARIYA PREETHA
COIMBATORE

The government is planning to develop an industrial estate at Perundurai through the State Industries Promotion Corporation of Tamil Nadu (Sipcot), Industries Minister M.C. Sampath has said.

Inaugurating a three-day International Engineering Sourcing Show, organised by EEPC India here on Wednesday, he said the estate would come up on an area of more than 1,000 acres.

Addressing the media, he said the project would mark the second phase of the Perundurai industrial estate. The first phase was fully occupied. The second phase would house industries from different sectors, the Minister said.

The State government is focusing on Chennai and Coimbatore for industrial development. A Fintech City is being set up in Chennai at a cost of ₹270 crore. Ford has established a research and development facility at a cost of ₹1,500 crore in Chennai. The Chief Minister would inaugurate a biotechnology park in Coimbatore shortly. It would have 10 to 12 floors. A portion of the space would be dedicated to biotechnology while the rest would go to the IT sector. The park was developed at a cost of ₹80 crore.

On the Tamil Nadu Defence Corridor, Mr. Sampath said the State government would soon create a cell with a special officer. "We have a base for defence products. We should motivate the industry further and come out with schemes to [illegible]," he [illegible]

Industries Minister M.C. Sampath at the International Engineering Sourcing Show. M. PERIASAMY

In the midst of the COVID-19 outbreak, the coir industry in Pollachi is facing challenges due to a drop in coir fibre exports to China – its main buyer. When asked about this, Mr. Sampath said two rounds of discussions were held with the Chief Minister on this issue, and steps would soon be taken to ensure that the sector is not affected further.

Minister for Rural Industries and MSME P. Benjamin said the Tamil Nadu government was planning to set up industrial parks in Chennai, Kancheepuram, and Tiruvallur for micro enterprises. If there was such a demand for Coimbatore, it would be taken up with the Chief Minister, he said.

The State government has taken several steps to benefit MSMEs. The two global investors' summits that were held in the State have attracted ₹15,710 crore in investments from 11,058 MSMEs. Since May 2018, when the MSME single window portal was launched, 84 approvals have been provided online.

Union Commerce Secretary Anup Wadhawan said that for the country to achieve the $1-trillion export target, collective efforts were needed. The country should have an investor- and manufacturing sector-friendly environment. The Central government had taken several steps to improve the ease of doing business. Special Economic Zones had been a success for some sectors. Similar state-of-the-art facilities were needed for manufacturing as well, he said.

The Centre had recently engaged with export promotion councils to discuss the impact of COVID-19. If there were any threats to the supply chain, the councils should address them, work jointly and source the required materials for their members, he said.

Rajendra Kumar, MSME secretary, Government of Tamil Nadu, said, "We have seen a significant jump in new MSMEs in the State this year. Tamil Nadu is a prime destination for investments."

Hindu March 5th

Industries urged to respond properly to developments in e-mobility space

SPECIAL CORRESPONDENT
COIMBATORE

With several developments on in the e-mobility space, there will be opportunities and challenges and the industry should respond to these properly, according to K. Suresh Kumar, Scientist, Office of the Principal Scientific Advisor to Government of India.

Speaking at a conference on "Scaling Up the Manufacturing and Adoption of Electric Vehicles in India", organised here on Thursday by EEPC India and Society for Smart E-Mobility as part of International Engineering Sourcing Show, Mr. Suresh Kumar said the government departments and ministries are working closely with the stakeholders and the government is also open to working with individual industrial units on e-mobility.

Countries such as Japan, Germany, the U.S. and to some extent Korea look into future of energy. At a global level, there are trial runs of Hydrogen-run vehicles too. At any point of time these technologies will co-exist. Some of the major automobile manuacturers have decided to focus on EV. In India, if reliable infrastructure is available, consumers will look at moving to the alternative vehicles, such as e-vehicles. A comprehensive survey and feasibility study also needs to be done in the country to see if there are sources for battery for e-vehicles. Currently, the batteries are assembled in the country.

Under FAME II Scheme, that gives subsidy for two wheeler e-vehicles, the plan is to give subsidy for one million vehicles in three years. There is a big opportunity for two wheelers in the e-mobility segment. Quite a few startups are also looking at the e-vehicle space,he said.

K.S. Mani, regional chairman (southern region) of EEPC India, said the demand for e-vehilces was largely driven by environmental concerns.

Hindu March 6th

Engineering show concludes

A three-day International Engineering Sourcing Show, organised by EEPC India, concluded here on Friday.

With the participation of 400 global and Indian exhibitors, the event attracted visitors from across the country and nearly 40 other countries.

According to a press release from the organisers, a session on "Open Industrial Innovation" was held on Friday. It was about reimagining the role of industries by combining manufacturing excellence with technology.

Curated case studies were presented and a panel discussion were organised as part of the session.

Several small and medium-scale enterprises (SMEs) connected with the best in the world in terms of value chain and technology, during the three-day event, the press release added.

Hindu March 8th

‘Economic slowdown not affecting Tamil Nadu’

EXPRESS NEWS SERVICE
@ Coimbatore

TAMIL Nadu continues to be the best State to start an industry, said Minister for Industries MC Sampath here on Wednesday.

While addressing the reporters after inaugurating the international engineering conference in the district, he said that global economic slowdown has not affected Tamil Nadu.

"On behalf of the State government, we thank the industrialists for conducting industrial exhibitions. Coimbatore continues to witness rapid growth in various manufacturing sectors, such as automobile components, motor pump sets, castings etc. Industrialists have started showing more interest in aerospace components, electric vehicle components manufacturing etc, which is highly appreciable. The government is also helping the industrialists in all ways. Next to Chennai, we give more priority to Coimbatore in industry-related initiatives," he added.

Replying to a query on delay in establishing defence innovation and incubation centre at Coimbatore, he said, "The works have been geared up and soon it will be established."

Speaking about the outcome of global investors meet in the district, he said, "There are some industries such as Roots which have started new units in the district."

More than ₹8,000 crore valued investments have been approved to our State, following the Chief Minister's visit to various foreign countries, which will give employment opportunity to more than 25,000 peoples, Minister added.

Minister for Rural Industries and MSME P Benjamin while addressing a question on establishing industrial estates exclusively for micro industries said that they have successfully implemented similar schemes in Chennai and surrounding districts. Soon steps would be taken to help micro industrialists request to get fulfilled, he added.



Minister for Industries M C Sampath, Minister for Rural Industries & MSME P Benjamin, Commerce Secretary Anup Wadhawan, viewing one of the stalls after inaugurating International Engineering Sourcing Show IX at CODISSIA Trade Fair Complex in the City on Wednesday | U RAKESH KUMAR

THE INDIAN EXPRESS Thu, 05 March 2020 https://epaper.newindianexpress.com/c/4

Indian Express March 5th

தமிழ் அஞ்சல்

பொறியியல் ஏற்றுமதி மேம்பாட்டு கழகம் சார்பில் சர்வதேச பொறியியல் கண்காட்சி தொடக்கம்

கோவை, மார்ச். 5- பொறியியல் ஏற்றுமதி மேம்பாட்டு கழகத்தின் சார்பில் சர்வதேச பொறியியல் கண்காட்சி கோவை கொடிசியாவில் இன்று காலை தொடங்கியது. கண்காட்சியினை தமிழக தொழில்துறை அமைச்சர் எம்.சி. சம்பத், ஊரக வளர்ச்சி மற்றும் கிராமப்புற தொழில் துறை அமைச்சர் பெரியசாமி, மத்திய அரசின் வர்த்தக துறை செயலாளர் அனுப் வாதவன், தமிழக அரசின் சிறு குறு மற்றும் நடுத்தர தொழில் முயற்சிகள் துறைக்கான முதன்மை செயலாளர் டாக்டர் ராஜேந்திர குமார் மற்றும் மார்ஜுஜ நிறுவனத்தின் துணை நிர்வாக அதிகாரி ஆசார் தைப் ஆகியோர் கலந்து கொண்டு கண்காட்சியை தொடங்கி வைத்தனர். நிகழ்ச்சியில் இ.இ.பி.சி இந்தியாவின் தலைவர் ரவி வரவேற்புரையாற்றினார். பின்னர் அமைச்சர் எம்.சி. சம்பத் நிருபர்களுக்கு அளித்த பேட்டியில் கூறியதாவது, இந்த கண்காட்சியில் மொத்தம் 467 அரங்குகள் அமைக்கப்பட்டுள்ளது. 47 நாடுகள் பங்கேற்றுள்ளன. மோட்டார் பம்ப்செட், ஆட்டோமொபைல், இரானுவம் ஆகிய துறையில் முன்னணி வகிக்கும் நிறுவனங்கள் இக்கண்காட்சியில் உள்ளது. அதிகளவில் சென்னையில் ரூ.250 கோடி மதிப்பில் புதிய தொழில்துப்பங்களை ஊக்குவிக்கும் நிட்டம் அறிவிக்கப்பட்டுள்ளது. கோவையில் 80 கோடி மதிப்பீட்டில் பையோ டெக் பார்க் 12 மாடியில்



அமைக்கப்பட்டுள்ளது. தமிழக அரசு சார்பில் இரானுவ தொழிலுக்கென புதிய செல் அமைக்கப்பட உள்ளது. உலக பொருளாதார மந்த நிலையிலும், தமிழ்நாடு அதிகளவில் முதலீடுகளை ஈர்க்கும் மாநிலமாக உள்ளது. முதல்வர் வெளிநாட்டு சுற்றுப்பயணத்தினால் 8035 கோடி முதலீட்டில் 41 நிறுவனங்கள் வந்துள்ளது எனவும் 26 ஆயிரம் பேருக்கு வேலைவாய்ப்பு உருவாகியுள்ளது, கொரோனா பாதிப்பால் பொள்ளாச்சி தென்னை நார் தொழிற்துறையில் பாதிப்பு ஏற்பட்டுள்ளது தொடர்பாக துணை முதல்வர், மூத்த அமைச்சர்கள் மூலம் முதல்வரிடம் 2 முறை கலந்து ஆலோசிக்கப்பட்டுள்ளது. இனிமேல் பாதிப்பு ஏற்படாதவாறு இருக்க நடவடிக்கை எடுக்கப்படும் என்றார்.

Tamil Anjal Daily March 5th

India Inc stands to gain from Chinese industrial slump: Trade body captain

TIMES NEWS NETWORK

Coimbatore: As the Chinese industry is facing a slump due to the new coronavirus outbreak, India is in a favourable position as it can cater to the global markets that were dependent on China, Ravi Sehgal, chairman of the Engineering Export Promotion Council (EEPC), said here on Wednesday.

"The short-term impact of the outbreak is negative. Buyers are cautious and buying has been reduced due to the travel ban. But in long term, it would be favourable to India," Sehgal, who was in the city to take part in the three-day Ninth International Engineering Sourcing Show organised by EEPC, said. "European and American customers have informed our exporters that they wanted to shift many capacities out of China to India. Where somebody was relying on China for their industrial needs, and now, 30-40% in India



The global market would partly turn to India for products such as engines, machines, valves and pumps on which China had a monopoly. Coimbatore has a definite advantage

RAVI SEHGAL
Chairman | Engineering Export Promotion Council

now their dependence would go up to 25%-30% and in some cases, up to 50%."

This is a positive impact, which will help India, the official said. "We are telling exporters to build their capacities to be prepared to meet the demand. Primarily, infrastructure sectors of the US and Europe, which consume iron and steel for maintenance and growth, rely a lot on China. It is going to shift to India. Apart from this, the global market would partly turn to India for products such as engines, machines, valves and pumps on which China had a monopoly. Coimbatore has a definite advantage," he said.

Due to this, Sehgal said, the council expected the recessionary trends of 2019 will be made up in the second half of 2020. "After the slowdown, which happened in January-February, we are going to see a pick-up in April. Even if we are slightly below the last year's level, it would be a booster in the April-June quarter."

The world market, which depended on China for infrastructure casting and automobile sector casting, would be affected. "But India has sufficient capacity. Most of the Indian plants that are running at low capacity due to recessionary trends in 2019 are going to smash on this and fill up their capacity," he said.

"We had informed the government and authorities about our foreign representatives, who had landed in Mumbai, Chennai and Delhi airports. They would have been screened for the virus. We will provide hand sanitisers and masks to the visitors and participants," Sehgal added.

Earlier, speaking about the slump in auto exports due to the virus outbreak, minister for industries M C Sampath and minister for rural industries P Benjamin said they would take steps to maintain exports.

As many as 467 industries from 45 countries have put up stalls at the event. Though Chinese representatives were expected to attend, the organisers discouraged them in view of the virus outbreak.

TOI March 5th



Minister inaugurates EEPC India's global engineering expo in Coimbatore

Coimbatore, March 5: International Engineering Sourcing Show (IESS) IX , the flagship annual exhibition of EEPC India was declared open in the textile and engineering city of Coimbatore with the participation of 400 global and Indian exhibitors ranging from well-known international engineering giants to Small and Medium Enterprises who would connect with the best in the world in terms of value chain and technology technology.

The IESS was inaugurated by State Minister for Industries M.C. Sampath, Minister for Rural Industries and MSME, P Benjamin and Commerce Secretary, Department of Commerce, Government of India, Anup Wadhawan, Principal Secretary to Government, MSME Department, Government of Tamil Nadu, Dr Rajendra Kumar, Deputy CEO, MARii(Malaysia Automotive, Robotics & IoT Institute) Azhar Taib.

Wadhawan said IESS has moved to one of the fastest growing Tier II cities with respect to engineering. Coimbatore or Kovai, is the Pump City, meeting 50% of national motor and pump supply, 30 % auto component. Union Commerce Secretary, EEPC India Chairman Ravi Sehgal said , this year's would be the ninth edition of the IESS . In the Southern Region, this would be the fourth in a row,. Schlumberger of the US, SAGE Group of Australia and Indian PSUs including Vizag Steel, GRSE and Indian Railways would be actively participating in the event, not only showcasing their technological strength but also sharing the best and contemporary manufacturing trends.

'Subcontracting', 'Industrial & Electrical Machinery', 'Metal and Shop Floor' and 'Innovation & Technology' are the four broad theme of this edition of IESS, all of which are critical components of the engineering value chain.

" This year's IESS is taking place in the background of challenging global economic environment . However, it would provide opportunity for the participants to brainstorm and come up with out of box solutions to meet head winds like impact of Coronavirus on trade, economic slowdown and protectionist measures being resorted by several leading economies of the world, " said Mr Sehgal.

Around 16 companies from Malaysia, 125 from Tamil Nadu, 41 companies from Partner State Pavilion (UP) ,25 from Haryana, 3 from Jharkhand, 10- Uttarakhand, 7-West Bengal, 6- Karnataka, 12 Himachal Pradesh, 15 from Madhya Pradesh have booked spaces along with a separate display pavilion from the respective State Governments.

Malaysia would the the Partner Country for the second time, Flanders from Belgium as Focus Region and UP would be the Partner State. Haryana, Jharkhand, Uttarakhand, West Bengal, Madhya Pradesh, Karnataka, Himachal Pradesh, Gujarat and Jammu Kashmir are the Focus States. The IESS is actively supported by Department of Commerce, Union Ministry of Commerce and Industry, Department of Heavy Industry,Ministry Of MSME and Department of Atomic Energy have confirmed their support to the event. Office of Principal Scientific Adviser to the Government of India is also associated with the show.

Trinity Mirror March 6th

'Indian firms can step in as China copes with Covid'

TIMES NEWS NETWORK

Coimbatore: As the Chinese industry is facing a slump due to the novel coronavirus outbreak, India is in a favourable position as it can cater to the global markets that were dependent on China, Ravi Sehgal, chairman of the Engineering Export Promotion Council (EEPC), said here on Wednesday.

"The short-term impact of the outbreak is negative. Buyers are cautious and buying has been reduced due to the travel ban. But in the long term, it would be favourable to India," Sehgal, who was in the city to take part in the three-day Ninth International Engineering Sourcing Show organised by EEPC, said. "European and American customers have informed our exporters that they wanted to shift more capacities out of China to India. Where somebody was relying on China for 80% their industrial needs, and only 10%-15% on India, now their dependence would go up to 25%-30% and in some cases, up to 50%."

This is a positive impact, which will help India, the official said. "We are telling exporters to build their capacities to be prepared to meet the demand. Primarily, infrastructure sectors of the US and Europe, which consume iron and steel for maintenance and growth, rely a lot on China. It is going to shift to India. Apart from this, the global market would partly turn to India for products such as engines, machines, valves and pumps on which China had a monopoly. Coimbatore has a definite advantage," he said.

Due to this, Sehgal said, the council expected the recessionary trends of 2019 will be made up in the second half of 2020. "After the slowdown, which happened in January-February, we are going to see a pick-up in April. Even if we are slightly below the last year's level, it would be a booster in the April-June quarter."

The world market, which depended on China for infrastructure casting and automobile sector casting, would be affected. "But India has sufficient capacity. Most of the Indian plants that are running at low capacity due to recessionary trends in 2019 are going to encash on this and fill up their capacity," he said.

TOI March 5th

05-03-2020 தமிழக நியூஸ்

பொறியியல் ஏற்றுமதி மேம்பாட்டு கழகம் சார்பில் சர்வதேச பொறியியல் கண்காட்சி கோவையில் தொடக்கம்





Tamilaka News March 5th

Global Engineering fair organised by EEPC India Coimbatore



CORRESPONDENT

Coimbatore:

March International Engineering Sourcing Show (IESS) IX , the flagship annual exhibition of EEPC India , opened in the textile and engineering city of Coimbatore today with participation of 400 global and Indian exhibitors ranging from well-known international engineering giants to Small and Medium Enterprises who would connect with the best in the world in terms of value chain and technology technology in the next two days.

The IESS was inaugurated by Hon'ble Minister for Industries, Government of Tamil Nadu, Thiru M.C. Sampath; Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu, Thiru P Benjamin and Commerce Secretary, Department of Commerce, Government of India, Mr Anup Wadhawan; Principal Secretary to Government, MSME Department, Government of Tamil Nadu, Dr Rajendra Kumar; Deputy CEO, MARii(Malaysia Automotive, Robotics & IoT Institute) Mr Azhar Taib

Mr Wadhawan said IESS has moved to one of the fastest growing Tier II cities with respect to engineering.

Coimbatore or Kovai, is the Pump City, meeting 50% of national motor and pump supply, 30 % auto component Welcoming the honourable Tamil Nadu ministers, ...and the Union Commerce Secretary, EEPC India Chairman, Mr Ravi Sehgal said , this year's would be the ninth edition of the IESS . In the Southern Region, this would be the fourth in a row,. Schlumberger of the US, SAGE Group of Australia and Indian PSUs including Vizag Steel, GRSE and Indian Railways would be actively participating in the event, not only showcasing their technological strength but also sharing the best and contemporary manufacturing trends.

Southern Mail March 6th

ആഗോള സാമ്പത്തികമാന്ദ്യം തമിഴ്നാടിനെ ബാധിച്ചില്ലെന്ന് മന്ത്രി



കൊഡിഷ്യയിലെ ഇന്റർ നാഷണൽ എഞ്ചിനിയറിങ് കോൺഫ്രൻസ് വ്യവസായ മന്ത്രി എം.സി. സമ്പത്ത് ഉദ്ഘാടനം ചെയ്യുന്നു

കോയമ്പത്തൂർ ▸ ആഗോളതലത്തിലെ സാമ്പത്തികമാന്ദ്യം തമിഴ്നാടിനെ ബാധിച്ചിട്ടില്ലെന്ന് വ്യവസായ മന്ത്രി എം.സി. സമ്പത്ത് പറഞ്ഞു.

വ്യവസായങ്ങൾ ആരംഭിക്കാൻ അനുയോജ്യമായ കാലാവസ്ഥ തമിഴ്നാട്ടിൽ നിലനിൽക്കുകയാണെന്ന് കൊഡിഷ്യയിൽ നടന്നുവരുന്ന മൂന്നുദിവസത്തെ അന്താരാഷ്ട്ര എൻജിനിയറിങ് കോൺഫ്രൻസ് ഉദ്ഘാടനം ചെയ്യുകൊണ്ട് അദ്ദേഹം പറഞ്ഞു.

സംസ്ഥാനത്ത് 8,000 കോടി രൂപ മുടക്കാൻ വ്യവസായികൾ സന്നദ്ധമായിട്ടുണ്ട്. കാൽലക്ഷം പേർക്ക് തൊഴിലവസരം സൃഷ്ടിക്കുന്നതാണ് അവരുടെ സംരംഭങ്ങൾ. വിദേശ കമ്പനികളും തമിഴ്നാട്ടിന്റെ വ്യവസായ വളർച്ചയിൽ വലിയ പങ്കാളിത്തം നൽകുന്നുണ്ട്.

ഗ്രാമീണ വ്യവസായ മന്ത്രി പി. ബെഞ്ചമിൻ, കോമേഴ്സ് സെക്രട്ടറി അനൂപ് വർധമാൻ എന്നിവർ പ്രസംഗിച്ചു. ചെറുകിട, ഇടത്തരം, മൈക്രോ വ്യവസായങ്ങളെയാണ് തമിഴ്നാട് പ്രോത്സാഹിപ്പിക്കുക. ഇതാണ് സംസ്ഥാനത്തിനും ജനങ്ങൾക്കും പ്രയോജനപ്രദമായി തീരുകയെന്ന് കോമേഴ്സ് സെക്രട്ടറി പറഞ്ഞു.



Mathrubhumi March 6th



சர்வதேச பொறியியல் மேம்பாட்டுக் கழகம் சார்பில் கோவை கொடிசியா வளாகத்தில் சர்வதேச பொறியியல் கண்காட்சி நேற்று துவங்கியது. இதை அமைச்சர்கள் எம்.சி.சம்பத், பெஞ்சமின் ஆகியோர் துவக்கி வைத்து பார்வையிட்டனர். அருகில் கலெக்டர் ராஜாமணி உள்ளார்.

ராணுவ தளவாடங்கள், ஏரோ ஸ்பேஸ் தொழில்துறை ஏற்றுமதியில் தமிழகம் முன்னணி

கோவை கண்காட்சியில் அமைச்சர் சம்பத் பேச்சு

கோவை, மார்ச் 5- ராணுவ தளவாடங்கள், ஏரோ ஸ்பேஸ் தொழிற் துறை ஏற்றுமதியிலும் தமிழகம் முன்னணி வகிக்கிறது என்று அமைச்சர் சம்பத் தெரிவித்தார்.

கோவையில் பொறியியல் ஏற்றுமதி மேம்பாட்டு கழகம் சார்பாக மூன்று நாட்கள் நடக்கும் சர்வதேச பொறியியல் கண்காட்சி நேற்று கொடிசியா வளாகத்தில் துவங்கியது. தமிழக அரசின் தொழில்துறை அமைச்சர் சம்பத், ஊரக மற்றும் சிறு தொழில்துறை அமைச்சர் பெஞ்சமின், மத்திய அரசின் வர்த்தக துறை செயலாளர் டாக்டர் அனுப் வாதவன், தமிழக அரசின் சிறு, குறு மற்றும் நடுத்தர தொழில் முன்றின் கன்துறைகான முதன்மை செயலாளர் ராஜேந்திர குமார், மாவட்ட கலெக்டர் ராஜாமணி உள்ளிட்டோர் கலந்துகொண்டு கண்காட்சியை துவக்கி வைத்தனர்.

நிகழ்ச்சியில் அமைச்சர் பெஞ்சமின் பேசியதாவது :- இந்தியாவில் மும்பையில் மட்டுமே நடந்து வந்த இந்த சர்வதேச கண்காட்சி, கடந்த 4 முறை தென்னிந்தியாவிலும், இந்தாண்டு கோவையில் நடத்துவதற்கு நன்றி. தகவல் தொழில் நுட்பவியல், பம்ப்செட், வைரம்டர், ஜவுளி, ஆட்டோமொபைல் ஆகிய பல்வேறு தொழில் துறையில் முன்னணியாக உள்ள கோவையில் நடத்தப்படுவது கூடுதல் சிறப்பு.

எம்.எஸ்.எம்.இ. நிறுவனங்கள் போட்டி சூழலை சமாளிக்கும் வகையிலும், பொருளாதார வளர்ச்சி அடைந்து வரும் வகையில் தமிழக அரசு பல்வேறு நிட்டங்களை செயல்படுத்தி வருகிறது. 11 ஆயிரத்து 508 எம்.எஸ்.எம்.இ நிறுவனங்களால் 7 ஆயிரத்து 810 கோடி ரூபாய முதலீடுகளும், 1 லட்சத்திற்கும் அதிகமான வேலைவாய்ப்புகள் உருவாக்கப்பட்டுள்ளது.

கடந்த 9 ஆண்டுகளில் 36 தொழிற் பேட்டைகள் அறிவிக்கப்பட்டதில், 23 தொழிற் பேட்டைகள் அமைக்கப்பட்டுள்ளது. கடந்த 9 ஆண்டுகளில் கோவை மாவட்டத்தில் 1 லட்சத்து 6 ஆயிரத்து 368 புதிய நிறுவனங்கள் பதிவு செய்யப்பட்டுள்ளன. இந்த கண்காட்சி எம்.எஸ்.எம்.இ நிறுவனங்களுக்கு அதிகளவில் பயனளிக்கும் என்று நம்புகிறேன். எம்.எஸ்.எம்.இ.க்கு இந்த கண்காட்சியில் 120 அரங்குகள் வழங்கப்பட்டுள்ளன. இவ்வாறு அவர் பேசினார்.

அமைச்சர் சம்பத் பேசும்போது, "தொழில் நுட்ப மேம்பாட்டில் கவனம் செலுத்தும் அதே நேரத்தில், பாரம்பரிய தொழிற்துறை மேம்பாட்டிற்கும் தமிழக அரசு தொடர்ந்து நடவடிக்கை எடுத்து வருகிறது. பொறியியல் ஏற்றுமதியில் தமிழகம் 3வது இடத்தை தக்க வைத்துள்ளது. நாட்டிலேயே எம்.எஸ்.எம்.இ நிறுவனங்கள் தமிழகத்தில் அதிகளவில் உள்ளது. ராணுவ தளவாடங்கள், ஏரோ ஸ்பேஸ் தொழிற் துறை ஏற்றுமதியிலும் தமிழகம் முன்னணி வகிக்கிறது. நேனோ தொழில்நுட்பம், எலக்ட்ரானிக் தொழில்நுட்பவியல் கடுதல் கவனம் செலுத்தி வருகிறோம்.

நாட்டில் 2வது பெரிய பொருளாதார மாநிலமாக தமிழகம் உள்ளது 2019 முதலீட்டாளர்கள் மாநாட்டில் 304 ஒப்பந்தங்கள் கையெழுத்தானதில், 59 நிட்டங்கள் துவங்கப்பட்டு விட்டது. 209 செயல்படுத்தும் நடவடிக்கையில் உள்ளது. 88.15 சதவீதப் பணிகள் பெற்றுள்ளது. 63 புதிய நிட்டங்களை தமிழ்நாடு ஈர்த்துள்ளது.

புதிய நிறுவனங்கள் பதிவு முழுவதும் இணையதளம் மூலம் செய்யும் வகையில் நடவடிக்கை எடுக்கப்பட்டுள்ளது. கோவையை இணைத்தும் இண்டஸ்ட்ரியல் காரிடரை பிரதமர் அறிவித்துள்ளது மகிழ்ச்சி. ராணுவ தளவாட உற்பத்தி தொடர்பாக முதல்வர் தலைமையில் ஆலோசனை நடத்தப்பட்டது. அதன் அடிப்படையில் தமிழகத்தில் ராணுவ தளவாட உற்பத்தி தொடர்பாக தொழில் நிறுவனங்களுடன் ஒப்பந்தம் செய்யப்பட்டுள்ளது. ராணுவ தளவாடங்கள், ஏரோ ஸ்பேஸ் தொழிற் துறை ஏற்றுமதியிலும் தமிழகம் முன்னணி வகிக்கிறது என்று அமைச்சர் சம்பத் தெரிவித்தார்.

Thu, 05 March 2020
tm.dinakaran.com/c/49669526

Tamil Murasu March 6th



சென்னை ஸ்ரீபெரும்புதூரில் உள்ள நேபியர் இன்டியூட் ஆப் டெக்னாலஜியில் நடைபெற்ற கலாச்சார 2K20 விழாவில் நடிகை காயத்ரி சிறப்பு விருந்தினராக கலந்துகொண்டார்.

பொறியியல் ஏற்றுமதி மேம்பாட்டுக் கழகம் (EEPC) ஏற்பாடு செய்துள்ள

சர்வதேச பொறியியல் கண்காட்சி



கோவை,மார்ச்.05: பொறியியல் ஏற்றுமதி மேம்பாட்டுக் கழகத்தின் சார்பில் ஆண்டு தோறும் நடைபெறும் முதன்மை கண்காட்சியான சர்வதேச பொறியியல் வேலைக்கான கண்காட்சி (IESS IX) ஜவுளி மற்றும் பொறியியல் நகரான கோயம்புத்தூரில் இன்று தொடங்கியது. 400க்கும் மேற்பட்ட குறு,சிறு மற்றும் பழு பெற்ச்சியே மற்றும் இந்திய பொறியியல் நிறுவனங்கள் இந்த கண்காட்சியில் பங்கு பெறுகின்றன.

இரண்டு நாட்கள் நடைபெறும் இந்த கண்காட்சியானது உலக தொழில்நுட்பத்தை இணைக்கும் பாலமாக அமையும். சர்வதேச பொறியியல் வேலைக்கான கண்காட்சியை தமிழக அரசின் தொழில் துறை அமைச்சர் மாண்புமிகு திரு. எம்.சி. சம்பத் தமிழக அரசின் வரக மற்றும் சிறு தொழில்துறை அமைச்சர் மாண்புமிகு திரு.ப.பெஞ்சமின், மத்திய அரசின் வர்த்தகத்துறை செயலாளர்டாக்டர் அனுப்வாதவன், தமிழக அரசின் குறு, சிறு மற்றும் நடுத்தரத் தொழில் முயற்சிகள் துறைகான முதன்மைச் செயலாளர் டாக்டர் ராஜேந்திர குமார் மற்றும் விவிவிவின் நிறுவனத் தின் தலை நிர்வாக அதிகாரி திரு. ஆசார் ஜய் ஆகியோர் கலந்து கொண்டு இந்த கண்காட்சியை தொடங்கி வைத்தார்கள். IESS பொறியியல் துறையில் வேலைக வளர்த்து வரும் முன்னோடி கூட்ட நகரங்களில் வரை செலுத்த தொடங்கியுள்ளது. பழு நகராட்சி நகரான கோயம்புத்தூர், நாட்டின் பழு கற்பத்தி அளவில் 50% மற்றும் மோட்டார் வாகன பாகங்கள் கற்பத்தி அளவில் 30% பங்கு வகிக்கிறது என்றார் திரு.அலுப் வாத்வான் மாண்புமிகு அமைச்சர்கள் மற்றும் மத்திய வர்த்தக துறை செயலாளர் வரவேற்று பேசிய பின்னர் திரு.ரவி செல்லகள், இந்த ஆண்டு IESSன் ஒன்பதாவது பதிப்பாகும். தென் இந்தியாவில் இது தொடர்சியாக நான்காவது முறையாக நடைபெறு கிறது. அமெரிக்காவின் ஷவ்பொன், ஆஸ்திரேலியாவின் மெல் குமும், இந்திய பொதுத் துறை நிறுவனங்களான விமான மையம், நிலவினி மற்றும் இந்திய ரயில்வே போன்றவை இந்த கண்காட்சியில் பங்குபெற்று அவர்களின் தொழில் நுட்ப வலிமையை வெளிப்படுத்த வரோ மட்டுமல்லாமல், சிறந்த மற்றும் நிலுவை உற்பத்தி நிறுவனங்களும் பிரித்து கொள்ள உள்ளன.

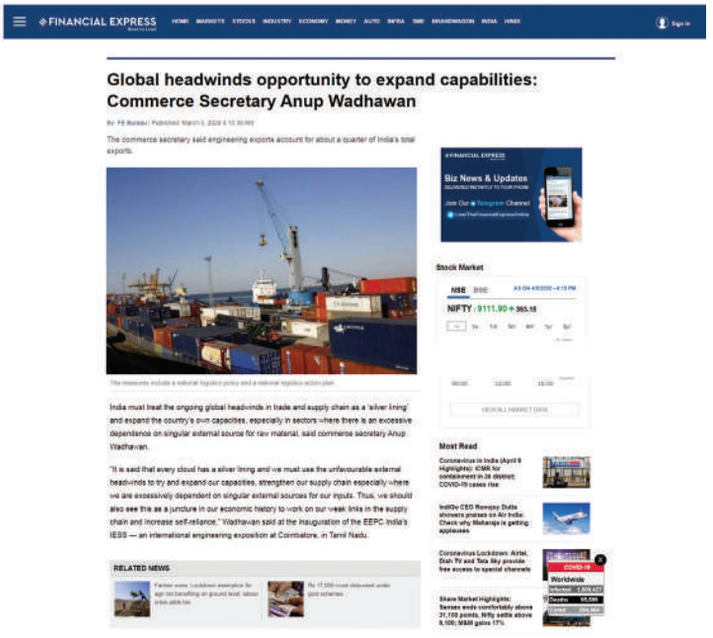




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FINANCIAL EXPRESS

Global headwinds opportunity to expand capabilities: Commerce Secretary Anup Wadhawan

The commerce secretary said engineering exports account for about a quarter of India's total exports.

India must treat the ongoing global headwinds in trade and supply chain as a 'silver lining' and expand the country's own capacities, especially in sectors where there is an excessive dependence on singular external source for raw material, said commerce secretary Anup Wadhawan.

"It is said that every cloud has a silver lining and we must use the unfavourable external headwinds to try and expand our capacities, strengthen our supply chain especially where we are excessively dependent on singular external sources for our inputs. Thus, we should also see this as a juncture in our economic history to work on our weak links in the supply chain and increase self-reliance," Wadhawan said at the inauguration of the EEPC India's IESS — an international engineering exposition at Coimbatore, in Tamil Nadu.

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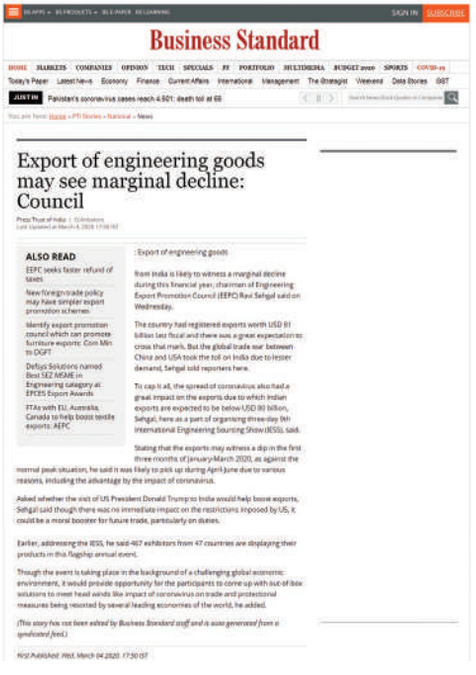
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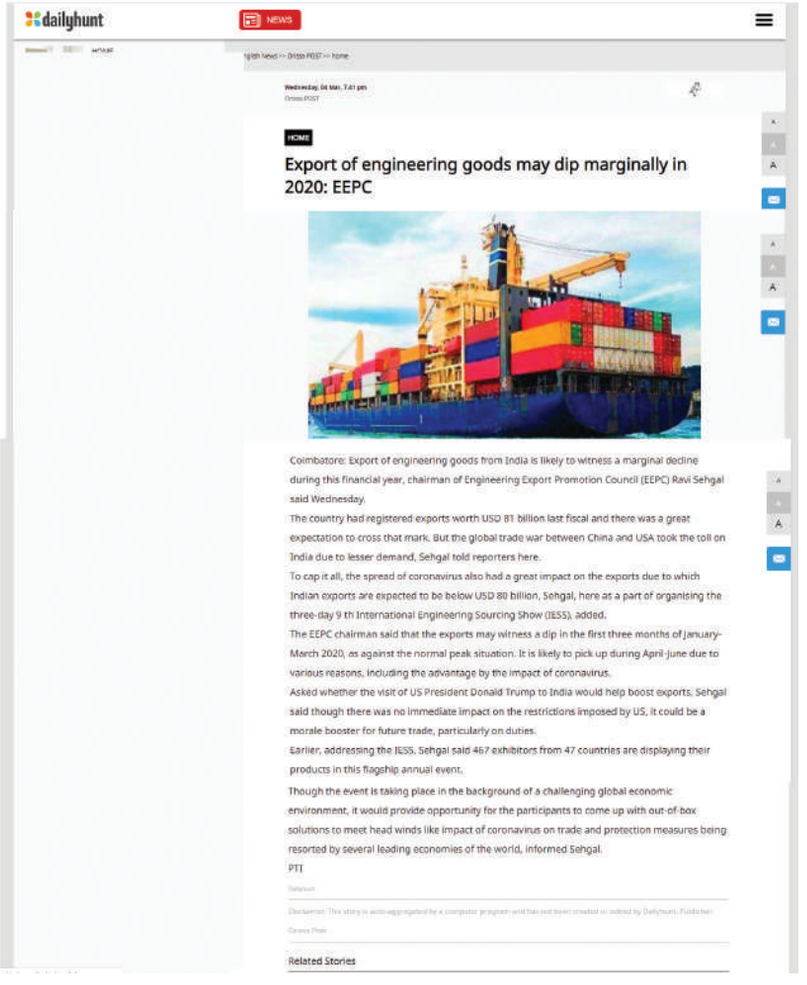
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Export of engineering goods may dip marginally in 2020: EEPC

Coimbatore: Export of engineering goods from India is likely to witness a marginal decline during this financial year, chairman of Engineering Export Promotion Council (EEPC) Ravi Sehgal said Wednesday.

The country had registered exports worth USD 81 billion last fiscal and there was a great expectation to cross that mark. But the global trade war between China and USA took the toll on India due to lesser demand, Sehgal told reporters here.

To cap it all, the spread of coronavirus also had a great impact on the exports due to which Indian exports are expected to be below USD 80 billion, Sehgal, here as a part of organising the three-day 9 th International Engineering Sourcing Show (IESS), added.

The EEPC chairman said that the exports may witness a dip in the first three months of January-March 2020, as against the normal peak situation. It is likely to pick up during April-June due to various reasons, including the advantage by the impact of coronavirus.

Asked whether the visit of US President Donald Trump to India would help boost exports, Sehgal said though there was no immediate impact on the restrictions imposed by US, it could be a morale booster for future trade, particularly on duties.

Earlier, addressing the IESS, Sehgal said 467 exhibitors from 47 countries are displaying their products in this flagship annual event.

Though the event is taking place in the background of a challenging global economic environment, it would provide opportunity for the participants to come up with out-of-box solutions to meet head winds like impact of coronavirus on trade and protection measures being resorted by several leading economies of the world, informed Sehgal.

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MoU signing between Indian Institute of Welding – India (IIW – India) and EEPC India



Mr Pabitra Kumar Das, Indian Institute of Welding – India (IIW – India) and Mr Suranjan Gupta, Executive Director, EEPC India displaying their documents after signing an MoU on behalf of their respective organisations in the presence of the dignitaries at IESS IX

MoU signing between MARii and Forge India



An exchange of MOU between Mr Azhar Taib, Deputy CEO, MARii and Forge India..... On the dais from left is Mr. Rakesh Shah, Chairman PED, EEPC India, Thiru K Rajamani, I.A.S. District Collector / District Magistrate in Coimbatore District, Mr. Mahesh K Desai, Sr. Vice Chairman, EEPC India, Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Mr. Arun Garodia, Vice Chairman, EEPC India, Mr. Suranjan Gupta, Executive Director, EEPC India.

MoU signing between Uzbekistan and Indian companies



MOUs signed by Uzbekistan and Indian companies based in Coimbatore. Office bearers of EEPC India witnessing the occasion - from left to right: Mr. Nishikant Jumde, Sr. Joint Director, EEPC India, New Delhi; Mr. Suranjan Gupta, Executive Director, EEPC India; Mr. Ravi Sehgal, Chairman, EEPC India; Mr. Arun Kumar Garodia, Vice Chairman, EEPC India; Mr. Anoop Marwaha, Deputy Regional Chairman (W.R.), EEPC India and Mr. Pankaj Chadha, Working Committee Member, EEPC India

MoU signing between MARii and PSG



An MOU is exchanged between Mr Azhar Taib, Deputy CEO, MARii, Malayasia Partner Country and PSG..... On the dais from left is Mr. Rakesh Shah, Chairman PED, EEPC India, Thiru K Rajamani, I.A.S. District Collector / District Magistrate in Coimbatore District, Mr. Mahesh K Desai, Sr. Vice Chairman, EEPC India, Dr. Rajendra Kumar, Principal Secretary to Government, MSME Dept., Government of Tamil Nadu, , Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu, Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamilnadu, Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India, Mr. Ravi Sehgal, Chairman, EEPC India, , Mr. Arun Garodia, Vice Chairman, EEPC India, Mr. Suranjan Gupta, Executive Director, EEPC India.



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