



Chennai Trade Centre, Chennai, India  
27-28-29, November, 2024



A Report



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### **Chairman's Pen**

A decade of IESS has been an intersection of over 3400 Indian Exhibitors, 86,000 + global visitors, orchestrating over 7,000 precise B2B engagements, fostering enduring international trade relationships, 150 + seminars and 750 + speakers, symbolising a melting pot of ideas and innovation, showcasing 150+ engineering product categories, reflecting India's manufacturing versatility. 38 Global Sourcing Meets from 14 countries illustrating India's commitment to International trade; Country Specific and State Specific Pavilions alongside Industrial Technology organisations crafting a vibrant exhibition tapestry; 23 Vendor Development Meets from 28 Indian organisations has been catalysing public-private synergy.

Circa 2017,2018, 2019, 2020, 2023 and now 2024 witnessed IESS for the second time in one calendar year and for the fifth time in Chennai and seventh time in Tamil Nadu- over November 27-28-29 at Chennai Trade Centre, which validate the popularity of this largest Engineering Sourcing Show in India

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

What started as an event with 220 exhibitors, 350 delegates 6200 visitors Canada as the partner country, Maharashtra as the partner state on the 22nd March 2012 at Bombay Exhibition Centre went on to become a journey of 12 completed editions and the 12th had more than 300 Indian Exhibitors, around 300 Delegates representing more than 40 nations with approximately 2000 B2B meetings and 30 speakers addressing 13 Back to Back Knowledge sessions over the three days

The 12th edition of the International Engineering Sourcing Show (IESS) focused on "Smart Sustainable Manufacturing": This year also we have chosen this theme emphasizing the convergence of cutting-edge technologies and environmentally conscious practices within the manufacturing industry. This reflects the growing global focus on sustainability and the need for innovation to achieve it.

IESS XII aimed to attract a wider range of overseas buyers and trade buyers compared to previous editions. This signifies the event's growing significance as a global platform for engineering sourcing.

This edition included exclusive vendor development programs with leading National and International business entities. Besides focus on niche and emerging opportunity sectors like Defence manufacturing and technology supply chain, Industry Automation and Emobility sector.

The overall event was planned to focus on Future-Ready opportunities and emerging trends and technologies that address future challenges and opportunities in the manufacturing sector

See you in IESS XIII

A handwritten signature in black ink, appearing to read 'Pankaj', with a horizontal line underneath it.

(Pankaj Chadha)  
Chairman, EEPC India



आज़ादी का  
अमृत महोत्सव  
**विमल आनंद, भा.रा.से.**  
संयुक्त सचिव  
**VIMAL ANAND, IRS**  
Joint Secretary



भारत सरकार  
वाणिज्य एवं उद्योग मंत्रालय  
वाणिज्य विभाग  
Government of India  
Ministry of Commerce & Industry  
Department of Commerce

### Goodwill Message

Today the goal of the country is Viksit Bharat, Sashakt Bharat. 'Yeh Hi Samay Hai, Sahi Samay Hai'- this is the right time. India is on the move and is moving fast. The world is influenced by India. India is poised to become the third-largest economy by FY28, overtaking both Japan and Germany. There are great things in store in that year, India's GDP is estimated to be US\$5.2 trillion, crossing the US\$5 trillion benchmark. While most advanced economies (AEs) are facing an economic slowdown, chronic shortages, high inflation, and aging populations, the Indian economy is acknowledged to be the fastest-growing large economy by major multilateral organizations, including the IMF.

India on its quest to become a global superpower has made significant strides towards the development of its engineering sector. Manufacturing is emerging as an integral pillar in the country's economic growth, thanks to the performance of key sectors like automotive, engineering, chemicals, pharmaceuticals, and consumer durables. The Indian manufacturing industry generated 16-17% of India's GDP pre-pandemic and is projected to be one of the fastest growing sectors.

The Annual Engineering Show – IESS is a laudable endeavour of the Council to generate business, and bring investments and bolster manufacturing in the Engineering sector. I am really happy to see EEPC India is taking this brilliant initiative of making Indian MSMEs meet their Overseas counterparts showcasing Indian manufacturing skills in engineering sector year after year.

Department of Commerce is proud to be associated with this event and EEPC India has been very successful in conducting a show of this stature for more than a decade now.

My best wishes to IESS.

(Vimal Anand)





**From the Desk of Chairman,  
Trade Promotions Committee, EEPC India**

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Circa 2017, 2018, 2019, 2020, 2023 and now 2024 will witness IESS for the second time in one calendar year and for the fifth time in Chennai and seventh time in Tamil Nadu- over November 27-28-29 at Chennai Trade Centre, which validate the popularity of this largest Engineering Sourcing Show in India.

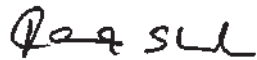
Advocating #SmartSustainableEngineering as the Theme in line with the Government of India commitment of reaching zero carbon emissions by 2030, IESS XII, with the support from Department of Commerce, Ministry of Commerce, Logo Support from Ministry of Heavy Industries; Karnataka- for the second time, Madhya Pradesh and Uttarakhand - each for the first time- as Partner States; Odisha- for the first time, Haryana, Gujarat & UP- each for the 2nd time and West Bengal- for the fourth time as Focus States; Tata Steel as the Steel Forum Partner for the third time; L & T Sufin as the B2B E-Commerce Partner for the second time; The event- SUBCON 2024 as Subcontracting Partner- for the second time, Golden Gate Exhibitions and its event JIMEX

in Jordan, Ministry of Industry and Trade of Czech Republic and its Event– MSV Brno; Russian event INNOPROM and Subcontracting & Partnership Exchange, Cameroon (SPX- CMR) with International Pavilion has become one of the most revered engineering shows in engineering community.

Tamil Nadu – the second largest contributor to India's GDP, 3rd largest Exporting State, first in terms of number of Factories and industrial workers is the favourite choice for industrial shows of the stature of IESS.

XIIth edition brings to us four Industry Verticals under four Product Group Heads-Subcontract India, Innovation India, Wateg India and Industromech India– covering over 100 Engineering products to be at display over the three days of the event.

I am sure, this milieu which creates a camaraderie within the engineering world will lead to long lasting business association.



(Rakesh Shah)  
Past Chairman and Chairman of the Committee on Trade  
Promotions



### **ED's words**

I ESS was born with an inbuilt commitment and promise to promote, assist and handhold MSMEs to showcase their engineering goods to their overseas counterparts. It has covered ten successful editions.

The show has provided the forum to all the Exporters and manufacturers to showcase their products to International and domestic buyers under one roof simultaneously also interacting and learning from experts at the thematic sessions, The unique customised and meaningful B2B meetings have been the prime source of attraction of the State participation.

What makes IESS special is that it helps those engineering SMEs who cannot participate in global sourcing events owing to scarcity of resources. IESS brings in buyers who could potentially source products from SMEs. Furthermore, this event helps local companies to establish connections with their foreign counterparts, to generate business and showcase their innovations, products and technologies. In addition, the participants, including exhibitors, get a chance to get detailed information and knowledge about specific sectors and can avail opportunities to meet and interact with the sector experts.

I welcome you all to Chennai for the fifth time at IESS XII being held over November 27-28-29, 2024.

Three Days would witness approximately 30 Stalwarts from Leading leagues including TATA Steel, Jaguar and Land Rover (JLR), Arcelor Mittal Nippon Steel (AM/NS), The Qatar Engineering Giant- Coastal Qatar; IIT Madras, CMTI, GeM, National Institute of Design (NID), E Mobility Society- SSEM; Largest Industrial Fair in Russia- INNOPROM 2025; WACA- Global On-Demand Manufacturing & Supply Chain Solutions Company, around 10,000 Hosted Trade Visitors, around 300 Delegates from over 40 nations, Country/State Sessions, Sessions on Manufacturing Start Ups, Tech Talks, Smart Manufacturing Workshops, Global Sourcing Meets, Exporters Troubleshooting Clinic and much more.

I look forward to more of engineering and business over the next three days!

Vanakkam!

A handwritten signature in black ink, appearing to read 'Adhip Mitra'.

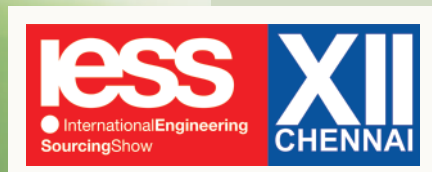
(Adhip Mitra)  
Executive Director & Secretary, EEPC India



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EEPC India's annual event - IESS (International Engineering Sourcing Show), turns 12! IESS was born with an inbuilt commitment and promise to promote, assist and handhold MSMEs to showcase their engineering goods to their overseas counterparts. EEPC India, for decades, has played a lead role in building the Brand India image by organising exhibitions around the globe.

Over the past decade, IESS facilitated as an intersection for over 3,400 Indian Exhibitors, 86000 + global visitors, orchestrating over 7,000 precise B2B engagements, fostering enduring international trade relationships, 150 + seminars with 750 + speakers, symbolising a melting pot of ideas and innovation, showcasing 150+ engineering product categories, reflecting India's manufacturing versatility. IESS has showcased around 38 Global Sourcing Meets from 14 countries illustrating India's commitment to International Trade; Country Specific and State Specific Pavilions alongside Industrial Technology organisations crafting a vibrant exhibition tapestry. We held 23 Vendor Development Meets from 28 Indian organisations that acted as a catalyst for a public-private synergy.

#### **Our Partners: IESS XII 2024**

- Under the aegis of Department of Commerce, Ministry of Commerce and Industry, Government of India
  - Host State - Tamil Nadu
  - Supported by Ministry of Heavy Industries; Ministry of Micro Small and Medium Enterprises, Government of India
  - Partner States - Karnataka, Madhya Pradesh and Uttarakhand
- Focus State: Odisha, Haryana, Gujarat, UP and West Bengal
- Steel Forum Partner - Tata Steel
  - B2B E- Commerce Partner: L&T Sufin
- Subcontracting Partner: SUBCON 2025, Birmingham.

#### **International Pavilions:**

- JIMEX, Jordan
- Ministry of Industry and Trade, Czech Republic, MSV Brno
- INNOPROM, Russia
- Subcontracting and Partnership Exchange, Cameroon (SPX- CMR)

# SUCCESS STORIES OF PREVIOUS EDITIONS PROVE IESS SUPER JOURNEY (2012-2024)



**2012 IESS I in Mumbai (22-24 March 2012)** Around 300 exhibitors, 350 delegates, 6200 visitors, Canada as the partner country, Maharashtra as the partner state.

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**2013 IESS II in Mumbai (14-16 March, 2013):** Around 300 exhibitors, 360 delegates 6,800 visitors with Czech Republic as the partner country.

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**2014 IESS III Mumbai (22-24 January 2014):** Around 300 exhibitors, 380 delegates, 7,000 visitors COMESA Region as the partner country and Karnataka as the Partner State.

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**2014 IESS IV Mumbai (16-18 December 2014):** Around 300 exhibitors, 390 delegates 7,200 visitors. Poland as the partner country and Gujarat as the Partner State.

**2015 IESS V Mumbai (24- 26 November 2015):** Around 300 exhibitors, 410 delegates 8,500 visitors with Uttar Pradesh as the Partner State.

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**2017 IESS VI Chennai (16- 18 March 2017):** Around 305 exhibitors, 430 delegates, 9,200 visitors. Russia as the Partner Country, Chennai as Host State, Flanders as Focus Region, 1st Time Tech Pavilion.

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**2018 IESS VII Chennai (8-10 March 2018):** 320 exhibitors, 445 delegates, over 10,000 visitors. Czech Republic as the Partner Country, Chennai as Host State, Uttar Pradesh and Haryana as Partner States, West Bengal as the Focus State, Flanders as Fo- cus Region.

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**2019 IESS VIII Chennai (14-16 March 2019):** 346 exhibitors, 450 delegates, over 12,000 visitors. Malaysia as the Part- ner Country, Chennai as Host

State, Uttar Pradesh as Partner State, Madhya Pradesh, Uttarakhand and Jharkhand as Focus States, Flanders as Focus Region.

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**2020 IESS IX -- First time in Tier II City Coimbatore (March 4-5-6, 2020):** Over 410 exhibitors, around 400 delegates, over 10,000 visitors. Malaysia as the Partner Country for the second time, Tamil Nadu as the Host State, Flanders from Belgium as Focus Region and Uttar Pradesh as Partner State each having their 4th presence and Haryana, Jharkhand, Uttarakhand, West Bengal, Madhya Pradesh, Karnataka, Himachal Pradesh, Gujarat and Jammu Kashmir were the Focus States /UTs. Department of Heavy Industry, Ministry of MSME and Department of Atomic Energy also supported the event. Office of Principal Scientific Adviser to the Government of India was associated with the show.

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**2023 IESS X (March 16-17-18):** Coinciding with India's G20 Presidency, the tenth edition of EEPC India's engineering sourcing show saw around 350 Exhibitors displaying over 149 Products under 5 Verticals to around 300 prospective buyers from across the globe and around 10,000 visitors and a unique feature of Exporters Clinic where exporters queries were dealt on the spot. Tamil Nadu as the Host State – 5th time, Madhya Pradesh, Jharkhand, Himachal Pradesh, Uttarakhand, Jammu & Kashmir as Focus States and UT for the second time, Flanders as the Focus Region for the 4th time; and the Ministry of Heavy Industries, and Department

of Scientific and Industrial Research (DSIR), Department of Atomic Energy, National Institute of Design, Governments of Odisha, West Bengal and UP with ODOP scheme, confirmed their support. Tata Steel was the Steel Forum Partner, Bright India group was the Logistics Partner, Union Bank was the Banking Partner, Metalogic was the Conference Partner and 360 TF was the Trade Finance Partner.

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**2024 IESS XI (March 4-5-6) in Coimbatore:** Had 192 buyers from 33 countries and 295 Indian Exhibitors displaying over 149 Products under 5 Verticals. 5722 contacts were made, with an average of 34 contacts per exhibitor and 71% of these were new contacts. A total of 147 orders were booked valued at USD 5.19 million and 727 enquiries were generated of worth USD 20.5 million. Nearly 65% of the respondents were able to appoint their distributor agents during the show. 83% of the respondents rated quality of business visitors as excellent. 90% of the exhibitors praised the quality of the seminars. B2B matchmaking between overseas buyers and domestic sellers were successful where over 2200 One to One meetings were conducted. The sample feedback from overseas buyers revealed 93% of them rated the products viewed and also business done and generated by them as excellent and 98% were fully satisfied with the B2B meeting arrangements and 99% with the overall event and 92% buyers and 98% Indian exhibitors would like to again participate in future IESS and other EEPC India events.



## FOUR PRODUCT GROUP HEADS

### ① Subcontract India 2024

SUBCONTRACTING work to qualified partners continues to be an effective strategy for achieving growth in the engineering industry. Buyers and suppliers from all industry sectors need subcontracting partners to exchange and maintain international benchmark capabilities to remain competitive in a global market. Members of EEPC, particularly those from the MSME sector, would get a stellar opportunity for inclusive growth in SUBCONTRACT India

- Aluminium, Copper and its products
- Casting products & Forging

- Components & parts for Industrial application
- Galvanized Wires, Stainless Steel Wire Mesh
- Industrial Fastener
- Industrial Springs, Spring Coils
- Latches, locking systems and operating elements
- Machined components
- Measuring Instruments, Transducers, Meters, Data Recorder, Calibrators
- Precision Turned Component
- Semi-finished and finished components (Ferrous & Non-ferrous)

- Sheet metal components, fabrication & forming
- Steel & Cast Iron Castings, Steel Bars, Rods, Structures
- Steel Fittings & Flanges
- Steel Mills equipment and supplies
- Steel Wires, Coils, Bars, Pipes and Tubes
- Systems/sub-assemblies

#### **Composites Mouldings and Materials**

- Resin Transfer Moulding (RTM), Injection Moulding, Compression Moulding, Pultrusion

- Engineering Plastics & Moulded Parts

#### **Raw Materials**

- Material for production of industrial parts in the form of sheets, coils, bars, tubes, wires
- Enamelled Winding Wires

#### **Testing, Measuring and Analytical Equipment**

- Mechanical and Electrical testing Components
- Quality control and analytical equipment.

## **2 Innovation India 2024**

INNOVATION India focuses on engineering start-ups, industrial technologies, technology transfer and promotion in the global market. With eminent technology providers, CSIR Labs, NID, IITs and other similar institutions presenting their capabilities, this platform would go a long way in boosting innovative entrepreneurship. The main purpose of INNOVATION India is not just to present solutions and inventions but also to forge meaningful business connections and collaborations for the growth of innovation ecosystems across globe.

- Advanced Composites
- Advanced Manufacturing & Industrial Internet of Things (IIoT)
- Advanced Materials Technology
- Aerospace Technologies, Electronics and Systems
- Air Pollution Control
- Augmented Reality
- Carbon Reduction Technologies
- Defence & Aerospace Technologies
- Drones Manufacturing & Industrial Applications
- E Mobility
- Frugal Innovations

- Green Manufacturing/Technology
- Healthcare and Medical Technologies
- Hydrogen Fuel Mobility
- Industrial Design & Stimulation Testing
- Innovative Product Start ups
- New Science and Technology Initiatives & Policy Research
- Occupational Health and Safety Technologies
- Other R&D & Technologies for Engineering Manufacturing
- Precision Mechanical Systems
- Product Design & Development
- Prototype Design and Simulation Testing
- R&D Services & Facilities
- Rapid Prototyping, Machining & Tooling
- Renewable Energy Technologies
- Research Labs & Academic Research Institutes
- Robotics & Mechatronics
- Smart Manufacturing
- Solid and Hazardous Waste Management
- Start-ups & Innovators

### ③ Wateg India 2024

WATTEG India is an initiative in connecting India's fastgrowing energy and electrical sector with the regional and global requirements particularly in view of rapid urbanization and industrial growth. This premier platform focuses to combine the energy and electrical sectors with its allied equipment industries into a sustainable energy transition. With the right mix of traditional and renewable energy, both for transmission, distribution, WATTEG aims to achieve the motto of the event "#Smart-SustainableEngineering.

- Conductors
- Control Panels
- Electric Motors
- Electrical Cables & Wires
- Electrical Insulation Materials
- Electrical Power Tools
- Electrical Transmission & Distribution Equipment

- Engine Dynamo Meters & Accessories
- Generators & Diesel Engines
- Industrial and Domestic Batteries
- Lights and Fittings
- Lugs, Cable Rings
- Panel Boards
- Refrigeration and Air Conditioning
- Renewable Energy- Wind, Solar, Small Hydrocarbon, Biogas etc.
- Smart Home Appliances
- Stampings
- Switchgears
- Transformers
- Turbines and Parts
- Winding Wires

### ④ Industromech India 2024

INDUSTROMECH India include a diverse range of industrial machines, equipment, accessories and devices which are part of larger industrial and manufacturing projects. With more than 10000 domestic visitors, INDUSTROMECH would provide an unique opportunity to Indian engineering industry to be a part of global and regional value chain.

- Blowers and Fans
- Chemicals & Petrochemicals Industry
- Clean & Waste Management
- Construction
- Cutting Tools
- Dairy Industry

- Electroplating and Galvanising
- Extrusion products
- Fabrication
- Fasteners & Accessories
- Furniture, Fixtures and Fittings
- Hand/Power Tools & Accessories
- Heat Treatment
- Heavy Engineering
- Hoists, Cranes & Accessories
- Hydraulic Press & Hydraulic Cylinder
- Hydraulic Systems & Pneumatics Systems
- Industrial Boilers and Furnace
- Industrial Cooling Towers, Systems and Heat Exchangers

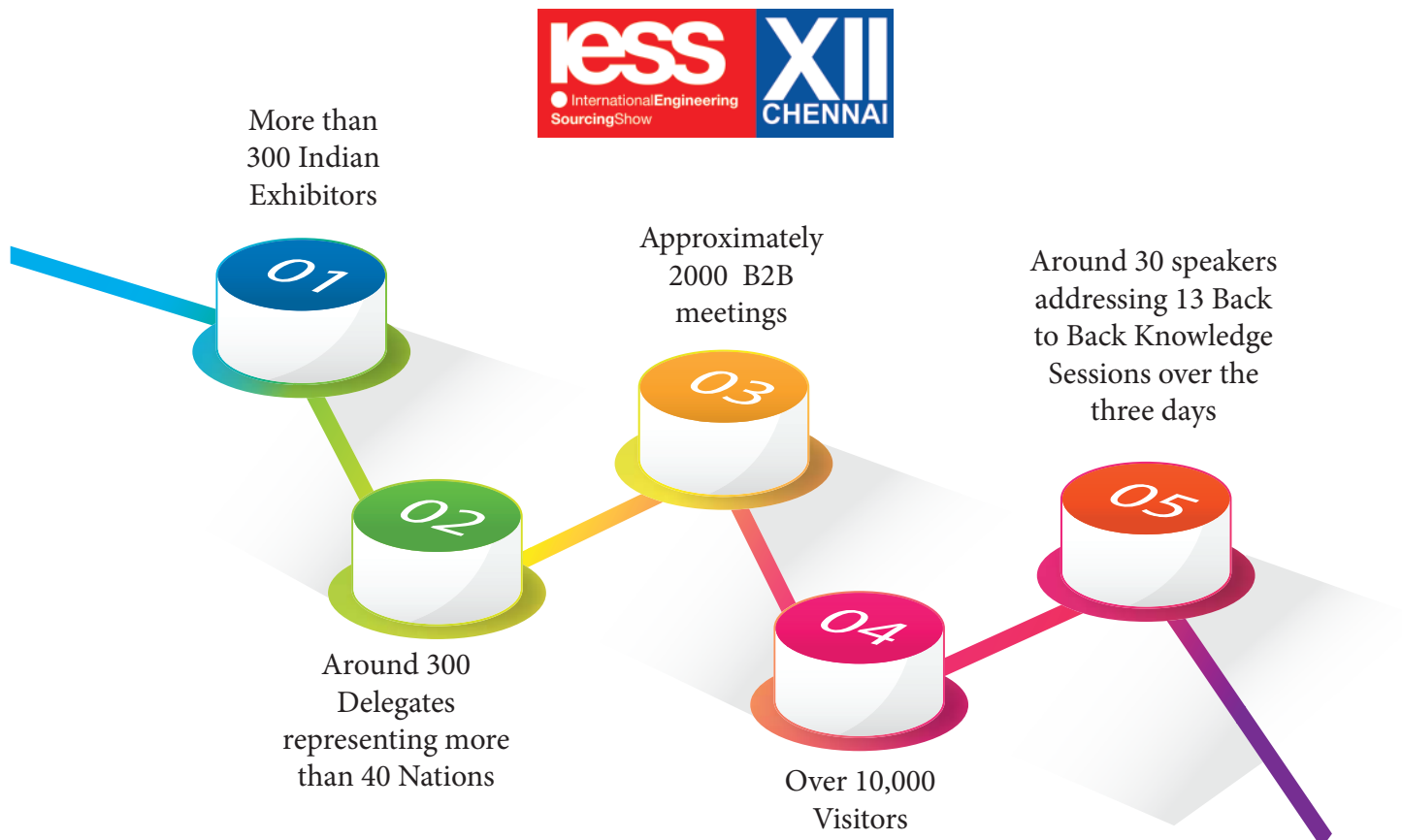
- Industrial Electronics
- Industrial Humidification Systems and Fans
- Industrial Packaging Equipment Machinery & System
- Logistics Equipment & System
- Machine Tools and Accessories
- Material Handling Equipment & Storage Systems
- Metal & Metallurgical Equipment, Technology
- Metal Working Machines & Accessories
- Moulds & Dies Production Machinery & Accessories
- Pipes and Tubes
- Precision Engineering and Turned Components
- Pumps, Valves and Parts
- Steel Rolling Mills
- Tea & Coffee Processing
- Textile Mills
- Welding & Cutting Equipment & Accessories
- Wood and Plywood
- Industry Services
- Safety equipment and products, maintenance equipment
- Engineering Consultancy, Services-Consultancy and Project Management
- Outsourcing product development



## IESS XII INAUGURATION AND SEMINARS

Circa 2017, 2018, 2019, 2020, 2023 and now 2024 witnessed IESS for the second time in one calendar year and for the fifth time in Chennai and seventh time in Tamil Nadu- over November 27-28-29 at Chennai Trade Centre, which validate the popularity of this largest Engineering Sourcing Show in India.

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IESS with the support from Department of Commerce, Ministry of Commerce, Logo Support from Ministry of Heavy Industries; Karnataka- for the second time , Madhya Pradesh and Uttarakhand -each for the first time – as Partner States; , Odisha- for the first time , Haryana, Gujarat & UP – each for the 2nd time and West Bengal – for the fourth time as Focus States; Tata Steel as the Steel Forum Partner for the third time; L & T Sufin as the B2B E- Commerce Partner for the second time; The event -SUBCON 2024, Birmingham,UK as Subcontracting Partner- for the second time, Golden Gate Exhibitions and its event JIMEX in Jordan, Ministry of Industry and Trade of Czech Republic and its Event – MSV Brno; Russian event INNOPROM and Subcontracting and Partnership Exchange, Cameroon (SPX- CMR) with International Pavilion has become one of the most revered engineering shows in engineering community





*Dignitaries at the inaugural session of IESS XII. From left to right: Mr. Adhip Mitra, Executive Director & Secretary, EEPC India; Mr. T. S. Bhasin, Former Chairman, EEPC India; Mr. Anupam Shah, Former Chairman, EEPC India and Chairman, Committee on Technology Centre, EEPC India; Mr. Pankaj Chadha, Chairman, EEPC India; Dr. Atul Anand (IAS), Principal Secretary, Department of MSME, Government of Tamil Nadu; Mr. Vimal Anand (IRS), Joint Secretary, Department of Commerce, Government of India; Mr. Aakash Shah, Vice Chairman, EEPC India; Mr. Mahesh Desai, Former Chairman, EEPC India; Mr. P. K. Shah, Former Chairman, EEPC India.*



Department of Commerce  
Ministry of Commerce & Industry  
Government of India



**EEPCINDIA**  
ENGINEERING THE FUTURE

# Engineering Show XII

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**EEPCINDIA**  
ENGINEERING THE FUTURE

**Bharat  
Mobility**  
GLOBALEXPO 2025  
Beyond Boundaries. Co-creating  
Future Automobile Value Chain

**IESS** XII CHENNAI  
International Engineering  
Exhibiting Show

**Special Address by  
Guest of Honor**  
**Shri Vimal Anand IRS**  
Joint Secretary, Department of Commerce  
Government of India



 Department of Commerce  
Ministry of Commerce & Industry  
Government of India

**IESS** XII CHENNAI  
International Engineering  
Exhibiting Show

**70** **EEPCINDIA**  
ENGINEERING THE FUTURE

**Bharat  
Mobility**  
GLOBALEXPO 2025





“The target of achieving \$300 billion in engineering exports by 2030 is within reach, thanks to the unwavering support of the Indian government and the growing capabilities of the engineering industry, especially the MSME sector,” said Mr. Vimal Anand, Joint Secretary,

Department of Commerce, Ministry of Commerce and Industry. "In 1955, India's engineering exports stood at just \$10 million. Today, in 2023-24, we have crossed an extraordinary milestone of \$100 billion. This growth is a testament to the sector's capability and the nation's determination,"he said. Discussing the government's

ambitious initiatives, Mr. Anand emphasized the transformative potential of PM Gati Shakti, a program poised to take India's logistics sector to unprecedented heights. Additionally, the recently announced Foreign Trade Policy targets \$2 trillion in exports by 2030, reflecting the government's confidence in India's growing global competitiveness.



**EEPCINDIA**  
ENGINEERING THE FUTURE

**Bharat Mobility**  
GLOBAL EXPO 2025  
Support Automation, Changing  
Future Automotive Value Chain

**iess** XII CHENNAI  
International Engineering  
Engineering Show

**Keynote Address by  
Chief Guest**

**Dr Atul Anand IAS**  
Principal Secretary, MSME Department  
Government of Tamil Nadu

Department of Commerce  
Ministry of Commerce & Industry  
Government of India

**iess** XII CHENNAI  
International Engineering  
Engineering Show

**EEPCINDIA**  
ENGINEERING THE FUTURE

**Bharat Mobility**  
GLOBAL EXPO 2025



In his address as the Chief Guest, Dr. Atul Anand, IAS, Principal Secretary, MSME Department, Government of Tamil Nadu, expressed his delight at the growing influence and impact of the International Engineering Sourcing Show (IESS). He noted that the event has successfully completed 11 editions. With IESS XII, Tamil Nadu is hosting the event for the seventh time. Remarkably, Chennai has been the venue for five of these editions, underscoring the state's pivotal role in India's engineering sector.

Dr. Anand emphasized that Tamil Nadu is an ideal location for hosting the IESS due to its robust MSME base, encompassing over 600 sectors. As India works towards its ambitious target of becoming a US\$5 trillion economy by 2025, Tamil Nadu is aiming to achieve a US\$1 trillion economy size, aligning itself as a key driver of the nation's growth.

The state stands as a powerhouse in India's economic landscape being the second largest contributor to GDP, third- largest exporting state, and ranking first in the number of factories and industrial workers. Furthermore, Tamil Nadu is the second-largest engineering exporter

among Indian states, making it a natural choice for hosting prestigious industrial events like the IESS.

**70** **EEPCINDIA** ENGINEERING THE FUTURE  
**Bharat Mobility GLOBAL EXPO 2025**  
National Association of Engineering  
Professionals, Chennai

**iess** XII CHENNAI  
International Engineering  
Sourcing Show

**Welcome Address**  
**Shri Pankaj Chadha**  
Chairman, EEPC India



 Department of Commerce  
Ministry of Commerce & Industry  
Government of India

**iess** XII CHENNAI  
International Engineering  
Sourcing Show

**70** **EEPCINDIA** ENGINEERING THE FUTURE

**Bharat Mobility**  
**GLOBAL EXPO 2025**  
National Association of Engineering  
Professionals, Chennai





In his opening remarks, Mr. Pankaj Chadha, Chairman of EEPC India, highlighted the remarkable journey of the International Engineering Sourcing Show

This year marks the beginning of the 70th year of EEPC India. From \$10 million worth of engineering goods exports, in 1955, we have grown 10932 times in these close to seven decades and our exports touched \$109.32 billion in 2023-2024. This remarkable growth is a combination of the forward-looking Foreign Trade Policy, the role played by the Department of Commerce, Government of India. Looking ahead, the Government has entrusted us with an ambitious target of \$300 billion in engineering exports by 2030



*Speakers of the inaugural session with some of the foreign delegates.*







Advocating #SmartSustainableEngineering as the IESS XII Theme in line with the Government of India commitment of reaching zero carbon emissions by 2030 and EEPC India's green drive is validated by a film launch on EEPC India's Green Initiatives and distributing the maiden EEPC India Green Awards.



Platinum Award in Large Enterprise Category:  
**PEEKAY STEEL CASTINGS (P) LTD.**



Gold Award in Large Enterprise Category:  
**EPIROC MINING INDIA LTD.**



Silver Award in Large Enterprise Category:  
**YOKOGAWA INDIA LTD.**



Platinum Award in Medium Enterprise Category:  
**PRADEEP METALS LTD.**



Gold Award in Medium Enterprise Category:  
**SAA AB ENGINEERING PVT. LTD.**



Silver Award in Medium Enterprise Category:  
**FLOW LINK SYSTEMS PVT. LTD.**



Gold Award in Small Enterprise Category:  
**KOSTWEIN INDIA COMPANY PVT. LTD.**



Silver Award in Small Enterprise Category:  
**BASANT AUTOTECH LLP**



In his opening remarks, Mr. Pankaj Chadha, Chairman of EEPC India, highlighted the remarkable journey of the International Engineering Sourcing Show

This year marks the beginning of the 70th year of EEPC India. From \$10 million worth of engineering goods exports, in 1955, we have grown 10932 times in these close to seven decades and our exports touched \$109.32 billion in 2023-2024. This remarkable growth is a combination of the forward-looking Foreign Trade Policy, the role played by the Department of Commerce, Government of India. Looking ahead, the Government has entrusted us with an ambitious target of \$300 billion in engineering exports by 2030





## THE EVENT WAS MARKED BY POWER PACKED 13 KNOWLEDGE SESSIONS

### DAY 1

### I - Session on Inbound & Outbound Investment

The session on “Inbound and Outbound Investment” at the International Engineering Sourcing Show (IESS XII) provided an insightful platform to explore the dynamic investment landscape shaping India's manufacturing and export sectors. The session emphasized the significance of investments—both inward and outward—as catalysts for economic growth, technological advancement, and market expansion.

Inward investments were highlighted as a driving force behind capital infusion, technological know-how, skill development, and sectoral competitiveness. As of June 2024, India's Production-Linked Incentive (PLI) schemes have attracted investments worth ₹1.32 lakh crore, generating over ₹10.9 lakh crore in manufacturing output and creating 8.5 lakh direct and indirect jobs.



*Welcome Remarks by Mr. P.K. Shah, Former Chairman, EEPC India*

Conversely, outward investments were recognized as strategic tools for manufacturers to build supply chains, achieve price competitiveness, and secure improved market access globally.

The session also underscored the role of government policies at international, national, and state levels in shaping investment potential. Key initiatives such as Ease of Doing Business reforms, sector-specific programs, infrastructure development, skill-building efforts, and investor facilitation support were identified as critical enablers for sustained growth.

Mr. P.K. Shah, former Chairman of EEPC India, opened the session by emphasizing India's focus on exports and the critical role of trade settlements in Indian Rupees. He highlighted EEPC India's efforts to attract investments from various countries and companies, stating that India's burgeoning population and market size position it as a global economic powerhouse.

Mr. Radoslav Klepac, Director of External Relations, Marketing, and Communications at BVV Trade Fairs, praised the capabilities of Indian companies

and extended an invitation for their investments in Brno. He assured a warm welcome for Indian enterprises and expressed optimism about fostering robust collaborations.

Mr. Aditya Tiwari, Deputy Director of Industry, highlighted the manufacturing and export potential of Madhya Pradesh, which ranks 7th in terms of MSME base. The MSME sector in the state employs 77 lakh individuals. He elaborated on policies like up to 40% subsidies for women entrepreneurs and various initiatives to boost industrial development. Mr. Anirudh from INVEST UP outlined the competitive advantages of Uttar Pradesh, emphasizing its robust electric vehicle ecosystem and agriculture-centric industrial focus. With 13 expressways, the state offers unparalleled connectivity and a strong infrastructure base for investment and development.

The session provided a comprehensive overview of the interplay between government initiatives and private investments, highlighting their collective impact on the MSME sector. It also served as a gateway to understanding investment opportunities in India and abroad, enabling participants to harness government support effectively for business growth.



*Dignitaries present during the session on Inbound & Outbound Investment*

## II -Session on Automation & Smart Manufacturing for MSME sector

At the 12th International Engineering Sourcing Show (IESS), a premier platform for engineering MSMEs featuring over 300 international buyers and exhibitors, industry leaders shared actionable strategies to help MSMEs integrate cost-effective automation. The session on "Automation and Smart Manufacturing for MSMEs" addressed common misconceptions about automation being unaffordable and highlighted how low-cost solutions can drive global competitiveness.

### Panel Highlights

The distinguished panel included:

- Mahesh Desai: Past Chairman, EEPC India
- Arunachalam N: Professor, Manufacturing Engineering, IIT-Madras
- T Narendra Reddy: Scientist-D and Group Head, Smart Manufacturing, CMTI

- P S Gopinath: COO & Deputy MD, Base Automation Pvt Ltd

### Key Takeaways

Mahesh Desai on Smart and Sustainable Practices

Mahesh Desai, with over five decades as a first-generation technocrat, emphasized the importance of balancing “smart” and “sustainable” approaches for long-term success. MSMEs often grapple with challenges like limited manpower, financial constraints, and lack of timely advice. Desai encouraged small, incremental automation efforts—such as optimizing production steps—while keeping costs, market demands, and labor in balance. His message: start small, plan carefully, and automate incrementally.

### Arunachalam N on Industry 4.0 and Flexibility

Arunachalam outlined the evolution of



Mr. D.J. Basu, Director (P&A) addressing the audience.

manufacturing from sustainability to smart systems, with a focus on Industry 4.0 and mass customization. He highlighted the role of flexible, reconfigurable manufacturing systems, where robots can perform multiple tasks, including drilling, inspection, and material handling. He also discussed the benefits of integrating digital platforms, enabling real-time monitoring and coordination across machines and stakeholders.

#### **T Narendra Reddy on Value Creation and Samarth Udyog Bharat 4.0**

Reddy stated that MSMEs must focus on creating value through automation tailored to their needs rather than pursuing cutting-edge technologies unnecessarily. He presented Industry 4.0 as a step-by-step journey, offering value at each stage. Reddy also introduced the government's Samarth Udyog Bharat 4.0 initiative, designed to support MSMEs in adopting smart manufacturing practices.

#### **P S Gopinath on Digital Transformation Success**

Gopinath discussed the transition from Industry 3.0 to 4.0, cautioning against selecting unsuitable technologies, partners, or strategies, which often lead to failure. He addressed fears around automation, including costs, job losses, and adaptability, emphasizing that automation drives efficiency, growth, and job creation when implemented correctly.

#### **Conclusion**

The session reinforced that automation is not just about advanced technology but smart, scalable strategies that fit MSMEs' unique challenges. Through initiatives like Samarth Udyog Bharat 4.0, digital twins, and gradual adoption of Industry 4.0 principles, MSMEs can overcome barriers and thrive in competitive markets.



*Section of audience.*

### III -Session on Global Sourcing Meet with AM/NS India

Anupam Shah former Chairman EEPC India in his welcome address mentioned that this was 12th Edition of the International Engineering Sourcing Show and such meets was not only about getting the best price but also creating collaborations and strategic partnerships between vendors and companies and it was also about business sustainability which was the main factor. He invited Mr. Tejas Desai, Head - Production Consumable Procurement from AMNS India to speak on procurement and invited the participants to raise their concerns and give their suggestions.

Mr. Tejas Desai, Head - Production Consumable Procurement AM/NS India is a joint venture between the world's leading steel companies, ArcelorMittal and Nippon Steel. It was established in December 2019, post-acquisition of Essar Steel, and is an

integrated flat steel manufacturer - from iron ore to ready-to-market products.

AM/NS India has 4 Procurement Verticals:

1. Bulk Raw Material consisting of Iron Ore, Coal & Coke, Fluxes, Quartzite, Steel Scrap, Gas & Power
2. MRO Production Consumables, Refractories & Spares and Equipment
3. Capex: Construction Contracts, Technology Packages, Capex Procurement & Capex Services
4. Contracts and Services: Contractual manpower Contract, Equipment Hiring Contract, Various management Contracts & Travel and Hospitality Contracts



Mr. Tejas Desai, Head - Production Consumable Procurement India addressing the audience

71.08% of their procurement was of Raw Materials, 18.07% Power & Fuel, 8.43% Production Consumables, 2.41% Stores & Spares,

AMNS India's new Vendor Enrolment Process Flow was completely online and he detailed the process of on boarding new vendors and also the procurement process. AM/NS MSME CONNECT is a link on the Company's website dedicated to MSMEs. He also mentioned that their Tender Portal has all the live tenders which was accessible to all Vendors who completed the New Vendor Registration process.

For any issues the vendors could contact the Vendor management Cell.

A few participants raised queries as to difficulties faced in the Vendor Registration Process and also on the evaluation of new vendors. Participants who had stalls also wanted the Company's assistance in sourcing international partnerships through AMNS Luxembourg.

The Meet closed with the Vote of Thanks by Mr. Sachin Malani Dy. Regional Chairman Southern Region, EEPC.



*Mr. Anupam Shah, Former Chairman & Chairman, Committee on Technology Upgradation, EEPC India presenting memento to Mr. Shashikant Sengar, Head - Iron Bearing Materials*



*Dignitaries present during the session on Global Sourcing Meet with AM/NS India*

## IV -Session on Role of MSMEs in Defence Manufacturing

### Expanding Opportunities for MSMEs in the Defence Sector Supply Chain

The second day of IESS XII featured an important session on the "Role of MSMEs in Defence Manufacturing," focusing on the expanding opportunities for Micro, Small, and Medium Enterprises (MSMEs) within India's growing defence sector. The session underscored the increasing involvement of MSMEs in India's drive for self-reliance in defence procurement.

#### EEPC India's push for MSME integration

Mukul Khandelwal from EEPC India opened the session, emphasizing the organization's mission to integrate MSMEs into the defence supply chain and bolster exports. He highlighted the importance of supporting MSMEs in capitalizing on defence opportunities, contributing to India's self-reliance, and helping to expand the defence export market.

Khandelwal noted that Chennai's strategic location—home to key engineering clusters such as pumps, valves, precision engineering, and foundries—plays a vital role in defence manufacturing. EEPC India continues to support MSME participation in the sector, building on initiatives like the 4th India MSME Defence Week and previous sessions in Ghaziabad.

#### DRDO's role in advancing defence technology

Mahesh Pratap Singh, Director at DRDO's DYSL-CT, discussed the work being done across five DRDO laboratories located near leading academic institutions like IITs and IISc. These labs focus on developing cutting-edge technologies, including cognitive radar, cognitive radio, AI, and explainable AI for defence applications. These technologies

are designed to improve radar and radio systems, enhancing detection capabilities and providing better adaptation to evolving environments.

Singh stressed the importance of transparency and clear communication with MSMEs involved in defence AI development, particularly when addressing military users' questions about accuracy and limitations. He emphasized the need for transparency in ensuring informed decision-making by defence personnel.

#### Government programmes to support MSMEs in Defence manufacturing

Singh also discussed the Indian government's indigenization initiatives, which include four lists



*Welcome Remarks by Mr. Mukul Khandelwal, Working Committee Member, EEPC India*

covering over 4,600 items aimed at reducing imports for Defence PSUs. He highlighted two sub-schemes under the Defence Procurement Policy (DPP) that specifically support startups and MSMEs, urging MSMEs to provide feedback on challenges they face to improve the procurement process.

### **BEML's successful collaboration with MSMEs**

Sivakumar, Deputy GM of Vendor Procurement at Bharat Earth Movers Ltd (BEML), shared the company's success in working with MSMEs. He reported that the company's procurement from MSMEs had surpassed the target of 25%, reaching 31% in the previous year. He indicated that this figure could rise further in FY25. Sivakumar also highlighted that more than 50% of BEML's vendor

partners over the past four years have been MSMEs.

He encouraged MSMEs to register on the Government e-Marketplace (GeM), the exclusive platform for government procurement, and to explore opportunities for localization through the Srijan portal.

### **Fostering MSME Participation in Defence Procurement**

Both Singh and Sivakumar addressed questions related to locomotive indigenization, defence procurement programmes, and procurement processes, reaffirming the government's commitment to facilitating MSME involvement in the defence manufacturing sector.



*Section of audience.*

## DAY 2

### V - Session on E-mobility

On the 2nd day of the XII Edition of the IESS by EEPC India the theme of Smart Sustainable Engineering was further highlighted in the session on E Mobility.

In his opening remarks, Mr. Anupam Shah highlighted the transformative potential of e-mobility within the automotive manufacturing value chain. The session focused on the current landscape of government policies, incentives, and infrastructure development—critical factors in accelerating the adoption of electric mobility. Mr. Shah also introduced the Society for Smart E-Mobility (SSEM), a platform that unites all stakeholders in the realm of smart mobility.

EV the future of Transportation

Mr. K. Barathan, a member of SSEM and creator of Bheem EV—a two-wheeler designed specifically for rural India—discussed the fully integrated design of the vehicle, including the battery pack, motor, console, and chassis, all developed in-house. He noted the challenges faced by MSMEs, particularly their reliance on the grid for power. However, with the rapid evolution of affordable and reliable battery technologies, he emphasized that electric vehicles (EVs) represent the future of transportation.



*Welcome Remarks by Mr. Anupam Shah, Former Chairman & Chairman, EEPC India Committee on Technology upgradation. Other dignitaries are present on the dais.*

### Sustainable and Reliable Charging Infrastructure

Ms. Sivasankari TP, of AR4 Tech and a fellow SSEM member, explored the opportunities and challenges within the electric vehicle industry. She identified two key areas for growth: the integration of energy storage with renewable energy and the extension of the lifespan of older vehicles through retrofit solutions. Instead of focusing on lithium-ion batteries, Ms. Sivasankari highlighted the advantages of sodium-ion batteries, which can be integrated with photovoltaic (PV) panels. With the increasing adoption of EVs, she stressed the growing need for efficient, sustainable, and reliable charging infrastructure. Additionally, sodium-ion batteries, made from common salt and graphene oxide, could power industrial machinery such as lathes, welding machines, and even domestic appliances like heaters and air conditioners.

### Advances in battery technology

Mr. Pranav Singanapalli, CEO of Emote Electric and a member of SSEM, shared insights into the latest advancements in the EV industry. He emphasized the enhanced connectivity and performance of modern EVs, with the fastest cars now being electric and equipped with multi-speed drivetrains and torque vectoring. Advances in battery technology have increased range, enabling ultra-fast charging and vehicle-to-grid capabilities. These vehicles can now feature dual batteries, offering a range of up to 400 kilometers on a single charge.

Finally, Ananda Arul Prakasam of Hexagon discussed the company's successful applications, which have been customized to address specific challenges in the EV sector. These tailored solutions have contributed to the resolution of critical issues, underscoring the importance of adaptability and precision in the development of e-mobility technologies.



Group photo. From left to right – Mr. Shibasis Sen, Executive Officer, EEPC India; Mr. D.J. Basu, Director (P&A), EEPC India; Mrs. Sivasankari TP, Executive Committee Member, SSEM & Founder, AR4 Tech Pvt Ltd; Mr. Pranav Singanapalli, Founder & Chief Executive Officer, Emote Electric Pvt Ltd; Mr. Anupam Shah, Former Chairman & Chairman, EEPC India Committee on Technology upgradation; Mr. K Barathan, Joint Treasurer, SSEM & Founder, Ozotec Automobile Pvt Ltd; Mr. Ananda Arul Prakasam, Technical Manager – Automotive, Design and Engineering business unit, Manufacturing Intelligence Division, Hexagon; Mr. S.M. Manoharan, Executive Director, Society for Smart E-Mobility (SSEM)

## VI -Interactive Session with GeM

An engaging session titled "Interactive Session with GeM" was conducted, focusing on the opportunities and mechanisms of the Government e-Marketplace (GeM).

The event opened with a warm welcome address by Mr. Aakash Shah, Vice Chairman of EEPC India. In his address, Mr. Shah introduced the origins and purpose of GeM, emphasizing its role as a transformative online platform for government buyers and a game-changer for MSME companies.

Mr. Prasanna K.S, Deputy Director - States and Union Territories at GeM, delivered an informative presentation on the business-to-government (B2G) model. He elaborated on how GeM exclusively facilitates government buyers while offering unparalleled opportunities to sellers.

The key topics covered included functioning and benefits of GeM with the emphasis on transparent procurement mechanism, accessibility for buyers to source products nationwide, empowerment of sellers

with streamlined processes, and OEM evaluation.

Mr. Prasanna explained GeM's quadrant policy, emphasizing its structured and efficient approach. Insights were shared on Original Equipment Manufacturer (OEM) evaluations and the platform's contribution to quality assurance. He pointed out that over 12,000 products are available on the platform, and more than 7 million sellers actively use GeM to market their products.

Mr. Prasanna highlighted the remarkable journey of entrepreneur Ms. Arulmozhi Saravanan, who leveraged GeM to grow her business, even earning recognition from Prime Minister Narendra Modi. He explained that the procedures for sellers were: product registration, catalog updates, pricing strategies, and closure documentation. The sellers can gain insights into the tendering process, guidance on catalog management and competitive pricing.

The session provided a comprehensive understanding of GeM, its role in revolutionizing B2G transactions, and its benefits for MSMEs.



## VII - TATA Steel Session on “Sustainable Steel: Driving Competitiveness in MSME Supply Chain”

On the second day of the XII Edition of the Indian Engineering Sourcing Show (IESS), organized by EEPC India, the theme of Smart Sustainable Engineering was further explored during the session on "Sustainable Steel: Driving Competitiveness in MSME Supply Chains."

In his welcome address, Pankaj Chadda emphasized the sustainability of steel, noting its nearly 95% recyclability and versatile applications across various industries. He framed the session by highlighting



Welcome Remarks by Mr. Pankaj Chadda, Chairman, EEPC India

the significant demand for steel from over 600,000 MSMEs across numerous sectors, and underscored IESS's role in providing a platform for MSMEs to connect with large corporations.

Tata Steel's support of ECAs

Mr. Siddharth Mishra, CSM South Branded Products & Retail Business at Tata Steel, shared insights into Tata Steel's engagement with MSMEs, which the company refers to as Emerging Corporate Accounts (ECAs). Tata Steel serves more than 10,000 ECAs, with annual turnovers of up to 250 crores, through a dedicated network of distributor channel partners. He also highlighted the company's capacity expansion with the commissioning of the Kalainganagar Works, which increased Tata Steel's production capacity to 25 million tonnes. Mr. Mishra outlined Tata Steel's comprehensive approach to supporting MSMEs, offering a wide range of products, customization, product application support, timely delivery, and consistent quality. Additionally, Tata Steel is committed to climate action, with a goal to achieve Net Zero emissions by 2045, ahead of India's national target of 2070, with an internal target set for 2050. The company's climate change initiatives include:

**Product Sustainability:** Achieving 100% sustainable steel production by 2025 and disclosing the environmental performance of its products by 2030.

**Supply Chain Responsibility:** Ensuring 100% of its partners undergo assessment and risk mitigation, with all steelmaking sites certified under the Responsible Steel Certification program.

**Circular Economy:** Striving for 99% material efficiency and growth through scrap-based Electric

Arc Furnace (EAF) technology, with a target to maintain 100% material efficiency by 2030.

Dust Emissions: Reducing emissions to 0.4 kg/tcs.

Water Management: Achieving specific freshwater consumption of less than 1.5 m<sup>3</sup>/tcs by 2030.

Biodiversity: Developing and implementing a comprehensive Biodiversity Management Plan for all production sites.

#### Sustainability at Tata Steel

Ms. Soumi Chattaraj, Senior Area Manager for Product Sustainability at Tata Steel, outlined the company's progress in its scrap recycling business, particularly the establishment of a scrap collection

and processing unit in Rohtak in 2020. She highlighted several sustainability initiatives, including the use of scrap-based EAFs, the implementation of Carbon Capture Utilization (CCU) technologies, the scaling up of CCU pilot facilities, and the signing of a 379 MW renewable energy power purchase agreement (PPA). Tata Steel is also pursuing alternative fuel injection methods and nature-based solutions, such as biochar injection in blast furnaces, which replaces 10% of coal usage.

These efforts represent Tata Steel's ongoing commitment to sustainability and its strategic approach to driving innovation and competitiveness within the MSME supply chain



From left to right – Mr. Vibhanshu Chaturvedi, Project Coordinator, EEPC India; Ms. Pallavi Saha, Joint Director, EEPC India; Mr. Pankaj Chadha, Chairman, EEPC India; Ms. Soumi Chattaraj, Sr. Area Manager Products Sustainability, Corporate Sustainability, Tata Steel and Mr. Siddharth Mishra - CSM - South, Branded Products & Retail, FP, Tata Steel.

## VIII - Good Design Seminar & 13th edition of India Design Mark Awards

IESS XII hosted the Good Design Seminar in collaboration with the National Institute of Design. The event brought together renowned design experts and educators who shared their insights and engaged in discussions.

Mr. Anoop Marwaha, Regional Chairman (WR), EEPC India, emphasized the crucial role that good design plays in the success of any product. He articulated that "good design is not just about aesthetics, but a harmonious blend of aesthetics, function, and user experience." According to Mr. Marwaha, a well-designed product should seamlessly integrate form and functionality to ensure it meets both the visual appeal and practical needs of users. He further explained that "if a product looks good, works well, and resonates with users, it is possible only with good design."

Mr. Shashank Mehta, Dean of the National Institute of Design (NID), Gandhinagar, highlighted the significant milestones in the evolution of design education in India and the growing responsibility of designers in the global context. He pointed out that design and design education in India received a major boost with the launch of the National Design Policy and the establishment of the India Design Council in 2007. These initiatives were instrumental in promoting the importance of design in various sectors and aligning education with industry needs, thereby strengthening the design ecosystem in India.

Mr. Satish Gokhale, Head of Product Design, Design Directions, shared his perspective on the transformative power of design and its critical role in improving the quality of life for people. According to Mr. Gokhale, "Design is all about making things



*Opening remarks by Mr. Anoop Marwaha, Regional Chairman (Western Region), EEPC India.*

better for people," emphasizing that design activity must prioritize human behavior and aim to enhance the overall quality of life.

Dr. Kaustav Sengupta, Director - Insights, VisioNxt, NIFT, shared valuable insights on India's long-standing legacy in design, highlighting its rich history as a fountainhead of innovation and creativity. He pointed out that even 4000 years ago, India was a hub of design and engineering. From the development of sophisticated well-digging techniques, the crafting of bricks, and the early forms of city planning to the invention of interactive toys, pottery wheels, and squatting toilets, India demonstrated its deep understanding of design and functionality. He added

that during the same period, Europe lacked advanced urban planning, and concepts like brick-making were unknown to many parts of the continent.

However, Dr. Sengupta noted a significant setback for India's design legacy with the colonial period. "India was under colonization for over 400 years, which led to a gradual loss of pride in its rich history and strengths," he said.

The event featured the presentation of the 13th edition of the India Design Mark Awards, instituted by India Design Council. It recognized industries across diverse sectors, ranging from home appliances to industrial products



*Awardees and Jury Members.*

## IX - Global Sourcing Meet with JLR

The second day of IESS XII hosted a pivotal session on Global Sourcing Meet with JLR, featuring Jaguar Land Rover (JLR), one of the most iconic names in the automotive industry. The session provided MSMEs with an opportunity to engage with JLR, exploring the company's procurement policies, industry trends, technological innovations, and sustainable practices. As JLR seeks visionary business partners with cutting-edge technologies capable of meeting global standards and navigating complex supply chains, this session offered valuable insights into what it takes to collaborate with the automotive giant.

JLR's legacy and bespoke brands

Mandar Khopkar, Head of India Aftermarket Purchasing at Jaguar Land Rover Ltd, along with

his colleague Prajyot Pise, made a comprehensive presentation on JLR's history and their procurement strategies.

Jaguar Land Rover's operations, while rooted in the UK, have expanded globally with facilities in key regions including the United States, India, China, Slovakia, Hungary, and Austria. The company operates under four main brands—Range Rover, Defender, Discovery, and Jaguar—each offering a variety of models to meet diverse customer needs. Additionally, JLR offers bespoke vehicles through its Special Operations (SE) division, and its Classic Vehicles program ensures the maintenance and refurbishment of older models, preserving the legacy of its iconic cars.



Welcome Remarks by Mr. Raman Raghu, Regional Chairman (Southern Region), EEPC India. Other dignitaries on the dais (from left to right) – Mr. Rakesh Suraj, Regional Director (Northern Region), EEPC India; Mr. Prajyot Pise, Manager, Jaguar Land Rover (JLR); Mr. Mandar Khopkar, Sr. Manager, Jaguar Land Rover (JLR)

### Global sourcing focus: 4 key pillars

JLR's global sourcing strategy revolves around four key pillars: Quality, Cost, Delivery, and Innovation & Sustainability. The company's sourcing process is designed to evaluate suppliers on several fronts—product quality, technical capability, and cost-effectiveness—while ensuring competitiveness in both the UK market and globally.

According to Khopkar, a successful supplier partnership with JLR hinges on meeting key expectations. Suppliers must demonstrate technical capability, have the right tooling and process capabilities, and meet strict delivery timelines. Only when these criteria are met does JLR establish a formal partnership.

JLR places particular emphasis on Innovation and Sustainability. Suppliers are expected to align with JLR's technology roadmap, which often requires meeting extremely tight tolerances—sometimes as narrow as 0.1 mm. Sustainability is also a key factor, with JLR aiming for significant CO2 reductions in its vehicle production. As part of this commitment, suppliers must adopt environmentally friendly practices, such as recycling and contributing to

carbon-neutral initiatives.

### Financial stability and the role of innovation

Financial stability is another critical aspect of JLR's supplier selection process. The company partners with financially robust suppliers to ensure long-term success and stability in its supply chain. Delivery reliability is also vital, especially given the complexities of global logistics. Suppliers must maintain adequate stock levels and be prepared to manage potential disruptions in the global supply chain.

For JLR, suppliers are not just vendors; they are viewed as business partners. As Prajyot Pise emphasized, this relationship is reciprocal, where both parties work together for mutual benefit, ensuring a lasting and impactful partnership.

A highlight of the session was the opportunity for participants from various parts manufacturing sectors to engage in one-on-one meetings with JLR officials. These personalized discussions allowed MSMEs to better understand JLR's global sourcing strategies, technical specifications, and the steps involved in becoming a supplier.



*Section of audience*

## DAY 3

### X - Interactive Meet with Karkhana.io

The discussions at the session with Karkhana.io elaborated that the company provides flexible and scalable manufacturing services, encompassing small batch-to-volume production, box-build, and product localization solutions.

Karkhana.io manufactures with the help of a growing network of vetted suppliers and Brings Speed to Manufacturing for companies seeking to scale manufacturing or localize manufacturing in India.

Founded in 2018, Karkhana.io has a vision to bring transformative change in India's MSME manufacturing ecosystem by enabling suppliers through business growth and digitization.

Karkhana.io seeks to catalyze the growth of MSMEs by improving their order book, expanding technical competencies, and digitalizing procurement.

Karkhana.io has built a marketplace that allows MSMEs to access demands not only from India but globally and streamline their manufacturing supply chain through the proprietary stack enabling their digital transformation.

By partnering with Karkhana.io, the MSMEs get access to support on Costing, capability Matching, Project Tracking, and Quality Control which helps them simplify processes and grow their business.



*Dignitaries on the dais*

## XI - Vendor Development Program

The 'Vendor Development Programme' session organized by EEPC India on the third day of the IESS XII event was a valuable platform for participants, especially MSME entrepreneurs, to learn about the procurement processes used by power sector PSUs like NTPC India, Powergrid Corporation of India, as also L&T SuFin, an integrated B2B marketplace for MSMEs.

The session began with Raman Raghu, Regional Chairman (SR) of EEPC India, who highlighted the importance of the Vendor Development meet as an opportunity to strengthen industry connections and explore new sourcing opportunities.

The session focused on several important topics, including:

- Opportunities for engineering MSMEs in the power sector.
- The process of vendor registration and procurement from MSMEs.
- The online vendor registration and e-tendering process.

Powergrid Corporation of India's perspective

Puneet Tyagi, Chief General Manager Engg HVDC at Powergrid Corporation of India, discussed the Indian government's renewable energy targets. He explained that Powergrid has traditionally sourced conventional equipment, like substation equipment, from MSMEs. However, with the shift towards renewable energy, including solar, wind, and green hydrogen, the procurement landscape is evolving. MSMEs will play a key role in achieving these ambitious goals.

Tyagi mentioned that Powergrid is focused on the transmission sector and sources a wide range of equipment, including towers, conductors, and other essential infrastructure. He added that Powergrid is running a pilot project with a 1200 kV system, which will soon be scaled up, offering significant opportunities for vendors specializing in high-voltage systems.

He also discussed new opportunities for MSMEs, including the design of compact, multi-circuit towers and the development of tools for reducing downtime, such as air-based maintenance technologies.

NTPC's Procurement Process:

Pradeep Jain, AGM at NTPC India, along with his colleague Shailendra Tiwari, presented NTPC's



public procurement process. Jain explained that NTPC follows a streamlined, transparent process with Unified Shared Service Centre (USSC) Raipur as the central contact point for all manufacturers, traders, and dealers. Suppliers only need to contact one point for their needs.

NTPC also offers a Single Window Online Vendor Enlistment system via [vdc.ntpc.co.in](http://vdc.ntpc.co.in). The Vendor Development Cell (VDC), headed by Shailendra Tiwari, handles vendor enlistments.

Jain stated that NTPC is committed to supporting MSMEs and has consistently met the government's target of procuring 40% of goods and services from MSMEs. He also mentioned that NTPC offers purchase preferences and EMD (Earnest Money Deposit) waivers to MSMEs.

NTPC regularly organizes Vendor Development Programs at Raipur to help vendors improve their capabilities and understand the procurement

process. To simplify transactions, NTPC has a Vendor Payment Portal that combines all trade and payment processes into one platform. This reduces the number of contact points for business partners and makes transactions faster and more efficient.

#### L&T SuFin's Role in the MSME Ecosystem:

Ashish Kaistha, Chief Category Officer of L&T SuFin, highlighted the important role of MSMEs in the B2B supply chain. He discussed L&T SuFin's integrated solutions for buyers and sellers, which are available on its platform.

Kaistha presented the top 10 categories and products for procurement through L&T SuFin. He also explained several value-added services offered by the platform, such as working capital solutions, distributor financing, logistics, and payment services. L&T SuFin provides a variety of financing products for both buyers and sellers.



## XII- Global Sourcing Meet with WACA (Global On- Demand Manufacturing & Supply Chain Solutions Company)

On the third day of the XII Edition of the International Engineering Sourcing Show (IESS), hosted by EEPC India, a key session featured WACA, a leading provider of on-demand manufacturing and supply chain solutions. During the event, Mr. Aakash Shah, Vice Chairman of EEPC India, delivered opening remarks encouraging MSMEs to leverage IESS as a platform for exploring global business opportunities and fostering collaborations.

### WACA's Expertise and Services

Mr. Michael Watkins, CEO and Managing Partner of WACA, outlined the company's capabilities in supporting businesses aiming to expand into North America (NAM) or optimize their supply chains in the region. He emphasized WACA's role in providing: 1) Speed-to-market solutions 2) Waste elimination strategies 3) Cost optimization.

WACA specializes in the following areas:

Business Development

Product Engineering & Development

Process Development & Engineering

Manufacturing and Plant Operations

Quality and Supplier Development

Supply Chain Management, including Sourcing, Supplier Management, and Logistics (Warehousing & Distribution)

Global Service Sectors

WACA offers services across multiple sectors through the following core offerings:

- |                        |                   |                  |                       |
|------------------------|-------------------|------------------|-----------------------|
| a. Client Improvements | b. Representation | c. Qualification | d. Process Management |
|------------------------|-------------------|------------------|-----------------------|

d. Sourcing Services e. Warehousing Services.

The company's Integrated Global Collaborative Operating Model (iGCOM) facilitates seamless collaboration across primary markets, including the USA, Mexico, China, and India. This model provides hourly, daily, weekly, and monthly service options, enabling clients to address quality and demand-related challenges quickly without the need for frequent travel. MSMEs were encouraged to grow their export businesses in partnership with WACA who would be their on-ground representative in the US Mexico and China.



*Welcome Remarks by Mr. Aakash Shah, Vice Chairman,  
EEPC India*

WACA's partnerships include collaborative agreements, strategic partnerships, supply agreements, strategic alliances, and equity partnerships, serving sectors such as aerospace, automotive, consumer goods, energy, and industrial automation.

#### B2B Engagements at IESS

The session attracted over 28 participants who engaged in B2B discussions with Mr. Watkins. WACA highlighted tailored services for MSMEs, including:

**Business Matching:** Assisting Indian manufacturers in connecting with potential customers in the U.S.

**Mitigating Geopolitical Challenges:** Supporting Indian businesses impacted by "Buy American" policies by offering U.S.-based manufacturing solutions to retain customers.

**Quality Control and Rework Solutions:** Addressing quality concerns by reworking materials locally in the U.S., reducing freight and penalty costs.

This session underscored WACA's commitment to helping MSMEs enhance operational efficiency, establish global connections, and navigate challenges in international markets.



*Section of audience*

## XIII- Capacity building workshop on Decarbonisation Industrial Manufacturing

### Preamble:

India is the 13th largest exporter of steel in the world. The base material of any engineering product manufactured in India and exported in foreign countries consist of steel and alloy of steel. Manufacture of steel and its allied product required high temperature for its conversion to useful products. This high temperature is obtained by cold fire furnaces or electric furnaces, power of which is derived from fossil fuels. This process emits huge quantity of carbon dioxide and carbon monoxide in the environment. The steel used in different type of engineering products contains embedded carbon which are emitted in the atmosphere during their conversion process to the modified version of a product. Hence, in both cases there is a toll on the environment. In pursuit to establish a cleaner and greener environment, a sustainable approach by using innovative technology which emits very less quantity of carbon dioxide in the atmosphere or finding innovative methods of capturing emitted carbon and converting them into useful product, is the requirement and mandate for the present scenario.

EU has revised its regularity norms for imports of steel and allied products by laying down a method of assessing carbon emitted during manufacture of such imported materials and comparing it with accepted international threshold value. An additional fine will be levied to the exporter by the system known as Carbon Border Adjustment Mechanism (CBAM). This will be effective from January, 2026. Similarly, the other countries across the world will follow suit.

### Proposal & action taken:

EEPC India Technology Centre found it most

appropriate and relevant subject to make our engineering exporters aware and educate them to prepare themselves with the ways and means to maneuver this challenge which will be faced by all exporting community.

Technology Centre of EEPC India has collaborated with TERI, New Delhi and associated with British High Commission Office, Chennai and Sentra World, Bangalore to utilize their expertise in these compelling areas and arranged a workshop infusing the right knowledge on the innovative technologies and processes to be used, documentation and certification to be obtained for submitting to the buyer according to their accepted norms to handle this grave situation.



*Welcome Remarks by Mr. Raman Raghu, Regional Chairman (Southern Region), EEPC India*

Capacity building workshop on Decarbonising Industrial Manufacturing

Date: 29-11-2024

Time: 2:00–3.30 PM

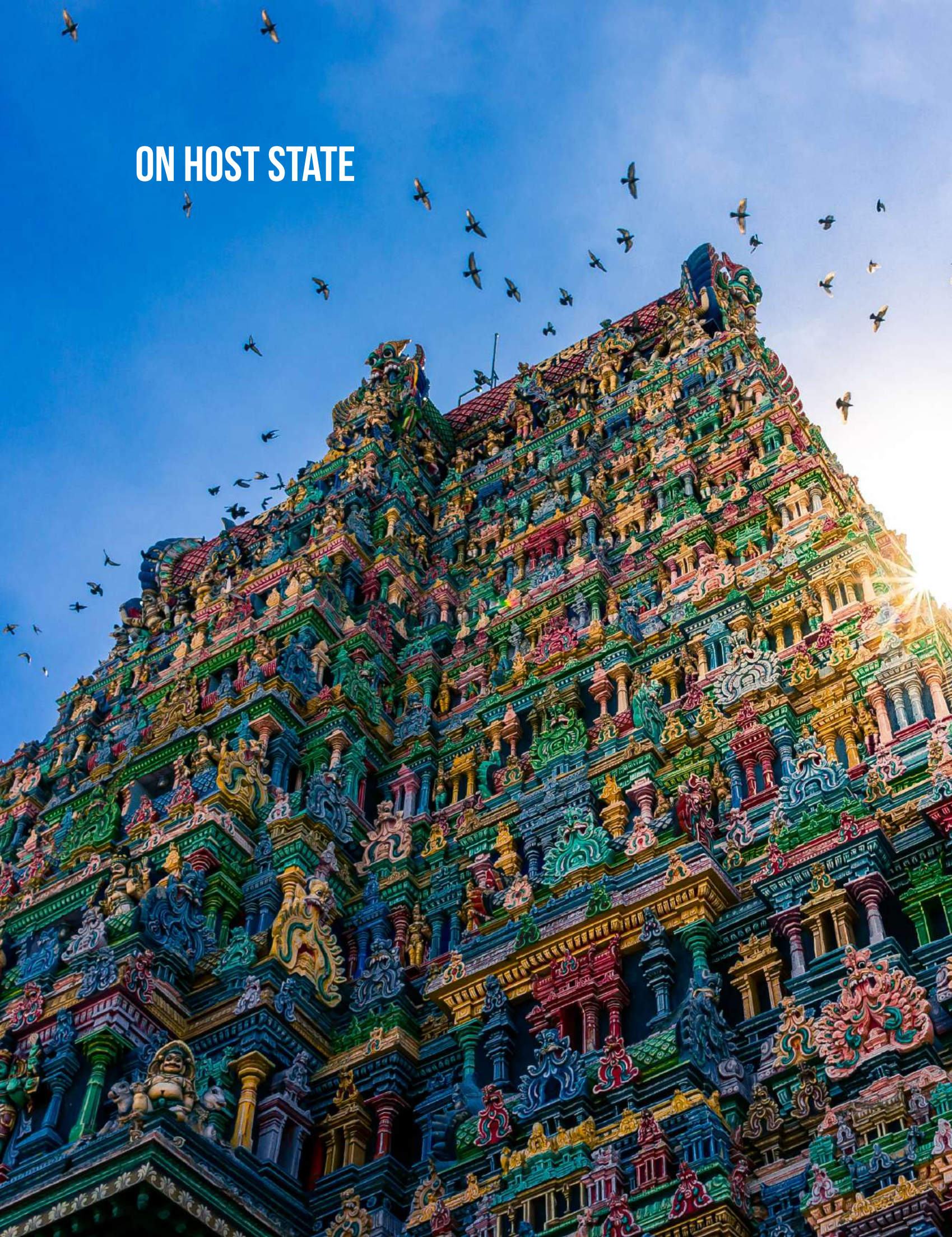
Venue: Conference Hall – A, IESS XII Chennai Trade Centre, CTC Complex, Off Porur Road, Nandambakkam, Chennai

Time	Details
2:00 pm	Welcome Remarks by Mr. Raman Raghu, Regional Chairman – South, EEPC India
2:05 pm	Address by Mr Sam Kumar, Senior Adviser, Economics Climate and Development, British High Commission, Chennai
2:15 pm	Address by Mr Prosanto Pal, Associate Director, Industrial Energy Efficiency Division, TERI, New Delhi
2:25 pm	Presentation – Carbon reduction trajectories
–	Mr. Sobhanbabu, Senior Fellow, TERI, New Delhi
2:45 pm	Presentation – Emerging carbon regulatory mechanisms (EU CBAM)
–	Mr. Aayush Raj Sinha, Business Development Manager, Sentra World, Bangalore
3.05 pm	Q&A & Interactions
3:25 pm	Vote of Thanks by Mr. Raman Raghu, Regional Chairman – South, EEPC India



*Dignitaries on the dais.*

ON HOST STATE





Tamil Nadu is the fourth-largest state of India. Located on the southern coast of India, Tamil Nadu is surrounded by Andhra Pradesh on the north, Karnataka and Kerala on the west, Indian Ocean on the south, and Bay of Bengal on the east.

Tamil Nadu has a diversified manufacturing sector and features among the leaders in several industries like automobiles and auto components, engineering, pharmaceuticals, garments, textile products, leather products, chemicals, plastics, etc. It ranks first among the states in terms of the number of factories and industrial workers. At current prices, Tamil Nadu's gross state domestic product (GSDP) is estimated to be Rs. 28.3 trillion (US\$ 341.79 billion) in 2023-24 and increase at a CAGR of 11.66% between 2018-19 and 2023-24.

In 2020-21, the tertiary sector contributed 54.33% to the state's Gross State Value Added (GSVA) at current prices, followed by the secondary sector at 32.72%. According to Department for Promotion of Industry and Internal Trade (DPIIT), cumulative FDI inflows in the state amounted to US\$ 10.93 billion between October 2019 and March 2024. In September 2021, the UAE-based DP World announced an investment of Rs. 2,000 crore (US\$ 271.68 million) to establish numerous projects in Tamil Nadu. These projects include a container terminal, cold storage and seafood processing zone, free trade zone with an integrated rail siding, minor port in the Eastern Coast of Tamil Nadu and inland container depots in Erode, Karur and Tiruppur.

In July 2021, Tamil Nadu exchanged 35 memorandums of understanding (MoUs) with a cumulative investment of Rs. 17,141 crore (US\$ 2.33 billion) and employment opportunities for 55,054 people. These investments are in the fields of power plants, electronics, auto components, industrial parks, IT/ ITeS services, food processing, footwear, pharmaceuticals, and textiles.

Between the second quarter and third quarter of FY21, the state received new investments of ~Rs. 61,000 crore (US\$ 8.3 billion). Of this, some key

private investments included Rs. 4,629 crore (US\$ 631 million) solar photovoltaic modules project by SunEdison Energy India; Rs. 2,500 crore (US\$ 341 million) lithium-ion batteries project in Tiruvallur by Lucas-TVS, and a Rs. 2,300 crore (US\$ 314 million) plant being set up by Daimler India Commercial Vehicles at Oragadam.

Total merchandise exports from the state stood at US\$ 40.65 billion in FY23, and US\$ 43.56 billion in FY24. The state exported key items such as Engineering Goods, Electronic Goods, Ready-made garments of all textiles, Cotton Yarn/Fabs/Madeups, Handloom Products, Leather and Leather Manufactures, Petroleum Products, Organic and Inorganic Chemicals.

Tamil Nadu has a well-developed infrastructure with an excellent road and rail network, three major ports, 15 minor ports, and eight airports across the state providing excellent connectivity.

As of FY24, the state had a total installed power generation capacity of 39.80 GW.

Thermal power contributed 16147.04 MW to the total installed power generation capacity, followed by renewable power (20032.73 MW), hydropower (2178.20 MW) and nuclear power (1448.00 MW).

Private sector, with a capacity of 26069.60 MW, was the biggest contributor to the total installed power generation capacity in Tamil Nadu, followed by state utilities (7144.98 MW) and central utilities (6591.39 MW).





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சமர்ப்பணம்

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H2-E01 ABEE CAST PRIVATE LIMITED

**KPM**  
KPM PLASTO RUBBER CO.  
In Plastic, Nothing is Impossible

**ABEE CAST PVT. LTD.**  
Automotive

**ABEE CAST PVT. LTD.**  
ALL TYPE OF...  
COMPONENTS

PRAYER ROOM











# KARNATAKA AT IESS XII AS PARTNER STATES



Karnataka is located in the south of India. It is surrounded by the Arabian Sea on the west, Goa on the northwest, Maharashtra on the north, Andhra Pradesh on the east, Tamil Nadu on the southeast, and Kerala on the southwest.

According to an EXIM Bank report, by 2024-25, Karnataka's merchandise exports can reach US\$ 35.3 billion, and software and services exports can reach US\$ 150 billion.

Karnataka has a vibrant automobile, agro, aerospace, textile and garment, biotech, and heavy engineering industries. The state has sector-specific Special Economic Zone (SEZs) for key industries such as IT, biotechnology, engineering, food processing and aerospace. Karnataka is the IT hub of India & home to the fourth-largest technology cluster in the world.

Karnataka boasts of diverse flora and fauna and a 320 km natural coastline, which makes it a nature tourist's paradise.

Karnataka offers a wide range of fiscal and policy incentives for businesses under the Karnataka Industrial Policy 2020-25, with simplified procedures for investment. In September 2017, the government of Karnataka passed the 'Karnataka Electric Vehicle and Energy Storage Policy 2017'. In June 2021, the Karnataka government amended the policy to offer more impetus to the electric mobility sector. As per the amendment, a 15% subsidy was announced on capital expenditure on land value (fixed value assets up to a maximum limit of 50 acres of land).

As of May 2024, the state had an installed power generation capacity of 33,389.69 MW. Of this, central utilities contributed 4364 MW, private utilities (20179 MW), and state utilities (8,845

MW). Of the total installed power generation capacity, 10,761 MW was contributed by thermal power, followed by nuclear (698.00 MW), renewable power (18,298 MW) and hydropower (3,631 MW).

As per the State Budget 2024- 25, Rs. 23,100 crore (US\$ 2.77 billion) was allocated for the energy sector. Out of this, Rs. 12,786 crore (US\$ 1.53 billion) was allocated to provide subsidies to Karnataka Power Transmission Corporation Limited.




**KARNATAKA**



Shri Siddaramaiah  
Hon'ble Chief Minister  
Government of Karnataka



Shri D.K. Shivakumar  
Hon'ble Deputy Chief Minister  
Government of Karnataka



Shri M.B. Patil  
Hon'ble Minister for  
Large & Medium Scale Industries and  
Infrastructure Development,  
Government of Karnataka



Shri Shrinivasappa Darshanapur  
Hon'ble Minister for  
Small Scale Industries and Public Enterprises,  
Government of Karnataka

**Department of Industries and Commerce**










# MADHYA PRADESH AT IESS XII AS PARTNER STATES

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Madhya Pradesh is growing as a solar power hub with the Rewa solar power project (new 750 MW solar power plant) and an upcoming 600 MW floating solar energy project at Omkareshwar Dam on the Narmada River. Madhya Pradesh is located in central India. The state is bound on the north by Uttar Pradesh, on the east by Chhattisgarh, on the south by Maharashtra, and on the west by Gujarat and Rajasthan. It is among the fastest growing states

in the country. At current prices, the Gross State Domestic Product (GSDP) of Madhya Pradesh was estimated at Rs. 13.87 trillion (US\$ 166.31 billion) in 2023-24.

Net State Domestic Product (NSDP) of Madhya Pradesh was estimated to be about Rs. 12.42 trillion (US\$ 148.92 billion) in 2023-24. Between 2015-16 and 2023-24, the state's NSDP increased at a CAGR of about 12.44%. Madhya Pradesh is rich in



natural resources - fuel, minerals, agriculture, and biodiversity. It is also the only diamond producing state in the country. Diamond production in the state stood at 38,437 carats in 2018- 19.

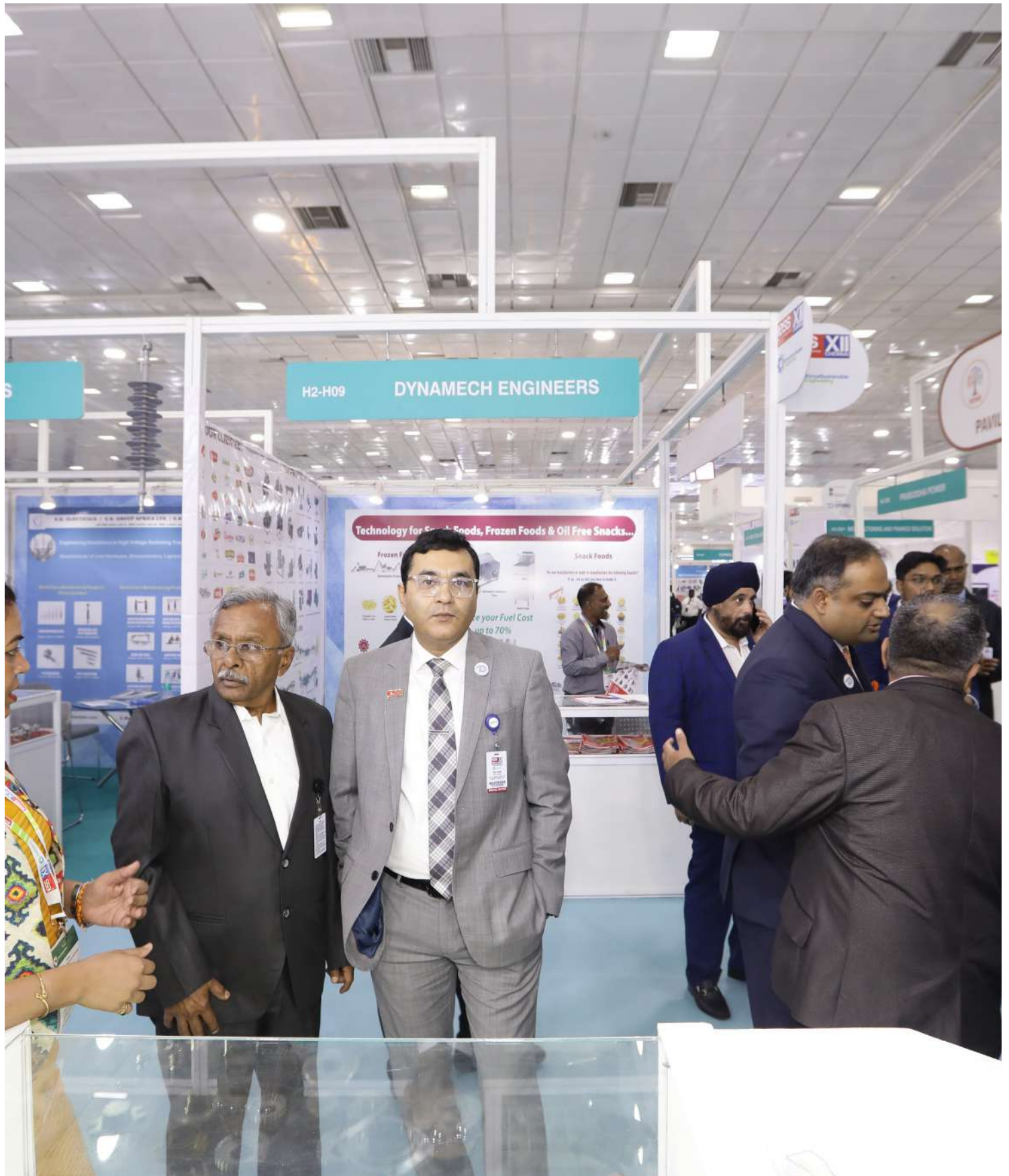
Madhya Pradesh offers distinctive monetary and strategy/policy incentives for organizations under the Industrial Promotion Policy-2014 other than strategies/policies for information technology (IT), biotechnology, tourism, and special economic zone (SEZs). To pull in investors and promote entrepreneurs, the State Government has selected

TRIFAC, an agency that encourages a single window system, for speedy approvals of different clearances and consents.

Exports from the state stood at US\$ 7.88 billion in FY24. In FY24, exports of cotton yarn stood at US\$ 982.5 million. According to the Department for Promotion of Industry and Internal Trade (DPIIT), cumulative FDI inflow in Madhya Pradesh was valued at US\$ 553.49 million between October 2019-March 2024.







## UTTARAKHAND AT IESS XII AS PARTNER STATES

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Uttarakhand is located in the foothills of the Himalayan mountain range. The state shares borders with China (Tibet) in the north, Nepal in the east, and inter-state boundaries with Himachal Pradesh in the west and northwest and Uttar Pradesh in the south. It has almost all agro-geo climatic zones, which provide commercial opportunities for floriculture and horticulture. The state is home to more than 175 species of rare medicinal, aromatic & herbal plants. The state has proximity to the national capital, Delhi, a leading market of the country and excellent connectivity with neighboring states. Uttarakhand has abundant natural resources due to hills and forests. Its agro-climatic conditions support horticulture-based industries. The vast water resources available in the state are also favorable for hydropower.

Uttarakhand is one of the fastest growing states in India, thanks to the massive growth in capital investment arising from conducive industrial policy and generous tax benefits.

The state offers a wide range of benefits in terms of interest incentives, financial assistance, subsidies, and concessions. Uttarakhand has a robust social and industrial infrastructure, virtual connectivity with over 39,000 km of road network, two domestic airports, 345.23 km of rail routes.

As of May 2022 (Upto December), 30 Industrial Entrepreneurs Memorandums (IEMs) worth US\$ 209.30 million) have been filed in Uttarakhand.







# GUJARAT AT IESS XII AS FOCUS STATES

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Gujarat is the fourth-largest state in milk production in India with a share of 7.56% of the total milk production in the country and consists of 19,522 cooperative milk societies in the state. Gujarat is located on the western coast of India and has the longest coastline of 1,600 kms among all the states in the country. The state shares its borders with Rajasthan, Madhya Pradesh, Maharashtra, and the Union Territories of Daman and Diu and Dadra and Nagar Haveli. The Arabian Sea borders the state on the west and the southwest. Gujarat is one of the leading industrialized states in India. Gujarat is considered the petroleum capital of India due to presence of large refining capacity set up by private and public sector companies. In 2022-23, Gujarat contributed 8.6% to India's GDP.

The state is the world's largest producer of processed diamonds, accounting for 72% of the world's processed diamond share and 80% of India's diamond exports. With a contribution

of 65 to 70% to India's denim production, Gujarat is the largest manufacturer of denim in the country and the third largest in the world. There are 42 ports, 17 domestic airports and 3 international airports. There are 106 product clusters and 60 notified special economic zones (SEZs). Large scale investment is expected in Gujarat as part of the US\$ 90 billion Delhi-Mumbai Industrial Corridor (DMIC).

Ahmedabad is India's first UNESCO World Heritage City of Gujarat which has been included in the list of the "World's 50 Greatest Places of 2022" by Time Magazine.

The first IFSC (International Financial Services Centre) in India has been set up at the Gujarat International Finance Tec-City (GIFT City) in Gandhinagar.

In 2022-23, the secondary sector contributed 42.90% to the state's GSDP (at current prices), followed by tertiary (37.3%) and primary (20.09%) sectors.





TO  
GUJARAT

# GOVERNMENT OF GUJARAT



Ozotec

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## HARYANA AT IESS XII AS FOCUS STATES

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Haryana is the third-largest exporter of software and one of the preferred destinations for IT/ITeS facilities in India. Haryana is among the northernmost states in India and is adjacent to Delhi, the national capital of India. It is surrounded by Uttar Pradesh in the east, Punjab in the west, Himachal Pradesh in the north, and Rajasthan in the south. The state surrounds the national capital city, New Delhi, from three sides. Historically a rural state, Haryana today is a well-developed industrial state.

The state is one of India's largest automobile hubs and accounts for two-thirds of passenger cars, 50% of tractors and 60% of motorcycles manufactured in the country. The state has also emerged as a base for the knowledge industry, including IT and biotechnology. Haryana is the third-largest exporter of software and one of the preferred destinations for IT/ITeS facilities.



As per the advance estimates for 2024-25, the state's GSDP at current prices has been estimated at Rs. 12,16,044 crore (US\$ 145.11 billion). The state's GSDP (in Rs.) expanded at a CAGR of 9.39% between 2015-16 and 2024-25.

The State Government of Haryana has been committed to creating a progressive business environment. The state offers a wide range of fiscal and policy incentives for businesses under the Industrial and Investment Policy, of 2011. Haryana ranked the third best state in the country under ease of doing business in the Business Reforms Action Plan 2017. As of October 2020, the state had seven exporting Special Economic Zones (SEZs).

### Recent Developments

- Merchandise exports from Haryana reached US\$ 12.06 billion in FY20, US\$ 11.60 billion in FY21 and US\$ 15.55 billion in FY22. It eventually reached at US\$ 17.66 billion in FY24.
- According to the Department for Promotion of Industry and Internal Trade (DPIIT), cumulative Foreign Direct Investment (FDI) inflows in Haryana stood at US\$ 1.91 billion in FY24 and was US\$ 9.73 billion between October 2019- March 2024.







## ODISHA AT IESS XII AS FOCUS STATES

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The state is home to a large number of MSME units. The state is amongst the top ten states accounting for the highest number of MSME enterprises. Odisha is located in the eastern region of India. The state shares its borders with West Bengal on the north-east, Jharkhand on the north, Andhra Pradesh on the south, Chhattisgarh on the west, and the Bay of Bengal on the east.

At current prices, the state's gross state domestic product (GSDP) was estimated to be Rs. 8.65 trillion (US\$ 103.84 billion) in 2023-24. Odisha's GSDP is expected to increase at a CAGR of 11.92% between 2016-17 and 2023-24.

According to the DPIIT, cumulative FDI inflows in the state stood at US\$ 168.55 million between October 2019- March 2024.

Odisha has emerged as the key state with regard to the mineral and metal-based industries. In 2019-20<sup>^</sup>, Odisha contributed to the largest share (43.0%) of mineral production (by value) in India. The value of minerals produced in the state reached Rs. 87,086 crore (US\$ 10.78 billion) in 2021-22.

Odisha has a well-developed social, physical, and industrial infrastructure, and the state government has undertaken several infrastructural projects to further promote overall development. The state's infrastructure includes well-connected road and rail networks, airports, ports, power, and telecom.

Total merchandise exports from Odisha stood at US\$ 11.93 billion in FY24. Iron ore, iron & steel and aluminium & aluminium products accounted for a majority share in the overall exports from the state.

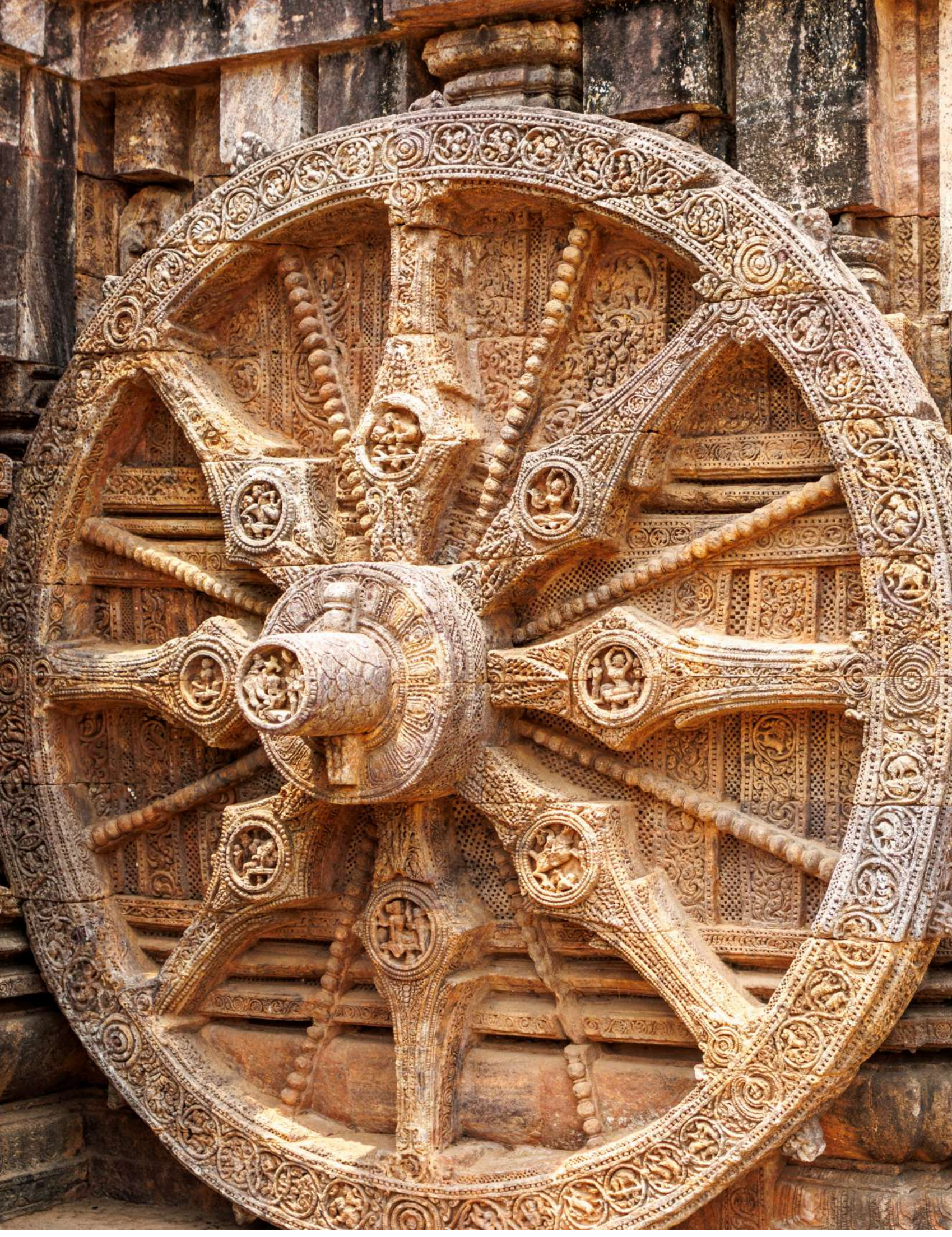
### Key Sectors

Under the State Budget 2023- 24, Rs. 27,593 crore (US\$ 3.31 billion) was allotted to the Education, Sports, Arts, and Culture. Out of which Odisha Adarsh Vidyalaya programme and Mo School Abhiyan has been allocated Rs. 842 crore (US\$ 101.08 million) and Rs 805 crore (US\$ 96.64 million), respectively

As of March 2024, Odisha had a total installed power generation capacity of 8,124.91 MW, of which 1,964.21 MW was under the central utilities, 3,840.52 MW (under state utilities) and 2,320.18 MW (under private sector). Of the total installed power generation capacity, 5,291.21 MW was contributed by thermal, 2,163.22 MW by hydro, and 670.48 MW by renewable energy.

Under the State Budget 2023-24, Rs. 4,906 crore (US\$ 588.9 million) was allotted to the Urban development out of which Rs. 996 crore (US\$ 119.57 million) has been allocated towards the AMRUT scheme and Rs. 300 crore (US\$ 36.01 million) has been allocated towards new city development.

In State Budget 2023-24, Odisha allocated 7.6% of its total expenditure on health, (higher than the average allocation for health by other states 6.3%), 7.1% on rural development (higher than the average allocation for rural development by other states 5.7%) and 7.7% on roads and bridges (higher than the average allocation by states 4.5%).



As of July 2022, the state had five operational, five notified and seven formally approved SEZs.

In 2021-22\*, the total production of horticulture crops in the state was expected to be 13,062.98 thousand tonnes and the area under production was 1,463.76 thousand hectares. In 2021-22\*, the total production of vegetables and fruits was estimated at 9,523.71 thousand tonnes and 2,782.05 thousand tonnes, respectively.

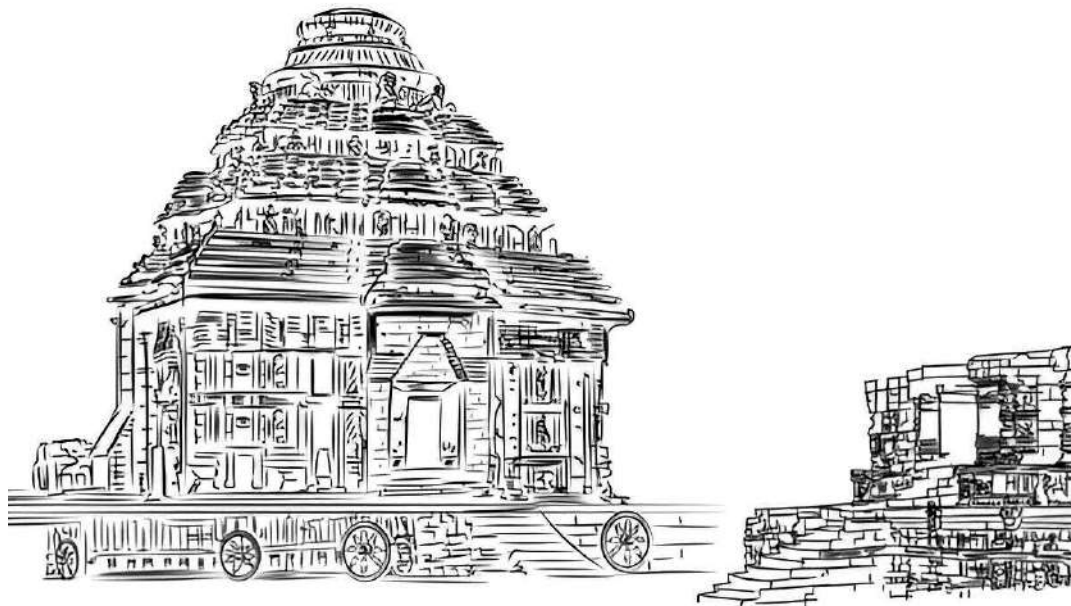
In 2021-22, 3,898,770 domestic tourists and 3,153 foreign tourists visited Odisha.

Odisha's industries are based mainly on the natural resources available in the state. It carries more than 35% of the country's natural resources. The state has significant reserves of iron ore, bauxite, nickel, coal, etc. Hence, it is an attractive destination for mineral-based

industries. In March 2021, Arcelor Mittal-Nippon Steel India and the Odisha government signed a MoU to establish a 12 MT integrated steel plant in the state, with an investment worth Rs. 50,000 crore (US\$ 6.88 billion).

In Union Budget 2021, Odisha allocated 6.4% of its total expenditure on health, (higher than the average allocation for health by other states (5.5%)), 7.5% on rural development (higher than the average allocation for rural development by other states (6.1%)) and 7.8% on roads and bridges (higher than the average allocation by states (4.3%)).

In the Maritime India Summit 2021, the government announced to establish Odisha as the hub of maritime trade.









# MENT OF HA



**EXPORT OF GOODS FROM ODISHA FOR THE YEAR 2023-24**

Sl. No.	Category of Goods	Value (₹)
1	Food	1
2	Manufacturing	6394.83
3	Engineering / Chemical & Allied	9729.25
4	Mineral	25776.7
5	Agriculture & Forest	9972.9
6	Home	2645.64
7	Handloom	0.06
8	Handloom	0.06
9	Handloom	716.8
10	Pharmaceutical	35.34
11	Others	2917
12	Total (Manufacturing)	98791.33

**ODISHA**  
NEW OPPORTUNITIES

- Power Transmission projects of PowerCo, Odisha & Gujarat for export/transfer of goods.
- Government of Odisha has signed an agreement on 09.08.2024 with Maharashtra Shipping Company (MSCL) and MCA, Agricultural Export India Pvt. Ltd. on 09.08.2024 for starting regular container cargo export/import, including services through jointly owned.
- Air cargo export/import has started from Biju Patnaik International Airport (BPIA), Bhubaneswar from 09.31.2024.

**ODISHA EXPORT POLICY 2023**

**Objective**  
To make Odisha in the league of the top five exporting states in India.

**Mission**  
To achieve an export target of ₹ 3.3 Lakh crore by 2026-27.

The export turnover of Odisha has increased by 189.3% from 2019-20 to 2021-22.

Odisha with a share of 4.2% in the national export was the leading mineral producer of the country in 2021-22.

In terms of mineral resources in India, Odisha accounts for:

- Chromite: 100%
- Nickel: 100%
- Bauxite: 94%
- Manganese: 83%
- Iron ore: 74%
- Coal: 24%



# UTTAR PRADESH AT IEISS XII AS FOCUS STATES

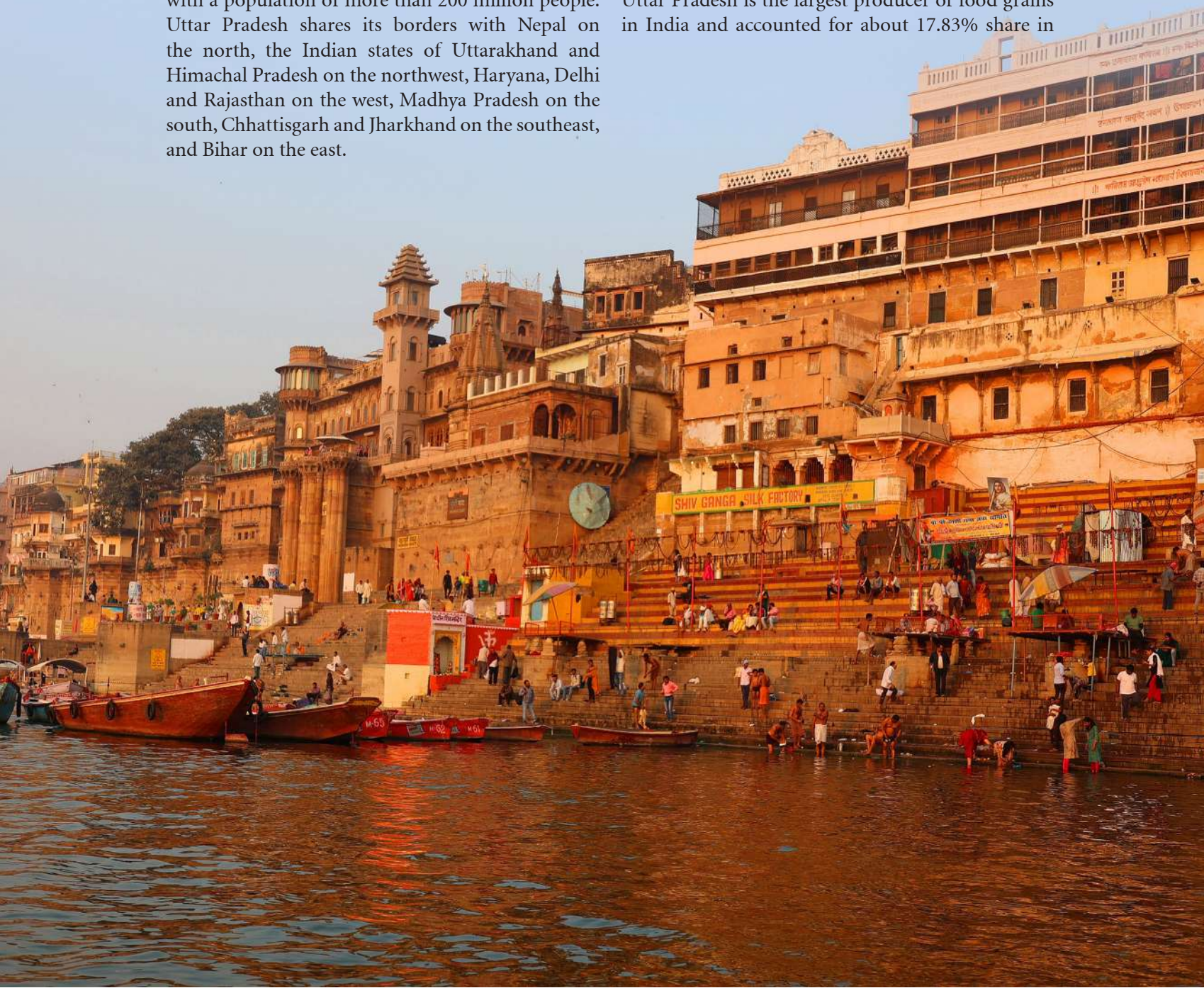
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Uttar Pradesh has the biggest railway network in the country with a railway density of 40 km which is double the rail density of the India.

Uttar Pradesh is the most populous state in India with a population of more than 200 million people. Uttar Pradesh shares its borders with Nepal on the north, the Indian states of Uttarakhand and Himachal Pradesh on the northwest, Haryana, Delhi and Rajasthan on the west, Madhya Pradesh on the south, Chhattisgarh and Jharkhand on the southeast, and Bihar on the east.

In August 2022, Uttar Pradesh revealed the draft of its Solar Energy Policy-2022, which indicates that the state has a goal of producing 16,000 MW of renewable energy by 2026–27.

Uttar Pradesh is the largest producer of food grains in India and accounted for about 17.83% share in



the country's total food grain output in 2016-17. Food grain production in the state stood at 49,903.1 thousand tonnes in 2016-17 and 51,252.7 thousand tonnes in 2017-18. Major food grains produced in the state include rice, wheat, maize, millet (bajra), gram, pea and lentils.

Pulses production in the state stood at 2.56 million tonnes in 2020-21\*. Production of vegetables stood 29,940.09 thousand MT in 2021-22\*.

The state offers a wide range of subsidies, policy and fiscal incentives as well as assistance for businesses under the Industrial and Service Sector Investment Policy, 2004 and Infrastructure and Industrial Investment Policy, 2012. The state has well-drafted, sector-specific policies for IT and biotechnology. The new Uttar Pradesh Civil Aviation Promotion Policy 2017 was brought to promote investment and trade in Uttar Pradesh and to promote tourism while increased road connectivity along with air connectivity will create more employment avenues.

In 2019, 147 investment intentions worth Rs. 16,799 crore (US\$ 2.40 billion) were filed in Uttar Pradesh.

In 2020, the state government rolled out the New Electronics Manufacturing Policy, 2020 and Uttar Pradesh Startup Policy, 2020, to promote the local manufacturing and new startups in the state.

### **Uttar Pradesh Tourism**

Uttar Pradesh is a favored tourist destination in India with Taj Mahal, one of the eight wonders of the world, located in Agra. The state witnessed rise in tourist arrivals, with 320 million tourists arriving in 2023, and is expected to grow further. The opening of the Ram temple in Jan 2024 significantly increases religious tourism in Uttar Pradesh. According to Jefferies, the Ram temple is projected to attract at least 100 million visitors annually. Additionally, Uttar Pradesh government is also established the UP-Ecotourism Development board. The key objective of the initiative is to promote the state's rich legacy of forests and wetlands to increase tourist

footfall while creating jobs for those living around the natural heritage.

### **Economy of Uttar Pradesh**

At current prices, the gross state domestic product (GSDP) of Uttar Pradesh is estimated to be Rs. 24.99 trillion (US\$ 300.01 billion) in 2024-25. The GSDP is expected to increase at a CAGR of 9.05% from 2018-19 to 2024-25. As of March 2024, Uttar Pradesh had an installed power generation capacity of 31,426.33 MW. Of this, 7,908.20 MW was from state utilities, 14,773.20 MW (private utilities) and 8,744.93 MW (central utilities). Thermal power contributed 22,517.26 MW to the state's total installed power generation capacity, followed by 3,424.02 MW (hydropower), 289.48 MW (nuclear power) and 8,619.59 MW (renewable power), as of March 2024. According to Department for Promotion of Industry and Internal Trade (DPIIT), cumulative FDI inflow in Uttar Pradesh stood at US\$ 1,634.97 million between April 2000-March 2024. Merchandise exports from Uttar Pradesh reached US\$ 20.57 billion in FY24 v/s US\$ 21.68 billion in FY23. Electronic goods were the leading export category with 22% share of state exports in 2023-24.

### **Industries in Uttar Pradesh**

Uttar Pradesh is the largest producer of food grains in India and accounted for about 17.83% share in the country's total food grain output in 2016-17. Prime Minister, Mr. Narendra Modi laid the foundation stone and dedicated to the nation multiple development projects worth over Rs. 19,150 crores (US\$ 2.30 billion) in Varanasi, Uttar Pradesh. According to the state government, as many as 1,500 projects worth more than Rs. 70,000 crore (US\$ 9.03 billion) are planned to be launched in Uttar Pradesh's third groundbreaking ceremony to be held in June 2022. Some of these major projects are:

- Adani Group's project worth around Rs. 4,900 crore (US\$ 631.86 million).

- Hiranandani Group's two data centres in Noida with an investment of Rs. 9,100 crore (US\$ 1.17 billion).
- Microsoft's Rs. 2,100 crore (US\$ 270.85 million) software development centre.
- Dalmia Group's Rs. 600 crore (US\$ 77.38 million) cement manufacturing plant in Mirzapur, Hamirpur.

### Recent Developments in Key Sectors

- In October 2022, Minister of Road Transport and Highways, Mr. Nitin Gadkari, announced new projects worth Rs. 7,000 crore (US\$ 8.5 billion) for Uttar Pradesh.
- In October 2022, Chief Minister Mr. Yogi Adityanath said that from the following academic year, all colleges and institutions in Uttar Pradesh will offer medical and engineering programmes in Hindi.
- In the State Budget 2024-25:
  - In the State Budget 2024- 25, Rs. 40,686 crore (US\$ 4.8 billion) has been allocated for the development of roads and bridges. Of this, Rs. 668 crore (US\$ 80.19 million) is allocated for road transportation.
  - As per the State Budget 2024-25, Rs. 45,832 crore (US\$ 5.5 billion) has been allocated to the energy sector. Out of this, Rs. 16,400 crore (US\$ 1.97 billion) is allocated for power subsidies. Rs. 1,800 crore (US\$ 216 million) grants have been allocated to UPPCL for tariff subsidy to private tubewell consumers.
  - As per State Budget 2024- 25, a total amount of Rs. 23,744 crore (US\$ 2.85 billion) has been allocated towards Urban Development. Out of this, Rs. 2,674 crore (US\$ 321.01 million) has been allocated for grants towards the creation of capital assets under PM Awas Yojana (Urban).
- In the State Budget 2024- 25, the state Government allocated Rs. 1,00,335 crore (US\$ 12.05 billion) towards Education, Sports, Arts, and Culture. Out of this, Rs. 1,856 crore (US\$ 222 million) is allocated towards primary education under Samagra Shiksha Abhiyan.
- As per State Budget 2024- 25, Rs. 42,774 crore (US\$ 5.13 billion) was allocated to the health and family welfare sector.
- 41,336 food processing units will be established/upgraded in 2022 under the Pradhan Mantri Formalisation of Micro Food Processing Enterprises Scheme.
- With the help of the state government's Food Processing Industries Policy 2017 (revised), the government has planned to set up 375 large food processing units in 2022.
- In May 2022, Amity University in Noida, Uttar Pradesh, signed an MoU with the Tourism & Hospitality Skill Council (THSC), with the aim to train the students in the field of tourism, travel, hospitality and aviation by different campuses of Amity University, through the implementation programmes under this MoU.
- Uttar Pradesh has now become home to the country's first-ever 'Amrit Sarovar' which was inaugurated in Rampur district in May 2022. It is one of the 789 ponds which the Uttar Pradesh government will develop. Nearly Rs. 60 lakh (US\$ 77,384.88) were spent in the creation of this water body.
- In June 2021, Uttar Pradesh receives a record investment of Rs. 4,074 crores (US\$ 554.24 million) in food processing.
- The tourism administration of Uttar Pradesh is planning to develop a helicopter taxi service to connect the state's most popular locations, as of September 2021.

- Uttar Pradesh has capacity to produce 4,248.76 MW of renewable energy. The state Government has set an objective of annual addition for production capacity of solar energy to 2,000 MW.
- In June 2021, Greenply Industries announced that it will invest around Rs. 75 crore (US\$ 10.30 million) to set up a plywood and allied products manufacturing unit at Sandila Industrial Area in Hardoi, Uttar Pradesh.
- In May 2021, Uttar Pradesh government announced that it would spend US\$ 1 billion
- In January 2021, the state government announced its plan to build 1,038 new Ganga aarti platforms along the river in Bijnor and Ballia districts.
- Uttar Pradesh accounts for strong demand for fertilisers on account of the high availability of acreage coupled with the large size of the state.





# WEST BENGAL AT IESS XII AS FOCUS STATES

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West Bengal is situated in eastern India and shares its borders with Jharkhand, Bihar, Odisha, Sikkim, and Assam. The state also shares international borders with Bangladesh, Bhutan, and Nepal. The Bay of Bengal is in the south of West Bengal.

West Bengal, India's sixth largest state in terms of economic size, has a projected Gross State Domestic Product (GSDP) of Rs. 18.8 trillion (US\$ 227.05 billion) in 2024-25. The average annual GSDP is estimated to increase at 10.5% from 2023-24BE.

In FY24 the total exports from the state stood at US\$ 11,684.64 million. West Bengal exported key items such as Engineering Goods and Gems and Jewellery.

During 2018-19, the state produced a total of 1.85 million tonnes of fish.

West Bengal is the second largest tea-producing state in India and is home to the globally acclaimed Darjeeling tea variety. West Bengal is the largest producer of rice in India. Rice production for the state totalled 13.32 million tonnes in 2021-22.



Its location advantage makes the state a traditional market for eastern India, the Northeast, Nepal, and Bhutan. It is also a strategic entry point for markets in Southeast Asia. The cost of operating a business is lower in Kolkata than in other metropolitan cities.

West Bengal has abundant natural resources of minerals and suitable agro-climatic conditions for agriculture, horticulture, and fisheries. It is in vicinity to mineral rich states like Jharkhand, Bihar, and Odisha. It offers excellent connectivity to the rest of India in terms of railways, roadways, ports, and airports.

As of March 2024, West Bengal had a total installed power generation capacity of 10,800.27 MW, of which 5,997.95 MW was under state utilities, 2,955.98 MW under private sector and 1,846.34 MW under central utilities.

Of the total installed power capacity, 8763.34 MW was contributed by thermal power, 1396.00 MW by hydropower and 640.93 MW by renewable power.

Between October 2019-March 2024, FDI inflows in West Bengal stood at US\$ 1,609.67 million.

West Bengal ranked eleventh among Indian states on ease of doing business and reforms implementation according to a study by the World Bank and KPMG.

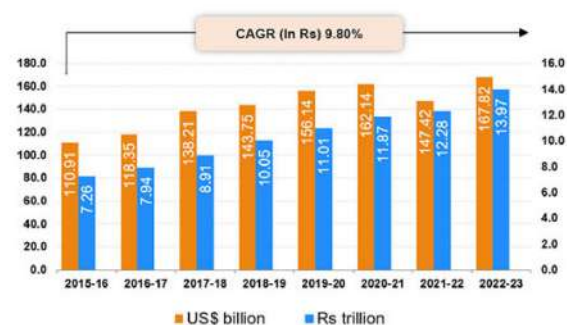
### Key Sectors

- In June 2022, various Indian Railways projects to the tune of Rs. 254 crore (US\$ 30.83 million) were launched in West Bengal's Hooghly district.
- HDC Bulk Terminal Ltd (HBTL), a wholly owned subsidiary of Adani Ports and Special Economic Zone Limited (APSEZ), has signed the Concession Agreement with Syama Prasad Mookerjee Port, Kolkata (SMPK) for mechanization of Berth no. 2 at Haldia Port.
- In August 2022, a Special Food Processing Fund of Rs. 2,000 crore (US\$ 242.72 million) was set up with National Bank for Agriculture and Rural Development

(NABARD) to provide affordable credit for investments in setting up Mega Food Parks (MFP) as well as processing units in the MFPs.

- Tea production in West Bengal stood at 418.84 million kg in FY23.
- In 2021, domestic tourist arrivals in the state were 243.25 million and foreign tourist arrivals had crossed over 0.34 million.
- In FY22, total exports of iron and steel from West Bengal stood at US\$ 1,851.38 million, which was 13.32% of the total exports.
- In FY23 total exports of iron and steel from West Bengal stood at US\$ 1,579.03 million, which was 12.39% of the total exports.
- The State Budget 2022-23 seeks to provide relief to the tea industry by exempting rural employment cess and waiving agricultural income tax in FY 2022-23.
- GAIL, its JV company Bengal Gas Co and Hindustan Petroleum Corporation Ltd's will invest Rs. 17000 crore (US\$ 2.2 billion) in various CNG projects in West Bengal over the next five years.

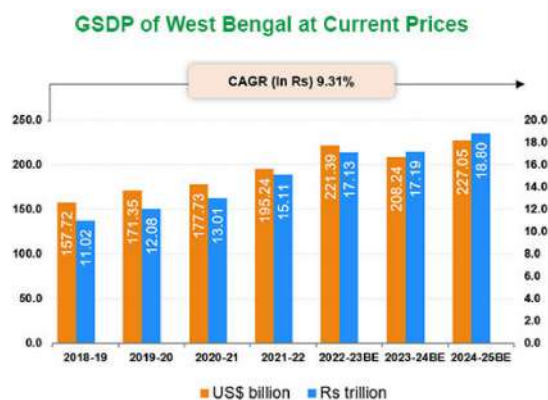
### NSDP of West Bengal at Current Prices



Note: Exchange rates used are averages of each year  
Source: MOSPI

- ONGC will invest Rs. 1,500 crore (US\$ 193.85 million) over the next 3-4 years for gas exploration at Ashoknager in North 24 Parganas district of West Bengal.

- West Bengal has allocated 16.8% of its total expenditure for education in 2022-23. This is higher than the average allocation (15.2%) for education by all states (as per 2021-22 Budget Estimates).
- In State Budget 2024-25 Rs. 22,620 crore (US\$ 2.73 billion) has been allocated to Agriculture and Allied Activities of which Rs 5,800 crore (US\$ 700.48 million) has been allocated for financial support to Krishak Bandhu and Rs 1,200 crore (US\$ 144.93 million) has been allocated for crop insurance
- As per State Budget 2024- 25 Rs. 47,470 crore (US\$ 5.73 billion) has been allocated for Education, Sports, Arts, and Culture of which Rs 18,029 crore (US\$ 2.18 billion) has been allocated for assistance to non-government secondary schools and Rs 7,732 crore (US\$ 0.93 billion) has been allocated for assistance to non-government primary schools.
- In 2018-19, West Bengal remained the second largest producer of potato in India, accounting for about 24.31% of the country's potato output. The state's potato production stood at 13.78 million tonnes in 2018-19.
- As of October 2020, West Bengal had 21 SEZs; of this, seven were operational, five were notified, seven were formally approved and two had in-principle approval.
- As per State Budget 2021-22, the government has allocated Rs. 183.51 crore (US\$ 25.35 million) for development of the IT and Electronics Department in West Bengal.
- Moreover, the state is also a key producer of petroleum and petrochemicals. Production of natural gas in the state^ reached 534 million cubic metres in 2020-21\*.
- Total export from IT sector from the state was estimated at Rs 22,897 crore (US\$ 3.28 billion) in 2018-19. The State Government introduced West Bengal Information Technology and Electronics Policy 2018 which envisages West Bengal as one of the leading states in India in the IT, ITeS, ICT and ESDM sectors. In August 2021, the State IT Minister Mr. Partha Chatterjee, as part of the state's plan to position West Bengal as an IT hub, earmarked another 100 acres of land for its Silicon Valley Tech Hub.



Note: Exchange rates used are averages of each year BE- Budget Estimate  
Source: MOSPI







## CLOSING CEREMONY OF THE EXHIBITION

The event closed with rewarding the Pavilions for their designs . Tamil Nadu – the Host State Pavilion and Uttar Pradesh – one of the Focus States, fetched the State awards, National Institute of Design - under Special Category, M/s. Vinir Engineering

Private Limited under Large; M/s. Tusker Materials Handling Private Limited under Medium and M/s. Ratna Home Products Private Limited -under Small Category and M/s. Hydropower-Tech Engineering – under MSME Enterprise category



*On the closing day of the show, Mr. Aakash Shah, Vice Chairman, EEPc India; Mr. Adhip Mitra, Executive Director & Secretary, EEPc India; attended the debriefing session.*

# BEST PAVILION AWARD



*The Best Pavilion Award in the Large Enterprise category has been awarded to M/s. Vinir Engineering Private Limited*





*The Best Pavilion Award in the Medium Enterprise category has been awarded to M/s. Tusker Materials Handling Private Limited*



*The Best Pavilion Award in the Small Enterprise category has been awarded to M/s. Ratna Home Products Private Limited*



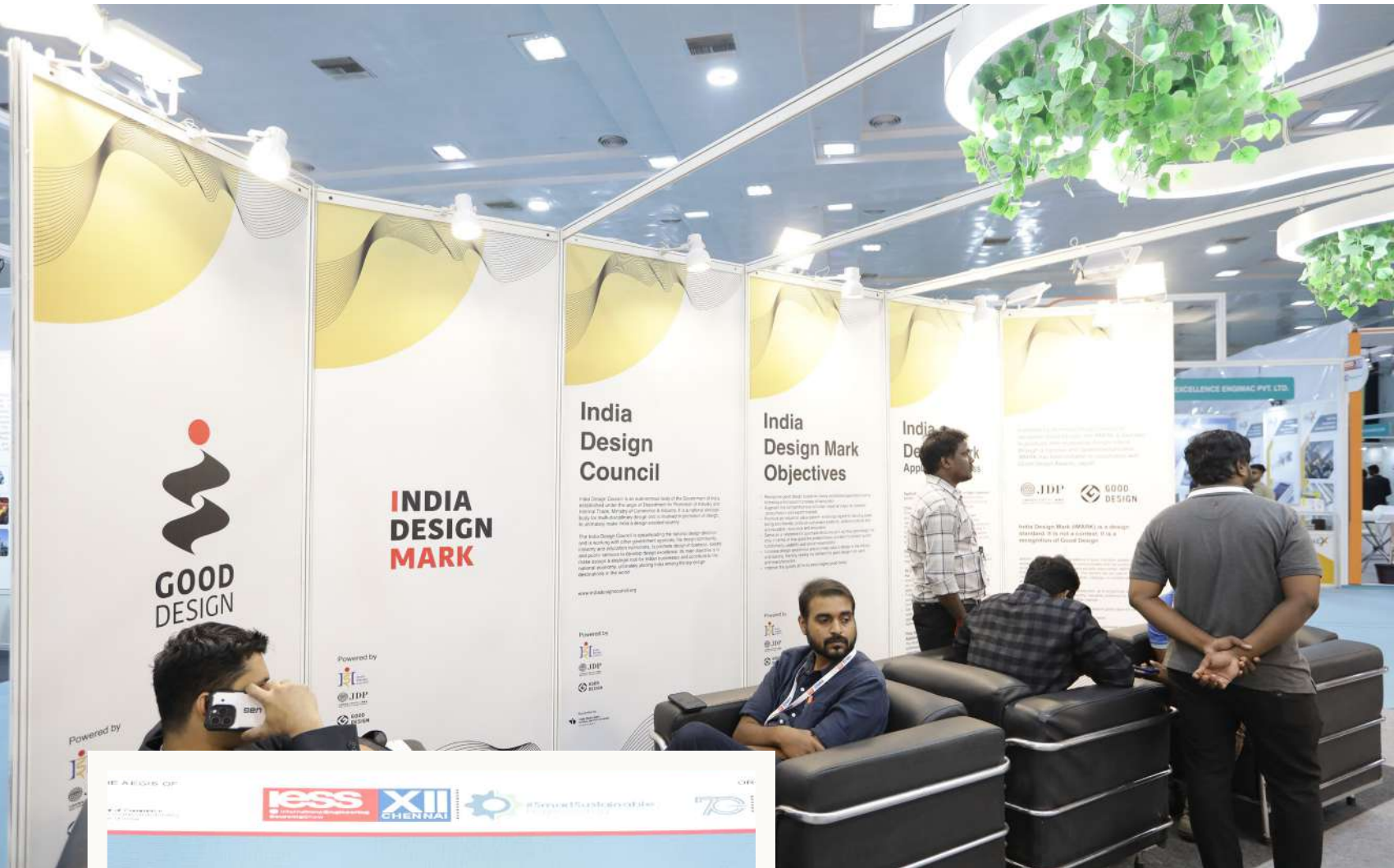
*The Best Pavilion Award in the MSME Enterprise category has been awarded to M/s. Hydropower-Tech Engineering*



*The Best Pavilion Award in State category has been awarded to Tamil Nadu*



*The Best Pavilion Award in State category has been awarded to Uttar Pradesh*



*The Best Pavilion Award in Special category has been awarded to National Institute of Design*



*Section of audience*



*A participant shares his feedback*



*Team EEP India*



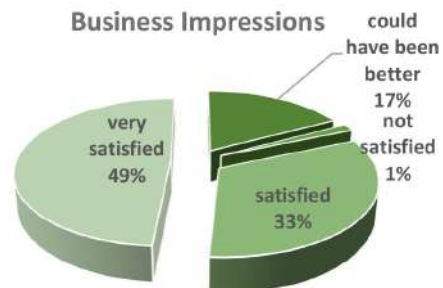
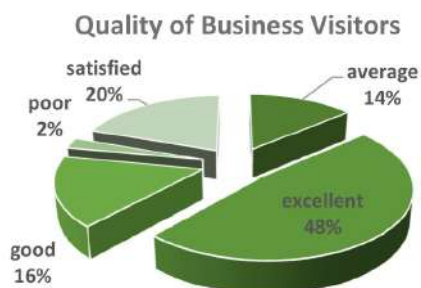


### Highlights of IESS XII

- 209 exhibitors submitted their feedback by the end of IESS XII.
- Publicity and advertising for the show was excellent as nearly 70% of the respondent participants were new comers.
- A total of 7666 contacts were made by the 209 respondent exhibitors during IESS XII with an average of around 37 contacts per respondent exhibitor. Over 65% of the contacts were new contacts.
- Only a few of the respondent exhibitors disclosed the number and amount of orders booked by them during the show. A total of 224 orders were booked by them the sum of which was US\$ 0.93 million.
- Some of the respondent exhibitors disclosed the number and amount of enquiries generated by them during the show. As per the information submitted, a total of 1773 enquiries were generated by the respondent exhibitors and the total amount of enquiries generated was US\$ 8.07 million.
- Over 65% of the respondents were able to appoint their distributor agents during the show.

### Key Takeaways

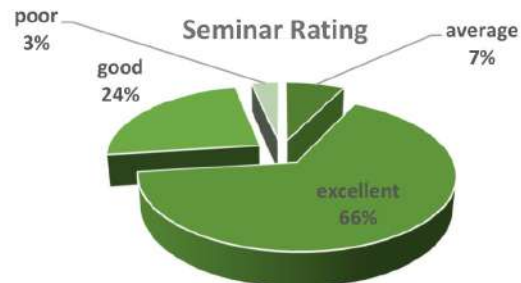
1. Quality of business visitors in IESS XII was excellent as 84% of the respondent exhibitors categorized them as either Excellent or good or satisfactory.



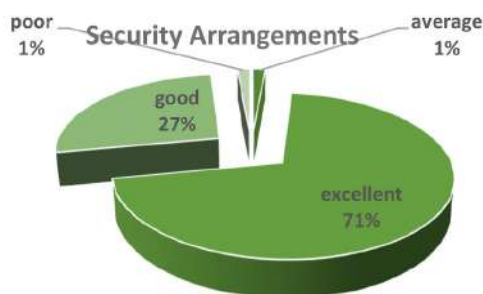
- Over 80% of the respondent participants were quite satisfied about the quality of business done during the event, only 20% of them expected better businesses.
- Buyers' turnout during the show was quite satisfactory as 76% of the respondent exhibitors found it as either excellent or good.



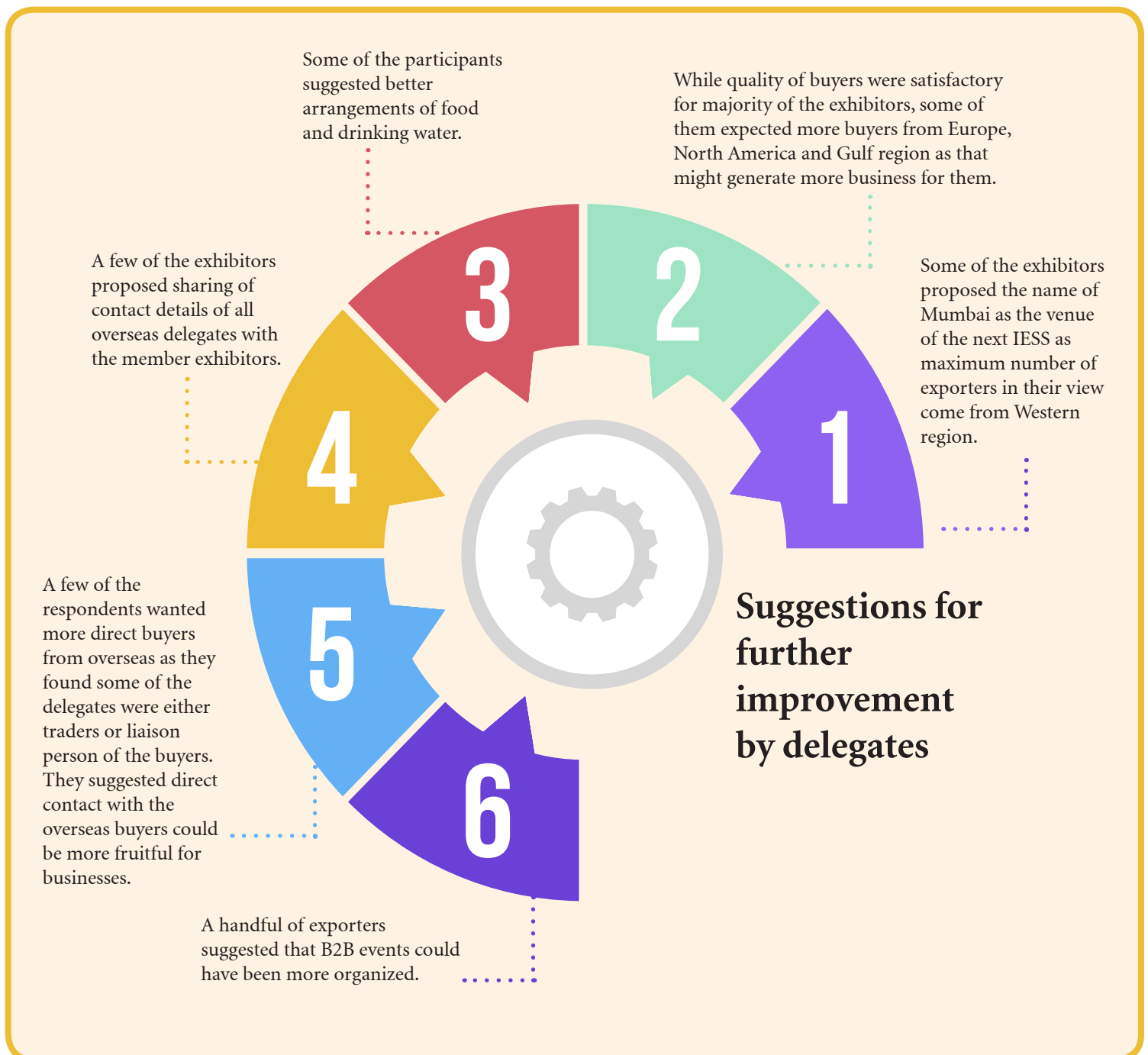
- Quality of buyers also matched the expectation of the exhibitors as more than three-fourth of the reporting exhibitors were satisfied with the quality of buyers.
- As per the respondent exhibitors, category of the products exhibited were perfectly in line with the demand of the global industries as they were marked as either excellent or good for 92% of the exhibitors.



- Quality of the seminars were very much up to the mark as per the respondent exhibitors as 90% of them found the seminars and workshops conducted during IESS XII as either excellent or good.
- Overall Security arrangement was quite good as 98% of the reporting exhibitors categorized them as either good or excellent.



8. B2B sessions turned out as quite effective and fruitful as 84% of the reporting exhibitors viewed them as either good or excellent.
9. 95% of the respondent exhibitors in IESS XII reported that they were quite aware of the events and activities organized by EEPC India.
10. The event IESS XII was overall a grand success like previous editions and it was quite satisfactory for our member exporters as 97% of the reporting participants expressed their intention to participate in upcoming EEPC India events.



# GLIMPSES OF THE EXHIBITION



## STALLS













## STAKEHOLDERS BOOTHS





# EEPC INDIA THEME PAVILION





## VIP TOUR







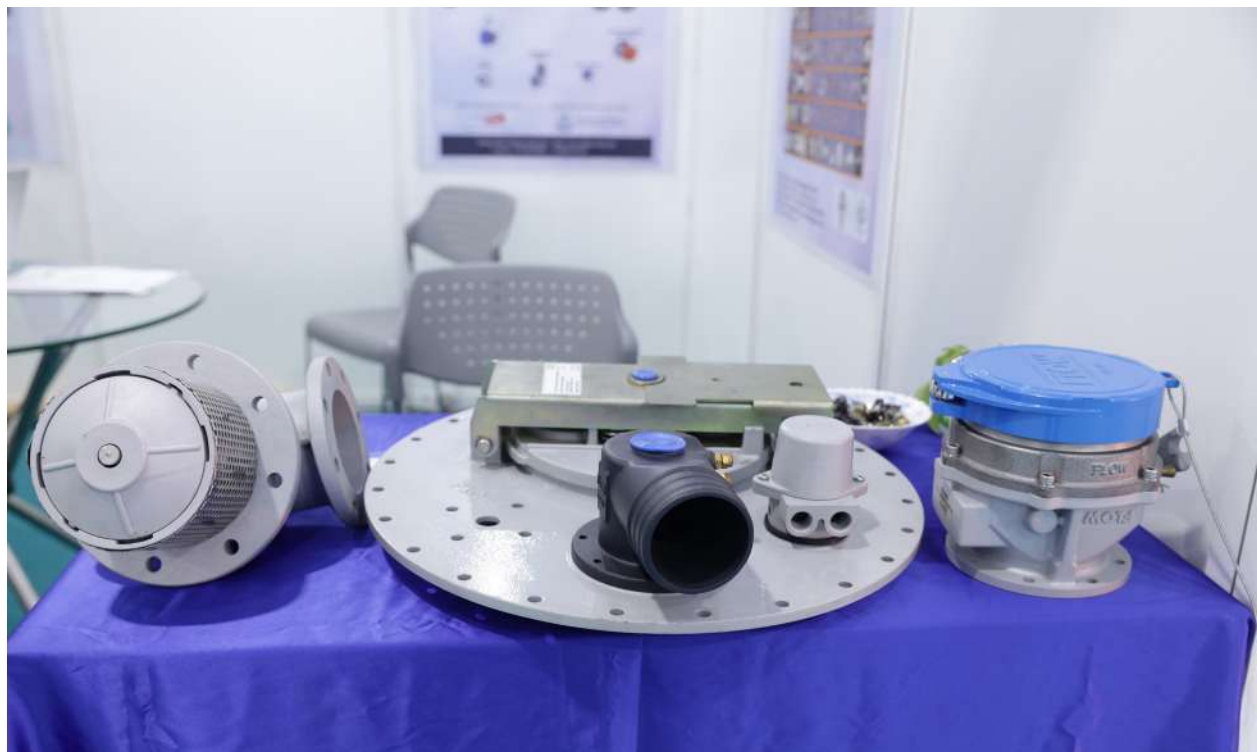


## PRODUCTS











# B2B MEETING







## INDIA EVENING

---

Cultural Performance by local group was worth the wait



*Welcome address by Mr. Pankaj Chadha, Chairman, EEPC India at Networking Evening*



*Orchestra at Networking Evening*



*Instrumental performance at Networking Evening*



*Overseas delegates at Networking Evening*



*Group Photo at Networking Evening*



## 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 XII. A dedicated website was created to facilitate online registration ([www.iesshow.in](http://www.iesshow.in))

Promotional Literature for mobilisation of the Exhibition in India was done



Standee



Domestic Flyer



one Page Brochure

### Show Publicity in Chennai, Bangalore, Coimbatore

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

- Bus backs





➤ Airport Branding

➤ Hording

➤ Hording

UNDER THE AEGIS OF  
 ORGANISED BY

**less** **XII** **EEPCINDIA**  
 CHENNAI CHENNAI ENGINEERING THE FUTURE

**27 28 29 NOVEMBER 2024 | 10 AM - 6 PM**  
 CHENNAI TRADE CENTRE, CHENNAI, INDIA

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**ACROSS 4 ENGINEERING SECTORS**

SUBCONTRACTING WORK | ENERGY AND ELECTRICAL SECTOR | INDUSTRIAL MACHINES, EQUIPMENT, ACCESSORIES AND DEVICES | ENGINEERING START-UPS, INDUSTRIAL TECHNOLOGIES

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The 12<sup>th</sup> Edition of Engineering Sourcing Show

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**27 28 29 NOVEMBER 2024**  
 CHENNAI TRADE CENTRE, CHENNAI, INDIA

**Across 4 Engineering Sectors:**  
 SUBCONTRACT INDIA 2024 | WATTEG INDIA 2024 | INNOVATION INDIA 2024 | INDUSTROMECH INDIA 2024

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To Register, Log on to: [www.iesshow.in](http://www.iesshow.in)  
**Contact: 28295501 / 02**

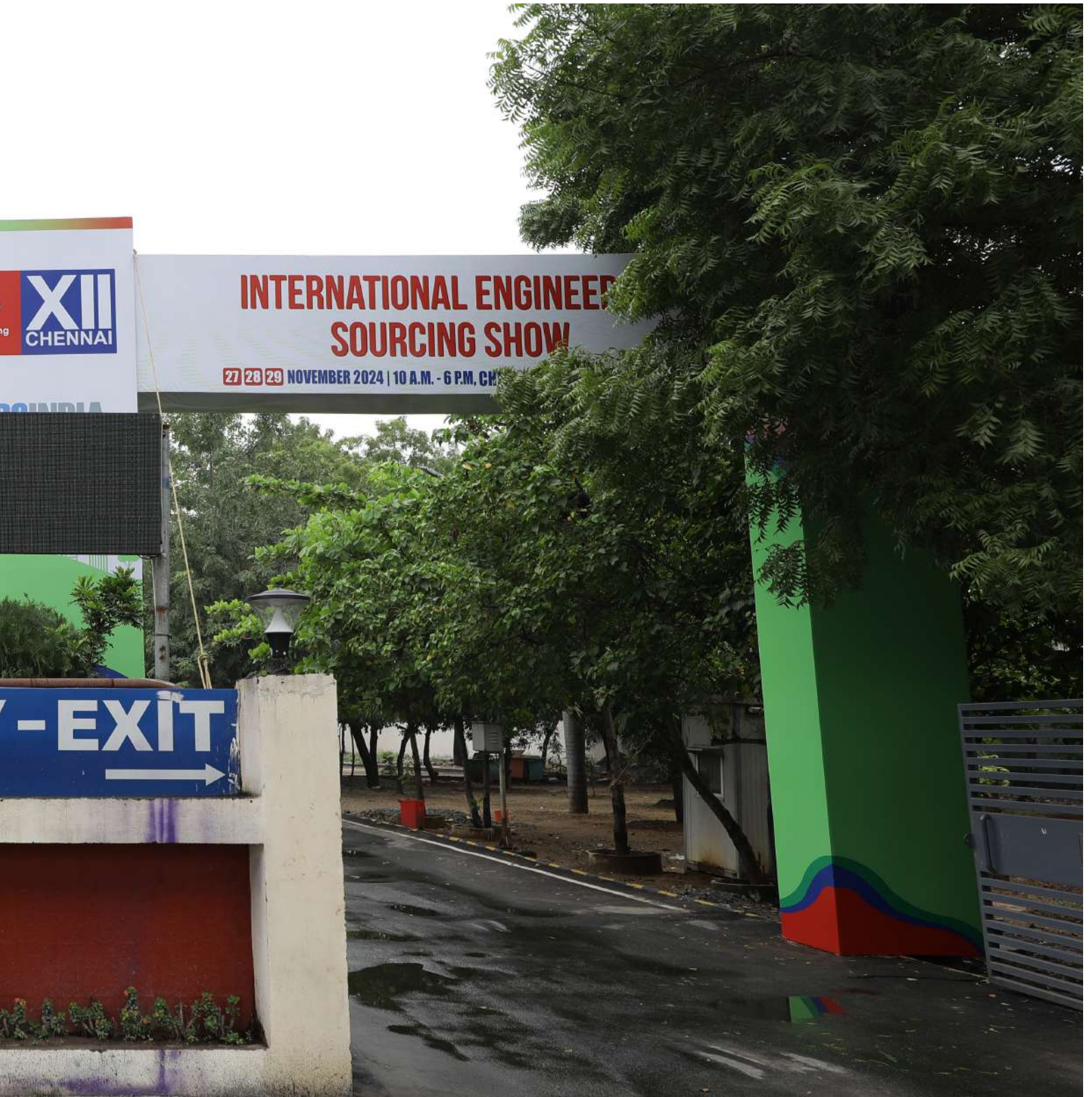
➤ TV Ad

➤ Outdoor Branding





➤ Entrance Gate



➤ Pole Branding



### In-Show Publicity

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



*Exhibitors' Directory*



*Certificates*



*Best Pavilion Certificate*



*Green Award Certificate*



Luggage Tag



Lunch Coupon



Cap



Mugs



PAD Cover



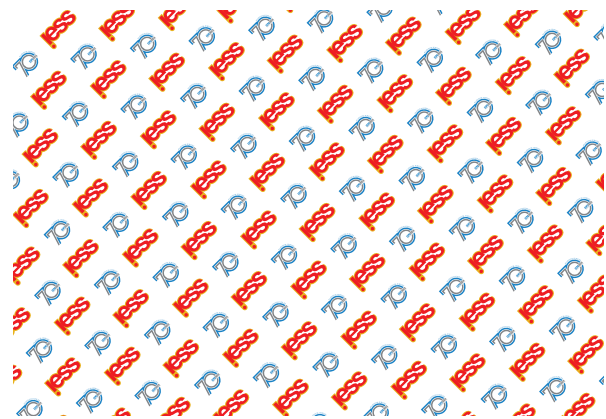
FRONT

BACK

*Bag*



*Passport Book IESS XII*



*Wrapping Paper*



Three Day Programme



Inaugural Invitation Card



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27-28-29 November 2024  
Chennai Trade Centre, Chennai, India  
The only engineering sourcing event in India

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The Annual Meet of the Engineering World

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Chennai Trade Centre, Chennai, India  
Close to 7000 on One Meetings on record and planning for more

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Chennai Trade Centre, Chennai, India  
Room for Manufacturing Start Ups

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Chennai Trade Centre, Chennai, India  
Meet Participants from all Top Five States in Terms of Engineering Exports

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The 12th edition of International Engineering Sourcing Show

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Meet the USD 113 billion Indian Domestic Textile Machinery Industry

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Chennai Trade Centre, Chennai, India  
3000+ India Exhibitors | 66000+ India Visitors | 150+ Engineering Product Categories

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-28-29 November 2024  
Chennai Trade Centre, Chennai, India  
Indian pump market to reach USD 3.3 billion in 2026

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Chennai Trade Centre, Chennai, India  
ISS XII would portray Direct Interactions with Manufacturers, Merchants, Entrepreneurs, Academicians, Start Ups

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Indian Machine Tools is basking in the glory of 32 percent year on year growth

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Across 4 Sectors

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-28-29 November 2024  
Chennai Trade Centre, Chennai, India  
A place where Innovation meets invention

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-28-29 November 2024  
Chennai Trade Centre, Chennai, India  
ISS XII would portray Bureaucrats, Service Providers from engineering background

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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A Forum to share and educate the art of Green Manufacturing

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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India exports engineering goods to over 200 countries

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Chennai Trade Centre, Chennai, India  
50 percent of Castings are used in Transport sector and Heavy Equipment in India

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-28-29 November 2024  
Chennai Trade Centre, Chennai, India  
21 India Exhibitors | 7000 India Visitors | 150+ International Suppliers

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-28-29 November 2024  
Chennai Trade Centre, Chennai, India  
A confluence of brilliant engineering Minds

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-28-29 November 2024  
Chennai Trade Centre, Chennai, India  
ISS shows the way for Industry to be future ready

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Chennai Calling

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Visit the Third Largest Construction Equipment market of the World

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Industrial Fasteners market to hit USD 17.87 billion by 2030

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ACROSS 4 SECTORS

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SHOWCASE YOUR BEST PRODUCTS

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SUBCONTRACT INDIA 2024

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Chennai Trade Centre, Chennai, India  
Meet the 16th largest exporter of textile machinery in the world

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Chennai Trade Centre, Chennai, India  
India's nominal GDP to become No-1 in the world in the next three decades

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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 Wednesday - Friday  
 Chennai Trade Centre, Chennai, India

**Register as Overseas Buyer**

For further details please contact:  
 Raji Sharma (rajsharma@lessindia.com) | +91 93874 44422

www.lessshow.in

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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The top five export destinations that experienced positive growth in April - August 2024 - 25 were USA, UAE, Saudi Arabia, Turkey, Singapore, UK, Mexico etc.

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The three day event would host series of knowledge dissemination sessions across the engineering domain, and invites your esteemed participation to avail this knowledge exchange opportunities.

AM/NS INDIA | COASTAL | SSBM

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India is the market with the fastest growth in renewable electricity

**Register Now**

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27th November 2024

Global Sourcing Meet with Auster Water Pump Show  
 Conference Hall - A | 11:00 AM

Session on Automation & Smart Manufacturing for SME Sector  
 Conference Hall - B | 11:00 AM

Session on Inland Waterway Development  
 Conference Hall - C | 11:00 AM

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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 Chennai Trade Centre, Chennai, India

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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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 Wednesday - Friday  
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India's Food Processing Equipment Market is expected to grow at a CAGR of 7.5% till 2027

**Register Now**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
 27-28-29 November 2024  
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 Chennai Trade Centre, Chennai, India

28th November 2024

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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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 Wednesday - Friday  
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By 2030, India's EV market is projected to touch the magic figure of 10 million Annual Sales

**Register Now**

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What Overseas Buyers will get

Hotel accommodation for three nights  
 Corporate ITC Breakfast  
 Airport Transfer  
 Refreshment to Indian Travellers  
 Invitation to Networking Evening

**Register as Overseas Buyer**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
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Subcontracting India

1000+ SMEs with a qualified workforce available to be an effective supplier solution partner to the engineering industry

**Register as Overseas Buyer**

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Date: Thursday, November 28 2024  
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 Time: 2:00 PM  
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AM/NS INDIA

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 Hall: Conference Hall - C

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 Time: 11:00 AM  
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Vendor Development Session  
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North America ranked as numero uno destination for Indian Engineering products

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 Time: 2:00 PM  
 Hall: Conference Hall - A

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 Wednesday - Friday  
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Session on e-mobility

Date: Thursday, 28 November 2024  
 Time: 11:00 AM  
 Hall: Conference Hall - B



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Capital Goods contributes to 17 percent of India's manufacturing output  
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India's engineering export share increased from 30% 2015-24 to 29% in 2022-24  
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Speakers for the Event  
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India exports engineering goods to over 200 countries

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Session on Inland & Outbound Investment

28th November 2024 | 11:00 AM | Conference Hall - A

Speakers for the Event

- Dr. M. Anand Kumar, Working Committee Member, IEPIC India
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- Dr. M. Anand Kumar, Working Committee Member, IEPIC India
- Dr. Anand Kumar, Director General and Managing Director, IEPIC India
- Dr. S. Suresh Kumar, Director General, IEPIC India

Register as Overseas Buyer

For further details please contact:  
 Rajat Sharma | [rajat@jessshow.in](mailto:rajat@jessshow.in) | +91 9830 34 4542

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
 Chennai Trade Centre, Chennai, India  
 27-28-29 November 2024

Networking Evening IESS XII

28th November 2024 | 6:30 PM | Chennai Trade Centre, Chennai

Speakers for the Event

- Dr. M. Anand Kumar, Working Committee Member, IEPIC India

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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
 Chennai Trade Centre, Chennai, India  
 27-28-29 November 2024

Closing Ceremony of IESS XII

AM/NS INDIA | C-ENTRAL | SPSN

INDIA DESIGN MARK | TATA STEEL

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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
 Chennai Trade Centre, Chennai, India  
 27-28-29 November 2024

Closing Ceremony of IESS XII

29th November 2024 | 4:00 PM | Chennai Trade Centre, Chennai

Speakers for the Event

- Dr. Anand Kumar, Working Committee Member, IEPIC India
- Dr. M. Anand Kumar, Director General & Secretary, IEPIC India

Register as Overseas Buyer

For further details please contact:  
 Rajat Sharma | [rajat@jessshow.in](mailto:rajat@jessshow.in) | +91 9830 34 4542

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
 Chennai Trade Centre, Chennai, India  
 27-28-29 November 2024

Global Sourcing Meet with ArcelorMittal Nippon Steel India

Date: 27-11-2024 | Time: 2:00 PM | Hall: Conference Hall - A

AM/NS INDIA

Register as Overseas Buyer

For further details please contact:  
 Rajat Sharma | [rajat@jessshow.in](mailto:rajat@jessshow.in) | +91 9830 34 4542

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
 Chennai Trade Centre, Chennai, India  
 27-28-29 November 2024

Register as Overseas Buyer

For further details please contact:  
 Rajat Sharma | [rajat@jessshow.in](mailto:rajat@jessshow.in) | +91 9830 34 4542

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
 Chennai Trade Centre, Chennai, India  
 27-28-29 November 2024

Session on Automation & Smart Manufacturing for MSME Sector

Date: 27-11-2024 | Time: 7:00 PM | Hall: Conference Hall - B

Register as Overseas Buyer

For further details please contact:  
 Rajat Sharma | [rajat@jessshow.in](mailto:rajat@jessshow.in) | +91 9830 34 4542

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
 Chennai Trade Centre, Chennai, India  
 27-28-29 November 2024

10th Edition of International Engineering Sourcing Show

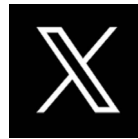
Global Overseas Buyers will get:

- 1-on-1 personal meeting
- Scheduled B2B Meetings
- Agreed Dealings
- Product based Transactions
- Incentive to Networking Events

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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Register as Overseas Buyer**

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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

The top ten export destinations that experienced positive growth in April - August 2024 - 29 were USA, UAE, Saudi Arabia, Turkey, Singapore, UK, Mexico etc.

**Register as Overseas Buyer**

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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

The three day event will host areas of knowledge dissemination across the engineering domain, and invites you to attend and participate to avail this knowledge exchange opportunity.

**INDIA DESIGN MARK**  
**TATA STEEL**

**Register Now**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

India is the market with the fastest growth in renewable electricity

**Register Now**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

27th November 2024

Global Sourcing Meet with **Automotive Export Meet**  
India  
Conference Hall - 4 | 12:00 PM

Session on **Automation & Smart Manufacturing for MSME Sector**  
Conference Hall - 5 | 12:00 PM

Session on **AI-based Predictive Maintenance**  
Conference Hall - 6 | 12:00 PM

**Register Now**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Register as Overseas Buyer**

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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Register as Business Buyer**

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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Register as Overseas Buyer**

For further details please contact:  
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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

GLOBAL Sourcing Meet with **Global Order**

**DATE: Thursday, November 28, 2024**  
9:00 AM - 12:00 PM  
Hall 6 Conference Hall - A

**Register Now**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Register as Overseas Buyer**

For further details please contact:  
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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

By 2030, India's EV market is projected to touch the magic figure of 10 million Annual Sales

**Register Now**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**AMINS INDIA**

For further details please contact:  
Rajit Sharma | [rajits@ieesshow.in](mailto:rajits@ieesshow.in) | +91 97870 45422

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**REGISTER CONTRACT INDIA**

For further details please contact:  
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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Register as Overseas Buyer**

For further details please contact:  
Rajit Sharma | [rajits@ieesshow.in](mailto:rajits@ieesshow.in) | +91 97870 45422

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Register as Automation & Smart Manufacturing for MSME Sector**

**REGISTER CONTRACT INDIA**

For further details please contact:  
Rajit Sharma | [rajits@ieesshow.in](mailto:rajits@ieesshow.in) | +91 97870 45422

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Register as Overseas Buyer**

For further details please contact:  
Rajit Sharma | [rajits@ieesshow.in](mailto:rajits@ieesshow.in) | +91 97870 45422

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**AMINS & ESDS**

For further details please contact:  
Rajit Sharma | [rajits@ieesshow.in](mailto:rajits@ieesshow.in) | +91 97870 45422

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**29th November 2024**

Global Sourcing Meet with **Global Order**  
Conference Hall - 4 | 12:00 PM

Session on **Automation & Smart Manufacturing for MSME Sector**  
Conference Hall - 5 | 12:00 PM

Session on **AI-based Predictive Maintenance**  
Conference Hall - 6 | 12:00 PM

**Register as Overseas Buyer**

For further details please contact:  
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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Register as Overseas Buyer**

For further details please contact:  
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**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**AGENTS FOR ENGINEERING SECTORS**

**REGISTER CONTRACT INDIA**

For further details please contact:  
Rajit Sharma | [rajits@ieesshow.in](mailto:rajits@ieesshow.in) | +91 97870 45422

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Interactive Session with CoM**  
28th November, 2024 | 11:00 am | Conference Hall C

**Speakers for the Event**

- Mr. Ashish Shah, Vice Chairman, IESCI, India
- Mr. Anand K. S. Deputy Director - Finance and Administration, Government of Maharashtra, India
- Mr. Prasad Venkatesh, Chairman, CoM, Chennai, India

**Register Now**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024 | 6:30 pm | Chennai Trade Centre, Chennai

**Networking Evening IESS XII**

**Speakers for the Event**

- Mr. Prasad Venkatesh, Chairman, IESS, India

**Register Now**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Closing Ceremony of IESS XII**  
29th November, 2024 | 6:00 pm | Chennai Trade Centre, Chennai

**Speakers for the Event**

- Mr. Anand K. S., Deputy Director, IESCI, India
- Mr. Prasad Venkatesh, Chairman, IESS, India

**Register Now**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

**Interactive Meet with Karkhana Jo**  
28th November, 2024 | 11:00 am | Conference Hall A

**Speakers for the Event**

- Mr. Shashi Kumar Laxmi, Deputy Regional Chairman, South Region, IESCI, India
- Mr. Karthik M. C., Co-Founder and Joint Revenue Officer, Karkhana Jo
- Mr. Anand K. S., Deputy Director, Government of Maharashtra, India

**Register Now**

**INTERNATIONAL ENGINEERING SOURCING SHOW XII**  
27-29 November 2024  
Wednesday - Friday  
Chennai Trade Centre, Chennai, India

India is the 7th largest exporting nation for castings products

**Register Now**

**International Engineering Sourcing Show XII**  
 Chennai Trade Centre, Chennai, India  
 27-28-29 November 2024  
 Wednesday - Friday

**Global Sourcing Meet with Coastal Qatar**  
 Date: Thursday, November 28, 2024  
 Time: 11:00 AM  
 Hall: Conference Hall - A

**TATA Steel Session as Steel Forum Partner**  
 Date: Thursday, 28 November 2024  
 Time: 12:00 PM  
 Hall: Conference Hall - A

**Engineering exports from India expected to reach USD 260 billion by 2030 and 1.5 trillion by 2047**  
 Register as Overseas Buyer

**Session on Automation & Smart Manufacturing for MSME Sector**  
 27th November 2024 | 10:00 am | Conference Hall - A

**Session on Global Sourcing Meet with AMNS India**  
 27th November 2024 | 10:00 am | Conference Hall - C

**Session on Role of MSMEs in Defence Manufacturing**  
 28th November, 2024 | 11:00 am | Conference Hall - A

**Vendor Development Program**  
 28th November, 2024 | 11:00 am | Conference Hall - B

**Interactive Session with GeM**  
 28th November, 2024 | 11:00 am | Conference Hall - C

**Global Sourcing Meet with AM/NS India**  
 Date: Wednesday, November 27, 2024  
 Time: 11:00 PM  
 Hall: Conference Hall - A

**Session on Role of MSMEs in Defence Manufacturing**  
 28th November, 2024 | 11:00 am | Conference Hall - A

**Global Sourcing Meet with ANRCA**  
 Date: Wednesday, 27 November 2024  
 Time: 11:00 AM  
 Hall: Conference Hall - C

**Global Sourcing Meet with WIRCA**  
 Date: Friday, 29 November 2024  
 Time: 11:00 AM  
 Hall: Conference Hall - C

**75 countries account for 70% of total Indian engineering exports.**  
 Register Now

# PRESS & MEDIA

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

## Print Media

**More FTAs on the horizon to propel economic growth, exports: Govt official**

**Our Bureau**  
Chennai

Free trade agreements (FTAs) signed since 2022 have yielded positive results, and several more FTAs with different regions are nearing finalisation. Additionally, new trade partnerships with Africa and Latin America are being explored, according to a senior official from the government.

The Ministry of Commerce and Industry has outlined a roadmap to reach \$2 trillion in Asian exports, supported by the dynamic foreign trade policy introduced in 2023. This policy focuses on flexibility to address emerging needs and identifies FTAs as a key strategy for export growth. Recent FTAs have already yielded positive results, and more such agreements are in the works, Vimal Anand, Joint Secretary of the Department of Commerce, said during the inaugural session of I.E.P.C. India's 12th International Engineering Sourcing Show (I.E.S.S.) in Chennai.

**"CHINA PLUS ONE"**  
Anand stated that India is benefitting from the "China Plus One" strategy adopted by developed economies, which is boosting demand for Indian goods in global markets. Emerging markets such as the Netherlands, Brazil and Saudi Arabia are contributing to significant export gains.

Despite these successes, challenges remain. Geopolitical tensions in the Red Sea and other regions pose risks to trade while sustainability regulations, including the Carbon Border Adjustment Mechanism, are impacting exports, particularly in steel and aluminium.

Speaking to businesswomen at the sidelines of the event, Anand expressed optimism about meeting the engineering export targets set for FY25, citing strong performance in key sectors despite difficulties in others. I.E.P.C. India has set an ambitious export target of \$125 billion for the current fiscal year, exceeding the government's projection of \$118 billion.

"We are moving in the right direction and hope to exceed our target," Anand said, acknowledging that the current growth rate is promising despite the steep target compared to last year's trends.

Sectors such as automobiles and electrical equipment are performing exceptionally well and are expected to drive this year's export growth.

"Electrical equipment, in particular, is performing very well and will likely be a key contributor to the sector's success," Anand added. However, there are concerns in the steel sector, which has experienced a decline in exports this fiscal year.

**ENGINEERING EXPORTS**  
Pankaj Chadha, Chairman of I.E.P.C. India, which is celebrating its 70th anniversary, stated that engineering exports reached \$109.3 billion in 2023-24, with a target of \$125 billion for the current year.

"The government has set an ambitious goal of \$300 billion in engineering exports by 2030. Achieving this will require overcoming challenges such as geopolitical tensions, protectionist policies from major trade partners like the US, and economic disruptions in various regions. We also hope that ongoing conflicts, including the Israel-Hizbullah and Russia-Ukraine wars, will come to a resolution soon," Chadha said.



**TRADE PUSH.** (From right) Vimal Anand, Joint Secretary, Department of Commerce; Atul Anand, Principal Secretary, MSME, Department, Government of Tamil Nadu; and Pankaj Chadha, Chairman, I.E.P.C. India, at the inauguration of the International Engineering sourcing show in Chennai.

Business Line, 28.11.2024

**சர்வதேச இன்ஜினியரிங் கண்காட்சி**

Chennai Trade Centre, Chennai



சென்னை நகர்ப்பாக்கத்தில் புகழ்பெற்ற தலைநகர இயந்திர கண்காட்சியை தொடர்ந்து வந்ததில் துறையின் கூடுதல் செயல்பாட்டில் ஆணை, உடனடி, தமிழக சிறு குறு மற்றும் நடுத்தர திறவுகன்கள் துறையின் முதன்மைச் செயல்பாட்டில் ஆணை, இந்திய பொறியியல் ஏற்றுமதி மேம்பாட்டு கவுன்சிலின் திருவக இயக்குநர் குழிய மீதா, தலைவர் பங்கு சந்தா உள்ளிட்டோர்.

Tamil Murasu, 28.11.2024

**12TH EDITION OF INTERNATIONAL ENGINEERING SOURCING SHOW INAUGURATED IN THE CITY**

**Engineering Sourcing Show XII**  
Chennai Trade Centre, Chennai



**NT BUREAU**  
Chennai, Nov.28:

Pankaj Chadha, Chairman, I.E.P.C. India, Atul Anand, IAS, Principal Secretary, MSME, Department, Government of Tamil Nadu and Vimal Anand, IRS, Joint Secretary, Department of Commerce, Government of India at the inauguration of International Engineering sourcing show held in Chennai on Wednesday.

Atmanirbhar Bharat along with production linked incentive schemes across various industrial sectors of automobiles, textiles, pharmaceuticals and electronics and engineering products, have empowered the domestic manufacturers to compete globally, said Vimal Anand, Joint Secretary, Department of Commerce.

He was addressing the delegates after inaugurating the International Engineering Sourcing show (I.E.S.S.) organised by Engineering Export Promotion Council of India (EEPC), at the Chennai Trade Centre on Wednesday.

Mr. Anand pointed out the PM Gati Shakti and the National Logistics Policy in logistics infrastructure has helped pave the way for reducing the turnaround time of container vessels from 43.44 hours in 2014 to 22.57 hours in 2023 helping in reducing the logistics cost significantly for the businessmen. This is also reflected in the World Bank Logistics performance index where India is ranked 38th in 2023 against the 54th rank it held in 2014. He also said the Ministry of Commerce has prepared a roadmap for the country to achieve \$2 trillion in exports by unveiling the Foreign Trade Policy 2022.

Another important development which the Central Government was wholeheartedly attempting was the internationalisation of the rupee through the new Foreign Trade Agreements (FTAs) for trade settlement especially as the country imports 85% of the crude oil. The directives of the Reserve Bank of India along with the Ministry of Commerce extending all export benefits have made rupee transactions easier with rupee trade already going on with Russia and United Arab Emirates and negotiations being carried out for trade settlements in local currencies with other countries, he added.

Atul Anand, Principal Secretary, MSME department, said the State is the second highest contributor with 9% to the GDP in the country and has the largest educated workforce. He cited various issues of the industrial exporters in the country facing Carbon Border Adjustment Mechanism (CBAM) in European countries said that he had full faith in the innovative technology ability of the MSME sector to overcome the issues. He also highlighted the FaMe exhibition was Smart Sustainable engineering. Aakash Shah, Vice Chairman of I.E.P.C. India, also participated.

News Today 28.11.2024

### சென்னை வர்த்தக மையத்தில் இந்திய பொறியியல் தொழில் துறை சர்வதேச கண்காட்சி மற்றும் கருந்தரங்கம்



சென்னை, நவ 28, இடையே பொறியியல் தொழில் துறை சர்வதேச கண்காட்சி மற்றும் கருந்தரங்கம் சென்னை வர்த்தக மையத்தில் தடைபெற்றது. இதில் சர்வதேச அளவில் தொழில் துறைகளில் சிறந்து விளங்கும் நாடுகள் மற்றும் பலவீன நாடுகளை சேர்த்த பல்வேறு திறவுகணிகள் பங்குபெற்றன.

இ.இ.பி.சி. இடையேயான தலைவர் பங்கேற்ற சந்திரா செதி இந்தியாவின் தொழில் துறை சர்வதேச கண்காட்சி மற்றும் கருந்தரங்கம் தொடர்பாக இன்று துவக்கி வைத்து இ.இ.பி.சி. கண்காட்சியில் 300 இடையேயான கண்காட்சி பங்கேற்பாளர்கள், 40 நாடுகளை சேர்ந்த 300 நேர்முகங்கள், 2,00,000 க்கு மேற்பட்ட பார்வையாளர்கள், 10,00,000 க்கு மேற்பட்ட பார்வையாளர்கள், ரூ.5000 கோடி வரை வர்த்தகம் நடக்கவுள்ளது. 1213 அறிவுரை அமர்வுகளில் 30 பேசை

கிரீன் இனிஷியேட்டிவ்வில் என்ற ஆவணப்படம் காட்சிப்படுத்தப்படுவதோடு, முதல்முறையாக இ.இ.பி.சி. இடையேயான கருந்தரங்கம் பொறியியல் உற்பத்தி மூலையில் பக்கமையாக கடைபிடிக்கும் திறவுகணிகளைக் கொண்டுவரும் விதமாக முதல்முறையாக ஒன்பது இந்தியத் திறவுகணிகளையும் பங்கேற்றுக் கொள்ளும் வாய்ப்பை வழங்கப்படுவதோடு, 7 திறவுகணிகளையும் காட்டும் சான்றிதழ்களும் வழங்கப்பட்டது.

Dina Malar CNS, 28.11.2024

### 'Tamil Nadu has largest educated workforce'

TIMES NEWS NETWORK

Chennai: Tamil Nadu MSME secretary Atul Anand on Wednesday said TN has the largest educated workforce in India contributing to 15% of total workforce in the secondary sector.



Delivering his address at the 12th international engineering sourcing show, organised by the engineering exports promotion council in Chennai, Atul Anand said, "The reason why Tamil Nadu has been consistently doing well is that the industries are not only in one sector but in 600 sectors. They are the ones that are contributing to the economic growth of the state and as India marches towards the target of a \$5 trillion economy, TN has set its eye on \$1 trillion economy out of it."

He added, "Tamil Nadu is unique in many ways because we have got the largest educated workforce contributing to 15% of total workforce in factories in the country. We have established over the decades a strong position in industrialisation."

The secretary also said currently more than two crore people are employed in MSME sector.

Vimala ministry of commerce, said the Union govt is trying hard to raise the international trade settlement at the time when India is importing 85% of its crude oil.

"Rupee trade has already proven effective with Russia and UAE, while the negotiation for usage of local currency for bilateral trade agreements is on with several other countries," he said.

Thehindu.com, 28.11.2024

### International Engineering Sourcing Show inaugurated in the city

THE HINDU



Atul Anand, Minister along with production-linked incentive schemes across various industrial sectors of automobiles, textiles, pharmaceuticals and electronics and engineering products, have empowered the domestic manufacturers to compete globally, said Vimala Anand, Joint Secretary, Department of Commerce.

He was addressing the delegates after inaugurating the International Engineering Sourcing Show (IESIS) organised by Engineering Export Promotion Council of India (EEPIC), at the Chennai Trade Centre on Wednesday. Mr. Anand pointed out the PM Care Shield and the National Logistics Policy in logistics infrastructure has helped pave the way for reducing the transportation cost of commodities from 45% to 25-30% in 2023 helping in reducing the logistics cost significantly for the businesses. This is also reflected in the World Bank Logistics performance index where India is ranked 36th in 2023 against the 64th rank in 2014. He also said the Ministry of Commerce has initiated a mission for the

### இந்திய பொறியியல் மேம்பாட்டு கழகம் சார்பில் 12வது சர்வதேச பொறியியல் கொள்முதல் கண்காட்சி



சென்னை, நவ 28, இடையேயான தொழில் துறை சர்வதேச கண்காட்சி மற்றும் கருந்தரங்கம் சென்னை வர்த்தக மையத்தில் தடைபெற்றது. இதில் சர்வதேச அளவில் தொழில் துறைகளில் சிறந்து விளங்கும் நாடுகள் மற்றும் பலவீன நாடுகளை சேர்த்த பல்வேறு திறவுகணிகள் பங்குபெற்றன.

இ.இ.பி.சி. இடையேயான தலைவர் பங்கேற்ற சந்திரா செதி இந்தியாவின் தொழில் துறை சர்வதேச கண்காட்சி மற்றும் கருந்தரங்கம் தொடர்பாக இன்று துவக்கி வைத்து இ.இ.பி.சி. கண்காட்சியில் 300 இடையேயான கண்காட்சி பங்கேற்பாளர்கள், 40 நாடுகளை சேர்ந்த 300 நேர்முகங்கள், 2,00,000 க்கு மேற்பட்ட பார்வையாளர்கள், 10,00,000 க்கு மேற்பட்ட பார்வையாளர்கள், ரூ.5000 கோடி வரை வர்த்தகம் நடக்கவுள்ளது. 1213 அறிவுரை அமர்வுகளில் 30 பேசை

கிரீன் இனிஷியேட்டிவ்வில் என்ற ஆவணப்படம் காட்சிப்படுத்தப்படுவதோடு, முதல்முறையாக இ.இ.பி.சி. இடையேயான கருந்தரங்கம் பொறியியல் உற்பத்தி மூலையில் பக்கமையாக கடைபிடிக்கும் திறவுகணிகளைக் கொண்டுவரும் விதமாக முதல்முறையாக ஒன்பது இந்தியத் திறவுகணிகளையும் பங்கேற்றுக் கொள்ளும் வாய்ப்பை வழங்கப்படுவதோடு, 7 திறவுகணிகளையும் காட்டும் சான்றிதழ்களும் வழங்கப்பட்டது.

Malai Tamizhagam, 28.11.2024

### சர்வதேச இன்ஜினியரிங் கண்காட்சி

International Engineering Sourcing Show XII  
PRESS CONFERENCE  
12th November, 2024 | The Residency Towers, Chennai



இன்ஜினியரிங் எக்ஸ்போர்ட்ஸ் ப்ரமோஷன் கவுன்சில் சார்பில், சர்வதேச இன்ஜினியரிங் 12வது ஆதார கண்காட்சி தொடர்பாக சென்னைவில் நேற்று பத்திரிகையாளர் சந்திப்பு நடந்தது. இதில், இ.இ.பி.சி. தென் மண்டல இயக்குனர் ஜெ.வீராஜகோபால் ராவு, செயல் இயக்குனர் அதிபி மித்ரா, தலைவர் அருண் குமார் கரோடியா, தென் மண்டல தலைவர் ராமன் ரகு ஆகியோர் பங்கேற்றனர்.

Dina Karan, 13.11.24

Times of India, 28.11.2024

**Online Media**

### International Engineering Sourcing Show inaugurated in the city

Updated - November 28, 2024 02:04 pm IST - (Updated)

THE HINDU ONLINE



Pankaj Chadha, Chairman, IESS India, Atul Anand, IES, Principal Secretary, SEISD, Government of Tamil Nadu and Urmil Anand, IES, Joint Secretary, Department of Commerce, Government of India at the inauguration of International Engineering sourcing show held in Chennai on Wednesday. (Photo Credit: S.R. RAJAGURU/THI)

Atmaniktha Shastri along with production linked incentive schemes across various industrial sectors of automobiles, textiles, pharmaceuticals and electronics and engineering products, have empowered the domestic manufacturers to compete globally, said Vimal Anand, Joint Secretary, Department of Commerce.

He was addressing the delegates after inaugurating the International Engineering Sourcing show (IESS) organised by Engineering Export Promotion Council of India (EEPC), at the Chennai Trade Centre on Wednesday. Mr. Anand pointed out the PM Gati Shakti and the National Logistics Policy in logistics infrastructure has helped pave the way for reducing the turnaround time of container vessels from 4-44 hours in 2014 to 32-57 hours in 2023 helping in reducing the logistics cost significantly for the businesses. This is also reflected in the World Bank Logistics performance index where India is ranked 38th in 2023 against the 54th rank in 2014. He also said the Ministry of Commerce has proposed a roadmap for the

*Thehindu.com , 28.11.2024*

### 'Tamil Nadu has largest educated workforce'

Nov 28, 2024, 01:39 IST

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Chennai: Tamil Nadu MSME secretary Atul Anand on Wednesday said T N has the largest educated workforce in India contributing to 15% of total workforce in the secondary sector.

Delivering his address at the 12th international engineering sourcing show, organised by the engineering exports promotion council in Chennai, Atul Anand said, "The reason why Tamil Nadu has been consistently doing well is that the industries are not only in one sector but in 600 sectors. They are the ones that are contributing to the economic growth of the state and as India marches towards the target of a \$5 trillion economy, TN has set its eye on \$1 trillion economy out of it."

He added, "Tamil Nadu is unique in many ways because we have got the largest educated workforce contributing to 15% of total workforce in factories in the country. We have established over the decades a strong position in industrialisation".

The secretary also said currently more than two crore people are employed in MSME sector.

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**Unseen 2022 Unsold Car Prices in Tamil Nadu (Limited Time)**

Vimal Anand, joint secretary, ministry of commerce, said the Union govt is trying hard to raise the international appeal of rupee by pushing its use in international trade settlement at the time when India is importing 85% of its crude oil.

"Rupee trade has already proven effective with Russia and UAE, while the negotiation for usage of local currency for bilateral trade agreements is on with several other countries," he said.


*Timesofindia.com , 28.11.2024*

### 12th edition of IESS sees 300-plus exhibitors

Over 300 exhibitors and an equal number of delegates are taking part in the ongoing 12th edition.

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**Engineering Sourcing Show XII**  
 Chennai Trade Centre, Chennai

**CHENNAI:** EEPC India, which is into its 70th year, has grown 10,932 times (from \$10 million in 1955) till now.

"Our exports touched \$109.32 billion in 2023-2024. This growth is a combination of the forward-looking Foreign Trade Policy and the role played by the union commerce department. Looking ahead, the government has entrusted us with an ambitious target of \$300 billion in engineering exports by 2030," said Pankaj Chadha, chairman, EEPC India.

"IESS - what started as an event with 220 exhibitors, 6200 visitors, with Canada as the partner country, Maharashtra as the partner state on March 22, 2012, has gone on to become a journey of 11 completed editions," he added. Over 300 exhibitors and an equal number of delegates are taking part in the ongoing 12th edition.

*Dtnext.com , 28.11.2024*

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Hitech News Tv, 13.11.2024

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Hitech News - Online , 13.11.2024

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*Mr. Adhip Mitra, Executive Director & Secretary of EEPIC India and Ms. Elena Suvorova, Head of International Projects, INNOPROM exchanging the Memorandum of Understanding signed between EEPIC India and INNOPROM for promoting business and trade between India and Russia.*





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282. TEXCERA ENTERPRISES PRIVATE LIMITED  
283. THARAWIRES  
284. THAYNE AUTOMATION PRIVATE LIMITED  
285. THE CLEARCORP DEALING SYSTEMS INDIA PVT LTD  
286. THE SOUTHERN PRESSURE CASTINGS  
287. TOYO PUMPS INDIA INC  
288. TRADE FAIR AUTHORITY OF HARYANA  
289. TRANSCON AUTOMATION AND CONVEYORS PVT LTD  
290. TRIGO QUALITY PRODUCTION SERVICES PRIVATE LIMITED  
291. TRISHAKTI ALLOYS PVT LTD  
292. TRISHUL MACHINE TOOLS PVT LTD  
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294. TRUMEN TECHNOLOGIES PRIVATE LIMITED  
295. TUSKER MATERIALS HANDLING PRIVATE LIMITED  
296. U AND R ENGINEERING PRIVATE LIMITED  
297. UNIQUE OVERSEAS  
298. UNITED COMPONENTS AND TOOLS PRIVATE LIMITED  
299. UNIVERSAL POWER EQUIPMENT  
300. USHA CAPACITOR LIMITED  
301. V TEC  
302. VANSH INDUSTRIES  
303. VARIOUS MACHINING SOLUTIONS LLP  
304. VARRON AUTOKAST LIMITED  
305. VARTIS ENGINEERING PVT LTD  
306. VASANTHA ADVANCES SYSTEMS PRIVATE LIMITED  
307. VENKATESWARA STEELS AND SPRINGS INDIA PRIVATE  
308. VIJAY ABRASIVES  
309. VIJAY GEARS  
310. VIMAL FORGE LLP  
311. VINIR ENGINEERING PVT LTD  
312. VIRTUAL HYDROMET  
313. VISHAL PRECISION PRODUCTS PVT LTD  
314. VISTA EQUIPMENTS & MACHINES PVT LTD  
315. VISVESVARYA TRADE PROMOTION CENTRE (GOVT OF KARNATAKA)  
316. V-MARC INDIA LIMITED  
317. VST TILLERS TRACTORS LTD  
318. WASHINGTON WIRES PVT LTD  
319. WELDSMART INDIA (OPC) PRIVATE LIMITED  
320. WOLVERINE TUBES AND ENGINEERED COMPONENTS PRIVATE LIMITED  
321. WRS ENERGY SOLUTIONS LLP  
322. YAMA ENGG & TESTING INST PVT LTD  
323. ZOMAR TECHNOLOGIES PRIVATE LIMITED  
324. ZUBCON PRIVATE LIMITED

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