

**Chairman**

Mahesh Kantilal Desai

**Vice Chairman**

Arun Kumar Garodia

**Executive Director**

Suranjan Gupta

**Addl. Executive Director & Secretary**

Adhip Mitra

**Auditors**

M/s. Ranjit Jain & Co.  
Diamond Heritage, Unit No. H605A  
6th Floor, 16 Strand Road  
Kolkata 700001

**Registered & Head Office**

Vanijya Bhavan (1st Floor)  
International Trade Facilitation Centre  
1/1 Wood Street, Kolkata-700 016

## EEPC INDIA OFFICES

**Suranjan Gupta***Executive Director***H.O. (Cell)**

Vandhna (4th Floor), 11 Tolstoy Marg

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Tel : 91-11-23353353, 23711124/25

Fax : 91-11-23310920

E-mail : eepcto@eepcindia.net

**Adhip Mitra***Addl. Executive Director & Secretary***Registered & Head Office**

Vanijya Bhavan (1st Floor)

International Trade Facilitation Centre

1/1 Wood Street, Kolkata-700 016

Tel : 91-33-22890651/52/53, Fax : 91-33-22890654

E-mail : eepcho@eepcindia.net

### REGIONAL OFFICES

**Chennai****C. H. Nadiger***Regional Director*

EEPC INDIA

Greens Dugar (3rd Floor)

149 Greens Road, Chennai-600 006

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Fax : 91-44-28290495

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**Kolkata****Anima Pandey***Regional Director & Director (Membership)*

EEPC INDIA

Vanijya Bhavan (2nd Floor)

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**Mumbai****Dr. Rajat Srivastava***Regional Director & Director (Marketing and Sales)*

EEPC INDIA

B-202 &amp; 220, Aurus Chambers

Annex "B", 2nd Floor, Behind Mahindra Tower

S.S. Amrutwar Marg, Worli, Mumbai-400 013

Tel : 91-22-42125555

Fax : 91-22-42125556

E-mail : eepcromum@eepcindia.net

**New Delhi****Rakesh Suraj***Regional Director*

EEPC INDIA

Flat No. 10 P, Q, N, 10th Floor

DCM Building, 16 Barakhamba Road

New Delhi-110 001

Tel : 91-11-23314171/74

Fax : 91-11-23317795

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### SUB-REGIONAL OFFICES

**Ahmedabad****Sudhakaran C.K. Nair***Deputy Director*

EEPC INDIA

TF- 313/A (3rd Floor), ATMA House

Ashram Road, Ahmedabad-380 009

Tel : 91-79-26588720

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**Bengaluru****J.V. Raja Gopal Rao***Sr. Deputy Director*

EEPC INDIA

Embassy Square 103, First Floor

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**Hyderabad****V. C. Ravish***Assistant Director*

EEPC INDIA

Soham Mansion (1st Floor)

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Secunderabad 500003

Tel : 91-40-27536704

Fax : 91-40- 27536705

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**Jalandhar****Pranab Kumar Singh***Assistant Director*

EEPC INDIA

Plot Comm. 1 Focal Point

Jalandhar 144012

Tel : 91-181-2602264

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## Chairmen of EEPC India

1955-56	Late D.N. Jalan	1979-82	G. D. Shah
1956-57	Late K. L. Chowdhary	1982-83	Late T.A.S. Balagopal
1957-58	Late S. L. Kirloskar	1983-85	R. P. Jhalani
1958-60	Late B. S. Agarwal	1985-90	M. C. Shah
1960-62	Late A. K. Bhattacharya	1990-94	Late J. S. Bhasin
1962-64	Late S. L. Kirloskar	1994-1999	P. K. Shah
1964-66	Late R. H. Mody	1999-02	Late J. S. Bhasin
1966-68	Late R. L. Rajgarhia	2002-04	Late Satish K. Dhanda
1968-70	Late K. L. Chowdhary	2004-08	Rakesh Shah
1970-72	Late Raunaq Singh	2008-13	Aman Chadha
1972-74	Late Dr. B. V. Bhoota	2013-15	Anupam Shah
1974-77	R. C. Maheshwari	2015-2017	T. S. Bhasin
1977-78	Late Suresh Mehta	2017-2020	Ravi Sehgal
1978-79	Late V. P. Punj	2020-	Mahesh Desai

# REPORT OF THE WORKING COMMITTEE

## To the Members of EEPC India

Your Committee is pleased to present its 66th Annual Report for the financial year ended 31st March 2021 together with the Audited Financial Statement of Accounts and the Auditor's Report for the said period. Your Committee gratefully acknowledges the encouragement, co-operation and support extended by the Members throughout the year. In order to maintain transparency, transactions of major financial impact were discussed in the working committee meetings from time to time.

## Membership

The Membership Strength in the Council as on 31.03.2020 was 11279 and as on 31.03.2021 was 9883.

The details are as under:-

	As on 31.03.2021	As on 31.03.2020
Ordinary Members	2874	3537
Associate Members	6975	7694
Nominated & Affiliated Members	34	48
Total:	9883	11279

## Financial Status

### Summary of Income & Expenditure Account

	2020-2021	2019-2020
Income from Members' & Other Income	238,852,819	395,981,718
Grant – in – Aid from Govt. of India	2,279,310	244,085,890
Interest	36,104,420	19,921,732
Total Income	277,236,549	659,989,340
Total Expenses	275,908,342	652,573,828
Surplus / (Deficit) for the year	1,328,207	7,415,512

## Dividend

The Council is registered under section 8 of the Companies Act, 2013 as not for profit entity. Hence, no dividend can be declared by the Council.

## Material Changes and Commitments

No material changes and commitments affecting the financial position of the Council occurred between the end of the financial year to which this financial statement relates and the date of this report.

## Conservation of Energy, Technology Absorption, Foreign Exchange Earnings & Outgo

### 1. Conservation of Energy, Technology Absorption

The particulars as required under the provision of Section 134(3)(m) of the Companies Act, 2013 in respect of conservation of energy and technology absorption have not been furnished considering the nature of activities undertaken by the Council during the year under review.

### 2. Foreign Exchange Earnings and Outgo

During the financial year 2020-21, the foreign exchange earnings of the Council amounted to Re. 0 as against Rs. 11749925/- in the previous year. The expenditure in foreign exchange during the financial year was Rs. 3058314/- as compared to Rs. 28311062/- in the previous year.

## Loan, Guarantees or Investments

Particulars of loans given, investment made, guarantees given, if any, and the purpose for which the loan or guarantee and investment is proposed to be utilised are provided in the standalone financial statement in note nos 2.7 & 2.12.

## Extract of Annual Return

In accordance with Section 134(3)(a) of the Companies Act, 2013 read with Rule 12 of the Companies (Management and Administration) Rules, 2014, an extract of the Annual Return for the financial year ended 31st March, 2021 in Form MGT-9 is appended as **Annexure-1** to the Working Committee Report.

## Internal Financial Control and Its Adequacy

The Council has a proper and adequate internal control system commensurate with its nature of activities and meets the following objectives:

- providing assurance regarding the effectiveness and efficiency of operations;
- efficient use and safeguarding of resources;
- compliance with policies, procedures and applicable laws and regulations; and
- transactions being accurately recorded and promptly reported.

The members of the Working Committee regularly review the adequacy of internal control system.

## Corporate Social Responsibility (CSR)

Provisions relating to CSR, as contained in section 135 of Companies Act 2013, were not applicable to the Council for the current financial year.

### **Committee Responsibility Statement**

As stipulated in section 134(3)(c) of the Companies Act, 2013, your Committee subscribes to the “Committee Responsibility Statement” and confirms as under:

- 1) That in the preparation of the Annual Accounts for the financial year ended March 31, 2021, the applicable accounting standards have been followed and there are no material departures;
- 2) That for preparing financial statements, the Committee has selected such accounting policies and made such judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Council at the end of the financial year;
- 3) That the Committee has taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013 for safeguarding the assets of the Council and for preventing and detecting fraud and other irregularities;
- 4) That the Committee has prepared the Annual Accounts of the Council on a going concern basis;
- 5) That the Committee has laid down internal financial controls to be followed by the Council and such internal financial controls are adequate and were operating effectively; and
- 6) That the Committee has devised proper systems to ensure proper compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.

### **Auditors and Auditors' Report**

#### **Statutory Auditors**

Under Section 139 of the Companies Act, 2013 and the Rules made thereunder, it is mandatory to rotate the statutory auditors on completion of the maximum term permitted under the provisions of Companies Act, 2013. In line with the requirements of the Companies Act, 2013, M/s. Ranjit Jain & Co., Chartered Accountants, as the statutory auditors of the Council for a period five consecutive years from the conclusion of the ensuing 64th AGM till the conclusion of the 69th AGM to be held in the year 2024. The requirement for the annual ratification of auditors' appointment at the AGM has been omitted pursuant to Companies (Amendment) Act, 2017 notified on May 7, 2018.

During the year, the statutory auditors have confirmed that they satisfy the independence criteria required under the Companies Act, 2013 and Code of ethics issued by the Institute of Chartered Accountants of India.

#### **Committee's comment on the Auditors' Report**

The observations of the Statutory Auditors, when read together with the relevant notes to the accounts and accounting policies are self-explanatory. There are no qualification, reservation or adverse remark or disclaimer made by the said auditors in their report.

#### **Cost Records and Cost Audit**

Maintenance of cost records and requirement of cost audit as prescribed under the provisions of section 148(1) of the Companies Act, 2013 are not applicable for the activities carried out by the Council.

#### **Number of meetings of the Working Committee**

During the year, the Council held four Working Committee Meetings on 3rd July 2020, 24th August, 2020, 4th December, 2020 and 24th March, 2021 respectively. The necessary quorum was present for all the meetings. The intervening gap between any two meetings was within the period prescribed by the Companies Act, 2013.

### **Significant and Material Orders, if any**

During the year, there were no significant and material orders passed by the regulators or courts or tribunals impacting the going concern status and the Council's operation in future.

### **Reporting of Frauds by Auditors**

During the year under review, the Auditors had not reported to the Working Committee any matter under section 143(12) of the Companies Act, 2013, any instances of fraud committed against the Company by its officers or employees, the details of which would need to be mentioned in the Report of Working Committee [ i.e. the Board].

### **Prevention of Sexual Harassment at Workplace**

As per requirement of The Sexual Harassment of Women at Workplace (Prevention, Prohibition & Redressal) Act, 2013 and Rules made thereunder, your Council has constituted Internal Complaints Committee (ICC). During the year, No complaints were received by the Council.

### **Compliance with Secretarial Standards**

The Council is in compliance with the applicable Secretarial Standards issued by the Institute of Company Secretaries of India and approved by the Central Government under section 118(10) of the Act.

### **Particulars of Employees**

There was no employee of the council who received remuneration in excess of the limit prescribed under section 197 of the Companies Act, 1956 read with Rule 5 of the Companies (Appointment and Remuneration) Rules, 2014.

### **Global Health Pandemic from COVID-19**

The World Health Organization has declared Novel Coronavirus disease (COVID-19) to be a global pandemic. In enforcing social distancing to contain the spread of this disease, our offices all over India have been operating with minimal staff by shifting our focus from physical mode to virtual mode, wherever feasible, for carrying out our various export promotional activities. In keeping with its employee-safety first approach, the Company quickly instituted measures for their well-being. Our teams reacted with speed and efficiency, and quickly leveraged technology to shift the workforce to an entirely new 'work-from-home' model. Proactive preparations were done in our work locations during this transition to ensure our offices and technology centers were safe. Policy changes related to working from home and IT infrastructure support were rolled out overnight to help our employees shift to this new work paradigm. Continuous communication on the latest updates played a key role in enabling our employees to stay on top of the evolving situation.

There are still many unknowns today and hence, the near-term outlook is extremely uncertain. We stand united with the nation in the fight against COVID-19 as we navigate our way through these uncertain times together. Our focus remains on safety of our people, taking necessary steps to protect and promote exports of engineering products from the country. Despite the near-term ambiguity, we remain confident of the medium to long-term growth prospects of the Engineering sector. We are working closely with Governments to ensure that we overcome this global health crisis together.

As a responsible member of the communities that it operates in, EEPC India has contributed to various COVID-19 relief and monitoring programs in India. Contributions made here will be channelized through suitable government agencies.

The Company's focus on liquidity, supported by a strong balance sheet and acceleration in cost optimization initiatives, would help in navigating any near-term challenges in the present economic environment.



### Green Initiatives

Electronic copies of the Annual Report 2020-21 and Notice of the 66th Annual General Meeting are sent to all the members to that email ID registered with EEPC India. The Physical copies of the aforesaid documents will also be available at all the offices of EEPC India for inspection during normal business hours on working days. Also, the printed copies of the same will be made available on specific requisition.

### Appreciations and Acknowledgements

We are grateful to the members for their co-operation, fruitful suggestions and guidance from time to time.

We also thank the Government of India, particularly the Ministry of Commerce, the Ministry of Finance, the Ministry of Corporate Affairs, the Income Tax Department, the Reserve Bank of India and other government agencies for their support, and look forward to their continued support in the future.

On behalf of the Working Committee

Sd/-

**Mahesh Kantilal Desai**

Chairman

DIN: 0001999020

Place : Kolkata

Date : 31st August, 2021

# ANNEXURE TO THE WORKING COMMITTEE REPORT

## Annexure -1 – Extract of Annual Return Form No.MGT-9

### EXTRACT OF ANNUAL RETURN AS ON THE FINANCIAL YEAR ENDED ON 31ST MARCH, 2021

[Pursuant to section 92(3) of the Companies Act, 2013 and rule 12(1) of the Companies (Management and Administration) Rules, 2014]

#### I. REGISTRATION AND OTHER DETAILS:

i.	CIN	U51900WB1955NPL022644
ii.	Registration Date	21-09-1955
iii.	Name of the Company	EEPC INDIA
iv.	Category/Sub-Category of the Company	COMPANY LIMITED BY GURANTEE
v.	Address of the Registered office and contact details	1/1, WOOD STREET KOLKATA - 700016
vi.	Whether listed company	No
vii.	Name, Address and Contact details of Registrar and Transfer Agent, if any	NA

#### II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

All the business activities contributing 10% or more of the total turnover of the company shall be stated:-

Sl. No.	Name and Description of main products/ services	NIC Code of the product/ service	% to total turnover of the company
1	Promoting Exports of Engineering goods & services		100
2			
3			

#### III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

Sl. No.	Name and Address of the Company	CIN/GLN	Holding/ Subsidiary /Associate	% of shares held	Applicable Section
1.	NA	NA	NA	NA	NA
2.					
3.					
4.					



#### IV. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

##### i. Category-wise Share Holding

Category of Shareholders	No. of Shares held at the beginning of the year				No. of Shares held at the end of the year				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
<b>A. Promoter</b>									
<b>1) Indian</b>	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
a) Individual/ HUF									
b) Central Govt									
c) State Govt(s)									
d) Bodies Corp									
e) Banks / FI									
f) Any Other									
Sub-total(A)(1):-									
<b>2) Foreign</b>	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
g) NRIs-Individuals									
h) Other-Individuals									
i) Bodies Corp.									
j) Banks / FI									
k) Any Other....									
Sub-total(A)(2):-									
<b>B. Public Shareholding</b>	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
<b>1. Institutions</b>									
a) Mutual Funds									
b) Banks / FI									
c) Central Govt									
d) State Govt(s)									
e) Venture Capital Funds									
f) Insurance Companies									
g) FIs									
h) Foreign Venture Capital Funds									

i) Others (specify)									
Sub-total(B)(1)									
<b>2. Non Institutions</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>
a) Bodies Corp.									
(i) Indian									
(ii) Overseas									
b) Individuals									
(i) Individual share holders holding nominal share capital upto Rs. 1 lakh									
(ii) Individual share holders holding nominal share capital in excess of Rs 1 lakh									
c) Others(Specify)									
Sub-total(B)(2)									
Total Public Shareholding (B)=(B)(1)+ (B)(2)									
C.Shares held by Custodian for GDRs & ADRs									
GrandTotal (A+B+C)									

**ii. Shareholding of Promoters**

Sl. No.	Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			% change in share holding during the year
		No.of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	
1	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
2.								
3.								
	<b>Total</b>							

**iii. Change in Promoters' Shareholding (please specify, if there is no change)**

Sl. No.		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of shares	% of total shares of the company	No. of shares	% of total shares of the company
	At the beginning of the year	N.A.	N.A.	N.A.	N.A.
	Date wise Increase / Decrease in Promoters Share holding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus/ sweat equity etc)	N.A.	N.A.	N.A.	N.A.
	At the end of the year	N.A.	N.A.	N.A.	N.A.

**V. INDEBTEDNESS**

**Indebtedness of the Company including interest outstanding/accrued but not due for payment**

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
Indebtedness at the beginning of the financial year				
i) Principal Amount	N.A.	N.A.	N.A.	N.A.
ii) Interest due but not paid				
iii) Interest accrued but not due				
Total(i+ii+iii)				
Change in Indebtedness during the financial year				
- Addition	N.A.	N.A.	N.A.	N.A.
- Reduction				
Net Change	N.A.	N.A.	N.A.	N.A.
Indebtedness at the end of the financial year				
i) Principal Amount	N.A.	N.A.	N.A.	N.A.
ii) Interest due but not paid				
iii) Interest accrued but not due				
Total (i+ii+iii)				

## VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

### A. Remuneration to Managing Director, Whole-time Directors and/or Manager

Sl. No.	Particulars of Remuneration	Name of MD/WTD/ Manager				Total Amount
1.	Gross Salary (a)Salary as per provisions contained in section17(1) of the Income-tax Act, 1961 (b)Value of perquisites u/s 17(2)Income-taxAct, 1961 (c)Profits in lieu of salary under section17(3) Income- taxAct,1961	N.A.	N.A.	N.A.	N.A.	N.A.
2.	Stock Option	N.A.	N.A.	N.A.	N.A.	N.A.
3.	Sweat Equity	N.A.	N.A.	N.A.	N.A.	N.A.
4.	Commission - as % of profit - others, specify...	N.A.	N.A.	N.A.	N.A.	N.A.
5.	Others, please specify	N.A.	N.A.	N.A.	N.A.	N.A.
6.	Total(A) Ceiling as per the Act	N.A.	N.A.	N.A.	N.A.	N.A.

### B. Remuneration to other Directors

Sl. No.	Particulars of Remuneration	Name of MD/WTD/ Manager				Total Amount
	Independent Directors •Fee for attending board committee meetings •Commission •Others, please specify	N.A.	N.A.	N.A.	N.A.	N.A.
	Total(1)					
	Other Non-Executive Directors •Fee for attending board committee meetings •Commission •Others, please specify	N.A.	N.A.	N.A.	N.A.	N.A.
	Total(2)					
	Total(B)=(1+2)					
	Total Managerial Remuneration	N.A.	N.A.	N.A.	N.A.	N.A.
	Overall Ceiling as per the Act	N.A.	N.A.	N.A.	N.A.	N.A.

### C. Remuneration to Key Managerial Personnel Other Than MD/Manager/WTD

Sl. No.	Particulars of Remuneration	Key Managerial Personnel			
		CEO	Company Secretary	CFO	Total
1.	Gross Salary (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 (b) Value of perquisites u/s 17(2) Income-tax Act, 1961 (c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	N.A.	N.A.	N.A.	N.A.
2.	Stock Option	N.A.	N.A.	N.A.	N.A.
3.	Sweat Equity	N.A.	N.A.	N.A.	N.A.
4.	Commission - as % of profit - others, specify...	N.A.	N.A.	N.A.	N.A.
5.	Others, please specify	N.A.	N.A.	N.A.	N.A.
6.	Total				

### VII. PENALTIES/PUNISHMENT/COMPOUNDING OF OFFENCES

Type	Section of the Companies Act	Brief Description	Details of Penalty/ Punishment/ Compounding Fees imposed	Authority (RD /NCLT /Court )	Appeal made if any (give details)
<b>A. Company</b>					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL
<b>B. Directors</b>					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL
<b>C. Other Officers in Default</b>					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL

The Working Committee of EEPC India has the pleasure in presenting its report on the activities of the Council for the year ended 31st March, 2020.

## EXPORT PERFORMANCE

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The Working Committee of EEPC INDIA has the pleasure in presenting its report on the activities of EEPC India for the year ended 31st March, 2021.

### A. OVERALL EXPORTS DOWN BY 7.08% DURING APRIL-MARCH 2021

Based on the provisional data published by DGCI&S Cumulative value of exports for the period April-March 2020-21 was US\$ 291163.54 Million (Rs.2154339.24 Crore) as against US\$ 313361.04 Million (Rs.2219854.18 Crore) registering a negative growth of 7.08 per cent in Dollar terms and 2.95 per cent in Rupee terms over the same period last year.

### B. PERFORMANCE OF ENGINEERING SECTOR IN FY 2020-21

According to the provisional data available from DGCI&S up to March 2021, India's export of engineering goods have registered a negative growth of 2.95% in US\$ mln during the financial year 2020-21 in comparison to the same period in the previous fiscal. The provisional data indicates the exports of engineering goods from India have reached 73119.6 US\$ mln up to March 2021 in comparison to 75344.41 US\$ mln in the previous fiscal.

In rupee terms India's export of engineering goods are valued at Rs. 543174.06 Crores during April-March 2020-21 which is 1.64% higher than Rs. 534370.43 Crores during April-March 2019-20.

The engineering sector appears to retain its share around 25.11% in overall export from the country, which is maximum in terms of sectoral contribution.

### C. PERFORMANCE COMMODITY-WISE

What's  : and What's  in March

In Comparison to cumulative export performance in April-March 2019-20

**What's up :** Copper and products made of Copper, Iron and Steel, Zinc and products made of Zinc, Aluminium and products made of Aluminium, other Non-Ferrous Metals and their products.

**What's down:** Other Construction Machine, Cranes, Lifts and Winches, Aircrafts, Spacecrafts and Parts, Electrodes, Accumulators and Batteries, Office Equipments, Air-condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water Heaters and Centrifuges and Compressor, Nuclear Reactors, Industrial Boilers and Parts, Motor Vehicle/Cars, Prime Mica and Mica Products, Nickel and products made of Nickel, Railway Transport and Parts.

### Export Performance of Principal Commodities: For April 2020 - March 2021

(Figures in US\$ million prov.)

PANEL	Cumulative Exports 2019 - 20	Cumulative Exports 2020 - 21	Growth %
Copper and products made of Copper	918.97	1438.91	56.58
Iron and Steel	9261.03	12102.30	30.68
Zinc and products made of Zinc	569.07	742.39	30.46
Aluminium and products made of Aluminium	5114.68	5788.97	13.18
Other Non Ferrous Metals and their products	546.32	570.55	4.44
Other Misc. Items	2794.80	2867.29	2.59
Tin and products made of Tin	9.80	9.88	0.73
Ships, Boats and Floating Structures	4558.20	4508.89	-1.08
Medical and Scientific Instruments	1768.47	1717.63	-2.87
IC Engines and Parts	2555.71	2481.24	-2.91
Two and Three Wheelers	2110.71	2041.49	-3.28
Machine Tools	428.79	414.16	-3.41
Accumulator and Battery	410.97	395.51	-3.76
Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc	4964.90	4701.37	-5.31
Hand Tools, Cutting Tools and Implements made of Metals	752.52	712.13	-5.37
Lead and products made of Lead	372.06	348.20	-6.41
Products of Iron and Steel	7005.63	6526.54	-6.84
Auto Components/Parts	5304.82	4931.89	7.03
Pumps of all types	959.07	879.79	-8.27
Bicycle and Parts	384.17	348.10	-9.39



PANEL	Cumulative Exports 2019 - 20	Cumulative Exports 2020 - 21	Growth %
Machinery for ATMs, Injecting Moulding Machinery, Valves, etc	1760.58	1591.20	-9.62
Electric Machinery and Equipment	8962.78	8100.41	-9.62
Other Construction Machinery	1407.00	1244.54	-11.55
Cranes, Lifts and Winches	566.49	476.19	-15.94
Aircrafts, Spacecrafts and Parts	1424.23	1158.94	-18.63
Electrodes, Accumulators and Batteries	55.21	43.35	-21.48
Office Equipments	177.40	138.55	-21.90
Air Condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor	1383.09	1065.76	-22.94
Nuclear Reactors, Industrial Boilers and Parts	816.07	559.93	-31.39
Motor Vehicle/cars	7623.83	5011.28	-34.27
Prime Mica and Mica Products	39.32	24.15	-38.58
Nickel and products made of Nickel	98.73	58.58	-40.67
Railway Transport and Parts	238.98	119.51	-49.99
<b>Total</b>	<b>75344.41</b>	<b>73119.60</b>	<b>-2.95</b>





**D. TOP DESTINATIONS**
*(Figures in US\$ million)*

COUNTRY	Cumulative Exports 2019 - 2020	Cumulative Exports 2020 - 2021	Growth %
U S A	11747.29	10574.96	-9.98
CHINA P RP	2124.24	4836.09	127.66
U ARAB EMTS	4424.44	3148.62	-28.84
SINGAPORE	2259.69	2778.74	22.97
GERMANY	2973.52	2614.74	-12.07
MALAYSIA	2325.66	2386.69	2.62
NEPAL	2548.17	2298.14	-9.81
ITALY	1935.57	1938.59	0.16
KOREA RP	1879.56	1934.83	2.94
U K	2593.51	1929.90	-25.59
BANGLADESH PR	2352.99	1928.59	-18.04
MEXICO	2311.20	1864.89	-19.31
VIETNAM SOC REP	1750.15	1799.50	2.82
INDONESIA	1614.40	1783.68	10.49
THAILAND	1530.78	1700.13	11.06
SAUDI ARABIA	1641.91	1683.21	2.52
SOUTH AFRICA	1503.15	1514.93	0.78
FRANCE	1351.58	1242.12	-8.10]
NIGERIA	1737.91	1228.01	-29.34
TURKEY	1169.18	1220.69	4.41

## E. TOP 5 DESTINATIONS: PRODUCT PERFORMANCE

Destinations	Substantial Growth
<b>USA</b>	Ships, Boats and Floating Structures, Two and Three Wheelers, Tin and products made of Tin, Machine Tools, Other Non Ferrous Metals and their products, Iron and Steel, Zinc and products made of Zinc, Hand Tools, Cutting Tools and Implements made of Metals.
<b>CHINA</b>	Iron and Steel, Copper and products made of Copper, Aluminium and products made of Aluminium, Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, IC Engines and Parts, Electric Machinery and Equipment, Machinery for ATMs, Injecting Moulding Machinery, Valves, etc, Auto Components/Parts.
<b>UAE</b>	Nickel and products made of Nickel, Two and Three Wheelers, Aircrafts, Spacecrafts and Parts, Pumps of all types, Cranes, Lifts and Winches, Tin and products made of Tin, Medical and Scientific Instruments, Electric Machinery and Equipment, Zinc and products made of Zinc.
<b>SINGAPORE</b>	Lead and products made of Lead, Aluminium and products made of Aluminium, Zinc and products made of zinc, Nuclear Reactors, Industrial Boilers and Parts, Iron and Steel, Other Misc. Items, Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc Office Equipment, Ships, Boats and Floating Structures, Auto Components/Parts, Other Non Ferrous Metals and their products, Machinery for ATMs, Injecting Moulding machinery, Valves, etc.
<b>GERMANY</b>	Lead and products made of Lead, Zinc and products made of Zinc, Ships, Boats and Floating Structures, IC Engines and Parts, Aluminium and products made of Aluminium, Electrodes, Accumulators and Batteries, Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals etc, Pumps of all types.



## PROMOTIONAL ACTIVITIES

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2020 has been a year of changes christened as the New Normal. The New Normal gave birth to a New India with the grit and commitment shown by our manufacturers aided by Government of India's well planned comprehensive strategies of export promotion and import substitution which started with 'Make in India' program in 2014 and culminated at the 'AatmaNirbhar Bharat Abhiyan' in 2020.

EEPC India had made a continuous effort to keep the business momentum alive and organised 215 webinars, 6 Virtual Expos and over 100 e BSMs associating with over 33 Indian Missions abroad USA, UAE, Germany, Vietnam, France, Oman, South Korea, Russia, Peru, Senegal, Mozambique, Botswana, Thailand, Guatemala, Honduras, El Salvador, Kuwait, South Africa, Uzbekistan, Brazil, Canada, Mexico, Qatar, Kenya, Uganda, Nigeria, Tanzania, Switzerland, Sri Lanka, Ethiopia, EU, Vietnam, Cameroon.

Our department did not print any publications. The contents were only updated in all. We retained the same cover in some places.

### An elaboration:

#### Regular Publications

##### Monthly:

##### ***Indian Engineering Exports - (ie<sup>2</sup>)***

EEPC INDIA has been publishing a 76 -96 page coloured monthly magazine *Indian Engineering Exports* which has both domestic and overseas circulation of over 13,000 copies covering Bureaucrats, Diplomats in India, Indian Embassies Abroad, Bankers, Trade Associations and overseas events. International and Special Editions on various countries and events are published with deliberations on event specific sectors along with detailed country report wherever and whenever the events are being held so that the focus report acted as a prelude to the event and as a ready reckoner for the participants. A special column on Technological Upgradation in Engineering Sector in India by Experts from different reputed Educational Institutions and R & D Organisations have added a different dimension to the magazine. There are also specialised economic policy oriented columns by Financial Experts and monthly detailed engineering export analysis by our in house Policy Team.

This magazine used to get displayed in International events and also at important domestic events at State Levels. During Pandemic, we have switched to PDF and Digital mode which has widened the reach of this magazine to close to a Lac readership covering all our six social media handles and the usual readership.

This year we made special editions on Subcontracting, Virtual Expos, India -US Deal, Smart Manufacturing, Corona Impact on Machine Tools and Repurposing Medical Device, Indian Railways and Defence.



Sr No	Month	Vol and Issue	Cover theme	Country /City covered
1	April	Vol 13 and Issue 1	Corona Impact and Machine tools product and Country Poland + Russia	Poland and Russia
2	May	Vol 13 and Issue 2	COVID -19 -Repurposing Manufacturing for producing Medical Devices	
3	June	Vol 13 and Issue 3	COVID -19 -Challenges for India's economy	
4	July	Vol 13 and Issue 4	Virtual Exhibition	East Africa- 5 countries
5	August	Vol 13 and Issue 5	Subcontracting - India Subcontracting Expo 2020 -Sept 29 -Oct 2,2020	EU & UK
6	September	Volume 13 and Issue 6	India -US Mini Trade Deal	
7	October	Volume 13 and Issue 7	Smart Manufacturing -Need of the hour	
8	November	Volume 13 and Issues 8 & 9	Pacific Alliance holds out hope	
9	December			
10	January	Volume 13 and Issue 10	Indian Railways	
11	February	Volume 13 and Issue 11	Subcontracting Expo - spotlight on North America	
12	March	Volume 13 Issue 12	Indian Defence	



## Generic for EEPC India Branding

### EEPC INDIA at Work

This booklet this year provides information on the webinars and virtual interactions on various themes we have done round the year to enable the exporters keep the business momentum active and alive

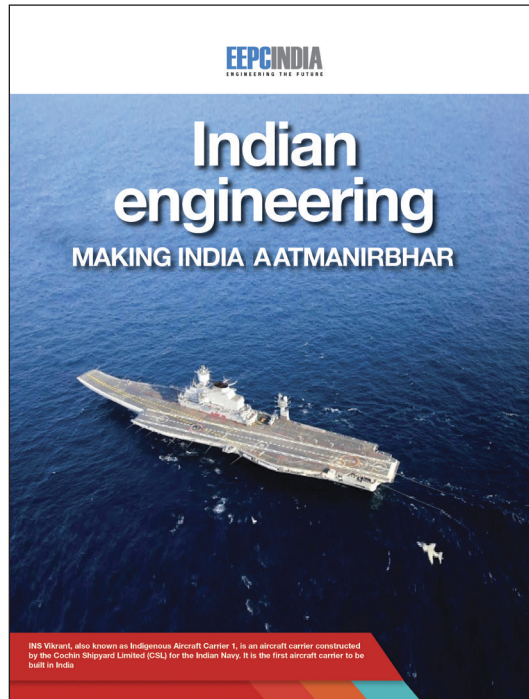
- The key events included the 200 webinars including two major ones - Indian Railways Sourcing Week - 10-12 February 2021 & India MSME Defence Week -23-26 March 2021
- Virtual Expos-India Pumps & Valves Expo 2021, Medical Devices Expo 2021, Access Middle East Virtual BSM, FarmMech 2020 & 2021 & India Subcontracting Expo 2020 & 2021
- Silver, Golden and Diamond Jubilee celebrations
- Golden Jubilee of National Awards
- Technology Centre opened in Bengaluru and Kolkata and the services that the current and future centres would offer
- 13 Chapters in 13 States which were opened during the year May 2019 onwards .
- Important Publications
- EEPC India Milestones



### Indian Engineering Booklet

This hand out was also changed with AatmaNirbhar Bharat as the theme. It showcases the top performing sectors including Coal, Steel, Electric Machinery, Two Wheelers, Automotive Market, MSME units, Machine Tools, Casting, Engineering R&D and movement to Automation as Industry 4.0. India's over all Engineering export performance is also narrated.

2021 version has the theme – Making India Aatmanirbhar



### Calendar

The wheel as a concept dates back to Palaeolithic Age. We have different forms depending on the usage and the requirement created by habits and habitats. 12 different adaptations have been pictorially elucidated in the electronic calendar

The calendar was well received by the members and non members



### Doing Business in India 2021

Doing Business in India series is done with the sole purpose to provide a ready reckoner to the probable Investors in India. It provides an overall update on India covering the key areas including, Taxation, FDI rules and Limits, SEZ policy at the backdrop of Macroeconomic changes. The engineering Export sector along with the latest achievements and updates are also detailed. This series is being updated in 2021.



### Event Specific Designs of 215 webinars

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
1	8-Apr-20	NR	<b>Webinar- on -‘How do we prepare post lockdown &amp; prepare for future – biz strategy for supply chain &amp; logistics</b> Key Guest Speakers- • Mr.Ashok Advani, Faculty, Indian Institute of Foreign Trade, New Delhi & Jaipuria Institute of Management, Noida • Mr. A.V. Vijaykumar, Chairman, Federation of Freight Forwarders’ Associations in India (FFFAI), Chennai
2	15-Apr-20	NR	<b>On line Training session on 'Managing Risks in Foreign Trade Supply Chain in VUCA Times (Covid-19)'</b> Guest Speaker- Dr Ram Singh, Professor & Head (Training/MDP), IIFT, New Delhi
3	17-Apr-20	NR	<b>Webinar on Recent Amendment in GST-Relief to Tax payers</b> Guest Speaker- CA Mr Rajesh Kumar Khandelwal
4	19-Apr-20	WR	<b>Overview of latest Notifications, Circulars, Rules of DGFT, Customs, GST for Exporters &amp; Importers</b> Guest Speaker- Mr Mihir Shah, Expert Consultant



Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
5	20-Apr-20	HO	<b>Business Planning over #COVID19 Lockdown</b> Eminent Guest Speaker - Mr Sudhir Gurtoo, MD & CEO, Leadac India & President's Award Winner
6	22-Apr-20	HO	<b>Communicating and Working effectively from home during #COVID19</b> Guest Speakers - 1.Dr Bindu Khosla, Fellow IIMC, Gold Medalist, Professional Trainer and Coach 2.Mr Ganesh Kumar Murugan, CEO & Co founder, 16 Works, Technology Consultancy Provider across 14 nations"
7	24-Apr-20	HO	<b>Brand Creation for MSMEs and Marketing for New Normal during #COVID 19</b> Guest Speakers 1. Mr Joe Francis, Design and Communication Strategy Formulator 2. Mr Avi Arya, Chief Mogul, Internet Moguls"
8	25-Apr-20	SR	<b>Preparations for restarting the factories during #COVID19</b> Guest Speaker- Mr Vidyashankar Krishnan, Managing Director, M M Forgings Ltd, Chennai and Team
9	26-Apr-20	NR	<b>Export-Import Policy &amp; Related Changes Amidst Lockdown: Reliefs, Challenges and Opportunities</b> Guest Speakers 1. Mr Ramesh Kumar Verma, Dy Director General of DGFT 2. Mr Sanjay Beswal, Director, Andees Consulting
10	27-Apr-20	HO Cell	<b>Interactive Session with Mr Ram Mohan Mishra, Special Secretary &amp; Development Commissioner, MSME, GOI Opportunities and challenges for Indian MSMEs at the Global Outbreak of #COVID-19</b>
11	28-Apr-20	ER	<b>COVID - 19: FOREX Market Outlook and Export Finance</b> Guest Speakers from ICICI Bank- 1. Mr Shivom Chakravarti, Economist 2.Mr Prashant Gupta, Zonal Head, SME 3. Mr Arun Agarwal, Treasury Group
12	30-Apr-20	WR-IPF	<b>Webinar: Re-inventing India's export strategy</b> Eminent Guest Speakers - 1. Mr Vidya Ratan Sharma, MD, Jindal Steel & Power, 2. Mr Prahalathan Iyer, Chief General Manager, EXIM Bank 3. Ms Ruchi Bhat, Director, Indirect Taxation, Ernst & Young
13	1-May-20	WR-Concept	<b>Webinar on -Challenges &amp; Opportunites For SME's -POST COVID-19</b> Guest Speakers 1. Mr Nital Zaveri, Director & CEO, CBEPL 2. Prof. Narendra Vishwarup, Fanatic Academy of Quality



Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
14	4-May-20	ER	<b>Online Management Development Program on Preparing the International Business for post - COVID 19 scenario. Facilitated by IIFT, Kolkata</b> Guest Faculty - 1. Dr. K. Rangarajan, Professor, International Business and Strategy & Centre Head, IIFT Kolkata 2. Dr. Jayanta Kumar Seal, Professor, International Finance and strategy, IIFT Kolkata 3. Gautam Dutta Professor, International Marketing & Business, IIFT Kolkata 4. Dr. Deepankar Sinha Professor, Supply Chain and Logistics, IIFT Kolkata
15	6-May-20	HO Cell	<b>Online Interactive Session with Mr. Talleen Kumar, IAS, CEO, Government e-Marketplace (GeM)</b> Theme - Possibilities & Challenges for Indian manufacturing sector in view of the Global Outbreak of COVID 19"
16	7-May-20	SR-	<b>Interactive session on new norms adopted at customs and port for the movement of Export and Import cargo during #COVID-19</b> Guest Speakers- 1. Ms Sudha Koka, IRS, Customs Commissioner 2. Mr B Vimal, Sr Dy Traffic Manager, Chennai Port"
17	9-May-20	Tech Centre -IIW	<b>Welding Technology and the role of International Certification of Manufacturers for enhancing Export Competitiveness</b> Guest Speaker- Mr Pabitra Das, An IIT -Alumnus, IIW Golden Jubilee Award Winner"
18	12-May-20	ER and FIEO	<b>FIEO - EEPC INDIA Webinar with Mr Vinit Kumar, IRSEE, Chairman, Kolkata Port Trust</b>
19	13-May-20	HO Cell -SIDBI	<b>Financial Relief for MSMEs at the Time of COVID</b> Guest Speaker- Mr Ashok Kumar Pandey, GM, Credit Vertical, SIDBI
20	14-May-20	ER	<b>Post Lockdown : MSME preparation and financial crisis management : A capital market perspective (Exchange partner : NSE Emerge )</b> Guest Speaker - Ms Rachana Bhusari, Vice President, National Stock Exchange of India Ltd
21	15-May-20	NR	<b>Webinar on Unlocking Solutions to Business Strategy &amp; Funding</b> Eminent Guest Speakers - 1. Mr C K Mishra, Joint DGFT, Jaipur 2. Mr V K Sharma, Director, MSME DI, Jaipur

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
22	16-May-20	ER	<b>CONTRACTS AND FORCE MAJEURE # COVID 19</b> Guest Speaker - 1. Mr Ranjan Bachawat, Sr Advocate, Bar Library Club, High Court of India 2. Mr Sourasubha Ghosh, Associate Partner, Harian & Co, Advocates & Solicitors
23	19-May-20	ER	<b>CBIC initiatives @COVID-19</b> Guest Speaker -Sr Official from CGST ( Central Goods & Services Tax) , Kolkata Zone , CBIC, Dept of Revenue, Ministry of Finance, Government of India
24	20-May-20	HO Cell	<b>Doing Business with Germany post # COVID 19</b> Guest Speaker - 1. Mr Mohit Yadav, Consul General of India in Munich 2. Mr Rajesh Nath, MD, VDMA
25	22-May-20	Tech Centre - IIWM	<b>Waste Management at Factory Premises during COVID-19</b> Guest Speaker- Ms P Bineesha, ED, IIWM (International Institute of Waste Management)
26	26-May-20	SR	<b>E-Session on GST and Customs Initiatives @COVID-19</b> Guest Speakers - Mr Ravi Raghavan, Exec Partner & Mr Siddhartha Bhatt, Joint Partner, Lakshmikumaran Sridharan
27	28-May-20	WR - MSME DI Mumbai	<b>Webinar to Understand the Schemes for the MSMEs and Comprehensive Packages</b> Guest Speaker - Mr Shailendra Singh, Assistant Director, MSME DI
28	29-May-20	EEPC -AIA	<b>Advantage Manufacturing Empowering MSMEs for a Self Reliant India- Empowering MSMEs for a Self Reliant India Making it possible through "Affordable Automation"</b> Guest Speakers - 1. Dr Sunil Jha, Professor IIT Delhi & Director,FSM 2.Mr Anup Wadhwa, Director, AIA 3. Mr Sunil Mehta, GM- Mitsubishi Electric India
29	5-Jun-20	Tech Centre -Trisita	<b>Application of Autodesk on the Designing of Sheet Metal</b> Guest Speaker- Mr Subham Dutta,An Application Engineer with M/s Trisita
30	8-Jun-20	WR	<b>Webinar on Improving Manufacturing Flexibility &amp; Efficiency</b> Guest Speaker- Mr Nital Zaveri,Director & CEO, CBEPL (Three day event - 8-10 June )
31	9-Jun-20	Tech Centre- PDMA	<b>New Product development by PDMA India</b> Guest Speaker - Mr Venkadesh Narayanan, Principal Consultant, Fhyzics Business Consultants & President, PDMA India

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
32	10-Jun-20	SR	<b>“Webinar On Vendor Development And Sourcing Procedures By Defence PSUs”</b> Guest Speakers:- 1.Mr G N Sudarshan Reddy, Additional General Manager, Corporate Commercial, Bharat Dynamics Limited. Hyderabad. 2.Mr . K. Raj Kumar (DGM-Materials) Mishra Dhatu Nigam Limited, Hyderabad.
33	10-Jun-20	HO	<b>Interactive Session with Mr Piyush Goyal, Hon'ble Union Minister of Commerce and Industry and Railways</b>
34	11-Jun-20	Tech Centre	<b>Opportunities in Additive Manufacturing for Indian Industries Post Lockdown 4.0</b> Guest Speaker - Mr Sreekanth N.V. Asst Professor, Department of Mechanical Engineering, B.M.S. College of Engineering Bengaluru
35	12-Jun-20	NR -AKGEC Skills	<b>Robotic Operations and Applications in Manufacturing process</b> Guest Speaker- Mr Vikash Kumar, AGM, AKGEC Skills
36	14-Jun-20	HO	<b>Awareness Session with Dr Aniruddha Sengupta, Medical Sureveillance Officer, WHO in Kolkata on COVID 19 for all employees of EEPC India</b>
37	15-Jun-20	SR	<b>Theme - Thought Leadership Programme on Strengthening Exports Partner Organisation - Essae Chandran Institute</b> Guest Speaker :- 1.Mr. P S Satish, an empanelled speaker with Essae Chandran Institute & Corporate Trainer, Consultant, Mentor and Promoter of M/s Saraswati Industrial Services
38	16-Jun-20	NR - OmanExpo	<b>Webinar on Health and Medical Equipment Trade in Middle East</b> Guest Speakers- 1. Ministry of Health, Sultanate of Oman A. Eng.Faiza Al Zadjali- Director, Directorate General of Engineering Affairs, B. Eng. Fatima Mahruki, Medical Equipment Specification, Section Head, Department of Medical Technology 2. Khizar Hassan, Head of Medical and Health Infrastructure, Khimji Ramdas Group "
39	17-Jun-20	HO Cell	<b>EEPC India webinar on Increasing productivity using LEAN post lockdown</b> Guest Speaker- Mr Ananth Palanniapan, Managing Partner and Principal Consultant
40	19-Jun-20	Tech Centre	<b>Using High Performing VCI Technology to Protect Corrosion</b> Guest Speaker -Ms Rajendra Tapadia, Chairman & Managing Director of Safepack industries Ltd- one of the best anti corrosive technology developers in the world

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
41	22-Jun-20	ER	<b>Theme - Indian MSMEs - Impact assessment of recent government measures</b> Guest Speaker :- Ms. Elizabeth Master, Associate Director, CRISIL Research
42	24-Jun-20	SR	<b>Theme Country-wise and Product-wise Quality Certifications and Procedures</b> Speakers: Mr.A A Anil kumar - Vice President, Business Development – Inspection, TUV India Mr.Mahesh Gaur - General Manager – Product Certification, TUV India Mr.Manish Bokade - Senior General Manager – Product Testing Lab- Pan India, TUV India Mr.Venkatesh Prasad - Head - System Certification ,Karnataka Region, TUV India"
43	25-Jun-20	WR - SBI, SIDBI, MSME, DI Mumbai	<b>Web 1- Theme : Current Economic Scenario &amp; Way Forward</b> Guest Speakers Mr. H R Khan,Former Deputy Governor, RBI <b>Web 2 - Theme - ""Banking Solutions for MSMEs during Covid 19</b> Eminent Speakers :- Mr. Ashok Gokhe, Director , MSME-DI Mumbai Mr. Subhash Joinwal CGM-MSME, State Bank of India, Mumbai Mr. Ajit Nath Jha , GM -Small Industries Development Bank of India, Pune
44	25-Jun-20	EEPC India Tech Centre - CSIR-CMERI	<b>Theme - Looking forward for association with MSMEs !</b> Guest Speakers : 1. Prof. (Dr.) Harish Hirani, Director, CSIR-CMERI & Professor, Department of Mechanical Engineering, IIT Delhi is known in Mechanical Design, Inclusive Innovation, Rural Development and Tribology  2. Dr. Avik Chatterjee, Chief Scientist &Head of Adv. Design & Analysis Group and Robotics & Automation Group,CSIR-CMERI Durgapur, "
45	25-Jun-20	HO CELL	<b>Interactive Session with Mr Nitin Gadkari, Hon'ble Minister of Road Transport &amp; Highways, Shipping and MSMEs, Government of India</b>
46	26-Jun-20	ER	<b>Theme -Digital Marketing - Step-by-step Approach</b> Trainer- Mr. Aji Issac Mathew, a keynote speaker at the House of Lords, UK Parliament, visiting faculty at XLRI, IIFT, MDI, UPH, Southampton (UK)& CEO, Indus Net TechShu, is also co-founder of DigitalMarketingUniversity.com, a training institute for advanced digital marketing learning"

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
47	2-Jul-20	SR region	<b>Theme - Sourcing Opportunities for MSMEs in India</b> Speaker Mr B C Datta , Vice President ,Corporate Affairs, Hyundai Motor India Ltd
48	6-Jul-20	EEPC India Tech Centre	<b>Theme - Overview of Industrial Internet of Things (IIOT) and its relevance in Digital manufacturing ecosystem</b> Guest Speaker- Mr. Abhijit Telang, an alumnus of Carnegie Mellon University & University of North Carolina at Charlotte, with 15 years of experience across software development, marketing and pre-sales at Honeywell Automation, IBM, and Mindtree, is currently engaged with SoftCell technologies
49	9-Jul-20	HO,IIF, FCDA	<b>Theme – Family Business Unity</b> Guest Speakers- 1. Mr Sanjay Shroff,President, IIF (The Institute of Indian Foundrymen) 2. Mr Vijay Beriwal,Joint Chairman, FCDA (Foundry Cluster Development Association) 3. Mr Harsh Chopra- A Gold Medalist Chemical Engineer fromBHU-IIT and ex MD Bausch & Lomb is a leadership coach and Founder-Partners4Growth. He has conducted workshops with ICICI bank, PwC, IIM to name a few"
50	9-Jul-20	SR	<b>Topic: Interactive Session on Recent initiatives of the Customs and CONCOR (Container Corporation of India) to support Trade</b> Speakers: 1.Mr Baswaraj Nalegave, IRS, Commissioner of Customs, City Commissionerate, Bengaluru Customs Zone 2.Mr G Naresh, IRS, Joint Commissioner, Customs, ICD (Inland Container Depot), Bengaluru Customs Zone 3.Dr. Anup Dayanand Sadhu, IRTS, Group General Manager, Container Corporation of India Ltd., Bengaluru"
51	10-Jul-20	WR -	<b>Theme - Avoid Frauds in International Trade</b> Guest Speaker Mr Jagdish Bhatia, Proprietor, Bhatia Exports Training & Consulting
52	15-Jul-20	HO Cell - Embassy of India South Korea	<b>"Theme -Medical Devices sector: Challenges &amp; Emerging Opportunities in the midst of COVID 19</b> Guest Speakers : 1.H.E Ms Sripriya Ranganathan, Ambassador of India to the Republic of Korea 2. Mr. Kyung Kook Lee, Chairman of Korea Medical Devices Industry Association (KMDIA)

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
53	15-Jul-20	RO Delhi -DGFT (CLA)	<b>Theme-EEPC along with DGFT(CLA), Interactive Session For Industry On Recent Amendment &amp; Scheme Of Dgft (Importer's &amp; Exporter's Perspectives)</b> Guest Speaker 1. Ms Suman Sharma, IRS Additional Director General of Foreign trade, North Zone, New Delhi
54	16-Jul-20	RO Delhi -	<b>Theme -Oman:Gateway of Exporting Oil and Gas related to Engineering Equipments to GCC</b> Speakers - 1. Ms. Haura Al-Wahaibi - Director of InvestmentInvestment at The Public Authority for Investment Promotion & Export Development (ITHRAA),Sultanate of Oman 2. Mr Hemant Murkoth, Founder and CEO Business Gateways International, Oman 3. Mr Murtaza Firoz Jariwala,Managing Director,Vanguard Engineering & Oilfield Services Company LLC
55	16-Jul-20	SR	<b>Theme -Internet and Digital Marketing Techniques forExports</b> Speaker: Mr S Rajagopalan, Sr. Dy Director, EEPC INDIA, R.O Chennai
56	17-Jul-20	EEPC India Tech Centre	<b>Theme - IPR interventions for business standardization for MSMEs</b> Guest Speakers 1. Biswajit Sarkar , Sr IP Attorney 2. Simran Kaur, Bachelor Degree in Law from Rizvi Law College
57	22-Jul-20	HO Cell - Embassy of India Russia	<b>Theme -Medical Devices sector: Challenges &amp; Emerging Opportunities in the midst of COVID 19</b> Guest Speaker : H.E. Mr. D. Bala Venkatesh Varma, Ambassador, Embassy of India, Moscow Special Address: Ms. Elena Astapenko, Head- Department of Organisation of State Control & Registration of Medical Devices, Roszdravnadzor Address by Senior Representative, Ministry of Industry & Trade, Government of Russia Address by Delovaya Russia (Business Russia)
58	25-Jul-20	SR -Hyundai Motors Ltd	<b>Theme - EV and Fuel Cells- the future of Automotive Industry and Benefits for MSMEs in India</b> Guest Speaker 1. Mr B C Datta , Vice President ,Corporate Affairs, Hyundai Motor India Ltd
59	28-Jul-20	EEPC India and iSmartExpos	<b>Theme -Briefing Session on iSmartExpo-East Africa to beheld over August 31,2020 - September 6,2020</b> Guest Speaker Mr Swaminathan, iSmartExpo



Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
60	31-Jul-20	WR	<b>Theme - Incoterms(R) Rules 2020 &amp; Export Incentives</b> Guest Speaker Mihir Ajit Shah, ICC Registered Incoterms (R) 2020 Trainer in India
61	6-Aug-20	SR	<b>TOPIC: Adopting Global Quality Systems in MSMEs for Export Market Reach</b> Guest Speaker Mr Gorur N Sridhar, Quality Systems Consultant, Bangalore
62	6-Aug-20	EEPC India -WR -Consulate General of Canada in Mumbai	<b>Theme - Re- Calibrating Supply Chains-Post Covid with Canada July 2020</b> Guest Speakers Mr Kisor Mundargi, Trade Commissioner, Consulate General of Canada in Mumbai Mr Ravi Kant Tiwari, Trade & Investment Commissioner, Government of Ontario, Canada
63	7-Aug-20	HO	<b>Theme - Occupational Health &amp; Industrial Hygiene - Post COVID19 Impact and the way Forward</b> Guest speakers : 1. Dr OB Krishna, Professor, Center of Excellence in Safety Engineering and Analytics (CoE-SEA) and Department of Industrial and Systems Engineering, IIT Kharagpur Ex. Sr. Executive Tata Steel & Ex Safety and Sustainability Consultant DuPont 2. Prof. J. Maiti Chairman, Center of Excellence in Safety Engineering and Analytics (CoE-SEA) Professor, Department of Industrial and Systems Engineering, IIT Kharagpur
64	7-Aug-20	ER - ICRA Analytics Ltd	<b>Theme - Webinar on Key success factors for MSME Gradings/Ratings"</b> Guest Speake - Mr Vikas Tarachandani, Head -Financial Services , ICRA Analytics Ltd
65	11-Aug-20	SR	<b>Theme - Insights on Strategy Planning &amp; Search Engine Optimization under Digital Marketing</b> Session 1- August 11- Workshop on Strategy Planning for Digital Marketing Session 2- August 12- Tools & Techniques for SEO (Search Engine Optimization) Speaker Mr S Rajagopalan, Sr. Dy Director, EEPC INDIA, R.O Chennai"

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
66	12-Aug-20	NR - IFCCI	<b>The Theme -India France Businessway</b> Guest Speakers Mr. Sanjeev Verma, CEO, Altran Technologies India Pvt. Ltd. Mr. Vidyadhar Limaye, Managing Director, FAURECIA India Pvt. Ltd. Mr. Damodaran Subramanian, Managing Director, Safran Engineering Services India Pvt. Ltd.
67	13-Aug-20	HO Cell - India High Commission in Nigeria & Lagos Chamber of Commerce and Industry	<b>Theme - Doing Business with Nigeria</b> Guest Speakers 1.H.E. Mr. Abhay Thakur High Commissioner of India to Nigeria [Concurrently accredited to Benin, Chad & ECOWAS] 2Mr. Asiwaju .Dr. Olawale Cole, Deputy President ,The Lagos Chamber of Commerce and Industry (LCCI)
68	13-Aug-20	HO CELL - EOI Lima Peru & Lima Chamber of Commerce (CCL)	<b>Theme -INDIA – Peru webinar on Medical Devices sector:Challenges &amp; Emerging Opportunities amidst COVID 19</b> Guest Speakers 1.HE Mr M Subbarayudu, Ambassador, Embassy of India, Lima, Peru 2. Mr Oscar Chavez, Head of the Institute of Economics and Business Development 3.Mr Omar Neyra, President, COMSALUD, Lima Chamber of Commerce (CCL)
69	19-Aug-20	NR - Yes Bank	<b>Theme :- Financial Restructuring of MSMEs for Reviving Business</b> Guest Speaker Abhishek Jain, A Chartered Accountant ,ICAI Faculty, MSME consultant & Corporate Speaker
70	19-Aug-20	SR - DGFT	<b>Theme - Interactive Session with DGFT, Chennai</b> Guest Speakers Dr.M.K.Shanmuga Sundaram, IAS, Additional DGFT, (i/c) Chennai Ms Suganya K, ITS, Dy.DGFT, Chennai Mr M. Backiyavelu, Asst DGFT, Chennai
71	21-Aug-20	EEPC India - EOI Senegal	<b>The theme - India &amp; Senegal : Opportunities to Explore Engineering Sector</b> Guest Speaker HE Mr G V Srinivas,Indian Ambassador to Senegal
72	21-Aug-20	WR	<b>The theme - How to find out export opportunities for tradable products?</b> Guest speaker-Mr Jagdish Bhatia, Proprietor, Bhatia Exports Training & Consulting



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73	26-Aug-20	ER and CDSIL - subsidiary of CCIL	<b>Theme - FX-Retail:A New Forex Trading Platform - an Initiative by RBI</b> Guest Speakers - 1.Sandeep Gupta, Jr. V.P. (Forex), CCIL (The Clearing Corporation of India) 2. Nirav Shah Sr. Manager, CDSIL (Clearcorp Dealing Systems India Limited, Subsidiary of CCIL
74	27-Aug-20	SR	<b>Topic:DOING BUSINESS IN USA</b> Speakers: Mr Venkat Ramineni,Investor& Mentor, We Invest Ventures, USA Ms. Ancy S. Varghese,Enq. US Immigration Attorney, VisaPro Immigration Services LLC, USA
75	28-Aug-20	EEPC India Tech centre	<b>Theme -Gemba Walk - A Lean Management Philosophy</b> Speaker Mr D Karthikeyan, Assistant Head, EEPC India Technology Centre "
76	28-Aug-20	WR	<b>Theme - Boosting Exports Of Defence Items by Indian MSMEs</b> Guest Speakers and Theme : ·Introduction to Defence exports and online portal"" by Mr Sanjeev Chadha,DDG/Exports,Export Promotion Cell,Department of Defence Production(DDP)/Ministry of Defence(MoD) · Introduction to certification schemes by DGQA"" By Representative from DGQA ( Directorate General of Quality Assurance), DDP, MoD ·Procedure and Licencing for defence exports"" by Representative from DDP/Ministry of Defence
77	29-Aug-20	NR Office	<b>Theme - Recent Developments, Updates &amp; Issues In GST – Face Less IT Assessment</b> Guest Speakers - Chief Guest Mr. Niranjan Kouli, IRS,Principal Commissioner of Income Tax , Faridabad Guest of Honour Mr. Kshitendra Verma, Joint Commissioner, CGST, Faridabad Other Guest Speakers: CA Rajesh Kumar Khandelwal, Partner, Sanmarks & Associates, Chartered Accountant & Empanelled Faculty for GST Training in India by Institute of Chartered Accountants of India, New Delhi CA Rajat Mangla , Shyam Sunder Mangla & Co. LLP, Chartered Accountants and with a core expertise in Goods and Services Tax (GST) consultancy, representing trade and industry at various levels of Government to highlight issues pertaining to GST."
78	29-Aug-20	HO Cell	<b>Theme - Briefing Session on Virtual - India Subcontracting Expo 2020</b>

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
79	3-Sep-20	SR	<b>Theme - Webinar on Bonded Manufacturing &amp; Authorised Economic Operator (AEO)</b> Guest Speaker: Mr Amitesh B Singh, IRS, Addl Director General of Taxpayers, DGTS, Bengaluru Customs Zone.
80	4-Sep-20	WR	<b>The theme -“Impact of Blockchain on International Trade”</b> Speaker Mr Sudhakar Kasture is a Consultant in International Trade and has been imparting lectures on this at many MNCs and also EPC s
81	5-Sep-20	ER	<b>Theme - Preparedness for Departmental GST Audit</b> Guest speaker Bhaskar Thakkar, Managing Partner, BT Associates
82	5-Sep-20	HO	<b>Briefing Session for India Subcontracting Expo</b> Speakers - EEPC India Sr Officials "
83	9-Sep-20	ER - HCI Mozambique and CTA	<b>Theme - Virtual India -Mozambique Buyer Seller Meet</b> Guest Speakers Mr Álvaro Massinga CTA Vice- President H.E. Rajeev Kumar, High Commissioner of India H.E. Carlos Mesquita, Minister of Industry and Trade Mr. Lourenço Sambo, Managing Director, APIEX Marcia Maposse – Vice Presidente of CTA agriculture Committee
84	11-Sep-20	Port of Antwerp event - EEPC India WR joined as speaker	<b>Theme - EEPC India joins the Port of Antwerp Webinar on Indo- German Supply Chain</b> Speakers : Welcome remarks Mr. K L. Dhingra – Regional Chairman (WR) (EEPC) ,India Other Speakers : • Mr. Luc Arnouts - Vice President & Director International Networks & Relations, Antwerp Port Authority • Mr. Dirk Matter – Managing Director, Indo-German Chamber of Commerce • Ms. Malini Dutt - Port Representative India, Antwerp Port Authority • Mr. Elmar Ockenfels - Port Representative Germany, Antwerp Port Authority • Testimonial -Dr. Sharmila Amin - Managing Director, Bertling Logistics
85	12-Sep-20	HO	<b>3rd Briefing Session for India Subcontracting Expo - Speakers - EEPC India Sr Officials</b>
86	12-Sep-20	HO	<b>First Briefing Session for FarmMech 2020- Speakers - EEPC India Sr Officials</b>

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
87	12-Sep-20	NR	<b>Theme - Virtual Open House session</b> Chief Guest : Mr. Ashutosh A.T. Pednekar, MD, RIICO, Jaipur Guest of Honour : Ms. Archana Singh, Commissioner Industries, Govt. of Rajasthan, Jaipur Special Guest : Mr.V. K. Sharma, Director, MSME, DI, Jaipur Speakers also from : SIDBI, Jaipur and MSME Technology Center, Bhiwadi
88	14-Sep-20	WR	<b>Theme - 15 Days Certification Programme In Foreign Trade</b> Faculties from -Prof. Arvind Narayan Khedkar,,Prof. S. R. Binju both from N L Dalmia Institute of Management & Prof. Eknath Birari - visiting faculty in various management schools, FEDAI, World Trade Centre, Mumbai
89	15-Sep-20	EEPC Tech Centre -CSIR AMPRI & CAPEXIL	<b>Theme -New product development by re-cycling Casting Slag &amp; Alternate Composite Manhole Cover</b> Guest speakers CSIR- AMPRI Speakers and their topics ( as provided) - Dr Avanish Kumar Srivastava Director, CSIR-AMPRI - Dr. S.K.S.Rathore, Head – ‘PPD- Association and of CSIR-AMPRI and EEPC and future prospects’ -Dr.S.A.R.Hashmi, Chief Scientist for ,"" Bamboo Composites for Engineering applications"". -Dr. D.P.Mondal, Chief Scientist
90	15-Sep-20	SR	<b>Theme - Two-day online Workshop on Input Tax Credit under GST</b> Guest speaker -Mr Irshad Mohammed ,Partner FCA, LLB,is a practising Chartered Accountant with more than a decade of post qualification experience
91	18-Sep-20	NR -Yes Bank	<b>Theme - Interactive Discussion On Incoterms</b> Guest Speakers Mr Mihir Ajit Shah, International Trade Advisor and ICC Registered Incoterms (R) 2020 Trainer in India Mr.Deep Dhirani , GEVP, Retail Banking , Yes Bank
92	18-Sep-20	SR- Flanders Investment and Trade (FIT) , Belgium	<b>Theme - Supply Chain - Emerging Opportunities in Europe Post Covid</b> Guest Speakers - Tmt Anu George IAS , Industries Commissioner and Director of Industries and Commerce , Govt. of Tamil Nadu Mr. Filippe De Potter - Deputy Director, Inward Investment, FIT (Brussels) Mr. Jayant Nadiger - Trade and Investment Commissioner for Flanders (FIT) - South India

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93	19-Sep-20	ER	<b>Event Name : Online Training Program on Management of International Trade Payments</b> Guest Speaker- Event Name: Online Training Program on Management of International Trade Payments
94	22-Sep-20	EEPC India + EOI Vietnam & VCCI	<b>Theme - DoingBusiness with Vietnam</b> Guest Speakers - H.E Mr. Pranay Verma, Ambassador of India to Vietnam Dr. Srikar K. Reddy, Joint Secretary, EP Engineering, Department of Commerce
95	22-Sep-20	SR - EEPC India Technology Centre -CSIR - Central Scientific Instruments Organisation (CSIO)	<b>Theme - Scope and Opportunities in Industrial Instrumentation Systems</b> Guest Speakers Dr. Amol P Bhondekar, Senior Principal Scientist, CSIR-Central Scientific Instruments Organisation, Chandigarh Dr Ramesh Datla, Chairman, Elico Ltd, Hyderabad
96	24-Sep-20	ER & Edelweiss Pvt Wealth Management	<b>Theme - Foreign Exchange Risk Management Beyond Pandemic Times &amp; Debt Syndication</b> Guest Speakers Mr. Sajal Gupta, Head, Fx & Rates, Edelweiss Pvt Wealth Management Mr. Anshul Khetan, Head, Debt Syndication, Edelweiss Pvt Wealth Management
97	25-Sep-20	EEPC India, NTPC, Powergrid, EESL	<b>Theme - Vendor Development Meet with Indian Power PSUs</b> Guest Speakers -NTPC, Powergrid, - - Mr AK Juneja, Executive Director, Corporate Contracts & Materials, NTPC - Mr Atul Trivedi, Corporate Contracts & MM, Power Grid Corporation of India Limited Mr Ashim Bhattacharya, Chief General Manager, (SCM), Energy Efficiency Services Limited
98	28-Sep-20	EEPC Tech centre	<b>"Theme - Introducing Good Manufacturing Practice By Solving Work Related Problems Through Quality Control Circles (Qcc)</b> Guest Speaker – Mr Jayanta Basu, A Practicing Engineer Of Designing And Manufacturing Of Import Substitution Products , Spares And Equipment For More Than 38 Years & A Faculty Of Quality Management System Of Qcqi - India For Last 28 Years .
99	29-Sep-20	WR	<b>Theme - – How to manage positivity during adversity in International trade.</b> Motivational Talk by Spiritual Leader Sh. Gyanvatsal Swami ji

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100	8-Oct-20	WR office	<b>Theme - Effective use of Free Trade Agreements (FTAs) to Boost India's Exports.</b> Key Speaker: Mr Mihir Ajit Shah, International Trade Advisor and ICC Registered Incoterms (R) 2020 Trainer in India
101	8-Oct-20	HO Cell	<b>Theme Post-Lockdown- Increasing work efficiency using Poka- Yoke</b> Guest Speaker- Mr Ananth Palanniapan, Managing Partner and Principal Consultant ,Hash Management Services LLP
102	9-Oct-20	EEPC India Tech Centre	<b>Theme - Increasing Factory Productivity through "Overall Equipment Effectiveness (OEE) Metric"</b> Guest Speaker - D Karthikeyan, Assistant Head-EEPC INDIA Technology Centre, Bengaluru
103	9-Oct-20	HO	<b>4th Briefing and First Training Session of India Subcontracting Expo 2020-</b> Speakers are all EEPC India Sr officials
104	12-Oct-20	WR	<b>Theme - 15 Days Certification Programme In Foreign Trade Faculties</b> from -Prof. Arvind Narayan Khedkar,,Prof. S. R. Binju both from N L Dalmia Institute of Management & Prof. Eknath Birari - visiting faculty in various management schools, FEDAI, World Trade Centre, Mumbai
105	13-Oct-20	ER	<b>Theme - Awareness Session on Labour Codes 2020</b> Guest Speaker Mr Kallol Dutt, Joint Labour Commissioner, North Bengal Zone, Labour Department, Govt. of West Bengal
106	13-Oct-20	HO	<b>Second Briefing Session for FarmMech 2020-</b> Speakers - EEPC India Sr Officials
107	14-Oct-20	NR - UPEPC	<b>Theme - Export Benefits By Uttar Pradesh Government</b> Guest Speaker - Mr Navneet Sehgal, Additional Chief Secretary, MSME and Export, UP Government
108	15-Oct-20	ER	<b>Theme - Interactive Session on"Export Friendly Ecosystem in Odisha"</b> Guest Speakers Chief Guest : Mr Hemant Sharma, IAS, Principal Secretary, Industries Department, Government of Odisha Dr Rahul Singh, Dy. DGFT, Kolkata Mr Y. Sudheer, DGM & Regional Manager (ER), ECGC Ltd
109	15-Oct-20	SR	<b>Theme - DRDO Technologies for Manufacturing In Indian Engineering Industry</b> Guest Speaker : Dr. Mayank Dwivedi, Director, Directorate of Industry Interface & Technology Management (DIITM), DRDO HQ, Ministry of Defence, New Delhi.

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110	16-Oct-20	WR	<b>Theme - 7 Steps Strategy to Boost your Business</b> Guest Speaker - Mr Japan Trivedi, Faculty with over 15 years experience in Business Excellence and Transformation through LSSG. Currently with Efforts Consulting
111	16-Oct-20	NR	<b>Theme - A Glimpse of Export Incentives and Schemes for Exports</b> Guest Speakers - Rajesh Khandelwal, GST Trainer Mr. Sanjay Beswal, Exim Consultant
112	17-Oct-20	ER	<b>Theme - Interactive Session on Self Reliant India Mission &amp; Opportunities for MSMEs</b> Guest Speaker Chief Guest : Mr Dillip Kumar Mohapatra, Executive Director (MM), SAIL Rourkela Steel Plant, Rourkela
113	19-Oct-20	EEPC India Technology Centre -SR	<b>Theme : Technical Webinar on Surface finish and anti-corrosion technologies</b> Guest Speakers all from CSIR-Central Electrochemical Research Institute (CECRI), Karaikudi Dr Rakesh Chandra Barik, Senior Scientist and Asst. Professor Dr V Saraswathy, Chief Scientist & Head - Corrosion & Materials Protection Division
114	20-Oct-20	ER - High Commission of India, Gaborone, Botswana, Botswana Investment & Trade Centre (BITC) and India- Botswana Chamber of Commerce & Industry (IBCC)	<b>Theme - Virtual Business Meeting on Enhancing Indo-Botswana Trade in Engineering Products</b> Guest speakers Dr Rajesh Ranjan, High Commissioner of India to Botswana Dr K Srikar Reddy, IAS, Joint Secretary, EP (Engg), Ministry of Commerce and Industry, Government of India Ms. Trunklinah Gabonhthone, Executive Director, Export Dev & Promotion, Botswana Investment and Trade Centre Mr Gaurang Dalia, Chairperson, India-Botswana Chamber of Commerce and Industry (IBCCI), Gaborone Mr. Keletsositse Olebile, Chief Executive Officer, Botswana Investment and Trade Centre (BITC) Mr. Ashok Manambrakatt, Secretary, IBCCI, Gaborone Mr Anil Kumar Chiralayam, Group Finance Director, Motovac Group, Botswana
115	22-Oct-20	SR	<b>Theme - Session on Effective use of ICEGATE and availing benefits</b> Guest speaker Mr. Prashanth Bhat, SME Network, Bengaluru SME Network* is a Foreign Trade Advisory Firm



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116	22-Oct-20	HO	<b>Third Briefing Session for FarmMech 2020-</b> Speakers - EEPC India Sr Officials
117	27-Oct-20	HO Cell	<b>3 Webinars during India Subcontracting Expo 2020</b> Themes The Leadership Talk- October 27th - at 4 p.m. CXO Forum- Advanced Opportunities for Business Cooperation between India & EU In a COVID 19 world- October 28th- 5 p.m. Europe-India Manufacturing Startup Forum- October 29th- 4 p.m.
118	27-Oct-20	NR -Yes Bank	<b>Theme - Overview on Export Documentation &amp; Procedures</b> Key Speaker: Mr Mihir Ajit Shah, International Trade Advisor and ICC Registered Incoterms (R) 2020 Trainer in India Guest Speaker Mr Amit Kumar Mishra, Executive Vice President and Regional Business Leader , Yes Bank
119	28-Oct-20	RO Chennai	<b>Theme - E - Session with DGFT-Coimbatore</b> Guest Speakers Mr M.Vijayalakshmi, I.T.S., Assistant Director General of Foreign Trade, Coimbatore. Mr S Subbaraman, Cost Accountant, Coimbatore (Introduction on RODTEP Calculations)
120	2-Nov-20	HO	<b>Fourth Briefing Session for FarmMech 2020-</b> Speakers - EEPC India Sr Officials
121	6-Nov-20	HO Cell - NID	<b>Theme - Design Series ...Post COVID -19 - Design intervention for Medical Device Industry</b> Guest Speakers Mr. Devendra Kumar Singh, Additional Secretary & Development Commissioner, Ministry of Micro, Small & Medium Enterprises Ms. Durga Shakti Nagpal, Deputy CEO, IBEF Mr. Praveen Nahar, Director, National Institute of Design Mr. Satish Gokhale - Director - DESIGN DIRECTIONS PVT LTD Mr. George Mathews, Founder of Icarus Design and IcarusNova
122	6-Nov-20	WR	<b>Theme - How to Diversify in Exports</b> Guest Speaker Prof Smita Santoki, (Faculty, Trainer & Consultant-EXIM) with Experience of 15 years
123	9-Nov-20	EEPC India Tech Centre	<b>Theme - Smarter foundries through IIOT</b> Guest Speaker Mr Aditya Paranjape, COO – Kloudq Technologies Limited, a Kirloskar group company A gold medalist from IIM A, Mr Paranjape is electrical engineer from Mumbai University



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124	9-Nov-20	HO	Fifth Briefing Session for FarmMech 2020- Speakers - EEPC India Sr Officials
125	11-Nov-20	ER - DGTS CBIC	<b>Event Name : Webinar on CAROTAR 2020</b> Guest Speakers Speakers & Panelists: Mr Manoj Krishna, Principal DG DGTS Mr PK Agrawal, Chief Commissioner of Kolkata Customs Mr Upendra Gupta, Principal Commissioner, ACC- Delhi (Exports) Mr S. K. Sinha, Principal ADG DGTS- CBIC Mr Vimal Srivastav, Commissioner (Customs-CBIC) Mr Amitesh Bharat Singh, ADG DGTS-CBIC Mr Mandeep Sangha, JC, Customs CBIC (ICD)
126	19-Nov-20	SR and MSME Development Institute ,Hyderabad	<b>Theme-Web Conference on Anti Dumping Duties, Trade Remedies &amp; Export Promotion Measures for Strengthening MSME Ecosystem</b> Guest Speakers Mr D Chandra Sekhar, Addl Industrial Advisor, MSME Development Institute, Ministry of MSME , Govt of India ,Hyderabad Mr Dr R. Sampath Kumar, ITS, Director DGTR, New Delhi Mr K Hrushikesh Reddy, ITS, Deputy Director General of Foreign Trade, Hyderabad.
127	20-Nov-20	HO cell - Embassy of India in Guatemala concurrently accredited to El Salvador & Honduras	<b>Theme -'Webinar cum Introduction to Central America (Guatemala, El Salvador &amp; Honduras)</b> Guest Speakers 1.H.E. B. S. Mubarak,Ambassador,Embassy of India Guatemala 2.Mr. Suraj Ananta Jadhav,Head of Chancery (HOC),Embassy of India Guatemala 3.Dr. Srikar K. Reddy, Joint Secretary, , Department of Commerce ,Ministry of Commerce and Industry 4.Mr. Ariel Andrade ,former Ambassador of El Salvador to India 5 Ms. Huma Siddiqui ,journalist and Latin America expert, Financial Express 6.Mr. Enrique Montano Mendez ,President of the Economy Commission of Congress 31 Indian Companies to make presentations
128	20-Nov-20	SR -Ordnance Factory Tiruchirappalli (OFT) ,Trichy	<b>Theme -Vendor Development and Sourcing in OFBs</b> Guest speakers 1. Mr Shirish Khare , IOFS. , General Manager ,Ordnance Factory Tiruchirappalli(OFT) ,Trichy 2.Mr S.Ramakrishnan, IOFS., Dy. General Manager, Ordnance Factory Tiruchirappalli (OFT) ,Trichy

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129	20-Nov-20	HO Cell	<b>Theme - Agriculture 4.0 - Digitisation &amp; mechanisation in agrimachinery sector</b> Guest Speakers Key Speakers from: <ul style="list-style-type: none"> <li>• Dr C R Mehta, Director, Central Institute of Agricultural Engineering, Bhopal</li> <li>• Dr (Prof.) Harish Hirani, Director, CSIR-CMERI, Durgapur</li> <li>• Dr. Indra Mani, Head, Agriculture Engineering, IARI, &amp; President, ISAE</li> <li>• Ms Kanika Singh Senior Scientific Officer, Digital Agriculture at ihub, ICRISAT</li> <li>• Mr V N Kale, Additional Commissioner Additional Commissioner Department Of Agriculture, Cooperation &amp; Farmers Welfare</li> </ul>
130	23-Nov-20	HO Cell - Indian Embassy , Thailand	<b>Theme - Interaction on Opportunities in Engineering Sector in Thailand</b> Guest Speakers H.E Ms. Suchitra Durai, Ambassador of India to Thailand Dr. Srikar K Reddy, Joint Secretary, EP Engineering, Department of Commerce, Union Ministry of Commerce & Industry, Government of India* - Ms Prim Jitcharoongphorn, President, Thailand-India Business Council
131	23-Nov-20	HO Cell	<b>Theme - CLAAS Global Sourcing Meet on 23rd November 2020, from 3 pm onwards (IST),</b> The session will cover the following agenda: Introduction about CLAAS & their product profiles Products seeking new suppliers How to do business with CLAAS"
132	24-Nov-20	HO Cell	<b>Theme -Webinar on India as a hub for agri machinery exports</b> Guest Speakers- <ul style="list-style-type: none"> <li>• Mr Rajiv Wahi, Chief Executive-International Business Escorts Agri Machinery</li> <li>• Mr Sunil Rajput, AVP Tirtho Agro Technology Pvt Ltd</li> <li>• Mr Aakash Parekh, Vice- President-Europe &amp; Asia, CropIn Technology</li> </ul>
133	25-Nov-20	HO Cell -Embassy of India in Kuwait in association with Invest India	<b>Theme -Virtual Conference on Automobiles Sector with special focus on Electric Vehicles under the theme - 'Aatmanirbhar Bharat'</b> Participants Stakeholders from Kuwait and India "

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134	26-Nov-20	SR	<b>Theme- Latest Developments on Customs Clearance For Exports And Imports</b> Guest speaker - Mr M.S.Venkataraman an EXIM Consultant
135	27-Nov-20	SR	<b>Theme - Indigenisation at HAL &amp; Opportunities for MSMEs</b> Guest Speaker : Mr Piyush Kumar Sinha, General Manager (Indigenization), Hindustan Aeronautics Limited (HAL)
136	27-Nov-20	EEPC India, IACC, MS CERT, Yes Bank and Bells	<b>Theme - Engineering Exports to America The Expanding Horizon</b> Guest Speakers 1.Ms Sonia Laul, Head of Consumer & Political Affairs, US Consulate, Kolkata 2.Mr Barun Banerji, Regional President, IACC ( Indo American Chamber of Commerce) –EIC 3.Mr Sunirmal Dutta, Managing Director, MS Certification Services Pvt Ltd 4. Mr Ravi Sehgal, Managing Director, Carnation Industries & Immediate Past Chairman, EEPC India'
137	1-Dec-20	NR - Oman Expo - UP Govt and Embassy of India in Oman	<b>Theme - Buyer Seller Meet Access Middle east</b> Guest Speakers • Dr. Srikar K. Reddy, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India • Mr. MunuMahawar, Ambassador, Embassy of India in Muscat • Mr. NavneetSehgal, IAS, Addl. Chief Secretary (MSME & Export Promotion), Government of UP • Mr. Ashley Roberts – General Manager, Omanexpo
138	1-Dec-20	EEPC India - Embassy of India in Muscat	<b>Theme - Inauguration of ACCESS MIDDLE EAST</b> Guest speakers 1.Dr. Srikar K. Reddy, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India 2.Mr. Munu Mahawar, Ambassador, Embassy of India in Muscat 3.Mr. Navneet Sehgal, IAS, Addl. Chief Secretary (MSME & Export Promotion), Government of UP 4. Mr. Ashley Roberts – General Manager, Omanexpo
139	2-Dec-20	ER	<b>E Learning Module prepared by Tech Shu</b>
140	8-Dec-20	ER - EOI Johannesburg & MoEA	<b>Theme - Fostering Indo - South Africa Trade in Engineering Products</b> Guest Speakers H.E. Mrs Anju Ranjan, Consul General of India Johannesburg Dr Srikar K Reddy, Joint Secretary, EP (Engg), Department of Commerce, Ministry of Commerce & Industry, Government of India* H.E. Mr J S Ndebele, High Commissioner of South Africa to India* Mr Sifiso Ndwandwe, Executive Director, Catalyst for Growth (C4G) Mr Kaizer Nyatumba, CEO, Steel & Engineering Industries Federation of Southern Africa (Seifsa)

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141	9-Dec-20	EEPC India	<b>Theme - Micro Electro Mechanical System (MEMS) sensors for industrial applications</b> Guest speaker Dr. Nilanjan Mallik, Associate Professor, Department of Mechanical Engineering, Indian Institute of Technology (BHU), Varanasi
142	9-Dec-20	HO Cell - IIT KGP	<b>EEPC India-IIT Kharagpur Certification programme on Occupational Health &amp; Integrated Vibrant Safety Management System (IVSMS) for MSMEs</b>
143	11-Dec-20	WR	<b>Theme - Exploring Export Avenues with Digitized Magnet</b> Guest Speaker Mr Saurabh R Bhatt, Founder & CEO, MSME Best & Next Practices , providing consultancy and training to MSMEs
144	11-Dec-20	RO Delhi	<b>Theme - A Round Table on New Foreign Trade Policy – Inputs/ Suggestion Based on DGFT Notice of Nov 12th to invite suggestions on New FTP</b>
145	12-Dec-20	EEPC India - DPIIT, NID, IDC	<b>Theme -Good Design Seminar and India Design Mark Awards 2020</b> Guest Speakers -Hon. Dr. Guruprasad Mohapatra Secretary, Department for Promotion of Industry and Internal Trade Ministry of Commerce & Industry, Govt. of India -Praveen Nahar, Member Secretary, India Design Council Director, National Institute of Design, Ahmedabad -Ms. Makiko Tsumura, International Manager Japan Institute of Design Promotion, Japan – G-Mark. -Shrikant Nivasarkar, Principal Architect, Nivasarkar Consultants - Satish Gokhale, Director, Industrial Design, Design Directions Pvt. Ltd. - Prakash Unakal, Dean-BD & Innovation, Welingkar Institute
146	15-Dec-20	ER - FFTR	<b>Theme - Webinar on Anti-Dumping &amp; other Trade Remedies</b> Guest Speakers Mr Mithileshwar Thakur, Addl. Director General, Directorate General of Trade Remedies, Department of Commerce , Ministry of Commerce and Industry, Govt of India Mr Anil Rajvanshi, President (Corporate Affairs), Reliance Industries Mr A K Gupta, Founder/Director, TPM Consultants Mr M K Anand, Hony. Director General, FFTR ( Forum for Trade Remedies)

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
147	16-Dec-20	HO - - EXIM Bank	<b>"Theme- India-EXIM Book titled "World Trade and India: Multilateralism, Progress and Policy Response"</b> Guest Speakers • Address and Release of the Book by Guest of Honour Dr. Anup Wadhawan, Commerce Secretary to Government of India Other Guest Speakers • Mr David Rasquinha, Chairman and Managing Director, EXIM Bank of India • Prof. AjitavaRaychaudhuri, Jadavpur University, Kolkata (on behalf of the Editors and Authors) Prof. Abhijit Das, Head, Centre for WTO Studies, IIFT, New Delhi • Prof. James J. Nedumpara, Head, Centre for International Trade and Investment Law (CTIL), IIFT, New Delhi • Dr. RajanSudeshRatna, Economics Affairs Officer, UNESCAP, New Delhi • Dr. AnirudhShingal, Senior Fellow, ICRIER, New Delhi
148	16-Dec-20	MEA launch of portal	<b>Launch of Government of India's Ministry of External Affairs (MEA)'s website on Economic Diplomacy <a href="http://www.indbiz.gov.in">www.indbiz.gov.in</a></b> by Dr. S. Jaishankar, Hon'ble Minister of External Affairs, Government of India
149	18-Dec-20	EEPC India -MSME DI (J &K), Yes Bank	<b>Theme -Webinar on Hedging Products during Current Regime and Future Post Covid</b> Guest speaker Mr.Maulik R Shah ,Co-Founder and CEO, Almus Risk Consulting LLP
150	22-Dec-20	HO Cell	<b>Theme - Exploring Business Opportunities in Engineering Sector with UAE</b> Guest Speaker HE Mr Pavan Kapoor, Ambassador of India to UAE
151	22-Dec-20	SR	<b>Theme - FEMA Regulations,EDPMS (Export Data Process Management System) and other Export Related Issues</b> Guest Speaker Ms J Sailaja Rani, Deputy General Manager, Reserve Bank of India, Foreign Exchange Department, Hyderabad. Ms Sudha Venkatraman, Manager, Reserve Bank of India, Foreign Exchange Department, Hyderabad.
152	24-Dec-20	EEPC India Tech Centre	<b>Theme : Applications of 3D Scanning, Designing &amp; Printing for increased productivity and business excellence</b> Speaker: Mr M.Rahman Molla, Design Engineer, Technology centre, Kolkata;Experienced in 3D Modelling, and Design project execution from the last 10 Years.

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
153	24-Dec-20	ER	<b>Theme - V Rountable on New Foreign Trade Policy – Inputs/ Suggestion Based on DGFT Notice of Nov 12th to invite suggestions on New FTP</b>
154	8-Jan-21	HO	<b>Theme - Briefing Session on - India Subcontracting Expo 2021</b>
155	13-Jan-21	EEPC India in association with CBIC- Kolkata and Delhi Zonal Units	<b>Theme - E Session on Quarterly Return Filing and Monthly Payment of Taxes (QRMP) Scheme under GST</b> Guest Speakers Ms B V Shiva Naga Kumari, DG, DGTS Mr Devendra Nagvenkar, Chief Commissioner, GST Kolkata South & GST Howrah Mr Shailendra Kumar Sinha, ADG DGTS Kolkata/Delhi Zonal Unit Mr A.P.S Suri, Principal Chief Commissioner, GST Mr P K Agrawal, Chief Commissioner GST Kolkata Mr Roopam Kapoor Principal Commissioner GST Kolkata North Mr Upendra Gupta Principal ADG, DGTS
156	13-Jan-21	WR	<b>Theme -Online Registration &amp; Compliances for Exporters &amp; Importers &amp; Introduction to Remission of Duties and Taxes on Export Products (RoDTEP)</b> Guest speaker Mr Mihir Ajit Shah, International Trade Advisor and ICC Registered Incoterms (R) 2020 Trainer in India
157	18-Jan-21	EEPC India with Indian Embassies in USA, Mexico and Indian High Commission in Canada where Tamil Nadu and Haryana joined as Partner States of ISE 2021	<b>Theme - Curtain Raiser for India Subcontracting Expo 2021</b> Guest speakers • Dr. Srikar K. Reddy, Joint Secretary (EP-Engg), Ministry of Commerce & Industry, Government of India • Mr Mangat Ram Sharma, Principal Secretary( MSME) Government of Tamil Nadu • Dr. Manoj Kumar Mohapatra, Minister (Commerce), Embassy of India in USA • Mr Anshuman Gaur, Dy. High Commissioner, High Commission of India in Canada • Ms Juhi Rai, Economic & Commercial Representative, Embassy of India, Mexico
158	20-Jan-21	WR	<b>Theme -Webinar on Risk &amp; Logistics Management in Engineering Export</b> Guest Speaker Mr Paresh Solanki, International EXIM Trainer and Consultant, Founder & CEO, onlineexim.com



Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
159	20-Jan-21	SR	<b>Theme - Webinar on E-Invoicing and GST Compliances</b> Guest Speakers : Dr B V Murali Krishna- Additional Commissioner of Commercial Taxes(e-Governance)Bengaluru Mr Mallikarjuna Gupta CA —Hyderabad. Mr Irshad Mohammed Partner, FCA, LLB, M I A & Associates,Chartered Accountants.
160	20-Jan-21	NR and Government of Haryana ( TFAH)	<b>Theme - Two days Training Session on Export procedures and documentations</b> Guest Speakers <ul style="list-style-type: none"> <li>• Mr Mihir Ajit Shah, International Trade Advisor &amp; ICC Incoterms 2020, Trainer in India</li> <li>• Mr Arvind Narayan Khedkar, IIT Mumbai Alumnus &amp; Prof. N L Dalmia Institute of Management</li> <li>• Mr Ashok Advani, Visiting Faculty at IIFT, New Delhi &amp; Jaipuria Institute of Management, Noida</li> <li>• Mr Rajesh Kumar Khandelwal, GST Trainer</li> </ul>
161	22-Jan-21	EEPC India Tech Centre	<b>Theme - Overview of Industry 4.0 technologies</b> Guest Speaker Mr. D Karthikeyan, Technology Centre, Bengaluru
162	22-Jan-21	ER - Edelweiss Pvt Wealth Management	<b>Theme - Can currency as an asset class generate returns too ?</b> Speakers Mr Sagar Doshi, Practice Head, Technical Derivative, Edelweiss Pvt Wealth Management Mr Sajal Gupta, Head Forex & Rates, Edelweiss Pvt Wealth Management
163	22-Jan-21	HO	<b>Webinar on How to Build your booth</b> Speakers - Sr EEPC India Officials
164	27-Jan-21	EEPC India - SIDBI , Chennai	<b>Theme - Direct and Indirect Financial Assistance from SIDBI to MSMEs</b> Guest Speaker Mr S Amit Kumar, Deputy General Manager, Small Industries Development Bank of India (SIDBI), Chennai
165	28-Jan-21	EEPC India - Indian Embassy in Uzbekistan- Chamber of Commerce and Industry of the Republic of Uzbekistan	<b>Theme - INDO – UZBEK PARTNERSHIP SUMMIT</b> Guest Speakers H.E. Mr. Manish Prabhat - Ambassador of India to Uzbekistan. Mr Ikramov Adkham Ilkhamovich - Chairman of the Chamber of Commerce and Industry of the Republic of Uzbekistan - Dr. Sunil Shukla -Director General – EDII(Entrepreneurship Development Institute of India), Gujarat ,India – Dr.Sanjeev Chaturvedi- Advisor(India Uzbekistan Entrepreneurship Development Centre -IUEDC) Ms Dinara Gabdulhakova - Director (IUEDC)

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
166	28-Jan-21	EEPC India - Royal Philips	<b>Theme - Global Sourcing Business Insights</b> Guest speaker Mr. Anand Singh, Director (Global Commodities/Procurement Strategies), Royal Philips
167	1-Feb-21	ER	<b>Theme :Union Budget 2021-22- A discussion</b> Guest Speakers • Mr Chirag Mehta, Senior Manager - Indirect Taxes, Ernst & Young LLP • Ms Eishani Kedia, Manager - Direct Taxes,Ernst & Young LLP
168	3-Feb-21	HO	<b>Theme - as part of ISE 2021Global Sourcing Business Insights</b> Guest Speaker Mr. Dan Krassenstein, Global Supply Chain Director for Procon Pacific
169	4-Feb-21	SR	<b>Theme - Web Session on the recently launched 'RoDTEP Scheme'</b> Guest Speaker Mr. Ravi Raghavan, Executive Partner, Lakshmikumaran & Sridharan Attorneys, Bengaluru
170	5-Feb-21	EEPC INDIA - EOI Brazil, ABIMO (Brazilian Association of Industries of Medical, Dental, Hospital and Laboratory Equipment), SINAEMO (Union of the Industry of Dental, Medical and Hospital Supplies and Equipment of the State of São Paulo),AiMED -an Umbrella Association of Indian Manufacturers of Medical Devices,	<b>Theme - India-Brazil Webinar on Medical Devices</b> Guest speakers -H.E. Mr. Suresh Reddy, Ambassador, Embassy of India in Brasilia, Brazil - Mr. S Suresh Kumar, IAS, Joint Secretary - FT (LAC), Department of Commerce, Government of India - Brazilian National Health Surveillance Agency or ANVISA (Agência Nacional de Vigilância Sanitária) Presentation

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
171	9-Feb-21	EEPC India Tech Centre	<b>Theme - : Processes and Benefits of 3D Printing and Scanning</b> Speaker Mr M.Rahman Molla, Design Engineer, Technology Centre, Kolkata; Experienced in 3D Modelling, and Design project execution from the last 10 Years.
172-177	10-Feb-21	EEPC INDIA - Haryana as Partner State	<b>Theme -Indian Railways Sourcing Week</b> Guest Speakers Over 30 speakers & presentations invited-from Government of India,Railway Divisions, Directorates, PSUs & R&D Academia,Private Sector
178	11-Feb-21	NR -Yes Bank	<b>Theme - Government Scheme and Low Cost Funding For Export Financing of MSME</b> Guest Speaker Mr Vishal Kumar, Business Growth Expert, Finance & Taxation Expert, Yes Bank
179	12-Feb-21	WR	<b>Theme -How Critical Features of UCP 600 and FEMA information can safeguard your Exports</b> Guest Speaker Mr. K Subramanian,Trainer and Consultant, Numero Uno –with over 20 years of experience in leading Indian and foreign banks
180	16-Feb-21	HO -Indian High Commission, Canada Part of ISE 2021	<b>Theme- India Canada Cooperation in Hi Tech Engineering and Advanced Manufacturing</b> Guest Speaker H.E. Mr. Ajay Bisaria, High Commission of India, Ottawa, Canada
181	17-Feb-21	HO -Indian Embassy in Mexico, Part of ISE 2021	<b>Theme- Webinar on Doing Business with Mexico</b> Guest Speaker H.E. Mr. Manpreet Vohra, Indian Ambassador to Mexico
182	18-Feb-21	ER	<b>Theme - Online Training on EXIM Logistics and Incoterms</b> Trainer Dr. Deepankar Sinha, Professor and Head - Research Division, Kolkata Campus, Programme Director - Centre for Trade Facilitation and Logistics (CTFL), Kolkata Campus, Indian Institute of Foreign Trade (IIFT)
183	22-Feb-21	WR	<b>Theme - 15 Days Certification Programme In Foreign Trade Faculties</b> 1 Prof. Arvind Narayan Khedkar, IIT Mumbai Alumnus, World Trade Centre,Mumbai. 2Prof . S.R.Binju- Head-International Logistics, HEG LTD. Mumbai 3.Prof. Eknath Birari - visiting faculty in various management schools, FEDAI, World Trade Centre, Mumbai

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
184	22-Feb-21	ER	<b>Theme - Webinar on Union Budget 2021-22 : Capital Goods Sector making India Aatmanirbhar</b> Guest speakers from Ernst & Young Mr Avishek Jaiswal ,Director, Indirect Taxes Ms Eishani Kedia ,Manager, Direct Taxes
185	23-Feb-21	HO Cell	<b>Themes : India Subcontracting Expo 2021 pre event meetings For the Exhibitors from India</b>
186	23-Feb-21	HO Cell	<b>Themes : India Subcontracting Expo 2021 pre event meetings For the Buyers from USA, Canada and Mexico</b>
187	25-Feb-21	EEPC India Tech Centre	<b>Theme - 2 Day Webinar Series on Welding and its applications in Foundry for joining and salvaging Castings</b> Guest Speakers Mr. Pabitra Kumar Das, – an IIT Kharagpur alumnus, Past President, Indian Institute of Welding & Chairman Skill Development Committee (IIW-India) Mr. Ranajoy Banerjee, CEO - The Indian Institute of Welding, Scheme Manager of IIW India - ANB
188	26-Feb-21	EEPC India - EOI Russia, Ministry of Industry & Trade of Russian Federation, Commercial wing of the Indian Embassy in Russian Federation, Russian Trade missions in India, CII & RUBOTAS	<b>Theme - Prospects for Cooperation between India &amp; Russia in the field of Shipbuilding</b>
189	3-Mar-21	HO Cell	<b>Themes : India Subcontracting Expo 2021 pre event meetings For the Exhibitors from India</b>
190	4-Mar-21	CBIC , DGTS, KZU and DZU along with EEPC India and FIEO	<b>Theme : Inbond Manufacturing under Customs Act - Towards AatmaNirbhar Bharat</b> Address Mr . B. V. Siva Naga Kumari, Director General, DGTS Mr S. K. Sinha, ADG, DGTS, KZU/DZU Mr Amitesh B Singh, ADG, DRI, Bengaluru The expert panel in the Webinar session is: <ul style="list-style-type: none"> <li>• Mr P. K. Agrawal, Chief Commissioner, Customs Kolkata Zone</li> <li>• Mr A. P. S. Suri, Pr. Chief Commissioner, CGST Kolkata Zone</li> <li>• Mr Upendra Gupta, Pr. ADG DGTS, HQ Delhi</li> <li>• Dr Tejpal Singh, Principal Commissioner, Delhi South Commissionerate</li> </ul>

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
191	4-Mar-21	HO Cell	<b>Themes : India Subcontracting Expo 2021 pre event meetings For the Buyers from USA, Canada and Mexico</b>
192	5-Mar-21	SR	<b>Theme :Session on Importances of EBRC (Electronic Bank Realisation Certificate) &amp; EDPMS (Electronic Data Processing and Monitoring System) in Exports</b> Guest Speaker Mr. Prashanth Bhat, SME Network-(A Foreign Trade Advisory Firm), Bengaluru
193	6-Mar-21	HO -EEPC India - Indian Embassy in Qatar IBPC ( Indian Business & Professionals Council)	<b>Theme - Interactive session on India Qatar trade in engineering &amp; allied sectors</b> Guest Speakers <ul style="list-style-type: none"> <li>• H.E. Dr. Deepak Mittal, Ambassador of India to Doha, Qatar</li> <li>• Dr. Srikar K, Reddy, Joint Secretary , Department of Commerce,</li> <li>• Mr. Azim Abbas, President, Indian Business and Professionals Council (IBPC)</li> </ul>
194	8-Mar-21	ER	<b>Theme: Virtual Round Table on International Women's Day # Choose to Challenge</b> Guest Speakers Ms Anindita Sengupta, Addl. DGFT DGFT, Kolkata Dr Mou Sen Joint Director, MSME, Govt of WB, Kolkata Dr Rachna Singh, Director - Operations, Synergy Thrislington Mohali, Punjab & Dy Convener, Baddi (UP) Chapter, EEPC INDIA Ms Nidhi Bothra, Regional Head - Sales ICICI BANK, Kolkata Ms Paulomi Shah Senior Strategist & Team Leader - Forex & Rates Edelweiss Securities Limited, Mumbai
195	9-Mar-21	HO - Haryana TFAH, TN	<b>ISE 2021 Inauguration</b>
196	17-Mar-21	EEPC India - Swiss-Indian Chamber of Commerce, Indian Embassy in Berne, Swiss Medtech, EEPC India	<b>India Switzerland trade &amp; partnership opportunities in Medical Devices &amp; Technologies</b> Guest Speakers H.E. Ms Monika Kapil Mohta, Indian Ambassador to Switzerland Mr Richard Fritshci, Vice President, External Affairs and Board Member, Swiss -Indian Chamber of Commerce -Mr Peter Biedman, Managing Director, Swiss Medtech
197	18-Mar-21	SR	<b>Visualizing ISO 9001:2015 Standard</b> Guest Speaker Mr Gorur N Sridhar, Quality Systems Consultant, Bangalore



Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
198	19-Mar-21	WR	<b>How to Start Export Business</b> Guest speaker Mr Bhavin Acharya, EXIM Consultant
199	19-Mar-21	WR	<b>How Conducive Free Trade Agreements (FTAs) / (RTAs) Are For Exporters</b> Guest Speaker Mr. Sanjeev Nandwani A former Civil Servant and Strategic Advisor in International Trade
200	19-Mar-21	NR	<b>Business Opportunities available across the globe to utilize L. C by EXIM Bank</b> Guest Speakers Mr Nirmal Ved, General Manager, Exim Bank of India Mr Amita Dang, Assistant General Manager, Exim Bank of India
201-208	23-Mar-21	EEPC India -DODP, Ministry of Defence ,DRDO, OFB, UP, UPEIDA as State Partner Media Partners Geopolitics India Defence Review IMR Media Pvt. Ltd Raksha Anirveda Partner Associations DEMA, DISA	<b>India MSME Defence Week</b>
209	23-Mar-21	EEPC India Tech Centre - CSIR-CMERI	<b>Session 1: Automated Shop Management System for MSMEs</b> <b>Session 2: Wire arc additive manufacturing (WAAM) process</b> Guest Speaker Dr. Manidipto Mukherjee, Senior Scientist & Vertical Head-WAAM3DP, CSIR-Central Mechanical Engineering Research Institute.
210	24-Mar-21	NR - Yes bank	<b>Things Every Exporter Should Know</b> Main Speakers Mihir Shah, Export Consultant Mr Anand Prakash ,Sr. V.P,cluster Head,Yes Bank
211	25-Mar-21	HO - EEPC India and EEPC India and Consulate General of India in Sao Paulo, Brazil	<b>BSM with buyers from Brazil</b>

Webinar no	Date	EEPC India Office /Non EEPC Partner	Topic and Guest Speakers
212	25-Mar-21	EEPC INDIA , Department of Pharmaceuticals, Government of India has joined -AIMED has joined as Partner Association & Medgate Today, Medical Buyer and Medical Plastics Data Service as Media Partners	<b>Inauguration of Virtual Exhibition on Medical Devices, Surgical &amp; Laboratory Equipment and Healthcare Infrastructure and Supplies</b>
213	25-Mar-21	EEPC INDIA -AIMED Partner Association, Qtec and IGEP also joined the event	<b>How to enter into the EU Medical Devices Market</b> Guest Speakers Dr. Dietrich Keschull, Chairman, IGEP Consult Pvt. Ltd. Mr. Rajiv Nath, Forum Coordinator, AiMed Mr. Jan Graf, CEO Qtec, GmbH Mrs. Sharda Subramaniam, Director, IGEP Consult Pvt Ltd
214	26-Mar-21	EEPC INDIA -AIMED Partner Association	<b>Webinar on Building AatmaNirbhar Bharat in Indian Medical Device Sector</b> Guest Speakers <ul style="list-style-type: none"> <li>• Mr. Arvind , Under Secretary, Department of Pharmaceuticals</li> <li>• Ms. Rashika Vij, Associate, Healthcare &amp; Medical Devices team, Invest India</li> <li>• Mr. Gunit Chugh, Managing Director, Translumina &amp; Jt. Coordinator, Implants, AiMeD</li> <li>• Mr. Prasanth Regy, Senior Consultant, NITI Aayog,</li> </ul>
215	29-Mar-21	EEPC India	<b>Inauguration of Pumps and Valves 2021 expo</b> Guest Speakers to share their messages Mr Som Parkash, Hon'ble Minister of State of Commerce and Industry, Government of India Dr Srikar K Reddy, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India

# EEPCINDIA

ENGINEERING THE FUTURE  
(Company Limited by Guarantee)

## 66<sup>th</sup> ANNUAL REPORT 2020-2021

### Few Designs of the Webinars

### ONLINE INTERACTIVE SESSION WITH MR. TALLEEN KUMAR, IAS, CEO, GOVERNMENT E-MARKETPLACE (GEM)

**POSSIBILITIES & CHALLENGES FOR INDIAN MANUFACTURING SECTOR IN VIEW OF THE GLOBAL OUTBREAK OF #COVID-19**  
MAY 6, 2020 | 12 NOON

**PROGRAMME**

- INTRODUCTION TO THE SESSION BY MR. RAVI SEHGAL, CHAIRMAN, EEPC INDIA
- ADDRESS BY CHIEF GUEST MR. TALLEEN KUMAR, IAS, CEO, GOVERNMENT E-MARKET PLACE

About GeM  
Government e-Market Place (GeM) is a technology driven platform to facilitate procurement of goods and services by various ministries and agencies of the Government. GeM is a completely paperless, cashless and system driven e-market place that enables procurement of commonly used goods and services with minimal human interface.

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**FOR DETAILS CONTACT:**

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### INTERACTIVE SESSION ON NEW NORMS ADOPTED AT CUSTOMS AND PORT FOR THE MOVEMENT OF EXPORT AND IMPORT CARGO DURING #COVID-19

**Thursday, May 7, 2020 From 11:00 A.M.**

**Speakers:**  
Ms. Sudha Koka  
IRS, Customs Commissioner

Mr. B. Vimal  
Sr. Dy. Traffic Manager,  
Chennai Port

Through Microsoft Teams online platform.

You are welcome to share specific issues if any, by WhatsApp, in advance.

Please download Microsoft Teams platform and join the session through the link at 11:00 A.M. on 7th May 2020:

Contact:  
WA to C H Nadiger,  
Regional Director ISRL/EEPC India,  
Email: cnadiger@eeppcindia.net  
Mobile: +91 94467 27359a

**REGISTER NOW**

### DOING BUSINESS WITH GERMANY POST #COVID-19

**MAY 20, 2020 3:00 P.M. - 5:00 P.M.**

**Opening Remarks**  
Mr. Ravi Sehgal  
Chairman, EEPC India

**Special Address**  
Mr. Mohit Yadav  
Consul General, Consulate General of India in Munich, Germany

**Guest Address**  
Mr. Rajesh Nath  
MD, VDMA

**Industry Interaction**  
with Indian Exporters

**Vote of Thanks**  
Mr. Mahesh K Desai  
Sr. Vice Chairman, EEPC India

**Focus Sectors**

1. Construction Industry
2. Electrical Machinery & Components
3. Auto Components
4. Medical Devices

**Issues to be deliberated**

- How to look at the market in Germany
- How would India be part of the new order post-COVID and even during this period
- Experience of Germany in the resumption of normal activities and experience for India

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Palak Singh  
Assistant Director | Email: psingh@eeppcindia.net | Mob: +91 98710 25115

**Go to Link**

**THIS WEBINAR IS NOT TO BE MISSED!**  
Middle East buyers and department heads from the Ministry of Health, Oman Sultanate at your doorstep

### Export of health & medical equipment to the Middle East

This is an EEPC India-Oman Expo webinar

**16 June 2020 12.30 p.m. - 2 p.m.**

**KEY SPEAKERS**

**Ministry of Health Sultanate of Oman**  
Eng. Faiza Al Zaidi  
Director, Directorate General of Engineering Affairs, Ministry of Health Sultanate of Oman

As the sole controlling authority of the medical equipment market business, Eng. Faiza will provide insights into the rules and regulations of the country and the entry strategy into Middle East markets.

**Eng. Fatima Mahruki**  
Medical Equipment Specification Section Head, Department of Medical Technology, Ministry of Health Sultanate of Oman

Eng. Fatima, whose department procures medical equipment and technologies for all government hospitals and health centres, will focus on the market and her country's future purchase demands.

**Khizar Hassan**  
Head of Medical and Health Infrastructure, Khimji Ramdas Group

Khimji Ramdas is one of the biggest companies and buyers in Oman and the Middle East and their medical equipment division is an exclusive agent for Sony. During the presentation, Mr. Hassan will give an insight into Oman's healthcare industry and advise on exports to the Middle East.

**MODERATOR**  
Mr. Ravi Sehgal  
Chairman EEPC India

**REGISTER**

**MONDAY JUNE 22, 2020 4 P.M.**

### OUTLOOK ON MSME FINANCIAL PERFORMANCE AND CREDIT GROWTH

**Ms. Elizabeth Master**  
Associate Director, CRRS, Research

**Mr. B.D. Agarwal**  
Regional Chairman (ER), EEPC India

For details, contact  
Koushik Bhattacharjee  
Sr. Executive Officer  
Email: kbhattacharjee@eeppcindia.net  
Mob: +91 70641 82292

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### VIRTUAL OPEN HOUSE SESSION

**12TH SEPTEMBER 2020 || 4:00 PM**

**Moderator**  
Mr. Pradeep Kumar Agarwal, Dy Regional Chairman (NR), EEPC India

**Chief Guest**  
Mr. Ashutosh A.T. Padnekar, MD, RIICO, Jaipur

**Guest of Honour**  
Ms. Archana Singh, Commissioner Industries, Govt. of Rajasthan, Jaipur

**Special Guest**  
Mr. V.K. Sharma, Director, MSME, DI, Jaipur

**Other Speakers from**  
SIDBI, Jaipur and MSME Technology Center, Bhiwadi

**Objective**  
To discuss the current bottlenecks created by the Pandemic and how diligently the Government is offering solutions to bolster the production and trade

**FOR DETAILS, CONTACT**

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Ravinder Mahotra, Sr. Asst Director, gmahotra@eeppcindia.net, +91 9898 78985
Pranab Singh, Assistant Director, psingh@eeppcindia.net, +91 93388 43564
Sanjay Kumar Singh, Executive Officer, csingh@eeppcindia.net, +91 94548 43387

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Consulate General of India  
Sao Paulo, Brazil

EEPCINDIA  
ENGINEERING THE FUTURE

### BSM with buyers from Brazil

25 and 26 March 2021 | 4:30 p.m. (IST)  
(ONLINE)

A collaboration between EEPC India and the  
Consulate General of India in Sao Paulo, Brazil

#### The Brazilian buyers are:

##### AGRI-BUSINESS/INDUSTRIAL/TOOLING/ MACHINERY

- AGCO Brasil
- Brásia
- Equagril Equipamentos Agrícolas
- HAIMER GmbH
- Simco com Imp exp maq Ltda

##### CONSTRUCTION/ AUTOMOTIVE/ PAPER MACHINERY

- APetrilli Consultoria Ltda
- ARTEB
- Construjá
- Dana Incorporated
- Fabrica Nacional de Amortecedores
- Fort Auto Peças

- Fras-le
- Idealvent Com Eireli ME
- Kropneus Peças e Pneus Ltda
- Randal Representações Ltda
- representação comercial Ltda
- Tecnomotor Distribuidora S/A
- Volkswagen Caminhões e Ônibus
- Wurth do Brasil

##### RAILWAYS

Companhia do Metrô de São Paulo

##### E-MACHINERY

Protemaster Industria e Comercio

##### TRADING

Serra Morena Com. Imp. Exp. Ltda

#### CONTACT

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Pallavi Singh, +91 98710 25115, psingh@eepecindia.net

EEPCINDIA  
ENGINEERING THE FUTURE

### Interactive Session with

Mr Nitin Gadkari,

Hon'ble Minister of Road Transport & Highways,  
Shipping and MSMEs, Government of India

June 25, 2020 | 12:45 P.M. TO 1:15 P.M.

#### Welcome Address by:

Mr. Ravi Sehgal,  
Chairman, EEPC India

#### Vote of Thanks by:

Mr. Mahesh K Desai,  
Sr. Vice Chairman, EEPC India

#### For Details Contact:

Pallavi Saha:  
psaha@eepecindia.net  
+91 9899994374

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INGENIERÍA DEL FUTURO

- Implementos de Agricultura
- Auto componentes
- Herramientas manuales, repuestos y accesorios de vehículos
- Maquinaria, aplicaciones mecánicas, calderas
- Maquinaria eléctrica, equipo y repuestos.
- Equipo médico

Recruete a los fabricantes directamente

Posibilidades de alianzas

Asistencia Bilingüe

Sesión Exclusiva para Centroamérica

Explora las oportunidades de financiamiento para proyectos

EEPCINDIA  
ENGINEERING THE FUTURE

VIERNES 20 DE NOVIEMBRE 2020 - 8:00a.m. - online

Conéctate acá el martes: <https://meet.google.com/eto-vmiu-qfx>

CON EL APOYO DE: IBF STRATECH

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Ministry of Commerce & Industry  
Government of India

Export Benefits by  
Uttar Pradesh Government

14th October, 2020 >> 3.30 p.m. - 5.00 p.m.

CLICK HERE TO REGISTER

Chief Guest

Mr Navneet Sehgal, IAS  
Additional Chief Secretary  
MSME and Export  
UP Government

EEPC India speakers

Mr Mahesh Desai  
Chairman  
EEPC India

Mr Pradeep K Aggarwal  
Deputy Regional  
Chairman (NR)  
EEPC INDIA

Objective

Highlighting the benefits of UP government schemes and also take the concern, issue related to export from industry.

FOR DETAILS, CONTACT

Rakesh Suraj, Regional Director (NR), EEPC India, rsuraj@eepecindia.net, +91 98998 67287  
Ashutosh Srivastava, Sr Executive Officer, asrivastava@eepecindia.net, +91 98111 66097  
Sanjay Kumar Singh, Executive Officer, ssingh@eepecindia.net, +91 96540 45387

# EEPCINDIA

ENGINEERING THE FUTURE  
(Company Limited by Guarantee)

## 66th ANNUAL REPORT 2020-2021

### INDIA-RUSSIA WEBINAR ON MEDICAL DEVICES SECTOR: CHALLENGES & EMERGING OPPORTUNITIES IN THE MIDST OF COVID 19

22ND JULY 2020  
1400 HRS (IST)

Medical Device is one of the fastest growing industries in Russia

- Russia has small domestic manufacturing capacity in medical device sector and is heavily dependent on imports with total imports of medical devices totalling USD 5 billion. The demand and spend on healthcare facilities have increased with the spread of COVID-19 in Russia.

**Key Discussion Points:**

- Post COVID-19 challenges & opportunities for Medical Device sector & Impact on Value Chain Trade and Investment areas between India and Russia
- Key Bilateral Issues Like - Duties & Taxes, Registration & Regulatory Issues
- Knowledge and experience sharing by Indian and Russian companies

**REGISTRATION FEES:**

Rs 500/- plus GST per participant plus GST  
THE FEE PAYMENT CAN BE MADE TO:

NAME OF BENEFICIARY: EEPC INDIA  
NAME OF BANK: KOTAK MAHINDRA BANK  
ADDRESS OF BANK: GALLEY HIGH, 1 BALLYGUNGE PARK ROAD, KOLKATA-700019, WEST BENGAL, INDIA  
ACCOUNT NUMBER: 2013940588  
IFSC CODE: KKBK0000325

**FOR ANY QUERIES**

Mr. Anand Singh  
Regional Director (E&I) & Director Membership, EEPC India  
Email: anand@eepecindia.net | Mobile: +91 98310 05873

[CLICK HERE TO REGISTER](#)

### CURTAIN RAISER FOR ISE 2021

(India Subcontracting Expo 2021)  
January 18, 2021  
9.00 P.M. (IST)

[CLICK HERE TO JOIN](#)

**Speakers**

**EEPC India Speakers**

For more details contact:

Mr. Nishant Junde  
njunde@eepecindia.net  
+91 98118 83003

Mr. Rajat Sharma  
rsharma@eepecindia.net  
+91 98104 62422

**Note:**

- Please join 10 minutes prior to the session
- Remember to mute your microphone when you enter the session and during the same

### OCCUPATIONAL HEALTH & INDUSTRIAL HYGIENE COVID 19 IMPACT & THE WAY FORWARD

7th August 2020, 3-5 pm

**PARTICIPATION FEE**  
RS 500 (+18% GST EXTRA) = RS 590

Occupational Health & Industrial Hygiene has emerged as a major area of interest among manufacturing units in view of the COVID impact. World over industries including MSMEs have realised that "Good Safety is Good Business"

**Objectives of the Session**

- Occupational Safety, Health and Hygiene Management-Post COVID-19 Impact and the way forward
- Advanced tools and techniques OHS and Hygiene management
- Sensitization of latest technologies in the area of Occupational Health and Industrial Hygiene
- Successful case studies on implementation by MSMEs Aarti Steels Ltd. & Accent Industries Ltd

**Who should attend**

- Top Management including Owners, CEOs and Directors
- Senior Engineers looking after implementation of Occupational Health & Industrial Hygiene practices
- MSMEs
- Safety professionals
- Factory Heads
- Line Managers
- Start Ups
- Entrepreneurs

**SPEAKERS**

**HOSTED BY**

**PAYMENT DETAILS**

Online payable to:

Name of Beneficiary: EEPC INDIA  
Name of Bank: Kotak Mahindra Bank Ltd  
Branch: Bally High, 1 Ballygunge Park Road, Kolkata-700019, WB  
Account No: 2013940588

**FOR DETAILS CONTACT**

Mr. Pankaj Saha  
09899994274  
psaha@eepecindia.net

Mr. Mayank Krishna  
09820211228  
mkkrishna@eepecindia.net

[CLICK HERE TO REGISTER](#)

### FIEO and EEPC INDIA ARE ORGANIZING A WEBINAR WITH MR. VINIT KUMAR IRSEE, CHAIRMAN, KOLKATA PORT TRUST

AS PER DETAILS GIVEN BELOW:

**MAY 12, 2020 | 5.00 P.M. - 6.00 P.M.**

EEPC India would send the confirmed list to FIEO and the final meeting id and password would be emailed to you by FIEO on the meeting date or one day prior to that.

Participants will be accommodated on a first come first serve basis.

Contact: Ms. Anima Pandey  
Regional Director (E&I) & Director Membership, EEPC India  
Email: apandey@eepecindia.net | Mobile: +91 98310 05873

[Link Given Below](#)

### Doing Business with Nigeria

DATE: AUGUST 12, 2020, TIME: 4PM IST

**FOCUS SECTORS**

INFRASTRUCTURE  
MINERAL RESOURCES  
HEALTHCARE EQUIPMENT  
ELECTRONICS  
AGRICULTURAL EQUIPMENT  
PUMPS & VALVES

**WELCOME ADDRESS**

Mr. Mahesh Desai  
Chairman-EEPC INDIA

**KEYNOTE ADDRESS**

H.E. Mr. Ashwini Thakur  
Joint Commissioner of India to Nigeria  
(Concurrently accredited to Benin, Chad & ECOWAS)

**SPECIAL ADDRESS**

Dr. Sukar Reddy  
Joint Secretary  
Department of Commerce  
Govt. of India

Mr. Toke Mabogunje  
President  
Lagos Chamber of Commerce and Industry

**Points of Discussion**

- Opportunities and challenges post COVID 19 pandemic
- Existing and future opportunities of trade and investment in the engineering sector between India and Nigeria
- Issues related to duties, taxes and regulations
- Scope of Joint ventures, collaborations, partnerships and knowledge sharing between Indian and Nigerian companies

**Participation Fee: Rs 500 (+18% GST extra) = Rs 590**

**Payment details**

Online payable to:

Name of Beneficiary: EEPC INDIA  
Name of Bank: Kotak Mahindra Bank Ltd  
Branch: Bally High, 1 Ballygunge Park Road, Kolkata-700019, WB  
Account No: 2013940588  
IFSC Code: KKBK0000325

[CLICK HERE TO REGISTER](#)

**FOR DETAILS CONTACT**

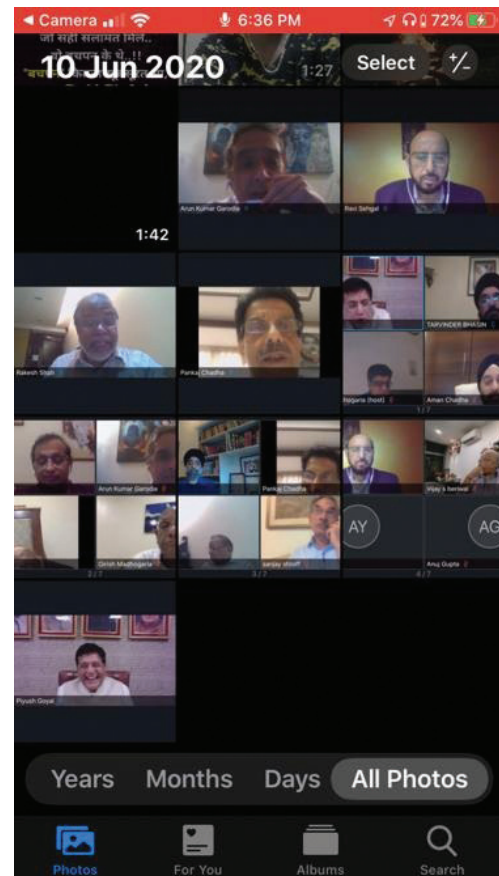
Mr. Pallavi Saha  
psaha@eepecindia.net  
+91 9892942474

Mr. Rajat Sharma  
rsharma@eepecindia.net  
+91 9810445422



## Meeting with

**Mr Piyush Goyal, Hon'ble Minister of Commerce and Industry, Government of India**  
on June 10, 2021



## Release of EEPC India - EXIM Bank India Book titled “World Trade and India: Multilateralism, Progress and Policy Response” by Dr. Anup Wadhawan, Commerce Secretary to Government of India on December 16, 2020





Release of EEPC India-EXIM Bank India Book titled  
**“World Trade and India: Multilateralism, Progress and Policy Response”**

Date:  
**December 16, 2020**  
 Time:  
**12.30 P.M. - 2.00 P.M.**

Keynote Address and Release of the Book by Guest of Honour



**Dr. Anup Wadhawan**  
 Commerce Secretary to Government of India

**GUEST SPEAKERS**



**Mr. David Rasquinha**  
 Chairman and Managing Director, EXIM Bank of India



**Prof. Ajitava Raychaudhuri**  
 Jadavpur University, Kolkata  
 (on behalf of the editors and authors)

**SPEAKERS FROM EEPC INDIA**



**Mr. Mahesh Desai**  
 Chairman  
 EEPC India



**Mr. Arun K. Garodia**  
 Vice Chairman  
 EEPC India



**Mr. Ravi Sehgal**  
 Immediate Past Chairman  
 EEPC India

**PANEL DISCUSSION**

**CHAIR**



**Prof. Abhijit Das**  
 Head, Centre for WTO Studies, IIFT, New Delhi

**PANELISTS**



**Prof. James J. Nedumpara**  
 Head, Centre for International Trade and Investment Law (CTIL), IIFT, New Delhi




**Dr. Rajan Sudesh Ratna**  
 Economics Affairs Officer  
 UNESCAP, New Delhi

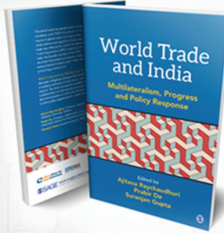


**Dr. Anirudh Shingal**  
 Senior Fellow  
 ICRIER, New Delhi

For more details, call us at:  
**Ms. Pallavi Saha**  
[psaha@eepecindia.net](mailto:psaha@eepecindia.net)  
**+91 98999 94374**

[CLICK HERE TO JOIN](#)






Release of EEPC India-EXIM Bank India Book titled  
**“World Trade and India: Multilateralism, Progress and Policy Response”**

Date: **December 16, 2020** Time: **12.30 P.M. - 2.00 P.M.**

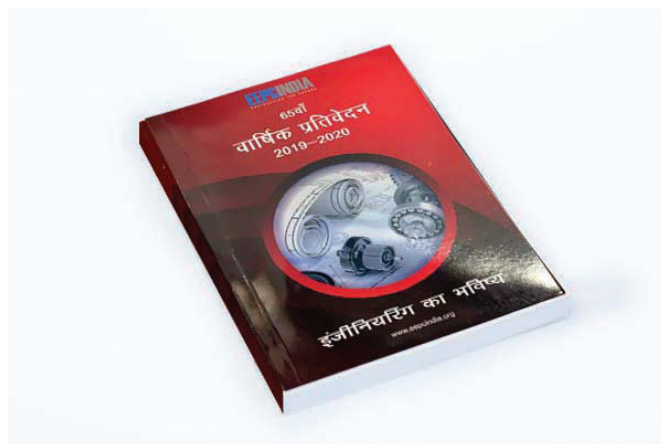
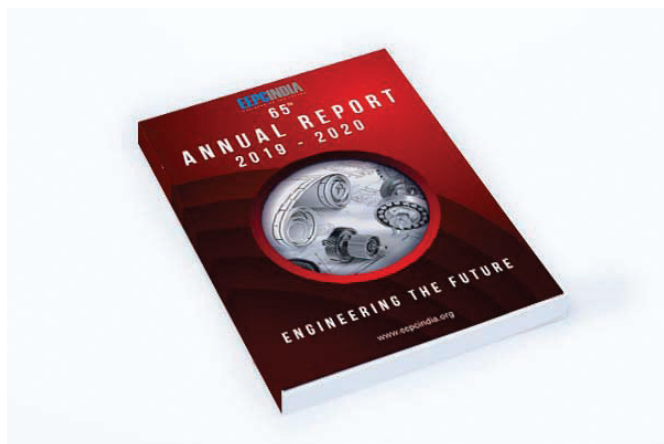
Keynote Address and Release of the Book by Guest of Honour



**Dr. Anup Wadhawan**  
 Commerce Secretary to Government of India

## Yearly Publications

EEPC INDIA published its 65th Annual Report for the year 2019-20 in English along with a Hindi version



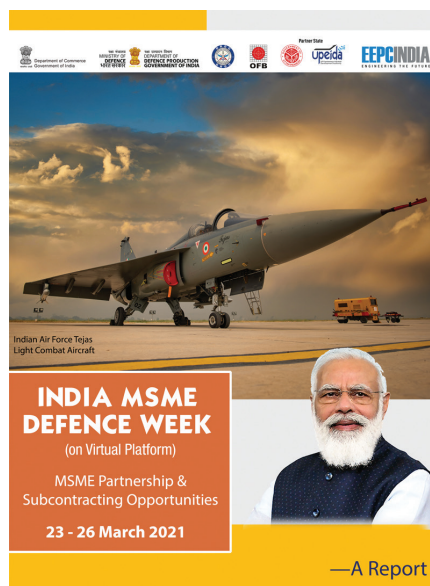
## The major events - Virtual Expos and Webinar Series :

1. India Subcontracting Expo 2020
2. India Subcontracting Expo 2021
3. FarmMech 2020
4. FarmMech 2021
5. Indian Railways Sourcing Week 2021
6. India MSME Defence Week 2021
7. Medical Devices Expo 2021
8. India Pumps and Valves Expo 2021



### Post Show Analysis Indian Railways Sourcing Week

10-11-12 Feb 2021  
(On Virtual Platform)



## Virtual Expos and Mega Webinar Series

### The Webinar Series

#### Indian Railways Sourcing Week (10-12 February 2021)

A Marathon of 6 webinars over 3 days . Indian Railways and Department of Commerce also supported the event and Haryana Government was the Partner State. The show was inaugurated by Dr Srikar K Reddy, Joint Secretary, Department of Commerce, Government of India and Mr Talleen Kumar, CEO, GeM (Government e-marketplace)

The participating organisations included :

Name of the event:	Indian Railways Sourcing Week
Date of the event:	10 - 12 February, 2021
Theme:	Domestic Railway Manufacturing & Integration of Indian MSME units in the Supply Chain
Number of Indian companies participating at the event:	Over 350 MSME units
Supporting ministries & departments:	<ul style="list-style-type: none"> <li>Ministry of Commerce &amp; Industry</li> <li>Ministry of Railways</li> </ul>
Partner State:	Government of Haryana
Key highlights of the event:	<ul style="list-style-type: none"> <li>3 days, 6 sessions, over 20 speakers</li> <li>Opportunities for MSMEs in Public Private Partnership model</li> <li>Expansion plans of Indian Railways - National Rail Plan 2030</li> <li>Procurement policies &amp; Vendor registration &amp; procedures for MSMEs</li> <li>Emerging opportunities in Supply Chain in Railway equipment's manufacturing</li> <li>Opportunities for MSMEs in collaboration with Global MNCs</li> <li>Technology Transfer &amp; Collaboration Opportunities</li> </ul>
Thematic sessions:	<ul style="list-style-type: none"> <li>Indian Railways: Building AatmaNirbhar Bharat in Indian Railways through PPP Model</li> <li>Sourcing and Vendor Development Opportunities in Locomotive Manufacturing</li> <li>Sourcing and Vendor Development Opportunities in Indian Rail Coaches, Wheel and Equipment Manufacturing</li> <li>Sourcing Opportunities in Indian Rail Infrastructure</li> </ul>



**Key Speakers from:**



Government e-Marketplace (GeM)



Goldenrock Workshop (GRW)

Banaras Locomotive Works, Varanasi (BLW)

Central Organisation for Modernisation of Workshops (COFMOW)

Central Organisation for Railway Electrification (CORE)

Research Design and Standards Organisation (RDSO)

Rail Coach Factory, Kapurthala (RCF)

Rail Wheel Factory (RWF)



Dedicated Freight Corridor Corporation of India (DFCCIL)



IRCON International Limited (IRCON)



Rail Land Development Authority (RLDA)



Indian Railway Stations Development Corporation Limited  
(a JV of Rail Land Development Authority, IRCON & RITES)

Indian Railway Stations Development Corporation (IRSDC)



BEML Ltd. (Erstwhile Bharat Earth Movers Limited)



Titagarh Wagons



Wabtec Corporation



ENGINEERING THE FUTURE



Ministry of Commerce & Industry  
Government of India



Partner State





**INDIAN RAILWAYS SOURCING WEEK**

ON VIRTUAL PLATFORM

2021-2030 is going to be a decade of Indian Railways led economic growth. There are plans of investing over USD 700 billion by 2030 in infrastructure.

**3 Days  
30 Speakers  
6 Sessions**

**10-11-12 February, 2021**

**Inaugural Session**

Date: 10th February, Time: 11 A.M. - 12:30 P.M.

**Key Speakers**

**Dr. Anup Wadhawan**  
Commerce Secretary, Ministry of Commerce & Industry  
Government of India

**Mr. Talleen Kumar**  
CEO, Government e-Marketplace (GeM)

**Key Sessions:**  
Vendor Development, PPP, Modernization, Expansion & MSME collaborations

**Focus Areas:**  
Infrastructure, Locomotive, Coaches, Equipment, Wheel, Ancillaries, Digitization & Automation etc.

**For sponsorship or any other participation related queries, please contact below:**

<p><b>Ms. Jaya Basu</b> E: jbasu@eepecindia.net M: 9830260935</p>	<p><b>Ms. Pallavi Saha</b> E: psaha@eepecindia.net M: 9899994374</p>	<p><b>Mr. Mayank Krishna</b> E: mkrishna@eepecindia.net M: 8826211228</p>	<p><b>Logo Support:</b>  CENTURY EXTRUSIONS LIMITED</p>
<p><b>EAST:</b> <b>Ms. Anima Pandey</b> E: apandey@eepecindia.net M: 9831005873</p>	<p><b>NORTH:</b> <b>Mr. Rakesh Suraj</b> E: rsuraj@eepecindia.net M: 9899867287</p>	<p><b>SOUTH:</b> <b>Mr. C. H. Nadiger</b> E: cnadiger@eepecindia.net M: 9444727559</p>	<p><b>WEST:</b> <b>Dr. Rajat Srivastava</b> E: rsrivastava@eepecindia.net M: 9769063838</p>

Click On The Link Below





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**INDIAN RAILWAYS SOURCING WEEK**  
ON VIRTUAL PLATFORM  
10-11-12 February 2021





Join India's leading sourcing and vendor development platform for Indian Railways

Indian Railways gears up to mission AatmaNirbharBharat. Indian Railways aims to promote transparent procurement, increase the participation of local vendors and open up the market to industry even at remote places and specially MSMEs.



**Mr. Piyush Goyal**  
Hon'ble Minister of Railways,  
Minister of Commerce and Industry,  
Minister of Consumer Affairs, Food and Public Distribution,  
Government of India

**Over 30 speakers & presentations invited from**

**Government of India**

- Ministry of Railways
- Railway Board
- NTI Aayog
- Ministry of Commerce & Industry

**Railway Divisions, Directorates, PSUs & R&D Academia**

- Locomotive Manufacturing Units
- Rail Wheels, Coaches & Rolling Stock
- Manufacturers & Suppliers

**Private Sector**

- Private Entities in Railway Manufacturing Sector
- Global MNCs in Railway Manufacturing Sector

EPC India, a nodal body under Ministry of Commerce & Industry, Government of India, invites your participation at "Indian Railways Sourcing Week". The platform aims to promote "AatmaNirbharBharat, Abhiyan" and help to create opportunities for the Indian MSME sector in the supply chain, sourcing and vendor development in the Indian Railways Sector.

**Target Sectors**

Locomotive Manufacturing | Rail Coaches, Wheels, Rolling Stocks, Tracks and Equipment | Infrastructure, Stations, Signalling & Telecom | Project Engineering | Renewable & Green Energy | Electrification | Innovation & Technologies

**About Indian Railways**

- Fourth largest railway network in the world with an operating rail route of over 65,000 Km
- Largest passenger carrying load at nearly 8 billion passengers annually, which is nearly 4 times its second position China
- Fourth largest freight carrier carrying 12 billion tonnes of freight
- Employs over 12 million people and generates approximately USD 27.39 billion annually

**Why Indian Railways is a major sourcing opportunity for MSMEs?**

- The conversion of rail network that depends entirely on only 2 types of train speed, 160 km/hr & high-speed network of 320 km/hr for green field projects, has already begun
- Seven high speed rail corridors are planned under PPP mode
- The entire network is planned to be electrified by 2025
- 50 key routes under study to introduce private trains
- 90 stations have been selected for redevelopment as world class transit hubs
- The Dedicated Freight Corridor (DFC) of total 1504 kms, is one of the largest railway infrastructure projects undertaken by the government at an overall cost of Rs 81,459 crore (USD 11.14 billion)
- Railway plans to develop station infrastructure & introduce electronic signalling by investing approx. USD 9.5 billion, to enable automation in running & improve frequency

According to the Railway Board, the National Rail Plan-India is likely to be released soon. Vision 2024 is part of the Rail Plan 2030, which will be taking care of the infrastructure that needs to be developed by 2030, and of traffic requirements by 2050.



**3 Days Program**

**Day 1 - 10th Feb**

Session I 11 A.M. Inaugural Session - Indian Railways Sourcing Week

Session II 3 P.M. Indian Railways: Building AatmaNirbharBharat in Indian Railways through PPP Model  
Invited speakers from Railway Board, NTI Aayog, DCG, NHRCL etc.

**Day 2 - 11th Feb**

Session III 11 A.M. Sourcing and Vendor development opportunities in Locomotive Manufacturing  
Invited presentations from CLW, BHEL, DLW, DMMW, ELF etc.

Session IV 3 P.M. Sourcing and Vendor development opportunities in Indian Rail coaches, wheel and equipment manufacturing  
Invited presentations from RCF, ICF, MCF, RWF, SBML etc.

**Day 3 - 12th Feb**

Session V 11 A.M. Sourcing opportunities in Indian Rail Infrastructure  
Invited presentations from RVNL, RCCN, RITES, DFCL etc.

Session VI 3 P.M. Make in India Manufacturing Opportunities in Indian Railways  
Invited presentations from GE, ALSTOM, Bombardier, Hyundai Rotem etc.

**Theme in Focus**

- Opportunities for MSMEs in Public Private Partnership (PPP) model
- Expansion plans of Indian Railways - National Rail Plan 2030
- Procurement policies & Vendor Registration & procedures for MSMEs
- Emerging opportunities in Supply Chain in Railway equipment manufacturing
- Opportunities for MSMEs in collaboration with Global MNCs
- Technology transfer & collaboration opportunities

**For further queries, please contact below:**



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**Mayank Krishna**  
Assistant Director  
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M: 882621228

Logo Support









**INDIAN  
RAILWAYS  
SOURCING  
WEEK**  
ON VIRTUAL PLATFORM  
**10-11-12  
February  
2021**

“


Indian Railways gears up to mission AatmanirbharBharat. Indian Railways aims to promote transparent procurement, increase the participation of local vendors and open up the market to industry even at remote places and specially MSMEs.



**Mr. Piyush Goyal**  
Hon'ble Minister of Railways, Minister of Commerce and Industry,  
Minister of Consumer Affairs, Food and Public Distribution,  
Government of India

**Join India's Leading Sourcing and  
Vendor Development Platform for Indian Railways**  
**3 Days | 6 Sessions | Over 30 Speakers | Q/A Sessions**

Click On The Links Below



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**INDIAN  
RAILWAYS  
SOURCING  
WEEK**  
ON VIRTUAL PLATFORM








**Webinar:**  
**Sourcing and Vendor Development Opportunities  
in Locomotive Manufacturing**  
Date: 11th February, Time: 11 A.M.



Logo Support  
**CEL**  
CENTURY EXTRUSIONS LIMITED

Virtual backdrop

### India MSME Defence Week (23-26 March 2021)

Department of Defence Production, DRDO, OFB – all under Defence Ministry; UP State Government and Uttar Pradesh Expressways Industrial Development Authority (UPEIDA) all Joined the event 8 Sessions, Over 500 Participants, Over 30 Speakers and International Participations from High Commissions & Defence Attaches like Sri Lanka, Ethiopia & International Defence Manufacturing Companies made the show unique

Name of the event:	India MSME Defence Week
Date of the event:	23 - 26 March, 2021
Theme :	MSME Partnership & Subcontracting Opportunities
Number of Indian companies participating at the event:	500
Supporting ministries & departments:	<ul style="list-style-type: none"> <li>Ministry of Commerce &amp; Industry</li> <li>Department of Defence Production, MoD</li> <li>Defence Research &amp; Development Organization</li> <li>Ordnance Factory Board</li> </ul>
Partner State:	Govt. of Uttar Pradesh
Key highlights of the event:	<ul style="list-style-type: none"> <li>4 days</li> <li>8 sessions</li> <li>Over 30 speakers</li> <li>Participation from International Defence Companies and Defence Attaches of Overseas companies operating in India</li> <li>Virtual mode</li> <li>Dedicated microsite</li> </ul>
Thematic sessions:	<p>Webinars and Conferences</p> <ul style="list-style-type: none"> <li>Country Session on Strategic Partnerships in Defence Sector</li> <li>Webinar on Sourcing Opportunities in Indian Defence Shipyards</li> <li>Webinar on Sourcing Opportunities in Indian Defence PSUs in Aerospace &amp; Defence Manufacturing</li> <li>Sourcing Opportunities in Ordnance Factory Board</li> <li>Webinar on Building AatmaNirbhar Bharat in Defence Sector</li> <li>Webinar on Defence Cooperation &amp; Export Webinar: Make in India for the World</li> <li>Technology Transfer &amp; Collaboration Opportunities for MSMEs in Defence Sector</li> </ul>

### Key Speakers:



Lockheed Martin India



Roland Berger India



Invest India



Defense & Strategic Industries Association of India (DISA)



Hindustan Shipyard Limited (HSL)



Garden Reach Shipbuilders & Engineers Limited (GRSE)



Goa Shipyard Limited (GSL)



BEML Ltd. (Erstwhile Bharat Earth Movers Limited)



Hindustan Aeronautics Limited (HAL)



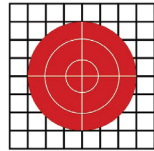
Bharat Electronics Limited (BEL)



Bharat Dynamics Limited (BDL)

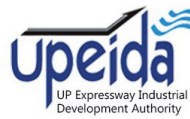


Mishra Dhatu Nigam Limited (MIDHANI)



Ordnance Factory Board (OFB)

**OFB**



Uttar Pradesh Expressways Industrial Development Authority (UPEIDA)



Kalyani Group

**KALYANI**



Adani Enterprises Ltd.



Defence Research & Development Organisation

**INDIA MSME DEFENCE WEEK**  
MSME Partnership & Subcontracting Opportunities  
(ON VIRTUAL PLATFORM)

## Inauguration of India MSME Defence Week

**Date:** 23rd March 2021

**Time:** 11 A.M.

The discussion presented by the speakers or by the participants is recorded for our archives. The views expressed by the speakers or by the participants or by other third parties are purely those of the speaker or third-party and not of EPC India.

Media Partners:
Partner Associations:

Virtual backdrop



# EEPCINDIA

ENGINEERING THE FUTURE  
(Company Limited by Guarantee)

## 66<sup>th</sup> ANNUAL REPORT 2020-2021





**INDIA MSME DEFENCE WEEK**  
MSME Partnership & Subcontracting Opportunities  
(ON VIRTUAL PLATFORM) for domestic participants

Join the Multi-billion Dollar opportunity for Engineering MSMEs in the Indian Defence Sector

23rd - 26th March, 2021

[REGISTER NOW](#)
[VISIT THE WEBSITE](#)

**4 Days | 8 E-Sessions | Over 30 Speakers**

Vendor Development Sessions, Technology Sessions, Make in India & AatmaNirbharBharat Sessions

- Vision for Make in India & AatmaNirbharBharat in the Indian Defence sector
- Government of India is promoting participation of private sector including MSMEs into Defence production
- Opportunities for private sectors including MSMEs in the USD 130 billion Defence modernization plan over the next 7-8 years
- According to the Ministry of Defence, Government of India estimates, over USD 55.17 billion worth of contracts will be placed with domestic manufacturers in the next 7-8 years



### Key Themes

- AatmaNirbhar & Make in India vision
- Policies & procedures for the participation in the Indian Defence manufacturing sectors
- Vendor development & sourcing policies, procedures and collaboration opportunities with Defence PSUs & other Defence establishments
- Funding schemes & opportunities in technology transfer & associations
- International Defence diplomacy & industry tie-ups
- International export opportunities

### Participants' Profile

MSMEs | Defence Startups, Innovators & Entrepreneurs | Incumbent & Prospective Vendors & Suppliers to Defence Sector | MSMEs seeking Defence Technologies for Civilians | MSMEs exploring Export & International collaboration opportunities | Other Industry Professionals, Traders and Business personnels.

### 4 Days Program

Date	Session No.	Session Name	Registration Charges (INR)*	
			EEPC India Members	Non members
23rd March 2021, 9 A.M.	Session I	Inaugural Session	Free	Free
23rd March 2021, 3 P.M.	Session II	Country Session on Partnerships <b>Invited Speakers:</b> Ambassadors, Defence Attachés, MNCs in Defence Sector	Free	Free
24th March 2021, 9 A.M.	Session III	Sourcing Opportunities in Indian Defence Shipyards <b>Key Speakers:</b> from Mazagon Dock Ltd., Garden Reach Shipbuilders & Engineers, Hindustan Shipyard Ltd., Goa Shipyard Ltd.	1200/-	1500/-
24th March 2021, 3 P.M.	Session IV	Sourcing Opportunities in Indian Defence PSUs in Aerospace & Defence Manufacturing <b>Key Speakers:</b> from Hindustan Aeronautical Ltd., Bharat Electronics Ltd., Bharat Dynamics Ltd., Bharat Earth Movers Ltd., Mishra Dhatu Nigam Ltd.	1200/-	1500/-
25th March 2021, 9 A.M.	Session V	Sourcing Opportunities in Ordnance Factory Board <b>Key Speakers:</b> from Ordnance Factory Board	1200/-	1500/-
25th March 2021, 3 P.M.	Session VI	Building AatmaNirbhar Bharat in Defence Sector <b>Key Speakers:</b> from Uttar Pradesh Defence Corridor, Tamil Nadu Defence Corridor, Kalyani Group, L&T Defence etc.	1200/-	1500/-
26th March 2021, 9 A.M.	Session VII	Defence Cooperation & Export Webinar: Make in India for the World <b>Key Speakers:</b> from Department of Defence Production (DDP), Department of Commerce etc.	1200/-	1500/-
26th March 2021, 3 P.M.	Session VIII	Technology Transfer & Collaboration Opportunities for MSMEs in Defence Sector <b>Key Speakers:</b> from Defence Research & Development Organization, Indian Institute of Technology & Startups.	1200/-	1500/-

### For Registrations:

Discount Scheme for Participation in two or more paid sessions	Charges (INR)*	
	EEPC India Members	Non Members
Any 2 paid sessions	2200/-	2800/-
Any 3 paid sessions	3000/-	3900/-
Any 4 paid sessions	3600/-	4800/-
Any 5 paid sessions	4000/-	5500/-
Any 6 paid sessions	4200/-	6000/-

\*GST 18% extra as applicable

### For queries, please contact:

#### Head Office (Call):

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Assistant Director  
E: mkrishna@eeppcindia.net  
M: +91 882621228

#### Eastern Region:

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Regional Director  
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**Mr. J. V. Raja Gopal Rao**  
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### Media Partners



### Partner Associations





**India MSME DEFENCE WEEK**  
MSME Partnership & Subcontracting Opportunities  
(ON VIRTUAL PLATFORM)  
23<sup>rd</sup> - 26<sup>th</sup> March, 2021

**Sponsorship Opportunities**

Particulars of Sponsorship benefits	Gold Sponsor	Silver Sponsor	Logo Support
Web banner of the company will be hosted on the microsite of the event. The web banner will be hyperlinked to the company website.	✓	✗	✗
A video loop of 30 seconds of the company will be played during sessions II, IV, V, VI, VII and VIII of the event.	✓	✗	✗
Extensive publicity will be done on EEPC India Social Media handles.	✓	✓	✗
Advertisement of the company to be included in the digital version of the monthly magazine of EEPC India - 42 - Indian Engineering Exports with the circulation of more than 13000.	✓	✓	✗
E-brochure of the company will be shared with all the registered participants of the session.	✓	✓	✗
Company e-brochure will be added in 'Sponsor/Logo support' section with hyperlinks.	✓	✓	✗
Company logo will be added in 'Sponsor/Logo support' section with hyperlinks.	✓	✓	✓
Acknowledgment of the company as 'Gold/Silver Sponsor' or Logo support for the event in all the publicity and promotional materials related to the event including brochures, microsite, HTMLer, advertisement etc.	✓	✓	✓
Company to be acknowledged as Gold/Silver Sponsor or Logo support in the post-show report of the event.	✓	✓	✓
Number of complimentary entry to delegates from the company to all the sessions.	5	3	1
<b>Sponsorship Charges</b> GST@18% applicable under Reverse Charge Mechanism (RCM)	INR 1,00,000	INR 75,000	INR 15,000

**To access the brochure**

[Click here](#)

**To visit the Website**

[Click here](#)

**For queries, please contact:**

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**Ms. Pallavi Saha**  
Sr. Deputy Director  
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M: +91 9899994374

**Mr. Mayank Krishna**  
Assistant Director  
E: mkrishna@eepecindia.net  
M: +91 8826210228

Media Partner

Partner Association

**INDIA MSME DEFENCE WEEK**  
MSME Partnership & Subcontracting Opportunities  
(ON VIRTUAL PLATFORM)  
for domestic participants

Join the Multi-billion Dollars opportunity for Engineering MSMEs in Defence Sector

**23rd - 26th March, 2021**  
**4 Days | 8 E-Sessions | Over 30 Speakers**  
Vendor Development Sessions  
Technology Sessions, Make in India & AatmaNirbharBharat Sessions

**Key Themes**

- AatmaNirbhar & Make in India visions
- Policies & procedures for participating in the Defence manufacturing
- Vendor development & sourcing policies, procedures and collaboration opportunities with Defence PSUs & other Defence establishments
- Funding schemes & opportunities in technology transfer & associations
- International Defence diplomacy & industry tie-ups
- International export opportunities

**Participants' Profile**

MSMEs | Defence Startups, Innovators & Entrepreneurs | Incumbent & Prospective Vendors & Suppliers to Defence Sector | MSMEs seeking Defence Technologies for Civilian | MSMEs exploring Export & International collaboration opportunities | Other Industry Professionals, Traders and Business personnel.

**4 Days Program**

Date	Session No.	Session Name
23rd March 2021, 11 A.M.	Session I	Inaugural Session
23rd March 2021, 3 P.M.	Session II	Country Session on Partnerships <b>Invited Speakers:</b> Ambassadors, Defence Attachés, MNCs in Defence Sector
24th March 2021, 11 A.M.	Session III	Sourcing Opportunities in Indian Defence Shipyards <b>Invited Speakers:</b> MDS, GSL, GRSE, HSL
24th March 2021, 3 P.M.	Session IV	Sourcing Opportunities in Indian Defence PSUs in Aerospace & Defence Manufacturing <b>Invited Speakers:</b> HAL, BEL, BDL, BEML, MIDHANI, MDL
25th March 2021, 11 A.M.	Session V	Sourcing Opportunities in Ordnance Factory Board
25th March 2021, 3 P.M.	Session VI	Building AatmaNirbhar Bharat in Defence Sector <b>Invited Speakers:</b> DODP, Defence Corridor, IDSA, Global MNCs, Indian Entities in Private Sector
26th March 2021, 11 A.M.	Session VII	Defence Cooperation & Export Webinar: Make in India for the World <b>Invited Speakers:</b> DDG (Exports), Defence PSUs,
26th March 2021, 3 P.M.	Session VIII	Technology Transfer & Collaboration Opportunities for MSMEs in Defence Sector <b>Invited Speakers:</b> DRDO, DTU

**For queries, please contact:**

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Click On The Link Given Below

WhatsApp

### Sponsorship Flyer

**INDIA MSME DEFENCE WEEK**  
MSME Partnership & Subcontracting Opportunities  
(ON VIRTUAL PLATFORM)  
for domestic participants

**4 Days | 8 E-Sessions | Over 30 Speakers**  
23rd - 26th March, 2021


Virtual backdrop

## Virtual Expos and BSMs

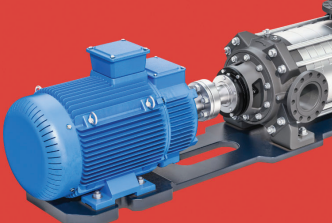
The Covid19 pandemic and the consequent travel and other restrictions on mobility worldwide have adversely impacted global trade. India's engineering community, including exporters, has likewise been hit hard. To counter this situation EEPC India has organized a series of virtual exhibitions to help the exporting community in connecting with global buyers. The details of virtual exhibitions organised by EEPC India are as follows:

### India Pumps & Valves Expo 2021 ( 29 March – 10 April, 2021)

EEPC India organized the first edition of Virtual Expo on Pumps and Valves 2021. The event focussed on buyers from Africa, ASEAN, LAC, Europe, SAARC, GCC. Pumps & Valves and their parts; Compressors; Pipes, Tubes and Fittings were the prime product verticals. Messages from Mr Som Parkash, Hon'ble Minister of State, Ministry of Commerce and Industry, Government of India and Dr Srikar K Reddy, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India were played at the Inauguration of the event. The 13 day event had 51 Exhibitors, over 400 Visitors, 4 Buyer Seller Meets with 4 nations.





**India Pumps & Valves Expo 2021** | 29 March - 10 April 2021  
ONLINE



**Hurry up and register for the online B2Bs!**

Register for free

**PRODUCT VERTICALS AT THE EXPO**  
 Pumps & Valves & their parts | Compressors |  
 Pipes, Tubes & Fittings |  
 Flow measuring instruments & Gauges

Ministry of Commerce & Industry  
Government of India

Importers, distributors and traders  
of Pumps and Valves

**Big opportunity to network,  
synergise and do business**

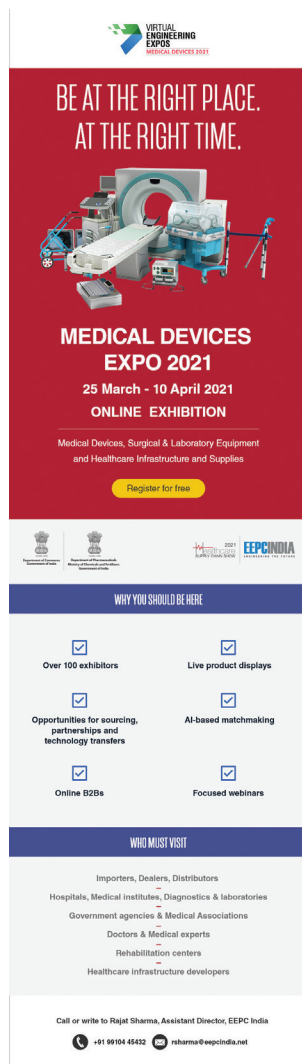
**13-day, 24x7 access to expo | Webinars |  
B2Bs over video | Product display**

For any queries, contact  
 Mr Rajat Sharma: rsharma@eepecindia.net, +91 9910445432  
 Mr Karthik S: skarthik@eepecindia.net, +91 94429 25120

Visitors/Buyers Mobilisation Flyer

## Medical Devices Expo 2021 (25 March – 10 April, 2021)

EEPC India organized the first edition of Virtual Expo on Medical Devices 2021 in association with Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, Government of India and AIMED (Association of Indian Medical Device Industry) as the Partner Association. The event focussed on buyers from Africa, ASEAN, CIS, LAC, North America, SAARC. Medgate Today Magazine, Medical Buyer and Medical Plastics Data Service were the media barterers. Medical Devices; Surgical & Laboratory Equipment and Healthcare Infrastructure and Supplies were covered under different product sub verticals. Ms Aparna, Secretary, Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, Government of India inaugurated the expo over a live session on the March 25th. 48 Exhibitors and 312 Foreign Visitors partook at the event.



**VIRTUAL ENGINEERING EXPOS MEDICAL DEVICES 2021**

**BE AT THE RIGHT PLACE.  
AT THE RIGHT TIME.**

**MEDICAL DEVICES EXPO 2021**  
25 March - 10 April 2021  
ONLINE EXHIBITION

Medical Devices, Surgical & Laboratory Equipment and Healthcare Infrastructure and Supplies

[Register for free](#)

**WHY YOU SHOULD BE HERE**

- Over 100 exhibitors
- Live product displays
- Opportunities for sourcing, partnerships and technology transfers
- AI-based matchmaking
- Online B2Bs
- Focused webinars

**WHO MUST VISIT**

- Importers, Dealers, Distributors
- Hospitals, Medical institutes, Diagnostics & laboratories
- Government agencies & Medical Associations
- Doctors & Medical experts
- Rehabilitation centers
- Healthcare infrastructure developers

Call or write to Rajat Sharma, Assistant Director, EEPC India  
+91 99104 45432 | [rsharma@eepciindia.net](mailto:rsharma@eepciindia.net)

Visitors/Buyers Mobilisation Flyer

## India Subcontracting Expo (ISE) 2021 (9-12 March, 2021)

EEPC India organized the third edition of Virtual Expo ISE 2021, focusing on the buyers from 'World' and Special Focus on buyers from North America including U.S.A, Canada and Mexico. H.E. Mr Ajay Bisaria, High Commissioner of India to Canada, H.E. Mr Manpreet Vohra, Ambassador of India to Mexico, and Dr Srikar K Reddy, JS, Department of Commerce, Ministry of Commerce & Industry, Govt. of India were present during the inaugural session. 87 Indian Companies, 437 buyers from various countries partook.





Visitors/Buyers Mobilisation Flyer

### FarmMech 2020 (1st phase: 24 - 30 November, 2020 & 2nd phase: 8 – 10 February, 2021)

EEPC India's first Agri Machinery and Farm Equipment virtual expo showcased the capability of the Indian agricultural machinery and pumps industry. The visitors and buyers were from North America, East Europe, EU, UK, Africa, ASEAN & SAARC. The state of Haryana participated as the partner state in the expo and AMMA-India was the supporting organisation. Inaugural messages were received from Mr. M Venkaiah Naidu, Hon'ble Vice President of India; Mr Som Parkash, Hon'ble Minister of State, Ministry of Commerce & Industry, Govt. of India; Mr P Rupala, Hon'ble Minister of State, Ministry of Agriculture & Farmers' Welfare, Govt. of India; and Dr Srikar K Reddy, JS, Department of Commerce, Ministry of Commerce & Industry, Govt. of India. 46 Indian Exhibitors, 250 B2B meetings were held in 2020 edition.




Web banner




Web banner

### India Subcontracting Expo 2020 (27 - 30 October, 2020)

EEPC India's first Virtual Show, India Subcontracting Expo 2020 was an opportunity to capitalize on India's 'indigenous manufacturing strength' in the spirit of the mission of Aatmanirbhar Bharat. Special Focus of the expo was on the EU and UK. Tamil Nadu was the Partner State. Tamil Nadu Minister for Industries, Mr M.C. Sampath and Mr P. Benjamin, the state Minister for Rural Cottage and Small Industries were present at the time of inauguration along with Dr Srikar K Reddy, Joint Secretary, Ministry of Commerce and Industry, Government of India; EEPC India Chairman Mr. Mahesh Desai. 80 Indian participants, 280 buyers from various countries were present


  
**VIRTUAL ENGINEERING EXPOS**  
SUBCONTRACTING 2020


  
Ministry of Commerce & Industry  
Government of India


  
**EEPCINDIA**  
ENGINEERING THE FUTURE

## VISIT

EEPC India's First Virtual Expo

### India Subcontracting Expo

27 – 30 October 2020

Over 80 Indian exhibitors from Subcontracting	Meet India's leading suppliers who can help meet all your sourcing requirements at competitive prices	Network and build new business relationships with India's manufacturing industry
Free participation in Technical and Business webinars	Explore India's US\$80-billion engineering subcontracting industry	

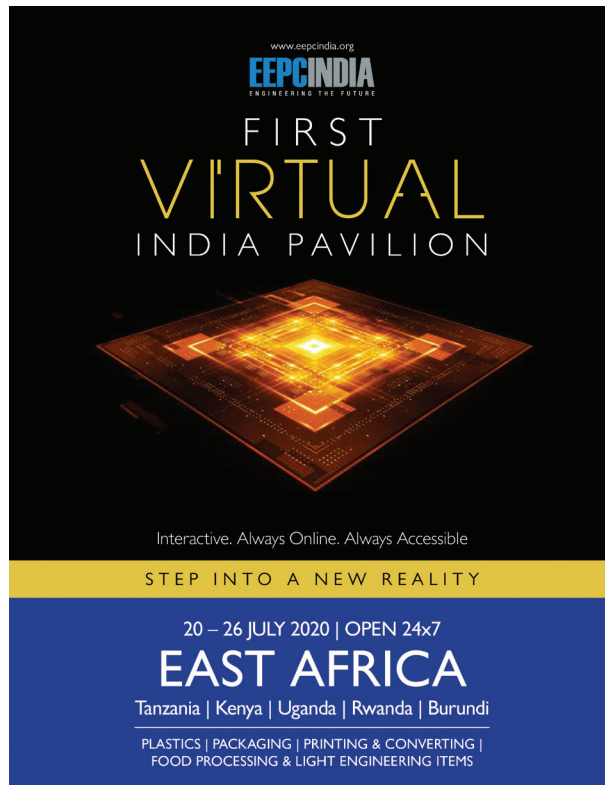
[TO VISIT, REGISTER HERE](#)

Visitors/Buyers Mobilisation Flyer



## EEPC India Virtual India Pavilion in iSmart Expo – East Africa (31 August - 6 September, 2020)

The first ever EEPC India Virtual India Pavilion organized in iSmart Expo – East Africa. The focus of the show was on the East African Region; comprising Tanzania, Uganda, Kenya, Rwanda & Burundi. The virtual show covered engineering sectors like, Plastics, Packaging, Printing & converting, Food Processing, Engineering services.



STEP INTO A NEW REALITY

### WHAT IS A VIRTUAL TRADE SHOW?

Virtual trade shows are a fairly new phenomenon, so if you're still not adequately informed about how it works, you're not alone. But virtual events are increasingly being embraced by industries as a cost-friendlier and more efficient alternative to physical marketing activities.

Virtual trade shows are the online counterparts of physical trade shows, where exhibitors can connect with visitors in a virtual space and showcase their products through a virtual trade show software or platform. High-resolution 3D visuals are employed

to replicate the environment and format of a physical trade show. Exhibitors can have customized exhibition booths, and visitors can explore the surroundings, stopping by any booth and browsing its products.

Visitors can view product demos, videos, chat with booth representatives, flip through brochures, etc. Virtual trade shows provide a rich and engaging platform for real-time marketing and lead generation activities without the hassle that comes with physical events.

### WHY HAVE A VIRTUAL TRADE SHOW?

#### COST-EFFECTIVE

- Great saving in travel costs, especially now during the pandemic,
- Positive return on investment,
- Free from logistical hassles.

#### REACH NEW TARGET GROUPS

- Digitisation of the event means reaching whole new audiences,
- Generate more valuable and serious enquiries.

#### NO RESTRICTIONS

- 24x7, any time of the day or night,
- Space and distance are no longer restrictions,
- Exhibitors can reach global audiences from a PC from anywhere in the world.

#### GO GREEN

- A virtual event contributes to a cleaner ecosystem,
- Exhibitors and visitors stay connected... just from their work desks.



## Buyer Seller Meet

More than 100 e-BSM were held with more than 33 Indian Overseas Missions. We are sharing one of them.

### Access Middle East Virtual BSM (1 - 2, December, 2020)

Access Middle East Virtual Buyer Seller Meet was jointly organized by EEPC India & Oman Expo with a focus on Oman, UAE, Qatar, Saudi Arabia, Kuwait, Bahrain and Iran. The virtual show covered product sectors like, Medical Devices, Lab & Scientific Instruments, Oil & Gas, Multiple Engineering Products, Subcontracting & Industrial Machinery. H.E. Mr M Mahawar, Ambassador, Embassy of India, Muscat, Mr Navneet Sehgal, Additional Chief Secretary (MSME & Export Promotion), Government of Uttar Pradesh; and Dr Srikar K Reddy, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Govt. of India were present at the time of inauguration along with EEPC India Chairman Mr. Mahesh Desai, and Mr Arun K Garodia, Vice Chairman, EEPC India.



Web banner



Inaugural E-invite

## PUBLICITY AND PROMOTION

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### Event Publicity on virtual platform

A focussed publicity drive was carried out by EEPC INDIA virtually over email, HTMLers, WhatsApp and Social Media in order to create awareness about the Council. To mobilise participation, individual microsites were done for all the mega events –

### The mega events

- **India Subcontracting Expo 2020** - <https://subcontracting.eepc.expoplatform.com>
- **FarmMech 2020** - <https://eepcvirtualexpo.com/farmmech>
- **FarmMech 2021** - <https://eepcvirtualexpo.com/farmmech>
- **Indian Railways Sourcing Week** - [sourcing.eepcindia.org/railways](https://sourcing.eepcindia.org/railways)
- **India Subcontracting Expo (ISE) 2021** - <http://subcontractingshow.eepc.expoplatform.com>
- **India MSME Defence Week** - <https://sourcing.eepcindia.org>
- **Medical Devices Expo 2021** - [https://eepcvirtualexpo.com/frontend/event\\_page/MTc](https://eepcvirtualexpo.com/frontend/event_page/MTc)
- **India Pumps & Valves Expo 2021** - [https://eepcvirtualexpo.com/frontend/event\\_page/MTg](https://eepcvirtualexpo.com/frontend/event_page/MTg)

Event campaign was done on all the six social media handles —



Twitter - @eepcindia



Facebook -@eepcind



Linkedin EEPC INDIA



Pinterest EEPC India



Instagram eepc\_india



Koo - @eepcindia

The spectrum of the e-collaterals below reveal the scale and intensity of the campaign of the event:

- Brochures    • Mailers—the designs sometimes were bilingual
- Banners    • Social Media Designs sometimes bilingual
- Whatsapps    • Emails
- Newsletters    • e-Directory

## 1. India Subcontracting Expo 2020 (27 - 30 October, 2020)


  
**EEPCINDIA**  
ENGINEERING THE FUTURE


  
**VIRTUAL  
ENGINEERING  
EXPOS**  
SUBCONTRACTING 2020



**EEPC India's first  
VIRTUAL SHOW**

**India  
Subcontracting  
Expo**

**27 – 30 Oct 2020**

**Focus: EU and the UK**

**Meet buyers  
from the UK  
and EU**

**FOCUS SECTORS**

 Metal Working & Metal Processing	 Mechanical & Electromechanical Sub-assemblies	 Hydraulics & Pneumatics	 Motion & Drives	 Metal Finishing & Heat Treatment	 Electricals & Electronics	 Dies, Tools, Gauges & Testing	 Plastic, Rubber & Polymer Engineering Recycling	 Miscellaneous
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[CLICK TO BOOK SPACE](#)

Virtual exhibition pavilion  
Targets many geographies at the same time  
Live interaction with visitors before and during the expo

E- Brochure


  
**India Subcontracting Expo 2020**  
 27 – 30 October 2020  
 EEPC India's First Virtual Show


  
PARTNER STATE


  
Ministry of Commerce  
& Industry  
Government of India



Mr M C Sampath  
Hon'ble Minister for Industries  
Government of Tamil Nadu



Mr Som Parkash  
Hon'ble Minister of State  
Ministry of Commerce  
and Industry  
Government of India



Mr P Benjamin  
Hon'ble Minister for Rural,  
Coottage and Small Industries  
Government of Tamil Nadu

**INAUGURATION**

**27 October 2020**

**2 p.m. (IST) / 9:30 a.m. (UK) / 11:30 a.m. (EU)**

Web banner





**India Subcontracting Expo 2020**  
27 – 30 October 2020  
EEPC India's First Virtual Show

Technical & Business Webinars  
Don't miss these online sessions

**REGISTER**

PRGMD CODE: Iac2020

**27 October 2020, Tuesday**  
4 p.m. (IST)

**The Leadership Talk**

Very accomplished industry leaders who have led Indian manufacturing and given it its position on the global economic and trade map talks on how the engineering fraternity can handle an anticipated crisis like the COVID-19 pandemic.

**28 October 2020, Wednesday**  
5 p.m. (IST)

**CXO Forum: Advanced Opportunities for Business Cooperation between India & EU in a COVID-19 world**

A discussion among industry leaders on emerging challenges and opportunities for collaboration between India and the EU in areas like technology transfer, trade and commerce, automation and business expansion.

**29 October 2020, Thursday**  
4 p.m. (IST)

**Europe-India Manufacturing Startup Forum**

The emerging role and contribution of Startups in Manufacturing and the emerging international opportunities, incubation, scaling up and funding support mechanisms with focus on Europe and India.

**WHO SHOULD ATTEND**

Business Owners / Senior Executives / Top Management | Entrepreneurs / Startups | Industry Professionals | Traders / Merchants | R&D Academia

**CONTACT**

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Webinar invite



**India Subcontracting Expo 2020**  
27 – 30 October 2020  
EEPC India's First Virtual Show

**INAUGURATION**  
27 October 2020  
2 p.m. (IST) / 9:30 a.m. (UK) / 11:30 a.m. (EU)

 <b>Mr M C Sampath</b> Hon'ble Minister for Industries Government of Tamil Nadu	 <b>Mr Sanjiv Kumar</b> Hon'ble Minister of State Ministry of Commerce and Industry Government of India	 <b>Mr P Benjamin</b> Hon'ble Minister for Rural, Cottage and Small Industries Government of Tamil Nadu
 <b>Dr Dilip K Reddy</b> Joint Secretary, Department of Commerce, Ministry of Commerce and Industry Government of India	 <b>Mr Mahesh Desai</b> Chairman EEPC India	
 <b>Mr Arun Kumar Garodia</b> Vice Chairman EEPC India	 <b>Mr Rakesh Shah</b> Former Chairman & Chairman of Publicity, Exhibition and Delegation Committee EEPC India	

E-invite



**India Subcontracting Expo 2020**  
27 – 30 October 2020  
EEPC India's First Virtual Show

**NEWSLETTER DAY FOUR**

India Subcontracting Expo 2020, EEPC India's first virtual expo ended with

**6,884 virtual visits**

**2,326 booth visits**

**472 of them were product views**

**VISITOR ACTIVITY**



Search queries - 57.8% (3980)	Exhibitor views - 33.8% (2306)
Product views - 6.9% (472)	Exhibitor connections - 1.2% (82)
Product favourites - 0.3% (24)	

Total: 6884

The show will be live for another 15 days for online interactions

We are glad to invite you all to our second virtual expo

**FarmMech 2020**

to be held over 24-25-26-27 November 2020 covering buyers from North America, East Europe, EU, UK, Africa, ASEAN and SAARC.

**CLICK HERE TO REGISTER**

**CLICK HERE**

**INDIA SUBCONTRACTING EXPO**  
EEPC India's first virtual show  
27 – 30 October 2020



Partner State

Web banner

## 2. FarmMech 2020, (24 - 30 November, 2020)





Partner State  
**HARYANA**



Ministry of Commerce  
& Industry  
Government of India





EEPC India invites you to exhibit at

### FarmMech 2020

24 25 26 27  
NOVEMBER 2020

**FOCUS**  
 North America • East Europe • European Union •  
 United Kingdom • Africa • ASEAN • SAARC

**Register as an exhibitor and**

**SAVE ₹2,000**

**Because as soon as you register,**  
**you get a free listing in EEPC India's**  
**e-catalogue on Agricultural Machinery**  
**and parts**




Supporting  
Association




Media Partner


**REGISTER NOW!**

*Whatsapp*







Partner State  
**HARYANA**



Ministry of Commerce  
& Industry  
Government of India






EEPC India invites you to participate and exhibit at

### FarmMech 2020


24 25 26 27  
NOVEMBER 2020

**FOCUS**  
 North America • East Europe  
 • European Union • United Kingdom  
 • Africa • ASEAN • SAARC


**FOCUS SECTORS**




Manually operated equipment




Machines for general farm use




Tractors, bulldozers & other vehicles




Land preparation and planting machinery & equipment




Crop maintenance machinery & equipment




Crop harvesting machinery & equipment



Post-harvest machinery & equipment




Tillage tools & wear parts




Other equipment & components

**CONTACT**  
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 raharma@eepecindia.net  
 +91 9910445432



Supporting  
Association



Media Partner

REGISTER

*emailer*

# FarmMech 2020

Virtual exhibition on agricultural machinery equipment

24 – 30 November 2020

**EEPCINDIA**  
ENGINEERING THE FUTURE



*iPad- banner*



### 3. FarmMech 2021, (8 - 10 February 2021)



*e-banner*



*Mobile Banner*



*iPad- banner*

## 4. Indian Railways Sourcing Week 2021 (10 – 12 February 2021)



Web banner

**INDIAN RAILWAYS SOURCING WEEK**  
ON VIRTUAL PLATFORM

Digitization, Intelligent Systems, Capacity Augmentation & Localization.

3 Days  
30 Speakers  
6 Sessions  
10-11-12 February, 2021  
[REGISTER NOW](#)

**Webinar:**  
**Sourcing Opportunities in Indian Rail Infrastructure**  
Date: 12th February, Time: 11 A.M. – 12.30 P.M.

**Key Speakers**

- Mr. Pramod Kumar Sati**  
Group General Manager/Stores  
Dedicated Freight Corridor Corporation of India Limited
- Mr. Arun Vernekar**  
General Manager, IRCON
- Mr. D. K. Srivastava**  
Chief Electrical Engg/MP (Electrical)  
Central Organisation for Railway Electrification (CORE)

**Key Sessions:**  
Vendor Development, PPP, Modernization, Expansion & MSME collaborations

**Focus Areas:**  
Infrastructure, Locomotive, Coaches, Equipment, Wheel, Ancillaries, Digitization & Automation etc.

**Navigate the Portal**

For sponsorship or any other participation related queries, please contact below:

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<b>EAST:</b> <b>Ms. Anima Pandey</b> E: opandey@eeppcindia.net M: 9830059879	<b>NORTH:</b> <b>Mr. Rakesh Suraj</b> E: rsuraj@eeppcindia.net M: 9899887387	<b>SOUTH:</b> <b>Mr. C. H. Nadiger</b> E: cnadiger@eeppcindia.net M: 9444727559	<b>WEST:</b> <b>Dr. Rajat Srivastava</b> E: rsrivastava@eeppcindia.net M: 9769063838
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Session Mailer

**INDIAN RAILWAYS SOURCING WEEK**  
ON VIRTUAL PLATFORM  
10-11-12 February 2021

Indian Railways gears up to mission AatmaNirbharBharat. Indian Railways aims to promote transparent procurement, increase the participation of local vendors and open up the market to industry even at remote places and specially MSMEs.

**Mr. Piyush Goyal**  
Hon'ble Minister of Railways, Minister of Commerce and Industry, Minister of Consumer Affairs, Food and Public Distribution, Government of India

**Join India's Leading Sourcing and Vendor Development Platform for Indian Railways**  
3 Days | 6 Sessions | Over 30 Speakers | Q/A Sessions

Click On The Links Below

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## 5. India Subcontracting Expo (ISE) 2021, (9-12 March, 2021)



Web banner



Social Media Banner in English



Social Media Banner in Spanish



Visitor Emailer Spanish version

## 6. India MSME Defence Week (23 - 26 March 2021)



**INDIA MSME DEFENCE WEEK**  
MSME Partnership & Subcontracting Opportunities  
(ON VIRTUAL PLATFORM) for domestic participants

Join the Multi-billion Dollars opportunity for Engineering MSMEs in Defence Sector

**23rd - 26th March 2021**  
**4 Days | 8 E-Sessions | Over 30 Speakers**  
Vendor Development Sessions  
Technology Sessions, Make in India & AatmaNirbharBharat Sessions

**Key Themes**

- AatmaNirbhar & Make in India vision
- Policies & procedures for participating in the Defence manufacturing
- Vendor development & sourcing policy, procedures and collaboration opportunities with Defence PSU & other Defence establishments
- Funding schemes & opportunities in technology transfer & incubation
- International defence diplomacy & industry tie-ups
- International export opportunities

**Participants' Profile**

MSMEs, Defence Startups, Innovations & Entrepreneurs | Incubation & Prospective Vendors & Suppliers to Defence Sector | MSMEs seeking Defence Technologies for Custom, MSMEs seeking Export & International collaboration opportunities | Other industry Professionals, Traders and Business personnel.

**4 Days Program**

Date	Session No.	Session Name
23rd March 2021, 11 A.M.	Session I	Inaugural Session
23rd March 2021, 3 P.M.	Session II	Country Session on Partnerships <b>Invited Speakers:</b> Ambassadors, Defence Attaches, HNCs in Defence Sector
24th March 2021, 11 A.M.	Session III	Sourcing Opportunities in Indian Defence Shipyards <b>Invited Speakers:</b> HDL, GIL, GRSE, HSL
24th March 2021, 3 P.M.	Session IV	Sourcing Opportunities in Indian Defence PSUs in Aerospace & Defence Manufacturing <b>Invited Speakers:</b> HAL, BEL, BDL, BEML, MEDIAN, MDL
25th March 2021, 11 A.M.	Session V	Sourcing Opportunities in Ordnance Factory Board
25th March 2021, 3 P.M.	Session VI	Building AatmaNirbhar Bharat in Defence Sector <b>Invited Speakers:</b> DOD, Defence Corridor, DISA, Global HNCs, Indian Entities in Private Sector
26th March 2021, 11 A.M.	Session VII	Defence Cooperation & Export Webinar: "Make in India for the World" <b>Invited Speakers:</b> DDO (Exports), Defence PSU,
26th March 2021, 3 P.M.	Session VIII	Technology Transfer & Collaboration Opportunities for MSMEs in Defence Sector <b>Invited Speakers:</b> DRDO, DTU

**For queries, please contact:**

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Assistant Director  
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**INDIA MSME DEFENCE WEEK**  
MSME Partnership & Subcontracting Opportunities  
(ON VIRTUAL PLATFORM) for foreign participants

Join the Multi-billion Dollars opportunity for Engineering MSMEs in Defence Sector

**23rd - 26th March, 2021**  
**4 Days | 8 E-Sessions | Over 30 Speakers**  
Vendor Development Sessions  
Technology Sessions, Make in India & AatmaNirbharBharat Sessions

**REGISTER NOW** **VISIT THE WEBSITE**

**MSMEs & Technological Upgradation in Defence**

**Webinar**  
Technology Transfer & Collaboration Opportunities for MSMEs in Defence Sector  
**23rd March, 3 P.M.**

**Key Speakers from Defence Research & Development Organization, Indian Institute of Technology & Startups**

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**Ms. Palak Singh**  
Assistant Director  
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E- Brochure



**INDIA MSME DEFENCE WEEK**  
MSME Partnership & Subcontracting Opportunities  
(ON VIRTUAL PLATFORM) for foreign participants

**4 Days | 8 E-Sessions | Over 30 Speakers**  
**23rd - 26th March, 2021**

Web banner

## 7. Medical Devices Expo 2021 (25 March – 10 April, 2021)



**VIRTUAL ENGINEERING EXPOS MEDICAL DEVICES 2021**

**MEDICAL DEVICES EXPO 2021**  
Medical Devices, Surgical & Laboratory Equipment and Healthcare Infrastructure and Supplies  
**25 MARCH - 10 APRIL 2021**

**THE SHOW WILL INVOLVE**

- Exhibitors from The Entire industry
- More than 300 Overseas Delegates
- 15 speakers
- Focus Global: Africa, ASEAN, CIS, LAC, North America, SAARC

**Contact details:** Head Office  
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Palak Singh, psingh@eepcindia.net, +91 98710 25115

**Click on the links below**

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**JOIN OUR WEBINAR**  
**HOW TO ENTER THE EU MEDICAL DEVICES MARKET**  
Thursday 25 March 2021 | 3 p.m.

**YOU'LL LEARN**

- How to build your medical devices business in Europe
- Why EU is a major destination of medical devices exports from India
- About the regulatory requirements for medical devices in EU

Palak Singh, Assistant Director, is here to help you  
+91 98710 25115 | psingh@eepcindia.net



**JOIN US MEDICAL DEVICES EXPO 2021**  
FOR THE OPENING OF THE ONLINE 25 March 2021, 11 a.m.

**GUEST SPEAKERS**

- Ms S Aparna**  
Secretary, Department of Pharmaceuticals, Ministry of Chemicals & Fertilizers, Government of India
- Mr Mahesh Desai**  
Chairman, EEPC India
- Mr Arun Kumar Garodia**  
Vice Chairman, EEPC India

**Register for free**

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*Webinar Whatsapp*





**VIRTUAL ENGINEERING EXPOS MEDICAL DEVICES 2021**

**MEDICAL DEVICES EXPO 2021**  
Medical Devices, Surgical & Laboratory Equipment and Healthcare Infrastructure and Supplies

**25 MARCH - 10 APRIL 2021**

[Click to book space](#)

**Salient Features:**

- Ease of networking with your prospective client/customer over a few clicks
- Interact with the buyers from across globe through audio/video chats and calls
- Go Paperless with Ecards, product brochures/videos from your personal dashboard
- Attend informative sessions on industry trends

[Visit the Website](#)

**Participation Charges:**

Members (Standard)	- Rs 10,000/- (+GST as applicable)
Members (Premium)	- Rs 12,000/- (+GST as applicable)
Non - Members (Standard)	- Rs 12,000/- (+GST as applicable)
Non - Members (Premium)	- Rs 14,000/- (+GST as applicable)

**EXHIBITOR PROFILE:**

- Medical Devices
- Surgical Instruments & Equipment
- Medical Technology like IT services, Diagnostics, etc.
- Dental Equipment & Implants
- Orthopedic Implants
- Surgical Disposables
- Pharmaceutical machinery
- Hospital equipment
- Hospital Infrastructure Supplies
- & many more, please refer to brochure

[Click for brochure](#)

**VISITOR PROFILE:**

- International Hospitals
- Government procurement agencies & PSUs
- Major importing houses
- Dealers & agents
- Medical Devices Importers Associations
- Clinics
- Rehabilitation Centers
- Laboratory & Diagnostics
- Pharma Industry
- & many more, please refer to brochure

**Contact details: Head Office**

Debasis Chakraborty, dchakraborty@eepecindia.net, +91 98301 93225  
Palak Singh, psingh@eepecindia.net, +91 98710 25115

**Partner Association:** AIMED  
**Media Partners:** Medgate, MEDICAL BUYER, MEDICAL PLASTICS

**Social Media:** Facebook, Twitter, Instagram, LinkedIn, Pinterest, YouTube, Koo

Exhibitor Mobilisation Mailer

**VIRTUAL ENGINEERING EXPOS MEDICAL DEVICES 2021**

**EEPC INDIA INVITES YOU TO VISIT OUR VIRTUAL MEDICAL DEVICES EXPO**  
**25TH MARCH - 10TH APRIL 2021**

**COLLABORATE WITH POTENTIAL SUPPLIERS TO ACCELERATE YOUR BUSINESS**

**Logos:** f, well nest, A, HMD, M, HRS, PHIVVED, TRANSASIA, KWM, MEDIKABAZAAR, TEJCO, ABZ Healthcare, MEDLIFE, ACE, ONNIX

**6 & MANY MORE....**

[CLICK TO REGISTER](#)

Visitor Mobilisation Mailer

**VIRTUAL ENGINEERING EXPOS MEDICAL DEVICES 2021**

**EEPC India Invites Participation for MEDICAL DEVICES EXPO 2021**  
**Date: 25 March - 10 April, 2021**

**Medical Devices, Surgical & Laboratory Equipment and Healthcare Infrastructure and Supplies**

**Partner Association:** AIMED  
**Media Partners:** Medgate, MEDICAL BUYER, MEDICAL PLASTICS

Main Portal Web Banner

## 8. India Pumps & Valves Expo 2021 (29 March – 10 April, 2021)



**VIRTUAL ENGINEERING EXPOS**  
PUMPS & VALVES 2021

BY 2024, THE GLOBAL PUMPS AND VALVES MARKET PREDICTS A GROWTH WITH **A CAGR OF 3.9 PER CENT.**  
**BE A PART OF IT.**

Meet India's top manufacturers at  
**Pumps & Valves Expo 2021**  
29<sup>th</sup> March – 10<sup>th</sup> April

 **EEPCINDIA**  
ENGINEERING THE FUTURE

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**VIRTUAL ENGINEERING EXPOS**  
PUMPS & VALVES 2021

**ATTEND PRODUCT EXHIBITIONS OF THE LEADING INDIAN PLAYERS**

 <b>C.R.I. PUMPS</b> <small>Pumping trust. Worldwide.</small>	 <b>AQUA GROUP</b> <small>Pumps you can rely on.</small>	 <b>Enriching Lives</b>	 <b>SHAKTI</b> <small>POWERED BY INDIAN</small>
WITH 20,000 OUTLETS AND 1500 SERVICE CENTRES GLOBALLY	WITH 60+ YEARS OF EXPERIENCE IN THE INDUSTRY	THE ONLY INDIAN PUMP MANUFACTURER TO RECEIVE THE PRESTIGIOUS <b>ESCO CERTIFICATION</b>	EXPORTS A WIDE RANGE OF PUMPING PRODUCTS TO <b>OVER 100 COUNTRIES</b>

Meet India's top manufacturers at  
**Pumps & Valves Expo 2021**  
29<sup>th</sup> March – 10<sup>th</sup> April

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**VIRTUAL ENGINEERING EXPOS**  
PUMPS & VALVES 2021

**HELLO WORLD, INDIA IS READY FOR YOU.**

**OUR DOMESTIC PUMP AND MANUFACTURERS OWN 95% OF INDIA'S PUMP MARKET. ARE MORE THAN EQUIPPED TO HELP YOU WITH YOUR ORDERS.**

Meet India's top manufacturers at  
**Pumps & Valves Expo 2021**  
29<sup>th</sup> March – 10<sup>th</sup> April

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# EEPCINDIA

ENGINEERING THE FUTURE  
(Company Limited by Guarantee)

## 66<sup>th</sup> ANNUAL REPORT 2020-2021

**VIRTUAL ENGINEERING EXPOS**  
PUMPS & VALVES 2021

**Webinar on**  
**Technological advancements in the Indian Pumps & Valves Landscape**  
9th April, 2021 at 3.00 pm

**Speakers invited from**  
CSIR-CMERI  
CSIR-CEERI  
IISC  
PSG College  
FCRI

**13 Days, 24 x7 access to expo | Webinars  
B2B over video | Product display**

[Register here](#) [Visit the website](#)

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**VIRTUAL ENGINEERING EXPOS**  
PUMPS & VALVES 2021

**Webinar on**  
**Vendor Development Meet with HPCL**  
7th April, 2021 at 4.00 pm

**Guest Speaker**  
**Mr Pradeep Chauhan**  
Dy General Manager  
CPO HPCL

**Hurry up and register !**  
13 Days, 24 x7 access to expo | Webinars  
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+91 98302 60935 | +91 94456 02432

**VIRTUAL ENGINEERING EXPOS**  
PUMPS & VALVES 2021

**Vendor Development Meet with IOCL**  
(on virtual platform)  
7th April, 2021 at 5.00 pm

**Guest Speakers**  
S Sekar | Sanjay Sen | Anurag Sachdev  
Executive Director | Chief General Manager | Chief General Manager  
(Materials & Contracts)

Samir Sahai | Mouchumi Bhuyan  
General Manager | General Manager

**Hurry up and register !**  
13 Days, 24 x7 access to expo | Webinars  
B2B over video | Product display

[Register here](#) [Visit the website](#)

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+91 98999 94374

Emails for Webinar

**EEPCINDIA**  
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**VIRTUAL ENGINEERING EXPOS**  
PUMPS & VALVES 2021

**INDIA PUMPS AND VALVES EXPO 2021**  
29th March to 10th April 2021

Join the first Pumps and Valves V expo of EEPC India.

13 Days | Webinars | B2B Meetings | Display, Discuss and Promote Indian Engineering to Global Buyers |  
Focus Region: Africa, ASEAN, LAC, Europe, SAARC, GCC

India already exports Pumps & Valves worth over US\$ 3 Billion, serving various engineering segments, to over 100 countries. The exports in this segment are growing at a healthy rate of around 10-12 per cent annually.

The Show aims to provide a forum for the Indian manufacturers to meet, interact and promote their products in a global forum and also to provide a vent for overseas buyers to contact with their Indian counterparts. It will be an online event where one can participate from anywhere and anytime.

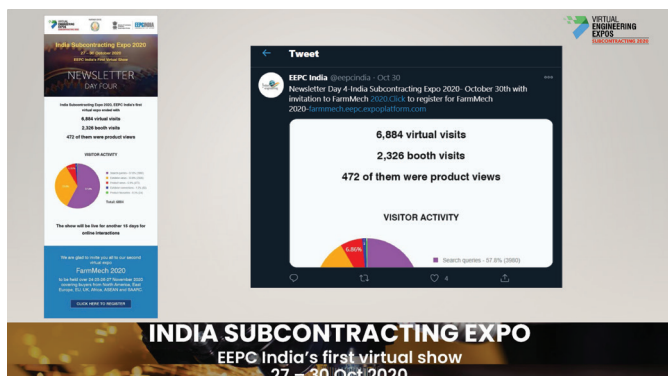
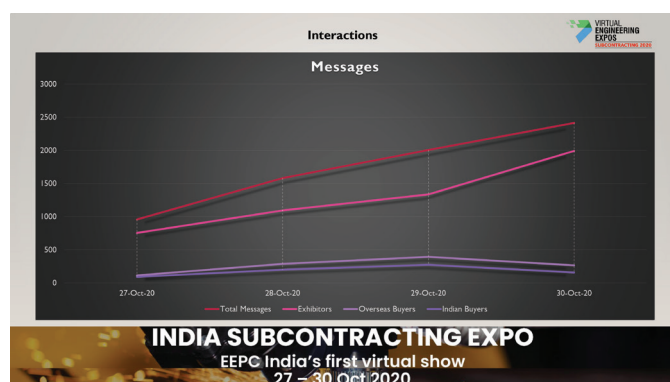
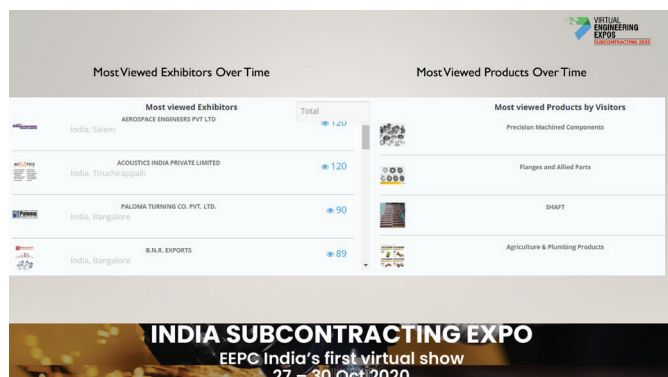
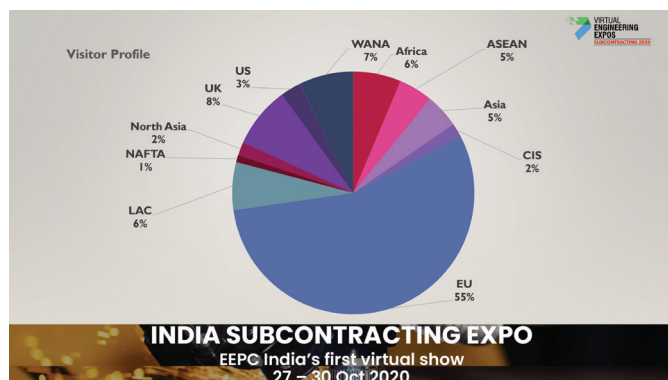
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Main Event Circular



## Excerpts from Post Show Reports of the Virtual Expos and Webinar Series

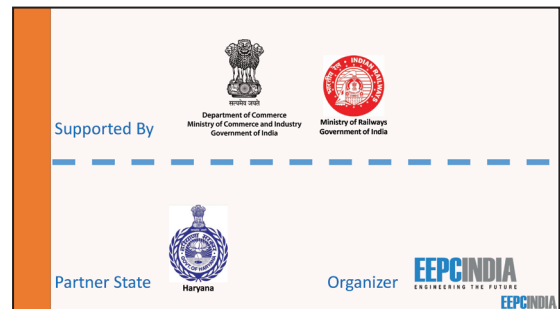
### India Subcontracting Expo 2020 (27 – 30 October, 2020)







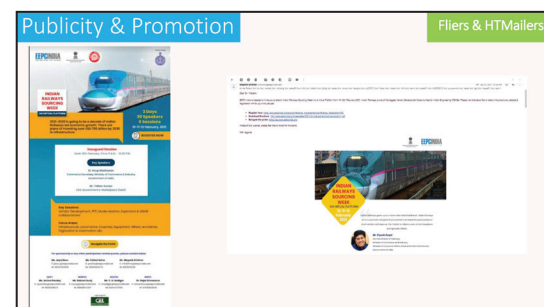
## Indian Railways Sourcing Week (10 - 12 February, 2020)



S No.	Date & Time	Session Name	Speakers
1	10th Feb   11 am	Inauguration of Indian Railways Sourcing Week	1. Dr. Srihar Reddy Goll 2. Mr. Tallen Kumar, CEO, GMR
2	10th Feb   3 pm	Indian Railways: Building AtmaNirbhar Bharat in Indian Railways through PPP Model	1. Shri S. K. Singh, ED/Research, RDSO 2. Mr. Neerven Agrawal, E&S Business Development, Rail Land Development Authority 3. Mr. K. K. Singh, Director/Project & Planning, Indian Railway Stations Development Corporation
3	11th Feb   11 am	Sourcing and Vendor development opportunities in Locomotive Manufacturing	1. Mr. Shyamshar Ram, Chief Works Manager, Golden Rock Railway, Trichy 2. Mr. K. R. Reddy, PCMM, Diesel Locomotive Works 3. Mr. Jawahar Lal, Chief Mech. Engrg. (PCMM-II), Centre Organization for Modernization of Railway Workshop (ECPMOW) 4. Mr. Arjun Singh, General Manager, Banaras Locomotive Works 5. Mr. Rajeev V. Gupta, General Manager (T&EG), Head- Transportation Business Group, BHEL 6. Mr. Subodh Kumar, Railway, O&M, Chittaranjan Locomotive Works
4	11th Feb   3 pm	Sourcing and Vendor development opportunities in Indian Rail Coaches, wheel and equipment manufacturing	1. Mr. Hain Dhillon, PCMM, ICF 2. Mr. V. P. Kumar, PCMM, Rail Coach Factory, Secunderabad 3. R. K. Saha, Principal Chief Materials Manager, W&E, Bangalore 4. Mr. Shantanu Ray, Executive Director, BOMI 5. Mr. Jawahar Lal, Chief Mech. Engrg. (PCMM-III), Centre Organization for Modernization of Railway Workshop (ECPMOW) 6. Mr. Vivek Kumar, PCMM, Modern Coach Factory, Rae Bareilly
5	12th Feb   11 am	Sourcing Opportunities in Indian Rail Infrastructure	1. Mr. Pramod Kumar Sati, GSM/Stores, DPCL 2. Mr. Anand Venkatesh, GM, IRCON 3. Mr. D. K. Srivastava, CEO, MP (Electrical), Central Organization for Railway Electrification (COMEL)
6	12th Feb   3 pm	Make in India: Manufacturing Opportunities in Railways	1. Mr. Sandeep Fuller, COO - Transit & Population, Tigerh Wiggins Ltd 2. Mr. Arif Basha, Executive Director (Operations), Walther Corporation




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<a href="https://twitter.com/iisde">https://twitter.com/iisde</a>	<a href="https://www.facebook.com/iisde">https://www.facebook.com/iisde</a>	<a href="https://www.pinterest.com/iisde">https://www.pinterest.com/iisde</a>	<a href="https://www.linkedin.com/company/iisde">https://www.linkedin.com/company/iisde</a>	<a href="https://www.koo.me/iisde">https://www.koo.me/iisde</a>	<a href="https://www.instagram.com/iisde">https://www.instagram.com/iisde</a>
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<a href="https://twitter.com/Wabtec">https://twitter.com/Wabtec</a>	<a href="https://www.facebook.com/Wabtec">https://www.facebook.com/Wabtec</a>	<a href="https://www.pinterest.com/Wabtec">https://www.pinterest.com/Wabtec</a>	<a href="https://www.linkedin.com/company/Wabtec">https://www.linkedin.com/company/Wabtec</a>	<a href="https://www.koo.me/Wabtec">https://www.koo.me/Wabtec</a>	<a href="https://www.instagram.com/Wabtec">https://www.instagram.com/Wabtec</a>



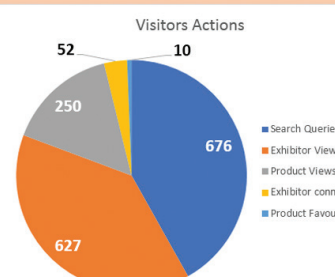
You tube links for sessions/webinars
1.) inauguration of Indian Railways Sourcing Week-2021 Link- <a href="https://youtu.be/medaQWPDs">https://youtu.be/medaQWPDs</a>
2.) The Webinar on Indian Railways: Building AtmaNirbhar Bharat in Indian Railways through PPP model Link- <a href="https://youtu.be/ZQwvN1NTC6g">https://youtu.be/ZQwvN1NTC6g</a>
3.) Session-III-IRSW-Sourcing & Vendor devt. opportunities in Locomotive Manufacturing-11.02.21-11 a.m. Link- <a href="https://youtu.be/98H8Wp5X1">https://youtu.be/98H8Wp5X1</a>
4.) Session-IV-IRSW-Vendor devt. opportunities in Rail Coaches, wheel and equipment-11.02.21 - 3 p.m. Link- <a href="https://youtu.be/vFot-vrSELA">https://youtu.be/vFot-vrSELA</a>
5.) Session-V-IRSW-Sourcing Opportunities in Indian Rail Infrastructure-12.02.21 - 11 a.m. Link- <a href="https://youtu.be/93vT-67GB00">https://youtu.be/93vT-67GB00</a>
6.) Session-VI-IRSW-Make in India Manufacturing Opportunities in Railways-12.02.21 - 3 p.m. Link- <a href="https://youtu.be/93vT-67GB00">https://youtu.be/93vT-67GB00</a>

## FarmMech 2021 (8 - 10 February, 2021)

FarmMech Expo 2021 - Report		
S. No.	Particulars	2/10/2021
1	Registered Exhibitors	43
2	Registered Visitors	208
3	Total Registratoin Countries	8
4	Approved Visitors	187
5	Overseas Visitors	186
6	Domestic Visitors	1
<div style="text-align: center;"> <p>Visitors Details</p>  <p>186 Overseas Visitors 1 Domestic Visitors</p> </div>		
7	Total Messages Sent (Cumulative) Sent by Exhibitors	437 218

FarmMech Expo 2021 - Report		
S. No.	Particulars	2/10/2021
7	Total Messages Sent (Cumulative) Sent by Exhibitors Sent by Overseas Buyers Sent by Indian Buyers	437 218 200 19
8	Top Viewed Products By Buyers (Cumulative)	<div> <p>Most viewed Products by Visitors</p> <p>Tractor Radiators</p> <p>VST 30 HP TRACTOR</p> <p>ULTRA SUGARCANE LOADER</p> <p>STEERING AND SUSPENSION PARTS</p> </div>



FarmMech Expo 2021 - Report		
S. No.	Particulars	2/10/2021
9	Top 5 Viewed Exhibitors (Cumulative)	<p>Agrimech Engineering</p> <p>Aarco Industries</p> <p>Basant International</p> <p>Bharat Engineering</p> <p>Allround (India) Vegetable Processing Machines</p> <div> <p>Most viewed Exhibitors</p> <p>AGRIMECH ENGINEERING PRIVATE LIMITED India, Kolhapur</p> <p>ARCO Industries Pvt Ltd India, Jalandhar</p> <p>BASANT INTERNATIONAL India, Jalandhar</p> <p>Bharat Engineering Company India, Karnal</p> </div>


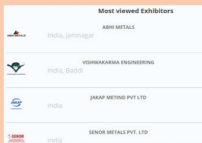


FarmMech Expo 2021 - Report		
S. No.	Particulars	2/10/2021
10	Total Visitor Actions (Cumulative)	<div> <p>Visitors Actions</p>  <p>676 Search Queries 627 Exhibitor Views 250 Product Views 52 Exhibitor connections 10 Product Favourites</p> </div>

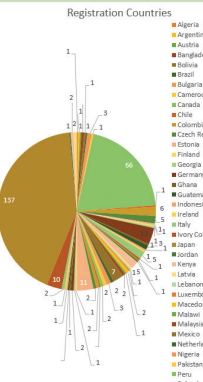
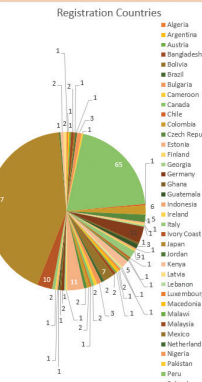
FarmMech Expo 2021 - Report		
S. No.	Particulars	2/10/2021
13	Daily Visitor IP Logins	102
14	Total Meetings	46
15	Average Minute per Meeting	38.36
16	Unique Users per Meeting	47
17	Total Minutes Consumed	1758.30



## India Subcontracting Expo 2021 (9 – 12 March, 2021)

India Subcontracting Expo 2021 - Report			
S. No.	Particulars	3/10/2021	3/11/2021
1	Registered Exhibitors	88	88
2	Registered Visitors	446	449
3	Total Registration Countries	53	53
4	Approved Visitors	324	437
4a	Overseas Visitors	324	323
4b	Domestic Visitors	0	114
5	Total Messages Sent Sent by Exhibitors Sent by Overseas Buyers Sent by Indian Visitors	3209 1637 1270	4824 2571 1805
6	Top Viewed Products By Buyers (Cumulative)		
7	Top 4 Viewed Exhibitors	Abhi Metals	Abhi Metals

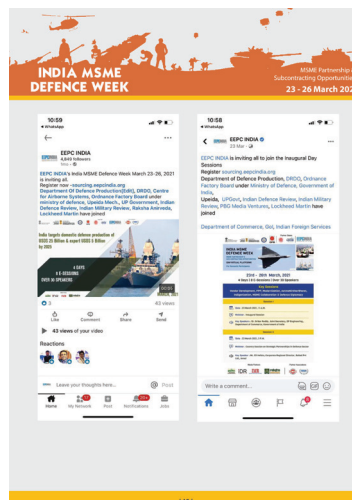
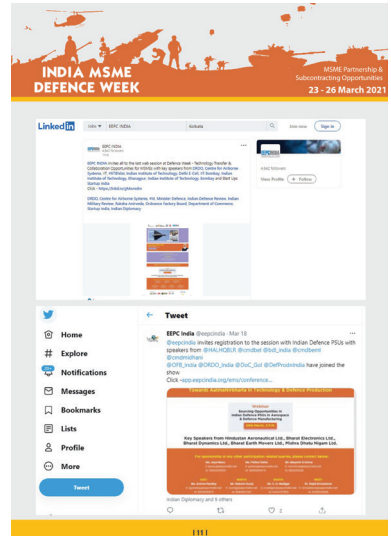
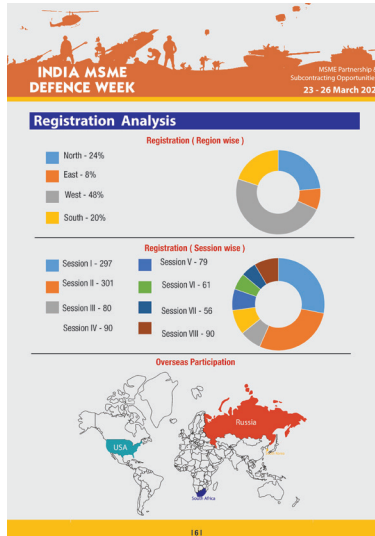
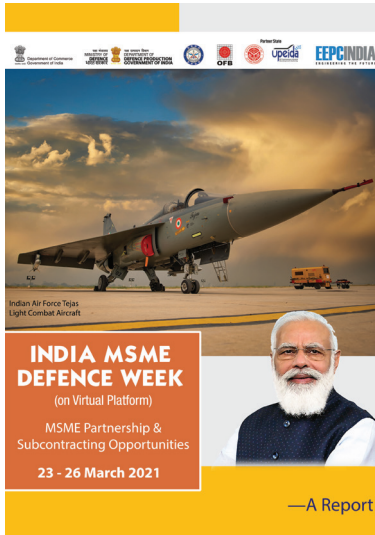
India Subcontracting Expo 2021 - Report			
S. No.	Particulars	3/10/2021	3/11/2021
7	Top 4 Viewed Exhibitors (Cumulative)		
8	Total Visitor Actions (Cumulative)	 <p>Total: 2191</p>	 <p>Total: 2542</p>

India Subcontracting Expo 2021 - Report			
S. No.	Particulars	3/10/2021	3/11/2021
10	Total Registration Countries Chart (Cumulative)		

India Subcontracting Expo 2021 - Report			
S. No.	Particulars	3/10/2021	3/11/2021
11	Daily Visitor IP Logins	89	77
12	Total Meetings	43	28
12a	Average Minute per Meeting	37.14	41.43
12b	Unique Users per Meeting	36	25
12c	Total Minutes Consumed	1601.00	1168.08



## India MSME Defence Week (23 - 26 March, 2021)



## Medical Devices Expo (25 March – 10 April, 2021)

### Medical Devices Expo 2021 25 March to 10 April 2021

**Purpose of the event (with anticipated outcome):** The aim of the event was to promote medical devices, Surgical & Laboratory Equipment and Healthcare Infrastructure & Supplies companies from Indian sector among overseas buyers with the help from various Indian embassies and missions abroad. Due to the current Covid-19 pandemic when it became impossible to organize and participate in Physical exhibitions which happen to be major market exploratory exercise for the companies. EEPC India initiated the Virtual exhibition to assist the sellers and buyers to meet virtually and discuss business opportunities. The expected outcome was procurement of products from Indian companies and mobilization of exports in medical sector.

#### Objectives-

- To globally promote and showcase Medical Devices, Surgical equipment, Hospital Equipment & Supplies, Laboratory Equipment, Medical Clothing, Waste Management Plants and Equipment from India
- To foster direct interaction between Indian manufacturers/ suppliers with buyers/ importers, from participating countries.
- To provide a direct opportunity to our manufacturers/ exporters, to sell their products and also get a clear understanding of the exact requirement of the potential buyers
- To create an interactive and effective platform to strengthen bilateral ties and further reinforce the image of "Brand India"

**Region/Country:** Global with special focus on Africa, ASEAN, SAARC, Latin America, CIS & North America

**Brief description of the event:** EEPC India's first virtual show for medical devices industry. The show intends to open new markets for Medical Devices, Surgical & Laboratory Equipment and Healthcare Infrastructure & Supplies and do business online. EEPC India, the premier trade and investment promotion organization has launched Medical Devices, Surgical & Laboratory Equipment and Healthcare Infrastructure & Supplies Expo on virtual platform with Global focus. The show witnessed more than 460 visitors from over 25 countries from EU, Central Asia, ASEAN, SAARC, Africa, US, etc to mention a few. show witnessed

The virtual expo provided opportunity to

- Online marketplace to meet India's leading suppliers who can help in meeting all your sourcing requirement at competitive prices, match making uses (AI -Integration), exclusive chat rooms etc.
- Source the latest solutions and innovations
- Network and build new business relationships with Indian manufacturing industry
- Live chats, virtual networking
- Attend interactive webinars

1

#### Details of Buyers/visitors

(i) Number of visitors/foreign buyers: 308

(ii) Brief profile of visitors/buyer: Dealers, Distributors, Wholesalers, Retailers & Importers of Medical Devices, Surgical & Laboratory Equipment and Healthcare Infrastructure & Supplies, Hospital procurement officers, Accreditation agencies, etc.

(iii) Visitors feedback (in brief): The time arrangement was an issue because of the difference in time zone from other countries.

#### Business generated:

(i) No. of enquiries: 198

(ii) Orders booked: 27

Remark: Many companies have not disclosed the enquiry value.

12. Brief note on export potential of the country / product (as per industry feedback): Healthcare has become one of India's largest sectors, both in terms of revenue and employment. Healthcare comprises hospitals, medical devices, clinical trials, outsourcing, telemedicine, medical tourism, health insurance and medical equipment. The Indian healthcare sector is growing at a brisk pace due to its strengthening coverage, services and increasing expenditure by public as well private players. India's competitive advantage lies in its large pool of well-trained medical professionals. India is also competitive compared to its peers in Asia and Western countries. India ranks 145 among 195 countries in terms of quality and accessibility of healthcare.

The healthcare market can increase three-fold to Rs. 8.6 trillion (US\$ 133.44 billion) by

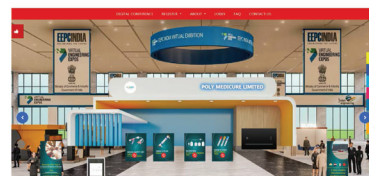
4

2022 Indian medical tourism market is growing at 18% y-o-y and is expected to reach US\$ 9 billion by 2020. There is a significant scope for enhancing healthcare services considering that healthcare spending as a percentage of Gross Domestic Product (GDP) is rising. The Government's expenditure on healthcare sector has grown to 1.6% of the GDP in FY20BE from 1.3% in FY16. Health Insurance is gaining momentum in India. Gross direct premium income underwritten by health insurance grew 17.16% y-o-y to Rs. 51,637.84 crore (US\$ 7.39 billion) in FY20.

13. Outcome analysis by Council/Trade Bodies (reflecting the achievement and trade benefits, failure etc.): EEPC India organized first event for medical devices industry. Overall it was a good event, the exhibitors were satisfied with the quality of visitors and interactions that took place during the event. Certain shortcomings, mostly technical in nature were also highlighted and we are working on them. Visiting companies were happy with the online meetings and the information about the products they got during the Expo. Though we are still new in organizing Virtual Exhibitions, the idea was welcomed by the participants. We received good feedback from our visitors. Exporters mentioned about their meetings and how meaningful they were.

#### 14. Photos of the event (colour photos to be attached)

Promotional Artworks of the Virtual Expo



Booth Image

5

**JOIN OUR WEBINAR**  
**BUILDING AATMANIRBHAR BHARAT**  
**IN THE MEDICAL DEVICES SECTOR**

Date: 26 March 2021  
Time: 11 a.m. (IST)

**JOIN OUR WEBINAR**  
**HOW TO ENTER THE EU**  
**MEDICAL DEVICES MARKET**

Date: 25 March 2021  
Time: 3 p.m.

8

**JOIN US** FOR THE OPENING OF THE ONLINE  
**MEDICAL DEVICES EXPO 2021**

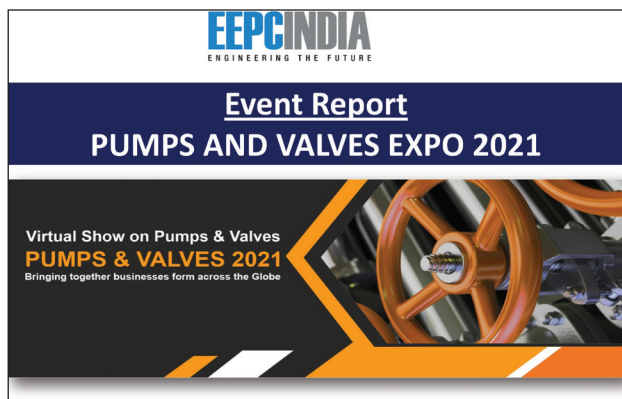
Date: 25 March 2021  
Time: 11 a.m.

**Buyers and Sellers Interaction**

9

10

## India Pumps and Valves Expo 2021 (29 March – 10 April, 2021)



Exhibitor Statistics	
Status	Grand Total
Application Received	48
Application Approved	37
Application Rejected	11
Payment Received Fully	37

Most Viewed Exhibitor Statistics		
Organization Name	Region	View Count
C.R.I. Pumps Private Limited	SOUTHERN REGION	73
Acme Engineering Industries	WESTERN REGION	70
Elgi	SOUTHERN REGION	67
Deccan Industries	SOUTHERN REGION	62
Koso India Pvt. Ltd.	WESTERN REGION	58
Darling Pumps Pvt. Ltd.	WESTERN REGION	55
Ku Industries Private Limited	SOUTHERN REGION	52
Flow Link Systems Pvt. Ltd.	SOUTHERN REGION	52
Aerolex Cables Pvt. Ltd.	WESTERN REGION	51

Kirloskar Brothers Ltd.	WESTERN REGION	51
NOVA VALVES (Brand Of Dhaval Enterprise)	WESTERN REGION	50
Aquasub Engineering	SOUTHERN REGION	47
Aira Aromatic Global Valve Automation Pvt. Ltd.	WESTERN REGION	47
Nirmal Industrial Controls Pvt	WESTERN REGION	46
Shakti Pumps (India) Ltd.	WESTERN REGION	45
Fluid Technik Pumping Systems	SOUTHERN REGION	45
Tube-It Engineers	WESTERN REGION	43
Mercury Fittings (P) Ltd	SOUTHERN REGION	43
Lakshmi Carbons	SOUTHERN REGION	42

Hits on Exhibitor Booths	
Total no of hits on Exhibitor Stands – 1599	
i) Maximum hits for a Stand: 73	
ii) Minimum hits for Stand: 18	
iii) Average hits per Stand: 44	

Visitors Activity	
Total no of Visitors to platform – 367	
i) India : 300	
ii) Overseas: 67	

Country	Visitor Count	Country	Visitor Count	Country	Visitor Count
Algeria	1	Kenya	1	Tanzania	2
Australia	2	Malaysia	1	Turkey	6
Bahrain	5	Mexico	2	United Arab Emirates	5
Bangladesh	4	Monrovia	1	USA	1
Brazil	7	Nepal	2	Vietnam	2
Cameroon	1	Nigeria	1		
China	3	Oman	5		
Ecuador	2	Saudi Arabia	1		
Egypt	2	Singapore	2		
Germany	1	South Africa	1		
Italy	4	Sri Lanka	2		

Other Activities	
<ul style="list-style-type: none"> <li>Leadership talks with Mr. Sanjay Kirloskar, CMD, Kirloskar Brothers Ltd. - Done on 1 April 2021</li> <li>India Mexico Partnership Summit in association with Indian Embassy, Mexico - Done on 7 April 2021</li> <li>Vendor Development Meet(Webinar) with HPCI - Done on 7th April 2021</li> <li>Vendor Development Meet(Webinar) with KVIC - Done on 7th April 2021</li> <li>Buyer Seller Meet in association with Embassy of India, Oman - Done on 8th April 2021</li> <li>Buyer Seller Meet in association with Embassy of India Jakarta : Scheduled on 9th April 2021 at 12.30 P (IST)</li> <li>Webinar on Technological Advancements in Pumps and Valves Sector: Scheduled on 9th April 2021 at 3 P.M</li> <li>Buyer Seller Meet in association with Cameroon Chamber of Commerce : Scheduled on 13th April 2021</li> <li>Vendor Development Meet(Webinar) Oil PSU : Scheduled on 13th April 2021 at 3.00 PM (IST)</li> <li>Buyer Seller Meet in association with Embassy of India, Mexico : Scheduled on 15 April 2021</li> </ul>	



### Press Release / Press Conferences

- A number of press releases were issued before and after all the major events organised during the fiscal year.
- In most of press conferences, the National Chairman of EEPC INDIA briefed the press and electronic media through pictorial and DVD presentations.
- All Mega events received very wide publicity and media coverages.


### A glimpse of the Media coverages

**THE ECONOMIC TIMES** | News  
English Edition • | E-Paper

### Specific measures by RBI to ease pressure on exporters: EEPC India chairman

By Sutanuka Ghosal, ET Bureau • Last Updated: Dec 04, 2020, 02:20 PM IST

**Synopsis**  
Specific measures like giving more powers to banks which are Authorised Dealers would help exporters in easing of transaction pressure, even as export finance continues to remain costly, EEPC chairman Mr Desai said, adding full transmission of the lower rates was not effected by banks.



Specific measures for facilitating banking and financial transactions by **Reserve Bank of India** would ease pressure on exporters, said **EEPC India** chairman Mr Mahesh Desai, commenting on review of the credit policy by the central bank.

"Specific measures like giving more powers to banks which are Authorised Dealers would help exporters in easing of transaction pressure, even as export finance continues to remain costly," Mr Desai said, adding full transmission of the lower rates was not effected by banks.

In the monetary policy review, the **RBI** has announced certain key measures for exporters.

These include: Delegating additional powers to authorised dealer banks to regularise cases of direct dispatch of shipping documents by the exporter irrespective of the value of export shipment; write off unrealised export bills without limits in specified circumstances; allow set-off of export receivables against import payables with overseas group/associate companies under certain conditions when both the export and import legs have taken place within the same calendar year; and consider refund of export proceeds without insisting on import of goods which are perishable in nature or had been auctioned/destroyed by port/customs/health authorities/any other accredited agency in the importing country, subject to production of documentary evidence, as per the RBI policy document.


Mr Desai said, the exporters are battling multi-prong challenges. **Refunds of GST** have not been done in a smooth way and are locked in procedural hassles. The EEPC India has taken up with the issue with the commerce ministry, raising the same in the recent **Board of Trade** meeting as well.

**THE ECONOMIC TIMES** | News

### Exporters body EEPC India urges Centre for restoration of incentive scheme benefits

IAANS • Last Updated: Jul 31, 2020, 09:29 PM IST

**Synopsis**  
Engineering Export Promotion Council of India (EEPC) statement said that the scheme has been stopped by the Revenue Department.



New Delhi: **Exporters** body **EEPC India** has urged the Centre for restoration of benefits under the Merchandise Export from India Scheme (MEIS).

An **Engineering Export Promotion Council of India (EEPC)** statement said that the scheme has been stopped by the **Revenue Department**.

Accordingly, the exporters body approached the **Commerce and Industry Minister** Piyush Goyal seeking his intervention for restoration of the benefits.

"Exporters do factor in external volatility and can often sense such changes. What is difficult for them to factor in is sudden internal policy changes and especially those which have retrospective effect," EEPC India Chairman Mahesh K Desai stated in his letter to the Commerce and Industry Minister.

"Exporters have priced in their MEIS benefit after the government announced that MEIS benefit will be extended till December 31, 2020."

According to Desai, sudden stoppage of benefits will have an extremely adverse impact on exporters' ability to "survive in these difficult conditions". Besides, he pointed out that engineering exporters work on long term contracts and "such retrospective changes" have a debilitating impact particularly on MSME exporters.

Furthermore, he said: "MEIS scheme has played an invaluable part in not only maintaining our exports globally but also in diversifying our exports market. Furthermore, the MEIS scheme has neutralized some of the taxes and para taxes embedded in the production of exported goods and hence it is in some sense a legitimate quasi refund of taxes".

He said the MEIS should not be stopped without replacing it with the alternative scheme of 'RODTEP'.

In addition, he said that MEIS benefit has significantly helped Indian engineering exporters maintain their competitiveness. This is more so, since over 90 per cent of the engineering exports are either low or medium value added products.



**UNI**  
BREVITY  
ACCURACY  
SPEED

**United News of India**  
India's Multi Lingual News Agency

Tuesday, Jun 30 2020 | Time 18:41 Hrs(IST)

Posted at: Jun 29 2020 3:41PM

### Covid 19 puts brakes on automobile, auto parts exports in May: EEPC India

Kolkata, Jun 29 (UNI) C-19 public health crisis has taken a massive toll on exports of India's automobiles in May, 2020 with as much annualised erosion as 98 per cent and 65 per cent in shipments to key markets like the US and Mexico respectively, according to an EEPC India analysis.

Exports of auto components too suffered a major setback in May, 2020 with key markets including the US, Mexico, Germany and Japan reporting de-growth ranging between 34 per cent and 68 per cent, year-on-year.

The total exports of auto components and parts recorded 65.5 per cent negative growth during May 2020, moving down from USD 473.6 million in May 2019 to USD 163.2 million in May this year.

## Rising metal prices, freight charges hurt many sectors

**SANGEETHA G**  
CHENNAI, NOV. 18

Rising metal prices and higher freight charges on imports are posing a new challenge for manufacturers and exporters.

Base metal prices as well as steel prices have seen significant upside of late in the commodity market. Copper prices have moved up 64 per cent from their March levels, zinc has gone up by 67 per cent, nickel by 50 per cent, aluminium by 30 per cent and lead by 24 per cent from their March levels, said Ajay Kedia, MD, Kedia Commodities.

"Stimulus packages announced in major economies, the restriction on production in China ahead of the winter due to environmental concerns and weakness in dollar are some of the key factors

supporting base metals. Further, zinc has low levels of inventory, nickel prices are supported by steel demand, lead by recovery in the automobile sector and aluminium by demand from the packaging industry," he said.

While the raw material price is hurting the manufacturers, the recent jump in freight charges on imported goods due to limited availability of containers has worsened the situation. "The price of hot rolled coil, an essential raw material for the engineering industry, has increased from Rs 35,000 a tonne to Rs 42,000 a tonne in the past six months," says the Engineering Export Promotion Council of India.

"Zinc prices too have shot up from Rs 170 a kg to Rs 220 per kg and freight charges have almost doubled," said EEPC India

chairman Mahesh Desai. "Prices of other essential metals have also been rising disproportionate to the end-product prices... Engineering exporters face severe headwind and this is impacting their exports. Exporters also face scarcity of steel," he said.

The Society of Indian Automobile Manufacturers Association said, "The increasing steel prices, used extensively in manufacturing of vehicles, puts pressure on the cost of vehicles. This, coupled with the rising international freight charges, could impact the competitiveness of Indian manufacturers."

The exporters want the Centre to intervene and prod the large steel makers to keep prices in check.

The real estate sector is also concerned about the rising steel prices.

## 'Rising steel prices hit engineering exports'

**OUR BUREAU**

New Delhi, November 18

The Engineering Export Promotion Council (EEPC) of India has raised concerns about a recent sharp rise in steel prices.

According to the council, this rise impacts India's engineering exports that are facing challenging global markets in the face of another wave of Covid-19 pandemic in several major economies.

"Engineering exporters are deeply concerned over rising steel prices. The prices have increased from ₹35,000 per tonne to ₹42,000 in the past six months for a product like Hot Rolled Coil, an essential raw material for the engineering industry," said Chairman of EEPC India, Mahesh Desai.

Desai said that prices of other essential metals have also been rising disproportionate

to the end-product prices that can be realised in the international markets, becoming more and more tough. This is because major markets of Europe are weathering a second wave of coronavirus while the US is reeling from the deadly impact of the pandemic.

He appealed to the Centre to impress upon the large steel manufacturers to keep prices in check.

"We urge the government to take up these issues to stabilise raw material prices as our member-exporters are facing deleterious impact," he said.

According to EEPC, India's engineering exports have declined by 14 per cent from \$44.43 billion during April-October 2019-20 to \$38.14 billion in the same period of the current financial year.

## India net exporter of agri equipment to some countries: EEPC

India has emerged as a net exporter of agri-machinery to some of the advanced countries like the US, the UK, Germany and Italy, an engineering export body said on Monday.

Engineering Export Promotion Council (EEPC) India vice chairman Arun Garodia said in a statement, tractors are the largest component of the agri-machinery exports from the country, accounting for 66 per cent of the shipments. **PTK**

**Id Social**



**Latest Stories**  
Nov 24, 2020, 08:27 AM

**India net exporter of agri-machinery equipment to some advanced countries: EEPC**

**Auto**

India exported USD 782.93 million worth of agri machinery to the UK, North America, Eastern Europe, EU, Africa, ASEAN and SAARC during 2019-20, accounting for 76.41 per cent of such exports, the statement said.

### An overall Statistics of Event Campaign in Social Media

India Pumps and Valves Expo 2021 (29 March – 10 April, 2021)	
Social Media Handles	No. of viewers who clicked and read the posts
Twitter	8,386
Facebook	35,015
LinkedIn	2,886
Instagram	1,028
Pinterest	242

Medical Devices Expo (25 March – 10 April, 2021)	
Social Media Handles	No. of viewers who clicked and read the posts
Twitter	14,036
Facebook	19,566
LinkedIn	2,446
Instagram	739
Pinterest	256

India MSME Defence Week (23 - 26 March, 2021)	
Social Media Handles	No. of viewers who clicked and read the posts
Twitter	13,193
Facebook	27,630
LinkedIn	1,840
Instagram	883
Pinterest	133



India Subcontracting Expo 2021 (9 – 12 March, 2021)	
Social Media Handles	No. of viewers who clicked and read the posts
Twitter	2,357
Facebook	37,361
LinkedIn	1,52,343
Instagram	180
Pinterest	39

Indian Railways Sourcing Week 2021 (10 – 12 February, 2021)	
Social Media Handles	No. of viewers who clicked and read the posts
Twitter	1,030
Facebook	8,822
LinkedIn	418
Instagram	347
Pinterest	78

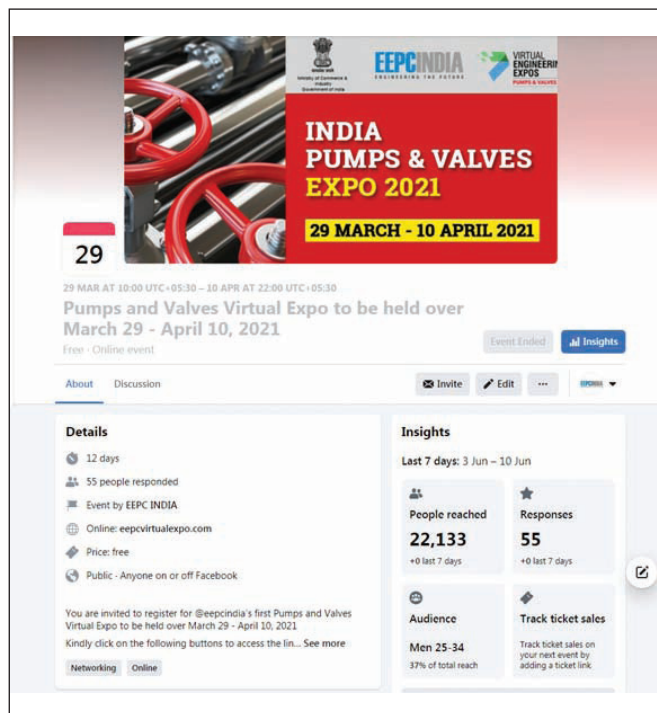
FarmMech 2021 (8 - 10 February 2021)	
Social Media Handles	No. of viewers who clicked and read the posts
Twitter	4,133
Facebook	1,457
LinkedIn	187
Instagram	232
Pinterest	19



## Screenshots of Ad Campaign and artworks for campaigning for Visitors / Buyers / Participants mobilisation

### India Pumps and Valves Expo

Completed • 12 Mar • Created by Tanmoy Chakraborty		
<b>Event responses</b> You are invited to register for EEPC India's first Pu...	<b>7,513</b> Reach	<b>25</b> Event responses
Completed • 12 Mar • Created by Tanmoy Chakraborty		
<b>Video views</b> You are invited to register for @eepcindia's first Pu...	<b>3,472</b> Reach	<b>1,088</b> ThruPlays
Completed • 30 Mar • Created by Tanmoy Chakraborty		
<b>Post engagements</b> Register now - <a href="https://app.eepcindia.org/ems/conf...">https://app.eepcindia.org/ems/conf...</a>	<b>150</b> Reach	<b>99</b> Post engagements
Completed • 30 Mar • Created by Tanmoy Chakraborty		
<b>Video views</b> You are invited to register for @[286704121389631...	<b>1,156</b> Reach	<b>696</b> ThruPlays
Completed • 3 Apr • Created by Tanmoy Chakraborty		
<b>Post engagements</b> EEPC India invites registration for Vendor Develop...	<b>268</b> Reach	<b>172</b> Post engagements



**INDIA PUMPS & VALVES EXPO 2021**  
29 MARCH - 10 APRIL 2021

29 MAR AT 10:00 UTC+05:30 - 10 APR AT 22:00 UTC+05:30

Pumps and Valves Virtual Expo to be held over March 29 - April 10, 2021

Free · Online event

Event Ended Insights

About Discussion Invite Edit ... Sponsor

**Details**

- 12 days
- 55 people responded
- Event by EEPC INDIA
- Online: [eepcirtualexpo.com](https://app.eepcindia.org/ems/conf...)
- Price: free
- Public · Anyone on or off Facebook

You are invited to register for @eepcindia's first Pumps and Valves Virtual Expo to be held over March 29 - April 10, 2021. Kindly click on the following buttons to access the link... See more

Networking Online

**Insights**

Last 7 days: 3 Jun - 10 Jun

People reached <b>22,133</b> +0 last 7 days	Responses <b>55</b> +0 last 7 days
Audience Men 25-34 37% of total reach	Track ticket sales Track ticket sales on your next event by adding a ticket link

Facebook Event page



**Tweet Analytics**

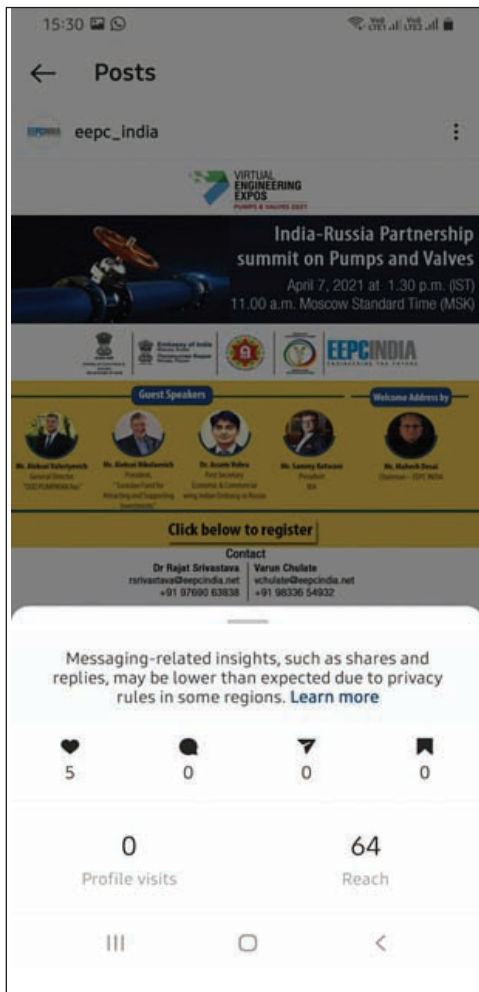
**EEPC India @eepcindia**

Register for the webinar on Tech advancements in the Indian Pumps and Valves Landscape with Speakers from @CSIR\_CMERI @CSIRCEERI @iiscbangalore @IIScSA @psgtech, FCRI under DHI @heindustry on April 9th at V Expo on Pumps and Valves 2021  
Click to register  
-[https://app.eepcindia.org/ems/conference\\_management/conference\\_registration/NA ...](https://app.eepcindia.org/ems/conference_management/conference_registration/NA...) [pic.twitter.com/IdaTw4e50I](https://pic.twitter.com/IdaTw4e50I)

**Impressions**  
times people saw this Tweet on Twitter

**1,419**

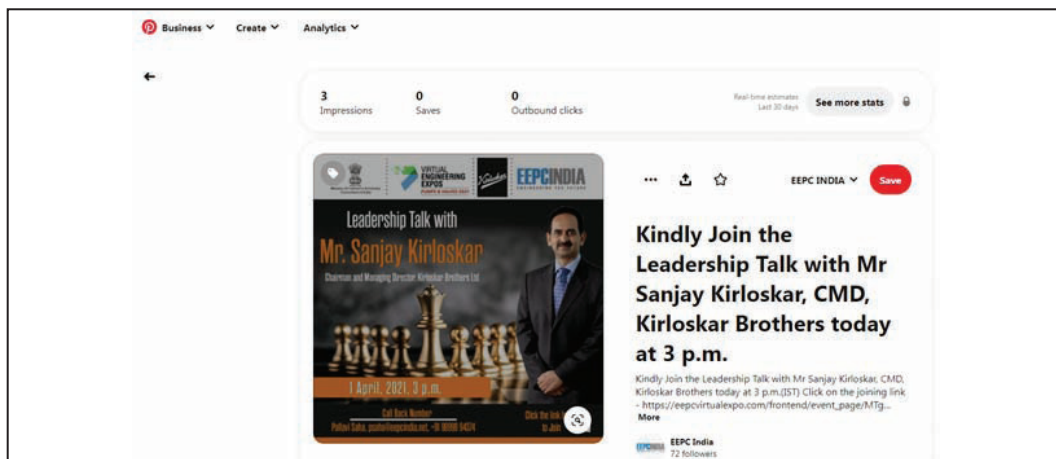




Instagram



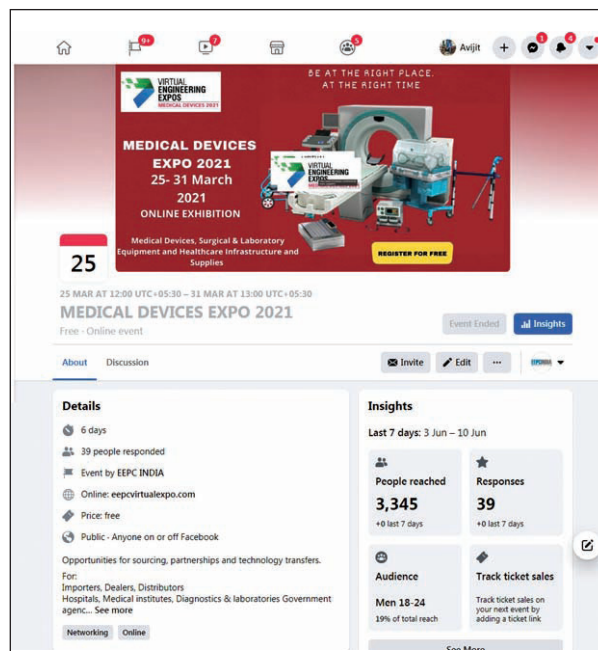
LinkedIn



Pinterest

## Medical Devices Expo

Completed • 22 Mar • Created by Tanmoy Chakraborty		
<b>Post engagements</b> @[877025902310097:274:Department of Pharmace...	<b>1,632</b> Reach	<b>262</b> Post engagements
Completed • 22 Mar • Created by Tanmoy Chakraborty		
<b>Video views</b> @[286704121389631:274:EEPC INDIA]'s First Virtua...	<b>4,313</b> Reach	<b>473</b> ThruPlays
Completed • 22 Mar • Created by Tanmoy Chakraborty		
<b>Video views</b> Register now at - <a href="https://eepcvirtualexpo.com/fron...">https://eepcvirtualexpo.com/fron...</a>	<b>6,462</b> Reach	<b>613</b> ThruPlays
Completed • 30 Mar • Created by Tanmoy Chakraborty		
<b>Post engagements</b> Make the best of this opportunity - register and m...	<b>337</b> Reach	<b>213</b> Post engagements



The screenshot shows the Facebook event page for 'MEDICAL DEVICES EXPO 2021'. The event is scheduled for 25-31 March 2021, from 12:00 UTC to 05:30 UTC. It is a free online event. The page features a banner with medical equipment and a 'REGISTER FOR FREE' button. The 'Details' section lists 39 people who responded, the event is by EEPC INDIA, and it is online at eepcvirtualexpo.com. The 'Insights' section shows 3,345 people reached and 39 responses in the last 7 days. The audience is men aged 18-24, representing 19% of the total reach. Ticket sales are also tracked.

Facebook event page



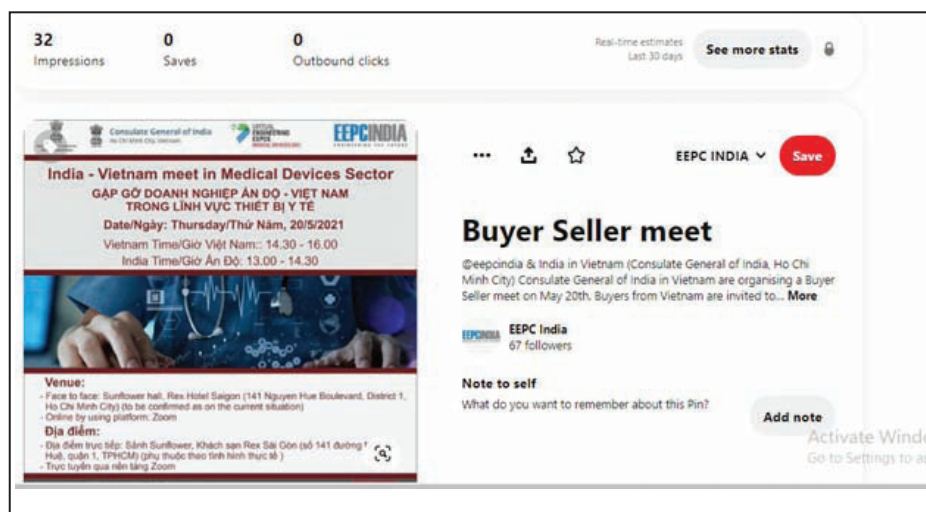
The screenshot shows the 'Tweet Analytics' for a tweet from EEPC India (@eepcindia). The tweet text is: 'Click here : <https://forms.office.com/Pages/ResponsePage.aspx?id=n17kxLdkR0C8gp7zYri7zI9ALAtKbS5Mvx94AcI6NF1UMjBUWTMxMzFJVFNHMIvKMEFJOUFLQIFCRi4u...> To register as Buyer from Vietnam to meet Indian medical devices supplier at the Bilateral BSM on April 23rd 11 am Vietnam Time and 9.30 am IST. An @eepindia and @cghcm joint initiative. @AmbHanoi @DelhiEmbassy @DoC\_Gol @indiandiplomats pic.twitter.com/sKh1Q8wSs1'. The tweet has 2,586 impressions, meaning it was seen 2,586 times on Twitter.



Instagram post



Linkedin post



Pinterest post




## India MSME Defence Week

Completed • 15 Mar • Created by Tanmoy Chakraborty		
<b>Video views</b> Department of Defence Production & @35587099...	<b>13,196</b> Reach	<b>2,766</b> ThruPlays
Completed • 22 Mar • Created by Tanmoy Chakraborty		
<b>Post engagements</b> Register here <a href="https://app.eepcindia.org/ems/confer...">https://app.eepcindia.org/ems/confer...</a>	<b>640</b> Reach	<b>355</b> Post engagements
Completed • 23 Mar • Created by Tanmoy Chakraborty		
<b>Video views</b> @[286704121389631:274:EEPC INDIA]'s India MSM...	<b>5,382</b> Reach	<b>995</b> ThruPlays
Completed • 23 Mar • Created by Tanmoy Chakraborty		
<b>Post engagements</b> @[286704121389631:274:EEPC INDIA] is inviting all...	<b>1,270</b> Reach	<b>298</b> Post engagements

EEPC INDIA  
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EEPC INDIA's India MSME Defence Week March 23-26, 2021 is inviting all to the eight thematic Sessions  
Register now - [sourcing.eepcindia.org](https://sourcing.eepcindia.org)  
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23 March



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7    0    0    1

0 Profile visits    89 Reach

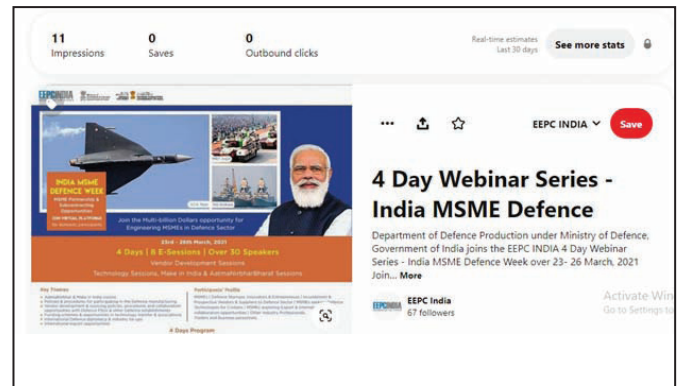
Interactions

Instagram post





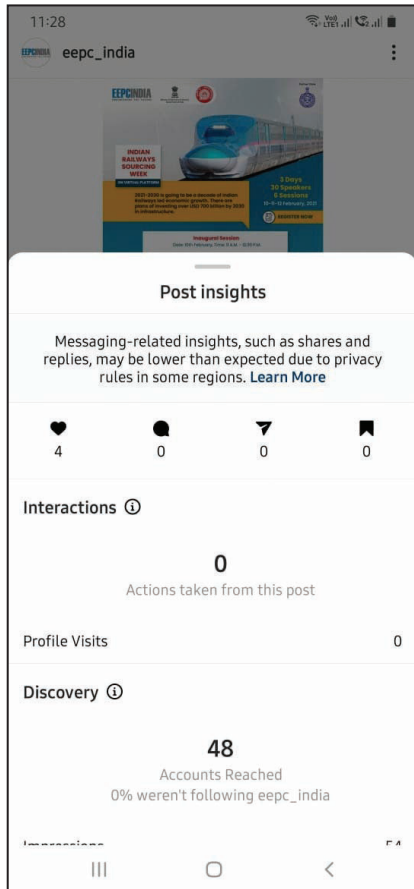
Linkedin post



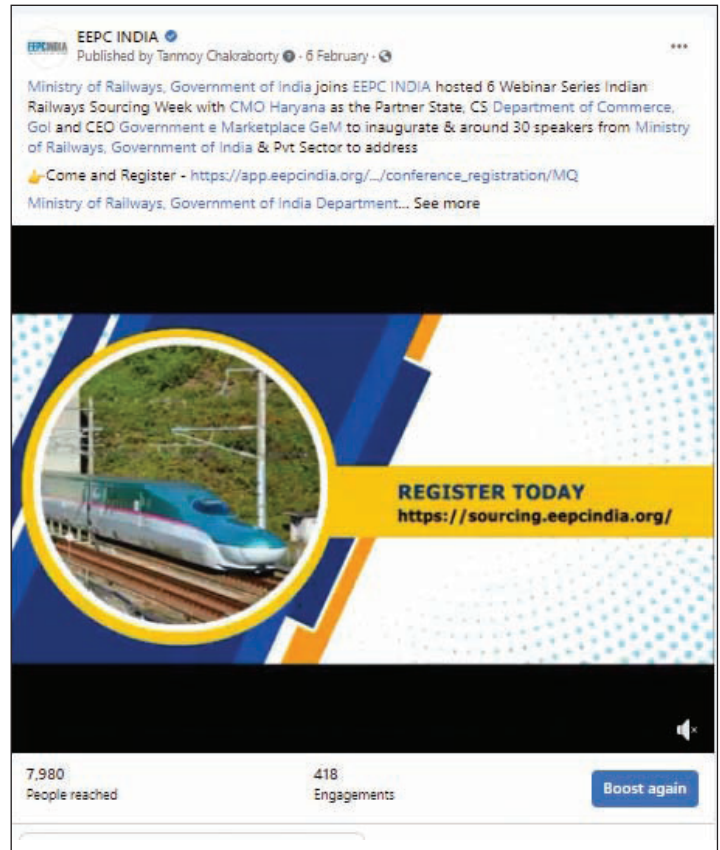
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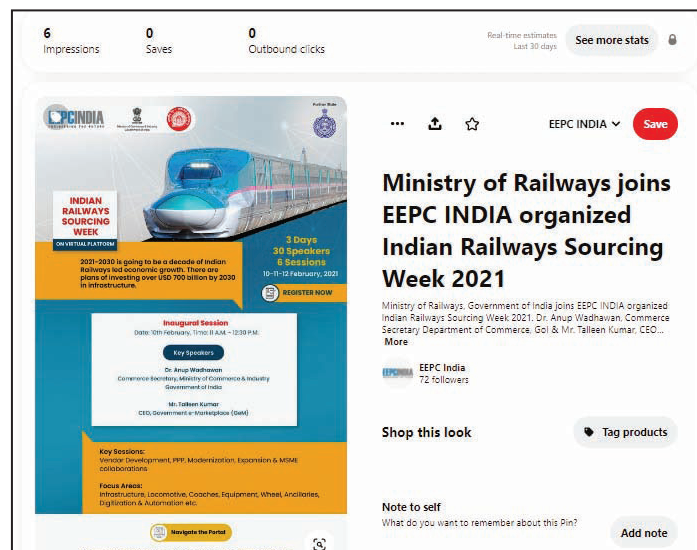
## Indian Railways Sourcing Week 2021



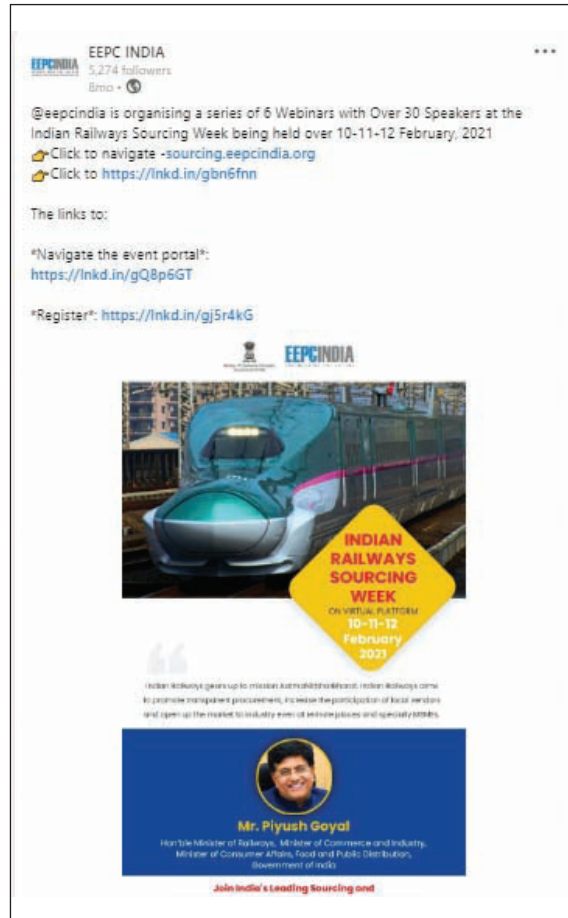
Instagram



Facebook



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*LinkedIn*

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**Tweet Analytics**



**EEPC India @eepcindia**

@RailMinIndia joins @eepcindia organised Indian Railways Sourcing Week 2021. Dr Anup Wadhawan, Commerce Secretary @DoC\_GoI & Mr Talleen Kumar, CEO @GeM\_India to address the Inauguration. Please register now - [https://app.eepcindia.org/ems/conference\\_management/conference\\_registration/MQ](https://app.eepcindia.org/ems/conference_management/conference_registration/MQ) ... Haryana @CMOHaryana is the Partner State [pic.twitter.com/EL9jhRCyuw](https://twitter.com/EL9jhRCyuw)

**Impressions**

times people saw this Tweet on Twitter

**401**

*Twitter*



## IMPLEMENTING GOVERNMENT INITIATIVES

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### Combatting COVID 19

#### Government of West Bengal appointed EEPC India to adopt Hazra Market in Kolkata for a month

EEPC India distributed Hand Sanitizer- 10 bottles, 500 ml each; 250 Masks; 100 pcs of Gloves and one Digital Scanner Thermometer in presence of Mr Sobhandeb Chattopadhyay, Hon'ble Minister of Power & Non-Conventional Energy Sources, Government of West Bengal.



*Mr Sobhandeb Chattopadhyay , Hon'ble Minister of Power & Non-Conventional Energy Sources, Government of West Bengal speaking to media . EEPC India Chairman, Mr Ravi Sehgal ( to the left of the Minister); EEPC India Senior Joint Director, Mr D J Basu (far left) and Mr Krishno Ganguly, Sr Assistant, EEPC India at Hazra Market during handing over sanitization monitoring devices*





*EEPC India Chairman, Mr Ravi Sehgal measuring the temperature*



*Random checking of temperature of visitors at the entry point of Hazra Market*



*EEPC India Chairman, Mr Ravi Sehgal handing over sanitizers gloves and masks to Hazra Boys' Association representative*

## Swachhata Pakhwada 2020 (1-15 November, 2020)

EEPC India observed the 15 days over 1st -15th November as Swachhata Pakhawada, a Government of India initiative through the following actions. Curbing Single Use Plastic (SUP) and Plastic Waste Management were highlighted along with integrating COVID -19 centric cleanliness and sanitisation drive

### The Key actions:

1. Visual awareness for employees and others by preparing and placing suitable Standees in Office.
2. Deep Cleaning of our offices and arrangement of files to maintain tidiness in our Offices
3. Spreading awareness by distribution of Caps and Tee Shirts amongst employees.
4. Social Media campaign on reduction of usage of SUP (Single use plastic) for office work
5. Integrating the cleanliness drive with the COVID -19 sanitisation drive
6. Plastic waste management is also highlighted in the campaign

## Activities of EEPC India – 10 Units

### I. Visual awareness for employees and others by preparing and placing suitable Standees in Office.





## II. Deep Cleaning of our offices and arrangement of files to maintain tidiness in our Offices

All Offices participated in this exercise through weeding away the unnecessary items.

Head Office



A Backdrop advocating Cleanliness, Swachhata Pakhwada and Curbing Single use Plastic was done and mounted in the office premises.



### HO Cell

### Eastern Region Kolkata Office

#### Before Cleaning

#### After Cleaning



### Northern Region Delhi Office

### Cleaning the premises outside the office Jalandhar Office





## Western Region

### Ahmedabad Office



### Mumbai Office



## Southern Region

### Chennai Office





### Bangalore Office

**Before Cleaning**



**After Cleaning**



### Hyderabad Office



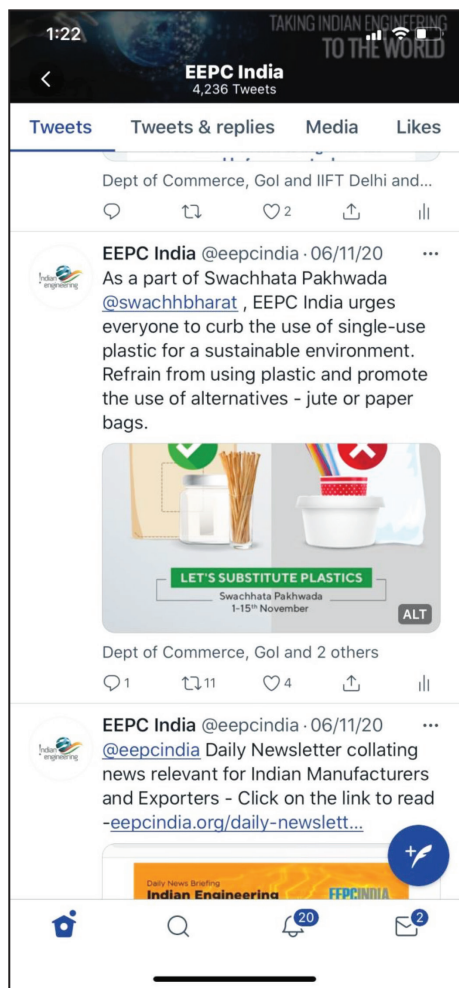
### III. Spreading awareness by distribution of Caps and Tee Shirts and Masks amongst employees.

All the above photographs validate this action

### IV. Social Media campaign on reduction of usage of SUP ( Single use plastic) for office work

Twitter, Facebook, LinkedIn, Instagram and Pinterest accounts of EEPC India posted this

#### Twitter



#### Facebook



## Instagram



## Pinterest





## V. Integrating the cleanliness drive with the COVID -19 sanitisation drive

This was evident in web banner, social media awareness campaign

Web banner

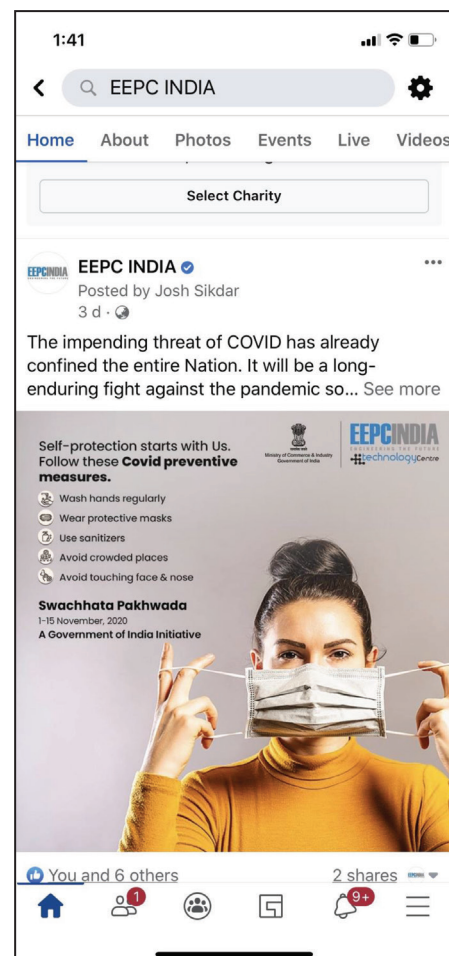


## Screenshots of all social media account manifest the postings

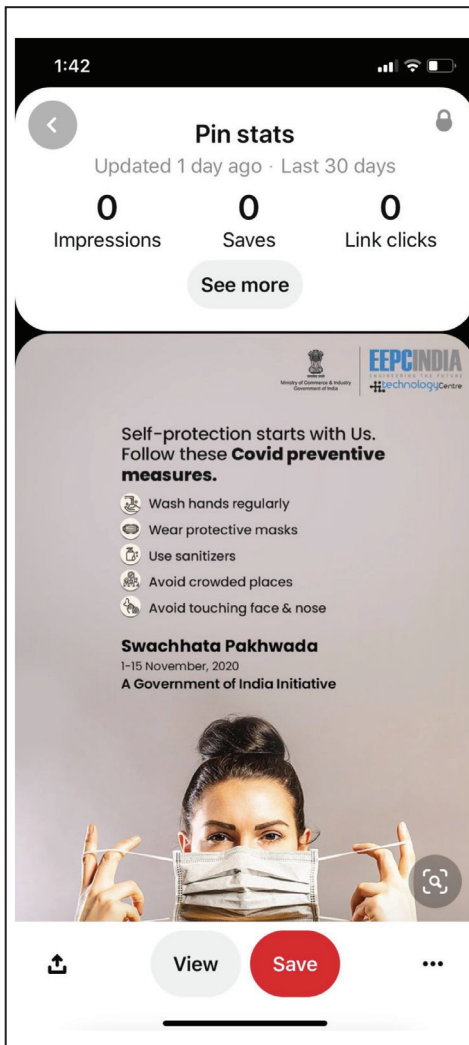
Twitter



Facebook



## Pinterest



## Instagram



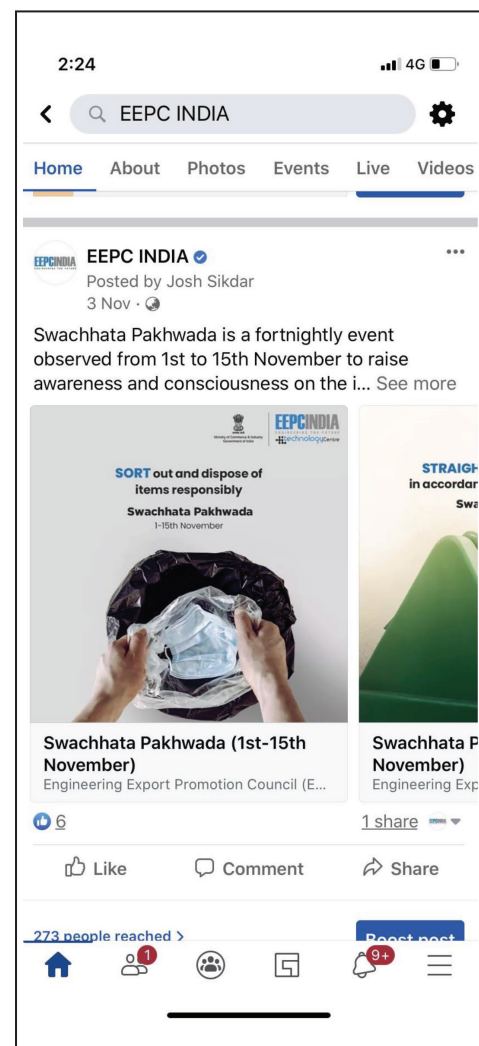
## VI. Plastic waste management is also highlighted in the campaign

In line with GOI directive, this was repeated through Standees, Backdrop as is evident in the standee and backdrop displayed in Section I under HO. Social Media accounts in Twitter, Facebook, Pinterest and Instagram also advocated this drive

### Twitter

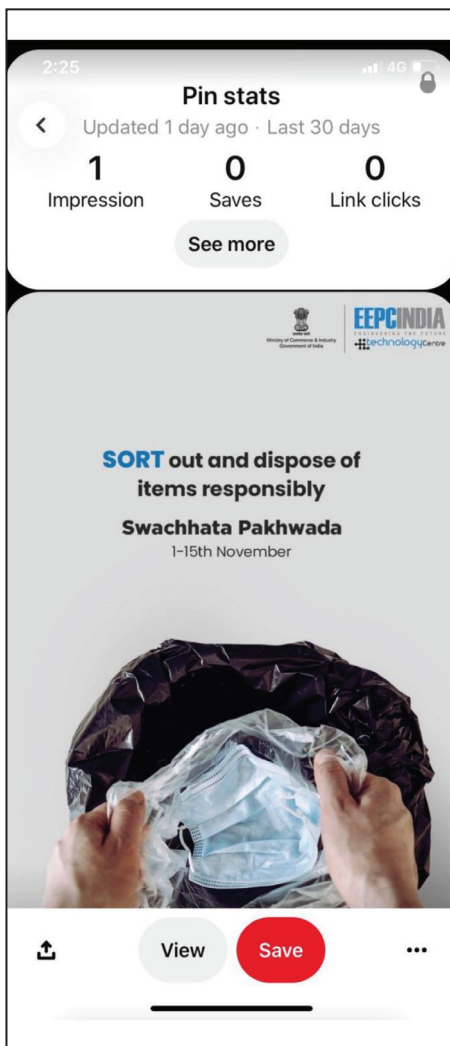


### Facebook

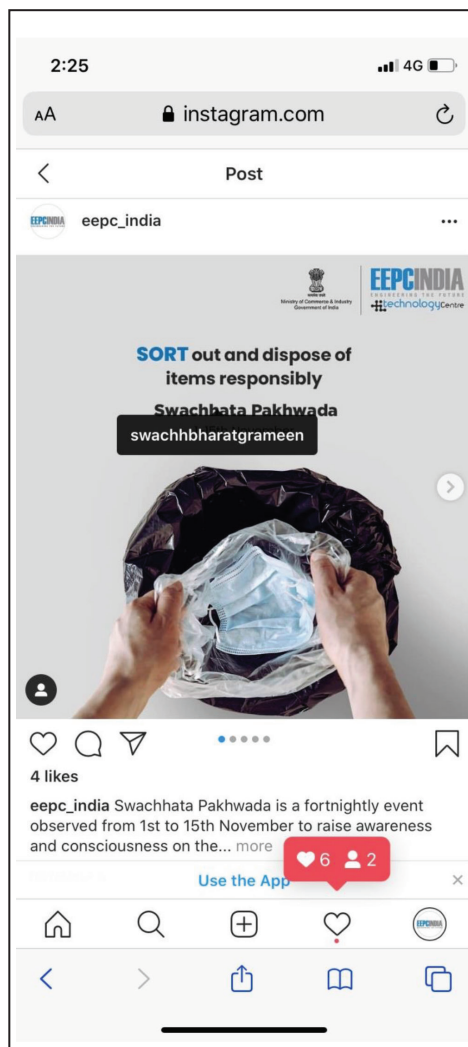




### Pinterest



### Instagram



EEPC India had been submitting progress report during 1-15 November in the designated website - <https://swachhbharatmission.gov.in/SwachhSamiksha/Auth/ProgressDetail.aspx>

EEPC India has been practising hygiene and sanitisation of the office premises on a regular weekly basis since the announcement of the Lockdown Phase 1 in March 2020 and plan to continue this in future for sometime . We use full PPE and sanitisation kit as recommended by the Government of India to sanitise every corner of the office premises.



Few of the photographs captured during the exercise manifest our sincere effort to curb the spread of this disease



## POLICY MATTERS

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The rapid spread of COVID-19 across the globe and the subsequent imposition of lockdowns by several countries including India had a severe impact on merchandise as well as engineering exports. While the previous year has been disastrous for the global economy reeling under the COVID 19 pandemic, quarter 4 of 2020-21, has recorded some recovery and the decline was reduced by around 9% as per the UNCTAD Global Trade Update of February, 2021. However the recovery has not been even and South-South trade still remain below average. Therefore while global trade is showing some signs of recovery, we need to take a cautious approach. In this respect we are also grateful to the government for providing us support in this difficult time.

### **A. Impact of Coronavirus**

#### **1. Facilitating transportation**

The major issue that the exporters faced during the lockdown was the closure of all transportation and allied port services and their export offices and manufacturing facilities. Consequently several exporters faced problems in fulfilling their existing orders as they could not transport their final products or raw materials to and from the port. EEPC India raised this issue in March with the government upon which the Ministry of Home Affairs in their order dated 15.04.2020 lifted restrictions on movement, loading/unloading of goods and cargo, both inter and intra state. These included operations of railways, airports and sea ports, Land ports and inland container depots for cargo transport.

Another issue raised by the Council was the shutdown of operations of courier companies which hampered the transportation of key export documents. These restrictions were also lifted in the same order.

#### **2. Operationalisation of export offices and manufacturing units**

The issue of operationalisation of key export offices, CHA offices and manufacturing units was also raised by the Council in the representation. Consequently the MHA in their order dated 15th April lifted restrictions on the operations of export units located in SEZs, EOUs and other industrial areas albeit with restrictions.

#### **3. Extension of Exemption of 5% GST on Export Freight**

As per the Notification No. 21/2019-Central Tax (Rate) of September, a 5% exemption on GST on services by way of transportation of goods by an aircraft/ vessel from customs station of clearance in India to a place outside India was extended to September 2020. Earlier it was exempted only up to September 30, 2019.

EEPC India had further requested to extend this exemption of 5% GST on export freight for another year, till September 30, 2021 at least, so that exporters were not further burdened with the increasing freight that they have to pay on account of the acute shortage of Shipping containers.

## **B. Union Budget 2021-22**

The Union budget was announced on 1st February, 2021. It is heartening to mention that many of EEPC India's suggestions had been included. Some of the major changes with respect to engineering were:

- a. In case of steel products melting scrap including stainless steel scrap BCD reduced from 2.5% to nil
- b. BCD on steel products like semis, flat and long products of non-alloy, alloy and stainless steel reduced to 7.5% for 10/12.5%
- c. Raw materials used in the manufacture of CRGO steel BCD reduced from 2.5% to nil
- d. Copper scrap BCD from 5% to 2.5%
- e. Revocation/temporary revocation and discontinuance of AD and CVD on HRC, flat products of stainless steel. CRC of SS,
- f. In capital goods and machinery, BCD has been raised for tunnel boring machines from zero to 7.5% and parts and components of such machines from nil to 2.5%
- g. In case of certain auto products duties raised from 7.5%/10% to 15%
- h. For screws and nuts, BCD increased from 10% to 15%
- i. Compressors BCD increased from 12.5% to 15%
- j. Insulated cables and wires BCD increased from 7.5% to 10%
- k. Solar inverters from 5% to 20%
- l. Solar lanterns or solar lamps from 5% to 15%

Other schemes that may impact the engineering value chain are —

- m. Voluntary Vehicle Scrappage Policy Scheme: Under the Scheme, personal and commercial vehicles will have to undergo fitness tests after 20 years and 15 years respectively to pave the way for phase out of old and polluting vehicles. This will boost the sales of the automobile industry.
- n. Interest Equalization Scheme for Labour intensive and MSME Sector: Allocation of Rs 1900 crore (which is less than the BE of 2021). This will help in the lowering Rupee Export Credit for Exporters.

## **C. FTP related**

### **• RODTEP**

Following the withdrawal of MEIS, the RODTEP scheme was implemented on January 1st, 2021. While the final rates are yet to be announced by the Committee under the chairmanship of Dr. G K Pillai, the government decided on a crediting a provisional rate of 0.5%. While EEPC welcomed the implementation of the scheme, it also raised the following points – for engineering product the minimum RODTEP rate should be 2%. EEPC also suggested that for continuity of Scheme of Supply of steel at Export parity price, exports against ARO should be eligible for RODTEP as it is indigenously produced Raw material and has elements of Duties and Taxes which are refunded through RODTEP. Further, EEPC India also requested to use the benefit of RODTEP for payment of IGST apart from only Import duty.

- **Inclusion of SEZ and EOU under the RoDTEP Scheme (Remission of Duties or Taxes on Export Products) to entail cost-competitiveness for Indian exports**

EEPC India whole heartedly welcomed the Finance Ministry's announcement for implementation of RoDTEP Scheme and extending benefit to all export goods w.e.f. 1st January, 2021. However, there was an uncertainty arising for SEZs and EOUs that exports from these units will not be eligible to avail the benefit of RoDTEP Scheme. The current modifications made in the online mechanism for accepting and processing RoDTEP claims provides no provision for SEZs and EOUs for availing the benefit of the RoDTEP Scheme and not able to file for claiming RoDTEP in the shipping bill or bill of export. EEPC India requested the government for inclusion of SEZs and EOUs under the RoDTEP Scheme, and extending the RoDTEP rates to the exports made from these units as are applicable for domestic units.

- **EPCG and Advance Authorisation**

With respect to EPCG and Advance Authorization cases, there should be a settlement scheme like the Sabka Vikas scheme for Excise and Service Tax. In the case EPCG and Advance Authorization, the Settlement scheme should allow only the waiver of interest and penalty while the exporter would fulfil the entire duty liability

- **Interest Equalization**

As the Union Budget 2021-22 has provided for Rs.1900 crores, EEPC India requested the government to extend the interest equalization with effect from April 01, 2021 at the earliest

- **MEIS**

The MEIS benefit of over Rs.35000 crores for 2019-20 and April-December 2020 should be kindly released at the earliest. Further the government also should provide some clarity as to whether the RODTEP rates once announced will be applicable on the exports made between January 2020 and March 2020.

- **Request for Export credit at Repo Rate plus 2.2 percent**

On 26th May 2020, under the Chairmanship of the Honourable CIM a VC meeting was held as a follow-up action of the ROD. EEPC India raised the following issues in the meeting.

- (i) The Nirvik Scheme has been notified. The need now is for the RBI to issue a Circular to the Banks for providing for the Repo Rate plus 2.2 percent for pre— & post shipment interest charges.
- (ii) Waiver of Penal Interest rates being charged by the Banks for delayed receipt of the overseas payments during this Covid period.
- (iii) Problems of Risky Exporters & delays in Drawback/ IGST Refunds (not strictly a banking issue but pertains to the Finance Ministry).

#### **D. Steel at export parity price**

EEPC India welcomed the Steel at Export Parity Price scheme. It was also suggested that the steel companies who supply steel at the Export Parity Price should be given all the benefits under the Export Parity Price scheme as they get for physical exports. Further, the DGFT should provide the Export Parity Price based on DGC&IS FOB data for all the four products (HRC/ CRC/Wire Rods/Bars) at present. In addition, all major steel producers should be included in the Export Parity Price scheme as currently only 6 (six) primary steel producers are under the scheme. It was also suggested that apart from the four above mentioned products other steel products like billets which are used by the MSME sector should be covered under the Export Parity Scheme.



#### **E. Coal Import Monitoring Scheme**

DGFT via Notification No 49/2015-2020 dated 22nd December 2020 intimated the implementation of Coal Import Monitoring Scheme for February 1st, 2021. The notification further mentioned that the facility for online registration for the same would start from December 31st, 2020. However, EEPC India has received member feedback that the registration facility has not been activated. Furthermore the members have also requested shortening of the registration time to 5 days. EEPC India had conveyed the same to the Government.

#### **F. Enhancing Exports of Automobiles from India**

EEPC India had provided its recommendations to the ministry on enhancing exports of automobiles from India. EEPC had suggested several countries and regions with untapped potential for Indian automobile where exports can be increased substantially through negotiation of FTAs or PTAs.

#### **G. Certificate of Origin**

The DGFT launched a common digital platform for issuing non preferential certificate of origin (CoO). According to a recent Trade Notice No 42/2020-21 dated 19th February 2021, DGFT would issue online CoOs w.e.f 01/04/2021 as per the provisions of para 2.108 of Handbook and Procedure.

#### **H. EU Safeguard on certain Cast Iron Articles**

The European Union (EU) introduced steel safeguard measures on 26 product categories in July 2018 for a period of three years after the U.S. imposed similar tariffs based on national security in March 2018. The safeguard measures were set to expire in June 2021. On January 15, 2021, the European Commission (Commission) received a request by 12 Member States to examine whether the current safeguard measures should be extended. On February 25, 2021, the Commission found the request contains evidence suggesting that the safeguard measures continue to be necessary and constitutes sufficient basis to initiate an investigation. However, from the trade figures it is evident that the EU is no longer incurring serious injury (if it ever did since the original investigation, quod non) and Union Producers are no longer adjusting to third-country steel imports. Additionally the prolongation of the measure should be limited to the minimum possible duration under the EU Safeguard Regulation and by duly justifying the time required for the (wrongly) alleged ongoing adjustment of the Union industry.

Accordingly exporting members of EEPC has requested the government to take up matters with the commission. It is suggested that Indian exports (especially SS Bar & SS Wire rods) should not have been included in the safeguard measures imposed, or at least, that the quantitative duty-free quotas should be considerably larger in view of the Union's increased consumption and upward pressure on prices, a consequence of increased demand and shortage of supply.

#### **I. EU AD investigation on certain Cast Iron Articles exported from India**

The European Commission received a petition for initiating anti-dumping investigation on certain cast iron articles exported from India. EEPC India had discussed with the concerned members and took the issue forward.

#### **J. Argentina's AD investigation on Ball Bearings exported from India**

We were intimated by one of our member exporters that Argentina has declared an AD investigation over Indian "Ball bearings, radial, single row ball, with an outer diameter greater than or equal to 30 mm but less than or equal to 120 mm, and of more than 0.025 kg / unit, except: types such as RST and extended inner ring. EEPC India had intimated its concerned members.

**K. Listing of Indian Products under the Child Labour and Forced Labour by U.S. Dept of Labour**

A meeting between officials of EOI, Washington D C and Bureau of International labor Affairs, U.S. Dept, of Labor's was held on 31st July, 2020 in Washington D C USA. The US side while reiterating the set process for removing any item from the list, agreed that products having dated references or less than 10 references such as Locks could be worked up to lead to their removal from the list.

In this regard, the US DoL officials agreed for holding virtual meetings with relevant stakeholders in India. The US side would be providing a tentative list of the stakeholders that they would like to meet during these virtual meeting. EEPC India had examined the issue in consultation with the industry to prepare for the proposed meetings with their relevant documents.

**L. Risky Exporter alert**

Some of the leading member exporters engaged in the manufacturing of engineering goods had been under immense financial crunch in respect of pending refunds (Duty drawback & IGST) on account of being classified as risky exporters from the past more than a year making it difficult for them to sustain their businesses. EEPC India had taken up the issue with DOC several times to help its members.

## SESSIONS BY REGIONAL / SUB- REGIONAL OFFICES

(Inclusive of the e-sessions mentioned earlier)

Few physical meetings were done during the fiscal 2020-21 and those are all present in the tables below.

### Details of Seminars / Meetings / Conferences /Technology Meet / Capacity Building for Upgradation of Quality – during the year 2020-21

Name of the Office	Event Details	Date	Venue
Western Region	Webinar on Improving Flexibility of Equipment's, Man Power, Space, Communication, Inventory Management	8-Jun-20	Online
Western Region	Webinar on Improving of efficiency of Equipment and Man Power	9-Jun-20	Online
Western Region	Webinar on Improving Overall Efficiency through theory of Constraints	10-Jun-20	Online
Western Region	First Meeting of District Level Export Promotion Committee	7-Jul-20	District Collector Office, Ahmedabad
Western Region	Webinar on Avoid Frauds in International Trade	10-Jul-20	Online
Western Region	New Members Meet	24-Jul-20	Online
Western Region	Webinar on How to Find out Export Opportunities for Tradable Products	21-Aug-20	Online
Western Region	Webinar on Boosting Exports of Defense Items through SMEs sector in India	28-Aug-20	Online
Western Region	Meeting of Committee on Quality Complain & Trade Disputes (CQCTD) at DGFT Office, Ahmedabad	4-Sep-20	DGFT Office, Ahmedabad
Western Region	Online New Members Meet	18-Sep-20	Online
Western Region	District Export Committee Meeting	13-Oct-20	Collector Office, Gandhinagar
Western Region	Webinar on 7 STEPS STRATEGY TO BOOST YOUR BUSINESS	16-Oct-20	Online
Western Region	Webinar on HOW TO DIVERSIFY IN EXPORTS	6-Nov-20	Online
Western Region	Swachhta Pakhwada Campaign	1-15 November 2020	SRO, Ahmedabad
Western Region	Meeting on Quality Complaint & Trade Disputes (CQCTD) with DGFT	12-Nov-20	DGFT Office, Ahmedabad
Western Region	New Members Meet	27-Nov-20	Online
Western Region	Web conference new revamped DGFT online environment with DGFT officials	3-Dec-20	Online

Name of the Office	Event Details	Date	Venue
Western Region	Webinar on EXPLORING EXPORT AVENUES WITH DIGITIZED MAGNET	11-Dec-20	Online
Western Region	Interactive meeting of DGFT Ahmedabad with EPCs	5-Jan-21	Online
Western Region	Webinar on Risk & Logistics Management in Engineering Exports	20-Jan-21	Online
Western Region	Webinar on Anti-Dumping Duties & Trade Remedies jointly with MSME Development Institute, Ahmedabad	22-Jan-21	Online
Western Region	New Members Meet	26-Feb-21	Online
Western Region	Meeting at District Export Hub Programme and Export Awareness organized by DGFT at Ahmedabad	12-Mar-21	FIEO Office, Ahmedabad
Western Region	Webinar on How to start Export Business	19-Mar-21	Online
Western Region	Vadodara District Export Awareness Seminar under 'Azadi Ka Amrut Mahotsav' organized by DGFT, Vadodara	22-Mar-21	DGFT Office, Vadodara
Southern Region	Interaction of Southern Region members with Chairman, EEPC India on support solicited by government	10-Apr-20	Online
Southern Region	Preparations for restarting the factories during Covid 19	25-Apr-20	Online
Southern Region	EXIM Procedures -Covid 19	29-Apr-20	Online
Southern Region	Interactive Session on new norms adopted at customs and port for the movement of Export and Import Cargo During Covid 19	7-May-20	Online
Southern Region	Waste Management at factory premises during Covid-19	22-May-20	Online
Southern Region	Regional Committee Meeting	25-May-20	Online
Southern Region	E-session on GST and Customs initiatives @ Covid 19	26-May-20	Online
Southern Region	Webinar on Vendor Development and Sourcing Procedures by Defence PSUs	10-Jun-20	Online
Southern Region	Thought Leadership Programme on Strengthening Exports	15-Jun-20	Online
Southern Region	Engineering Export Opportunities Post Covid -19	23-Jun-20	Online
Southern Region	Country wise & Product wise Quality certifications & Procedures	24-Jun-20	Online
Southern Region	Sourcing Opportunities for MSME's in India	2-Jul-20	Online
Southern Region	Interactive Session on Recent Initiatives of the customs & Container Corporation of India To support Trade	9-Jul-20	Online
Southern Region	Internet & Digital Marketing Concepts- Session 1	16-Jul-20	Online
Southern Region	Internet & Digital Marketing Concepts- Session 2	17-Jul-20	Online
Southern Region	EV & Fuel Cells -The future of Automotive Industry & Benefits For MSMEs in India	25-Jul-20	Online
Southern Region	Export Awareness Program in association with Export Promotion Centre	3-Aug-20	Online
Southern Region	Adopting Global Quality systems in Msmes For Export Market Reach	6-Aug-20	Online
Southern Region	Insights of Strategy Planning & Search Engine Optimization under Digital Marketing -Session 1	11-Aug-20	Online



Name of the Office	Event Details	Date	Venue
Southern Region	Insights of Strategy Planning & Search Engine Optimization under Digital Marketing -Session 2	12-Aug-20	Online
Southern Region	Interactive Session with DGFT	19-Aug-20	Online
Southern Region	Doing Business With USA	27-Aug-20	Online
Southern Region	"GEMBA WALK - A Lean Management Philosophy"	28-Aug-20	Online
Southern Region	"Advantages of Bonded Manufacturing & AEO"	3-Sep-20	Online
Southern Region	Supply Chain - Emerging Opportunities in Europe Post Covid-19	18-Sep-20	Online
Southern Region	Scope and Opportunities in Industrial Instrumentation Systems	22-Sep-20	Online
Southern Region	Interactive E - Session with DGFT-Coimbatore	28-Oct-20	Online
Southern Region	Web Conference on Anti-Dumping Duties, Trade Remedies and Export Promotion Measures for Strengthening MSME Ecosystem	19-Nov-20	Online
Southern Region	Indigenization at HAL & Opportunities for MSMEs	27-Nov-20	Online
Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	4-Nov-20	Online
Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	4-Nov-20	Online
Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	10-Nov-20	Online
Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	10-Nov-20	Online
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Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	11-Nov-20	Online
Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	13-Nov-20	Online
Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	13-Nov-20	Online
Southern Region	Vendor Development and Sourcing in OFBs	20-Nov-20	Online
Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	24-Nov-20	Online
Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	24-Nov-20	Online
Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	27-Nov-20	Online

Name of the Office	Event Details	Date	Venue
Southern Region	"District Export Promotion Committee (DEPC) Meeting (Chaired by respective Collectors ) "	30-Nov-20	Online
Southern Region	Recent changes in the Customs procedures for Exports and Imports & CAROTAR	3-Dec-20	Online
Southern Region	Virtual Interactive Session with EEPC India Chairman on Foreign Trade Policy	18-Dec-20	Online
Southern Region	Webinar Session on "E-Invoicing and GST Compliances"	20-Jan-21	Online
Southern Region	Regional Committee Meeting	22-Jan-21	Online
Southern Region	Webinar session with SIDBI on the topic "Direct and Indirect Financial Assistance from SIDBI to the MSME's"	27-Jan-21	Online
Southern Region	"Panel/Sub-Committee Meetings organised Pumps – all types of panel"	9-Feb-21	Online
Southern Region	Webinar on Exploring Overseas Markets	26-Feb-21	Online
Southern Region	Chapter Conveners & Deputy Conveners Meeting from EEPC India Southern Region	19-Mar-21	Online
Northern Region	Webinar on "How do we prepare post lock down& prepare for future – biz strategy for supply chain & logistics"	8-Apr-20	Online
Northern Region	Managing Risks in Foreign Trade Supply Chain in VUCA Times (Covid-19)	15-Apr-20	Online
Northern Region	Recent Amendment in GST-Relief to taxpayers	17-Apr-20	Online
Northern Region	"Export-Import Policy and related changes amid Lockdown: Reliefs, Challenges and Opportunities "	26-Apr-20	Online
Northern Region	Webinar on Unlocking Solutions to Business Strategy & Funding	15-May-20	Online
Northern Region	Webinar on "Robot operations & Applications in Manufacturing Process	12-Jun-20	Online
Northern Region	Export of Health, Medical & Surgical Equipment to the Middle East	16-Jun-20	Online
Northern Region	Webinar on "Gateway of exporting Oil and Gas related engineering equipment to GCC	2-Jul-20	Online
Northern Region	Interactive Session For Industry On Recent Amendment & Scheme of DGFT	15-Jul-20	Online
Northern Region	Webinar on Oil & Gas industry with Middle East Govt department and traders	16-Jul-20	Online
Northern Region	Business opportunities for India and France in Engineering Industry	12-Aug-20	Online
Northern Region	Financial Restructuring of MSMEs for Reviving Business	19-Aug-20	Online
Northern Region	Interest and Penalty in GST, E-invoicing tips, Refund problems and way forward, What is Red Flag Alert, Face Less Assessment – IT, Interactive Session : Question Answer	29-Aug-20	Online

Name of the Office	Event Details	Date	Venue
Northern Region	Agriculture Machinery & equipment - This meeting was chaired by Mr. Tushar Jain - Panel Convener (Agriculture Machinery & Equipments), He expressed satisfaction on seeing the growth of the Agri Machinery segment and this was the only sector which was exporting even in the lockdown. Mr. Tushar Jain introduced FarmMech virtual exhibition to all the members and asked them to participate and take the benefit of meeting buyers from home.	12-Sep-20	Online
Northern Region	Virtual Open House Session to discuss the current bottlenecks created by the Pandemic and how diligently the Government is offering solutions to bolster the production and trade	12-Sep-20	Online
Northern Region	Interactive Session on Incoterms	18-Sep-20	Online
Northern Region	Export Awareness Program & International B2B Opportunities	25-Sep-20	Online
Northern Region	Interactive Session With Uttar Pradesh Government regarding export benefit	14-Oct-20	Online
Northern Region	Handtool Panel - This meeting was chaired by Mr. Ajay Goswami - Hand tool Panel Convener, Members discussed the problem of stuck containers at the port of Ludhiana at that time and trying to find the solution to resolve it and also discussed the future participation in Klon fair in Germany for 2021.	15-Oct-20	Online
Northern Region	A Glimpse of Export Incentives and Schemes for Exports, TCS on sales of Goods under Income Tax Act, Export benefits, E-Invoice, Recent developments in Export and Imports, Recent changes in GST	16-Oct-20	Online
Northern Region	Webinar : Overview on Export Documentation & Procedures	27-Oct-20	Online
Northern Region	Interactive Training And Awareness Session with Members Along With Oman Expo Officials And UP Government Officials - For Access Middle East B2B	23-Nov-20	Online
Northern Region	Two days Training Session on Export procedures and documentations	20 & 21-Jan-21	Online
Northern Region	Marketing for Indian Railway Sourcing Week in Haryana	28-Jan-21	Online
Northern Region	A webinar for Haryana Government for Indian Railway Sourcing Week	5-Feb-21	Online
Northern Region	Webinar on "Government Scheme and Low Cost Funding For Export Financing Of MSME" with Yes bank	11-Feb-21	Online
Northern Region	Special industry meet with MD, DSIIDC	17-Feb-21	New Delhi
Northern Region	New Members Meet	4-Mar-21	Online
Northern Region	"Things Every Exporter Should Know"	24-Mar-21	Online
Eastern Region	Regional Committee Meeting of EEPC India	15-Apr-20	Online
Eastern Region	Webinar on Restoring Exports - Roles & Provisions by Facilitating Agencies in combating COVID 19	25-Apr-20	Online
Eastern Region	Webinar on Forex Market Outlook and Export Finance	28-Apr-20	Online

Name of the Office	Event Details	Date	Venue
Eastern Region	Online Programme on International Trade Prospects in the changing landscape with the advent of COVID-19	4-May-20	Online
Eastern Region	Online Programme on Transformation in the current International Financial Scenario	4-May-20	Online
Eastern Region	Online Programme on Paradigm shift in International Marketing Strategies in the new scenario of COVID19	8-May-20	Online
Eastern Region	Online Programme on International Logistics and Supply Chain Management in the new scheme of things	11-May-20	Online
Eastern Region	"Webinar with Mr Vinit Kumar, IRSEE, Chairman, Kolkata Port Trust "	12-May-20	Online
Eastern Region	MSME Preparation and Financial Crisis Management : A Capital Market Perspective	14-May-20	Online
Eastern Region	Webinar on Contracts and Force Majeure @ COVID-19	16-May-20	Online
Eastern Region	E - Session on CBIC Initiatives @ COVID 19	19-May-20	Online
Eastern Region	Meeting with Shipping Lines and Eastern Regional Committee Members of EEPC India	17-Jun-20	Online
Eastern Region	Joint Meeting of the Panel 20 & 21 in Kolkata	20-Jun-20	Online
Eastern Region	Webinar on "Outlook on MSME Financial Performance and Credit Growth"	22-Jun-20	Online
Eastern Region	E -Training on DIGITAL MARKETING - Step-by-Step Approach	26-Jun-20	Online
Eastern Region	Webinar on Key Success Factors for MSME Grading / Ratings	7-Aug-20	Online
Eastern Region	Review Meeting on Eastern Region activities	19-Aug-20	Online
Eastern Region	Webinar on "FX-Retail: A New Forex Trading Platform - an Initiative by RBI"	26-Aug-20	Online
Eastern Region	E Session on Preparing RoDTEP Calculations on Zoom	28-Aug-20	Online
Eastern Region	Briefing Session on the upcoming virtual exhibitions organised by EEPC India	2-Sep-20	Online
Eastern Region	Webinar on "Preparedness for Departmental GST Audit"	5-Sep-20	Online
Eastern Region	"Virtual Business Meet with Mozambique : Fostering Indo - Mozambique Cooperation in Engineering Goods followed by B2B	9-Sep-20	Online
Eastern Region	Review Meeting with Eastern Regional Chairman, Chapter Conveners & Co-Conveners on Regional & Chapter Activities	11-Sep-20	Online
Eastern Region	Online Training Programme on Management of International Trade Payments	19-Sep-20	Online



Name of the Office	Event Details	Date	Venue
Eastern Region	Webinar on Managing currency risk beyond pandemic times and debt syndication	24-Sep-20	Online
Eastern Region	Virtual Meeting of Committee on Quality Complain And Trade Dispute by DGFT Kolkata	30-Sep-20	Online
Eastern Region	Trade Facilitation Committee Meeting called by Pr. Commissioner of Customs, Airport Cargo Complex	30-Sep-20	Online
Eastern Region	Virtual Meeting of Committee on Quality Complain And Trade Dispute by DGFT Kolkata	9-Oct-20	Online
Eastern Region	Virtual Awareness Session on "Labour Codes 2020 - Understanding Consequences and Transformation of Compliance"	13-Oct-20	Online
Eastern Region	Interactive Session on "Export Friendly Ecosystem in Odisha"	15-Oct-20	Online
Eastern Region	Virtual Business Meeting on "Enhancing Indo - Botswana Trade in Engineering Products"	20-Oct-20	Online
Eastern Region	TFC Meeting by Kolkata Customs	29-Oct-20	Online
Eastern Region	Meeting with the Shipping Lines in Kolkata	3-Nov-20	Online
Eastern Region	Virtual Interactive Session with Shri Amit Yadav, IAS, Director General, DGFT	4-Nov-20	Online
Eastern Region	Awareness Session on "CAROTAR 2020 - Customs (Administration of Rules of Origin Under Trade Agreements ) Rules 2020"	11-Nov-20	Online
Eastern Region	Webinar on 'Engineering Exports to America - the Expanding Horizon'	27-Nov-20	Online
Eastern Region	Launch of e-learning platform by Eastern Region Office	2-Dec-20	Online
Eastern Region	Virtual Business Meeting on "Fostering Indo - South Africa Trade in Engineering Products"	8-Dec-20	Online
Eastern Region	"Webinar on Anti-Dumping & other Trade Remedies "	15-Dec-20	Online
Eastern Region	Round Table on New Foreign Trade Policy - Inputs and Suggestions invited	24-Dec-20	Online
Eastern Region	Meeting called by DGFT, Kolkata inviting inputs for New Foreign Trade Policy	28-Dec-20	Online
Eastern Region	Webinar on "Import substitution & Anti-Dumping / Trade remedies for MSME" organised by MSME Testing Centre, Kolkata	29-Dec-20	Online
Eastern Region	Joint Meeting of the Panel 20 & 21	30-Dec-20	Online
Eastern Region	Webinar on Quarterly Return Filing and Monthly Payment of Taxes (QRMP) Scheme under GST	13-Jan-21	Online
Eastern Region	EEPC INDIA - EDELWEISS - Webinar : Can Currency as an asset class generate returns too?	22-Jan-21	Online

Name of the Office	Event Details	Date	Venue
Eastern Region	Union Budget 2021 – 22: Post Budget Discussion With E&Y Tax Experts	1-Feb-21	Online
Eastern Region	Meeting with Shri Rajiva Sinha, Chairman, WBIDC, Govt. of West Bengal	1-Feb-21	Online
Eastern Region	Virtual Meeting with All Chapter Conveners and Dy. Conveners	5-Feb-21	Online
Eastern Region	Bengal Business Conclave & Synergy 2021	8-Feb-21	Online
Eastern Region	Virtual Meeting with Shipping Lines in Kolkata	10-Feb-21	Online
Eastern Region	Online Training Programme on EXIM Logistics and Incoterms®	18-Feb-21	Online
Eastern Region	e-Session on Union Budget 2021 -22 : Capital Goods Sector Making India Aatmanirbhar	22-Feb-21	Online
Eastern Region	Webinar on In-Bond Manufacturing Under Customs Act 1962	4-Mar-21	Online
Eastern Region	Round Table Discussion on International Women's Day	8-Mar-21	Online
Eastern Region	Meeting on Initiation of Antidumping Investigation on Certain Cast Iron Articles	23-Mar-21	Online

## WORKING COMMITTEE

Sl. No.	Name of Members	Address	Name of the Panel
1.	K. Manickam Proprietor	M/s. Minimelt Engineers (India) No. 115, M.S.R. Nagar Chikka Maranahalli New Bel Road Bangalore 560 054	Renewable Energy Equipment.
2.	Pankaj Bajaj Managing Director	M/s. Bajaj Industries Pvt Ltd P/16 Sahitya Parishad Street Kolkata 700 006	Heavy Industries – Industrial Machinery for Paper, Cement, Chemicals and Textiles.
3.	Anoop Marwaha Partner	M/s. Marslon Industries 9-10-11 Neelam Bldg. (Ground Floor) 108, R. G. Thadani Road, Worli Mumbai 400 018	Food Processing Machinery.
4.	Tushar Jain General Manager	M/s. Basant International B-38, Industrial Development Colony Jalandhar 144 008	Agricultural Machinery
5.	Gireeshan Amban Nelliath Director	M/s. Avon Seals Private Limited G-2, Ambattur Indl. Estate Chennai 600 058	Other Industrial Machinery
6.	Pradeep Kumar Aggarwal	M/s. Spark Engineering Pvt. Ltd. 40/1, Site - IV, Sahibabad Industrial Area, Ghaziabad - 201 010. (U. P.)	Bicycles Parts and similar Products
7.	Amrit G. Jalavadia Partner	M/s. Sensitive Industries 1 Umakant Pandit Udhog Nagar MAVDI Plot Rajkot – 360 004, Gujarat	Internal Combustion Engines
8.	C D Shah Director	M/s. Nylex Traders B-804, 02, Near Minerva Industrial Estate Opp. Asha Nagar, Mulund (W) Mumbai – 400 080	Electrical Machinery

Sl. No.	Name of Members	Address	Name of the Panel
9	Pankaj Chadha Partner	M/s. Jyoti Steel Industries Opp. Gaiety Galaxy Cinema Kakad Bhavan (4th floor) 30th Road, Bandra (W) Mumbai 400050	Iron and Steel
10	Binod Kumar Sarda	M/s. Sarda Magnetics Pvt. Ltd. S-7/1, Kasba Industrial Estate Kolkata 700 107	Machine Tools
11	Ajay Kumar Partner	M/s. Ajay Manufacturing Company 1071, Urban Estate, Phase - 1 Jalandhar 144 001	Hand Tools
12	Arun Kumar Garodia Managing Director	M/s. Corona Steel Industry Pvt. Ltd. P-34, India Exchange Place Shah House (3rd floor) Kolkata – 700 001	Fabricated Steel Structures including Transmission Line Towers
13	Nikhil Nevatia Executive Director	M/s. Nevatia Steel & Alloys Pvt. Ltd. 904, 9th Floor, Lodha Supremus Dr. E Moses Road, Worli Mumbai 400 018	Steel Wire, Wire Products and Cables
14	L. P. Gupta Managing Director	M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani Kumarpur, Asansol – 713 304 West Bengal	Bright Bars and Other Misc. Products
15	Girish Kumar Madhogaria	M/s. NIF Ispat Limited P-260, Beneras Road Howrah 711 108	Sanitary Castings including Builders Hardware
16	Ravi Sehgal Managing Director	M/s. Carnation Industries Ltd. 222, A.J.C. Bose Road 1st Floor, Room No. 4 & 5 Kolkata 700 017	Ferrous Industrial Castings
17	Yuvraj Malhotra CMD	M/s. Hilton Metal Forging Ltd. 204, Tanisqua Commercial Building Akurli Industrial Estate Next to Growel Mall Kandivali East Mumbai 400 101	Steel Forgings – all types.
18	Vikram Jhunjunwala Chairman & Managing Director	M/s. Century Extrusions Ltd 113, Park Street Block-N, 2nd Floor Kolkata 700 016	Aluminium and Products (other than Castings)



Sl. No.	Name of Members	Address	Name of the Panel
19	Ramesh Kr. Maheshwari Chairman	M/s. Leadstone Energy Ltd. 19, R.N Mukherjee Road 1st Floor, Kolkata 700 001	Other Non-Ferrous Metals & Manufactures thereof (Other than Aluminium)
20	K. S. Mani Proprietor	M/s. Atlas Machine Tools "Atlas House" 14/568 (1) Kunnathurmedu Palakkad – 678013, Kerala	Design, Technical and Consultancy Services
21	Kamna Raj Aggarwalla Partner (Director Marketing)	M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004	Fasteners - all types
22	Mahesh Desai MD & CEO	M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1056/ A&B, Industrial Area, Azamabad Hyderabad 500 020 (A.P.)	Pumps - all types.
23	P. K. Shah Director	M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Project Exports
24	Rakesh Shah Partner	M/s. Nipha Enterprises LLP 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Construction and Earthmoving Machinery
25	Dilip Kumar Rajgarhia Director	M/s. Shree GR Export Pvt. Ltd 2A Pretoria Street, Kolkata 700071	Mica and other Mineral Products
26	Krishanlal Dhingra Managing Director	M/s. Snowdrop Engineering Pvt. Ltd. C/1-51, 18C, Elco Arcade 46, Hill Road, Bandra West Mumbai 400 050	Small & Cutting Tools
27	Tarvinder Singh Bhasin Partner	M/s. Bharat Parabolic Springs Pvt. Ltd. 37, Barrister Nath Pai Marg Cotton Green Mumbai-400033	Office Equipment and Similar Products
28	C. S. Shukla Director	M/s. Paramount Surgimed Ltd 31C, Pocket-B Siddhartha Extension, New Delhi 110 014	Industrial & Scientific Instruments
29	Anupam Shah Director	M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani	Railway and Related Products and Equipment

Sl. No.	Name of Members	Address	Name of the Panel
		Kolkata 700 017	
30	Mahesh Chandra Keyal	M/s. Mortex (India) 1A, East India House 20 British Indian Street Kolkata 700 069	Ferro Alloys.
31	Hitendra B. Bhalaria Managing Director	M/s. Bhalaria Metal Craft Pvt. Ltd. 401, Soni House, 4th Floor 4th Road, 19, Surana Nagar CHS JVPD Scheme Vile Parle (E), Mumbai 400 056	Household and Kitchenware
32	B. D. Agarwal Partner	M/s. Calcutta Export Co. 18, R.N. Mukherjee Road 4th Floor, Kolkata – 700 001	Builders Hardware including Hinges, Door Fittings, Locks, Pad Locks etc. of Base Metal.
33	Rohinton R. Engineer Director	M/s. Industrial Boilers Ltd. 227-228, Vapi Indl. Township, G.I.D.C., Vapi-396 195, Gujarat	Industrial Equipments and Accessories
34	Ratan Singhania Partner	M/s. Pharmachine India 52, Suyog Industrial Estate L.B.S. Marg, Vikhroli (W) Mumbai 400 083	Pharmaceutical Machinery, Medical and Surgical Equipment

#### NOMINEE OF GOVERNMENT OF INDIA

35	Dr. Srikar K. Reddy Joint Secretary	Department of Commerce Ministry of Commerce & Industry Government of India Udyog Bhavan, Room No. 247 New Delhi – 110 011
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#### MEMBER FROM THE SECRETARIAT

36	S. Gupta Executive Director	EEPC India Vandhana Building (4th floor) 11, Tolstoy Marg New Delhi – 110 001
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#### SPECIAL INVITEES – PAST CHAIRMEN (Not Otherwise Represented)

37	Ramesh Maheshwari
38	G. D. Shah
39	R. P. Jhalani

**Sl. No. Name of Members**

40	M.C. Shah
41	Aman Chadha

**OTHERS – TERRITORIAL COMMITTEE CHAIRMEN (Not Otherwise Represented)**

42	Mukul Khandelwal	Committee on Trade with GCC Countries
43	Aakash Shah	Committee on Trade with SAARC Countries
44	Om Prakash Agarwal	Committee on Trade with Australia, New Zealand
45	Pritesh C. Shah	Committee on Trade with CIS Countries

## OFFICE BEARERS

<b>Mahesh Desai</b>	Chairman EEPC India	(Contact details given under Sl. No. 22)
<b>Arun Kumar Garodia</b>	Vice Chairman EEPC India	(Contact details given under Sl. No. 12)
<b>Kamna Raj Aggarwalla</b>	Regional Chairperson (NR), EEPC India	(Contact details given under Sl. No. 21)
<b>B. D. Agarwal</b>	Regional Chairman (ER), EEPC India	(Contact details given under Sl. No. 32)
<b>Krishanlal Dhingra</b>	Regional Chairman (WR), EEPC India	(Contact details given under Sl. No. 26)
<b>K. S. Mani</b>	Regional Chairman (SR), EEPC India	(Contact details given under Sl. No. 20)

<b>EASTERN</b>	1. Girish Kumar Madhogaria 2. L. P. Gupta	M/s. NIF Ispat Limited M/s. Eastern Anticorrosives Ltd.	Howrah Asansol	Dy. Regional Chairman Dy. Regional Chairman
<b>NORTHERN</b>	1. Pradeep Kumar Aggarwal 2. Gunit Rana	M/s. Spark Engineering Pvt. Ltd. M/s. Gripwell Forgings & Tools	Ghaziabad Jalandhar	Dy. Regional Chairman Dy. Regional Chairman
<b>SOUTHERN</b>	1. R. Seshagiri 2. D. Narayana Rao	M/s. Gears & Gear Drives Pvt. Ltd. M/s. Volta Impex Pvt. Ltd.	Bengaluru Hyderabad	Dy. Regional Chairman Dy. Regional Chairman
<b>WESTERN</b>	1. Sarabhjit Singh Bhasin 2. Anoop Marwaha	M/s. Styr Exports M/s. Marslon Industries	Mumbai Mumbai	Dy. Regional Chairman Dy. Regional Chairman



## COMMITTEE OF ADMINISTRATION

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<b>Mahesh Desai</b>	Chairman
<b>Arun Kumar Garodia</b>	Vice Chairman
<b>B. D. Agarwal</b>	Regional Chairman (ER)
<b>Kamna Raj Aggarwalla</b>	Regional Chairperson (NR)
<b>Krishanlal Dhingra</b>	Regional Chairman (WR)
<b>K. S. Mani</b>	Regional Chairman (SR)
<b>Anupam Shah</b>	Member
<b>Rakesh Shah</b>	Member
<b>Tarvinder Singh Bhasin</b>	Member
<b>Dr. Srikar K. Reddy</b>	Government Nominee
<b>P. K. Shah</b>	Special Invitee
<b>Aman Chadha</b>	Special Invitee
<b>Ravi Sehgal</b>	Immediate Past Chairman

# INDEPENDENT AUDITORS' REPORT & ACCOUNTS

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## Opinion

We have audited the accompanying financial statements of EEPC INDIA (Company Limited by Guarantee) ("the Council") which comprise the Balance Sheet as at March 31, 2021, the Statement of Income & Expenditure and the Cash Flow Statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid financial statements give the information required by the Companies Act, 2013 ('Act') in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Council as at March 31, 2021, its surplus and Cash Flows for the year ended on that date.

## Basis for Opinion

We conducted our audit in accordance with the standards on auditing specified under section 143 (10) of the Companies Act, 2013. Our responsibilities under those Standards are further described in the auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the council in accordance with the code of ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the code of ethics.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Reporting of key audit matters as per SA 701, Key Audit Matters are not applicable to the Council as it is an unlisted company.

## Information other than the financial statements and Auditors' Report thereon

The Council's Working Committee is responsible for the preparation of the other information. The other information comprises the information included in the Report of the Working Committee including Annexures to the Working Committee's Report but does not include the financial statements and our Auditors' Report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the standalone financial statements or our knowledge obtained during the course of our audit or otherwise appears to be materially mis-stated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### **Responsibilities of Management and those charged with Governance for the Financial Statements**

The Council's Working Committee is responsible for the matters stated in section 134(5) of the Companies Act, 2013 ("the Act") with respect to the preparation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Council in accordance with the accounting principles generally accepted in India, including the accounting standards specified under section 133 of the Act. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Council and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statement that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Council's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Council or to cease operations, or has no realistic alternative but to do so.

The Council's Working Committee is also responsible for overseeing the Council's financial reporting process.

### **Auditors' Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an Auditors' Report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under section 143(3)(i) of the Companies Act, 2013, we are also responsible for expressing our opinion on whether the Council has adequate internal financial controls system in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Council's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our Auditors' Report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our Auditors' Report. However, future events or conditions may cause the Council to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

## Report on Other Legal and Regulatory Requirements

1. This report does not include a statement on the matters specified in paragraph 3 and 4 of the Companies (Auditor's Report) Order, 2016, issued by the Central Government of India in terms of sub-section (11) of section 143 of the Companies Act, 2013, since in our opinion and according to the information and explanation given to us, the said order is not applicable to the Council, which is a Company licensed to operate under section 25 of the Companies Act, 1956.
2. As required by section 143 (3) of the Act, we report that:
  - a) We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;
  - b) In our opinion, proper books of account as required by law have been kept by the Council so far as appears from our examination of those books;
  - c) The Balance Sheet, the Statement of Income and Expenditure and the Cash Flow statement dealt with by this Report are in agreement with the books of account;
  - d) In our opinion, the aforesaid financial statements comply with the Accounting Standards specified under section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014;
  - e) As reported to us, we report that none of the members of the Working Committee is disqualified as on 31st March, 2021 from being appointed as a member of the Working Committee in terms of section 164(2) of the Companies Act, 2013;
  - f) With respect to the adequacy of the internal financial controls over financial reporting of the Council and the operating effectiveness of such controls, refer to our separate report in **Annexure - A**; and
  - g) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit & Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
    - i) The Council does not have any pending litigations which would impact its financial position.
    - ii) The Council did not have any such long-term contracts including derivatives contracts for which there were any material foreseeable losses.
    - iii) There were no amounts which required to be transferred to the Investor Education and Protection Fund by the Council.

Place: Kolkata  
Date: 31 August 2021

Diamond Heritage, Unit No. H605A  
6th Floor, 16 Strand Road, Kolkata 700001

For **RANJIT JAIN & CO.**  
Chartered Accountants  
FRN:322505E  
**(RANJIT JAIN)**  
PARTNER

Mem. No. 056597  
UDIN: 21056597AAAACJ4635



## **ANNEXURE-A TO THE AUDITORS' REPORT**

### **Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act")**

We have audited the internal financial controls over financial reporting of EEPC INDIA (Company Limited by Guarantee) ("the Council") as of 31st March, 2021 in conjunction with our audit of the financial statements of the Council for the year ended on that date.

#### **Management's Responsibility for Internal Financial Controls**

The Council's management is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Council considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls over Financial Reporting issued by the Institute of Chartered Accountants of India ('ICAI'). These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to Council's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013.

#### **Auditors' Responsibility**

Our responsibility is to express an opinion on the Council's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls over Financial Reporting (the "Guidance Note") and the Standards on Auditing, issued by ICAI and deemed to be prescribed under section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls, both applicable to an audit of Internal Financial Controls and, both issued by the Institute of Chartered Accountants of India. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. The procedures selected depend on the Auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Council's internal financial controls system over financial reporting.

#### **Meaning of Internal Financial Controls over Financial Reporting**

A Council's internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A Council's internal financial control over financial reporting includes those policies and procedures that –

- (1) Pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the Council;
- (2) Provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the Council are being made only in accordance with authorisations of management and Working Committee of the Council; and
- (3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the Council's assets that could have a material effect on the financial statements.

### **Inherent Limitations of Internal Financial Controls over Financial Reporting**

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

### **Opinion**

In our opinion, the Council has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at 31 March, 2021, based on the internal control over financial reporting criteria established by the Council considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

Place: Kolkata

Date: 31 August, 2021

For **RANJIT JAIN & CO.**

Chartered Accountants

FRN:322505E

**(RANJIT JAIN)**

Partner

Mem. No. 056597

UDIN : 21056597AAAACJ4635

## BALANCE SHEET

### as at 31st March, 2021

(In ₹)

	Note No.	AS ON 31.03.2021	AS ON 31.03.2020
<b>EQUITY AND LIABILITIES</b>			
<b>Funds</b>			
(a) Reserves & Surplus	2.1	728,050,398	732,310,501
<b>Non-current Liabilities</b>			
(a) Long-term provisions	2.2	75,433,435	81,386,423
<b>Current Liabilities</b>			
(a) Trade Payables			
(i) Total outstanding dues of micro enterprises and small enterprises	2.3	41,521	4,802,498
(ii) Total outstanding dues of creditor other than micro enterprises and small enterprises	2.3	2,443,023	75,942,206
(b) Other Current Liabilities	2.4	25,593,097	62,467,074
(c) Short-term provisions	2.5	4,190,711	8,475,731
<b>TOTAL</b>		<b>835,752,185</b>	<b>965,384,433</b>
<b>ASSETS</b>			
<b>Non-current Assets</b>			
(a) Property, Plant and Equipment			
(i) Tangible Assets	2.6	212,048,337	230,536,637
(b) Long-term Loans & Advances	2.7	7,596,885	8,533,486
(c) Other Non-Current Assets	2.8	16,923,734	-
<b>Current Assets</b>			
(a) Trade Receivables	2.9	10,577,876	47,019,554
(b) Cash & Cash Equivalents	2.10	536,437,380	528,784,103
(c) Short-term Loans & Advances	2.11	25,524,881	49,481,920
(d) Other Current Assets	2.12	26,643,092	101,028,733
<b>TOTAL</b>		<b>835,752,185</b>	<b>965,384,433</b>
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1		
OTHER EXPLANATORY INFORMATION	3		

Signed in terms of our audit report of even date.

Place: Kolkata

Date: 31 August, 2021

For **Ranjit Jain & Co.**  
Chartered Accountants  
FRN 322505E  
( **Ranjit Jain** )  
Partner

Mem. No. 056597

UDIN : 21056597AAAACJ4635

**MAHESH KANTILAL DESAI**

Chairman  
DIN :0001999020

**ARUN KUMAR GARODIA**

Vice Chairman  
DIN :0000011061

**SURANJAN GUPTA**

Executive Director  
DIN :0008156826

**ADHIP MITRA**

AED &amp; Secretary

## STATEMENT OF INCOME AND EXPENDITURE for the year ended 31st March, 2021

			(In ₹)
PARTICULARS	Note No.	2020-2021	2019-2020
<b>INCOME</b>			
Revenue from Operations	2.13	218,813,133	376,406,771
Grant-in-aid from Govt. of India	2.14	2,279,310	244,085,890
Other Income	2.15	56,144,106	39,496,679
<b>Total Revenue</b>		<b>277,236,549</b>	<b>659,989,340</b>
<b>EXPENSES</b>			
Employee benefits expense	2.16	194,117,314	196,706,979
Depreciation & Amortisation	2.17	19,946,044	24,292,810
Other expenses	2.18	61,844,984	431,574,039
<b>Total Expenses</b>		<b>275,908,342</b>	<b>652,573,828</b>
<b>Surplus /(Deficit) for the year</b>		<b>1,328,207</b>	<b>7,415,512</b>

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1
OTHER EXPLANATORY INFORMATION	3

Signed in terms of our audit report of even date.

### MAHESH KANTILAL DESAI

Chairman  
DIN: 0001999020

### ARUN KUMAR GARODIA

Vice Chairman  
DIN: 0000011061

### SURANJAN GUPTA

Executive Director  
DIN: 0008156826

### ADHIP MITRA

AED & Secretary

### For Ranjit Jain & Co.

Chartered Accountants

FRN 322505E

### ( Ranjit Jain )

Partner

Mem No. 056597

UDIN : 21056597AAAACJ4635

Place: Kolkata

Date: 31 August, 2021



## NOTES ON ACCOUNTS

### for the year ended March 31, 2021

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

Particulars	(In ₹)	
	As at 31.03.2021	As at 31.03.2020
<b>NOTE: 2.1: RESERVES &amp; SURPLUS</b>		
<b>General Reserve Fund</b>		
As per last Balance Sheet	165,470,980	165,470,980
(A)	<b>165,470,980</b>	165,470,980
<b>Export Development Fund</b>		
As per last Balance Sheet	194,623,882	185,194,053
Add : Interest on earmarked Investments	-	9,429,829
(B)	<b>194,623,882</b>	194,623,882
<b>Building Fund</b>		
As per last Balance Sheet	287,594,381	287,594,381
Less: Unutilised Fund no longer required transferred to the Statement of Income and Expenditure	5,588,310	-
(C)	<b>282,006,071</b>	287,594,381
<b>Surplus</b>		
As per last Balance Sheet	84,621,258	77,205,746
Add : Transferred from the Statement of Income and Expenditure	1,328,207	7,415,512
Closing Balance	<b>85,949,465</b>	84,621,258
(D)		
<b>Total (A) +(B) +(C)+(D)</b>	<b>728,050,398</b>	732,310,501
<b>NOTE: 2.2: LONG-TERM PROVISIONS</b>		
Staff Gratuity & Leave Encashment	<b>75,433,435</b>	81,386,423
<b>NOTE: 2.3: TRADE PAYABLES</b>		
(i) Total outstanding dues of micro enterprises and small enterprises	41,521	4,802,498
(ii) Total outstanding dues of creditor other than micro enterprises and small enterprises	2,443,023	75,942,206
	<b>2,484,544</b>	80,744,704
<b>NOTE: 2.4: OTHER CURRENT LIABILITIES</b>		
Outstanding Liabilities	8,482,331	10,765,986
GST Payable	8,889,607	6,009,164
Received-in-advance/Refundable to Government	1,050,000	15,192,916
Received-in-advance/Refundable to members/participants	7,171,159	30,499,008
	<b>25,593,097</b>	62,467,074
<b>NOTE: 2.5: SHORT TERM PROVISIONS</b>		
Gratuity	3,720,597	7,875,779
Leave Encashment	470,114	599,952
	<b>4,190,711</b>	8,475,731

## NOTES ON ACCOUNTS

### for the year ended March 31, 2021 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

#### NOTE: 2.6: PROPERTY, PLANT AND EQUIPMENT

(In ₹)

Assets	GROSS BLOCK				DEPRECIATION AND AMORTIZATION				NET BLOCK	
	As on 1.04.2020	Additions During the year	Adjustments on Deduction	As on 31.03.2021	Upto 1.04.2020	Provided for the year	Adjust- ment on Deduction	Up to 31.03.2020	As on 31.03.2021	As on 31.03.2020
<b>TANGIBLES</b>										
Land & Buildings	282,006,071	-	-	282,006,071	86,406,577	9,523,279	-	95,929,856	186,076,215	195,599,494
Furniture & Fixture	33,736,253	-	-	33,736,253	25,591,585	1,943,604	-	27,535,189	6,201,064	8,144,668
Office Equipment	29,113,450	928,521	23,062	30,018,909	27,968,512	564,215	21,909	28,510,818	1,508,091	1,144,938
Electrical Fittings	10,096,417	270,000	-	10,366,416	7,699,584	589,509	-	8,289,093	2,077,323	2,396,833
Motor Cars	6,174,966	-	-	6,174,966	3,823,513	690,726	-	4,514,239	1,660,727	2,351,453
Computers	20,329,752	264,856	89,580	20,505,028	18,521,110	780,452	85,101	19,216,461	1,288,568	1,808,642
Video Conferencing Equipment	9,728,463	-	-	9,728,463	4,632,660	1,324,463	-	5,957,123	3,771,340	5,095,803
Permanent Projection Centre	2,631,180	-	-	2,631,180	2,519,052	29,030	-	2,548,082	83,098	112,128
Technology Centres	24,138,579	-	-	24,138,579	10,255,902	4,500,767	-	14,756,669	9,381,910	13,882,677
<b>TOTAL</b>	<b>417,955,131</b>	<b>1,463,378</b>	<b>112,642</b>	<b>419,305,866</b>	<b>187,418,494</b>	<b>19,946,044</b>	<b>107,010</b>	<b>207,257,528</b>	<b>212,048,337</b>	<b>230,536,637</b>
<b>Previous Year</b>	<b>407,906,471</b>	<b>10,173,790</b>	<b>125,130</b>	<b>417,955,131</b>	<b>163,241,036</b>	<b>24,292,810</b>	<b>115,351</b>	<b>187,418,495</b>	<b>230,536,637</b>	<b>-</b>

(In ₹)

Particulars	As at 31.03.2021	As at 31.03.2020
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#### NOTE: 2.7: LONG-TERM LOANS AND ADVANCES

##### A. Loans and Advances

##### (Secured and considered goods)

Employees towards House Building Advance	5,129,143	6,347,539
Employees towards purchase of Vehicles	447,920	658,769
Employees towards purchase of Computers	-	6,956

##### B. Security Deposits

Security Deposits	2,019,822	1,520,222
	<b>7,596,885</b>	<b>8,533,486</b>

## NOTES ON ACCOUNTS

### for the year ended March 31, 2021 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

Particulars	As at 31.03.2021	(In ₹) As at 31.03.2020
<b>NOTE: 2.8: OTHER NON-CURRENT ASSETS</b>		
Unamortised VRS Expenses	16,923,734	-
<b>NOTE: 2.9: TRADE RECEIVABLES</b>		
<b>(Unsecured and considered goods)</b>		
Receivables from Members/participants	10,577,876	47,019,554
<b>NOTE: 2.10: CASH AND CASH EQUIVALENTS</b>		
<b>A. CASH AND CASH EQUIVALENTS</b>		
Cash in Hand (as certified by the Management including Regional Offices Rs. 27,308/- and Postage Stamps Rs.46,522/-)	73,830	102,110
Bank Balance with Scheduled Banks (including Auto Sweep facilities)		
In Current Accounts	19,954,791	38,252,505
In Savings Account	24,731,429	50,736,984
<b>B. OTHER BANK BALANCES</b>		
In Fixed Deposit Accounts		
Having maturity period of less than 12 months	27,592,417	347,681,423
Having maturity period of more than 12 months	464,084,913	92,011,081
	<b>536,437,380</b>	<b>528,784,103</b>
<b>NOTE: 2.11: SHORT TERM LOANS AND ADVANCES</b>		
Income Tax Refund Receivable	14,460,064	38,603,600
GST Credit Receivable	8,317,363	6,164,562
Advance (including Advance for events)	2,747,454	4,713,758
	<b>25,524,881</b>	<b>49,481,920</b>

## NOTES ON ACCOUNTS

### for the year ended March 31, 2021 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)  
(In ₹)

Particulars	As at 31.03.2021	As at 31.03.2020
<b>NOTE: 2.12: OTHER CURRENT ASSETS</b>		
Units in Franking Machine	176,370	168,327
Govt. Grant Receivable	3,825,000	83,208,062
Interest accrued on Loans & Advances	4,337,886	4,446,294
Interest accrued on Fixed Deposits	18,303,836	13,206,050
	<b>26,643,092</b>	<b>101,028,733</b>
<b>NOTE: 2.13: REVENUE FROM OPERATIONS</b>		
<b>INCOME FROM MEMBERS</b>		
Membership Subscription	193,752,072	165,230,484
Subscription for Panel	7,571,093	6,253,864
Contribution from Participating Members	17,489,968	204,922,423
	<b>218,813,133</b>	<b>376,406,771</b>
<b>NOTE: 2.14: GRANT-IN-AID FROM GOVT. OF INDIA</b>		
For the year	<b>2,279,310</b>	<b>244,085,890</b>
<b>NOTE: 2.15: OTHER INCOME</b>		
Advertisement	767,558	570,170
Other Receipts	5,189,179	3,402,563
Participation/Sponsorship from others	2,634,853	15,602,214
Liabilities no longer required written back	5,859,786	-
Unutilised Building Fund no longer required	5,588,310	-
Interest Income	36,104,420	19,921,732
	<b>56,144,106</b>	<b>39,496,679</b>
<b>NOTE: 2.16: EMPLOYEE BENEFITS EXPENSE</b>		
Salaries, Allowances & Exgratia	161,874,929	164,228,201
Contribution to Provident Fund & Superannuation Fund	11,868,606	12,887,156
Staff Welfare Expenses	10,657,517	11,855,995
Amortisation of VRS Expenses	4,230,934	-
Provision for Gratuity & Leave Encashment	5,485,328	7,735,627
	<b>194,117,314</b>	<b>196,706,979</b>
<b>NOTE: 2.17: DEPRECIATION AND AMORTIZATION</b>		
Depreciation	<b>19,946,044</b>	<b>24,292,810</b>



## NOTES ON ACCOUNTS

### for the year ended March 31, 2021 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)  
(In ₹)

Particulars	2020-2021	2019-2020
<b>NOTE: 2.18: OTHER EXPENSES</b>		
<b>Expenses on Council's Offices</b>		
Rent	5,429,268	5,576,164
Property Tax	1,342,307	1,537,381
Printing & Stationary, Postage & Telegram, Telephone	2,120,930	3,125,023
Building Maintenance incl. Electricity	9,355,346	11,188,367
Travelling & Conveyance Charges	847,915	2,791,738
Motor Car Up-keep	1,201,833	1,078,413
Election Expenses	-	42,729
Audit Fees	600,000	600,000
Internal Auditors' Remuneration	300,000	300,000
Professional Fees	1,073,550	2,094,552
Legal Expenses	1,220,735	3,031,996
Loss on Sale of Assets	-	1,889
Miscellaneous Expenses	9,502,846	9,680,711
<b>Export Promotion Expenses</b>		
Internal Publicity/Subscription to Journals	1,133,713	1,375,480
Seminars/Webinars, Exhibitions, Technology Meet, Chapter Promotion, RBSM in India	4,653,889	95,222,279
Award Function Expenses (Net)	-	4,006,081
Trade Information Division incl. cost of Publications	2,924,642	10,365,652
ISO Series Expenses	220,279	737,041
ERP Maintenance Expenses	1,357,706	927,550
Publications/Websites for use abroad	-	11,159,926
Technology Centres	2,134,294	6,229,611
Strategy Papers	400,000	1,139,943
Exhibitions/BSM abroad including Publicity	16,025,731	259,361,513
<b>TOTAL</b>	<b>61,844,984</b>	<b>431,574,039</b>

## **NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2021 AND STATEMENT OF INCOME & EXPENDITURE FOR THE YEAR ENDED ON THAT DATE.**

### **NOTE-1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

- 1.1. Expenses/Income, especially those relating to specific projects, are accounted for in the year for which budget approval has been granted and not necessarily in the year of incurrence of expenditure. Any payment/receipt on that account is kept under advances/liabilities till the year of budget approval.
- 1.2. Expenditure related to various Code and other specific activities are booked under those functional heads to conform to the budgets approved by the Government of India. As such, expenses shown under various natural heads are not necessarily the total expenditure incurred under these particular heads.
- 1.3. The subscription income from members is not taken into account unless received except in cases where the GST invoice was raised for such subscription.
- 1.4. Items of printing and stationery are charged to Statement of Income & Expenditure of the year in which the same are purchased.
- 1.5. Pursuant to the policy adopted by the management in 1982-83, the expenditure on Publication is directly charged to Income & Expenditure account and no stock of publications at the end of the year is accounted for, as these are considered purely export promotional literature
- 1.6. The interest received/accrued on the earmarked fixed deposits of Export Development Fund with banks has been directly credited to the Export Development Fund.
- 1.7. Provision for Gratuity & Leave Encashment is based on actuarial valuation on the present value of future liability which includes Rs.59,14,213/- being interest on earmarked investments of Gratuity & Leave Encashment fund directly credited to the Provision for Gratuity & Leave Encashment Account.
- 1.8. Till 31.03.2014, the depreciation was being provided under the W.D.V. method at the rates prescribed under schedule XIV of the Companies Act, 1956. From the financial year 2014-15 the depreciation is being provided on the basis of the useful lives of the fixed assets prescribed under Schedule-II of the Companies Act, 2013.
- 1.9. Foreign Currency Transaction:  
Transactions through the foreign currency bank accounts maintained by the Council have been transacted at the standard fixed rates adopted for the year and not at the actual rate prevailing on the date of transaction. The other transactions in foreign currency have been accounted for at the actual rates prevailing on the date of transaction.

### **NOTE-3: OTHER EXPLANATORY INFORMATION**

- 3.1. Every member of the Council other than the Officials of Government undertakes to contribute to the assets of the Council in the event of the same being wound up during the time that he was a member or within one year afterwards, for payment of the debts and liabilities of the Council contracted prior to the date on which he ceases to be a member and the costs, charges and expenses of winding up the same and the adjustment of the right of the contributories among themselves, such amount as may be required not exceeding Rs.1,000/- in the case of Ordinary Members and Rs.50/- in the case of Associate Members.
- 3.2. A sum of Rs. 55,88,310/- has been transferred during the year from the Building Fund Account to the Statement of Income & Expenditure. This Building Fund was created out of the Income of the Council in past years for the purposes of acquiring premises at different places in India for carrying out its export promotional activities. Out of this fund, the aforesaid sum of Rs.55,88,310/- had remained unutilized at the end of the current financial year. Since there is no plan as of now to acquire any new premises, it was decided to transfer this unutilized portion of Building Fund at the year-end to the Statement of Income & Expenditure, as the same was no longer required.
- 3.3. Secured Loans to employees for house building and purchase of vehicles include cases where mortgage/lien could not be created on the year end.
- 3.4. The Council is separately maintaining bank accounts (including deposit accounts) in connection with EEPC Pension Fund, International Price Reimbursement Scheme etc. as a custodian only, which are not forming part of the Council's accounts.
- 3.5.
  - a) The Council is maintaining a Joint Bank Account for making joint payments on behalf of itself and other occupants in relation to the office space acquired in the International Trade Facilitation Centre at Kolkata. As the Council is only acting as a custodian of this bank account, the same does not form part of its accounts.
  - b) The said bank account was opened for the convenience of these occupants in making those payments which are common in nature, such as, premises maintenance expenses, security services, electricity, water supply, lift maintenance etc. The funds required for such expenses are contributed by all these occupants on a mutually agreed basis.
- 3.6. No provision for Income Tax has been made in the accounts as the Council does not expect any liability on this account.
- 3.7. Contribution from participating members as shown in Note 2.12 includes amounts towards exhibitions, publicity, conferences etc.
- 3.8. In the absence of confirmation from the parties, various accounts like Loans & Advances, Deposits, Sundry Creditors etc. remain unconfirmed.
- 3.9. The novel coronavirus (COVID-19) had a very adverse impact on the activities of the Council, which majorly fell under the non-essential category and, thus, were subject to various pandemic related restrictions imposed by the Government. Due to such restrictions, the Council had to carry out most of its export promotional activities during the year in the virtual mode. This had a significant impact on the income of the Council, which is mainly in the form of Grant-in-Aid from the Government of India and contributions from the participating members. Since the situation did not appear to improve in the near future, the Council had to come out with a Voluntary Retirement Scheme for its employees with a view to reduce its substantial recurring cost on account of employee benefits expense. The Council will continue to closely monitor the future impact of this pandemic on its activities and shall take appropriate remedial measures, as and when considered necessary.

**NOTE-3: OTHER EXPLANATORY INFORMATION** (Contd.)

3.10. The benefit of the Voluntary Retirement Scheme (VRS) for Employees is not for just one year, i.e., the current year, but is also in the future years in the form of reduction in recurring cost on account of employee benefits expense. The provisions contained in the Income-tax Act also provides for amortization of the expenditure incurred under the Voluntary Retirement Scheme over a period of five years, apparently for this reason. Therefore, the Council has also decided to amortise its VRS expenditure over a period of five years. Accordingly, the un-amortised portion of VRS expenditure has been treated as asset in the Balance Sheet.

3.11 Previous year's figures have been regrouped/rearranged and nomenclature changed to make them comparable, as far as practicable, with those of current year.

3.12	Earnings in Foreign Exchange :	2020 – 2021
		(In ₹)
	(i) Participation ch. for events	0
		(11749925)

3.13.	Expenditure in Foreign Currency :	
	(i) Exhibitions, Buyer-Seller Meets	30,12,568
		(15243689)
	(ii) Others	0
		(13067373)

\* Notes: Figures in brackets are for previous year.

Place: Kolkata  
Date: 31 August, 2021

For **Ranjit Jain & Co.**  
Chartered Accountants  
FRN 322505E  
**( Ranjit Jain )**  
Partner  
Mem No. 056597  
UDIN :21056597AAAACJ4635

**MAHESH KANTILAL DESAI**  
Chairman  
DIN: 0001999020  
**ARUN KUMAR GARODIA**  
Vice Chairman  
DIN: 0000011061  
**SURANJAN GUPTA**  
Executive Director  
DIN: 0008156826  
**ADHIP MITRA**  
AED & Secretary



**CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2021**

(In ₹)

Particulars	2020 - 2021		2019 - 2020	
CASH FLOW FROM OPERATING ACTIVITIES:				
Surplus/(Deficit) as per Statement of Income & Expenditure		1,328,207		7,415,512
Adjustment for :				
Depreciation	19,946,044		24,292,810	
(Profit)/Loss on Sale of Fixed Assets	(26,137)		1,889	
Un-utilised Building Fund no longer required	(5,588,310)		-	
Interest on Fixed Deposits	(26,006,304)		(13,364,217)	
		(11,674,707)		10,930,482
Operating Profit before Working Capital Changes		(10,346,500)		18,345,994
Adjustments for :				
(Increase) / Decrease in Trade Receivables	36,441,678		12,418,427	
(Increase) / Decrease in Loans & Advances and Other Receivables	63,309,797		(39,690,718)	
Increase / (Decrease) in Liabilities and Provision	(125,372,145)	(25,620,670)	55,254,399	27,982,108
		(35,967,170)		46,328,102
Less : Income Tax Paid (Net of Refund)		(24,143,536)		3,889,538
[A]		(11,823,634)		42,438,564
CASH FLOW FROM INVESTING ACTIVITIES:				
Purchase of Fixed Assets	(1,463,378)		(10,173,790)	
Sale Proceeds of Fixed Assets	31,771		7,890	
Decrease/(Increase) in Fixed Deposits with banks	(51,984,826)		(73,509,063)	
Interest Income directly credited to Fund Accounts	-		9,429,829	
Interest Received on Fixed Deposits	20,908,518	(32,507,914)	20,101,917	(54,143,217)
[B]		(32,507,914)		(54,143,217)

## CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2021 (Contd.)

(In ₹)

Particulars	2020 - 2021		2019 - 2020	
CASH FLOW FROM FINANCING ACTIVITIES:				
[C]		-		-
Net Increase in Cash & Cash Equivalents (A+B+C)		(44,331,549)		(11,704,653)
Opening Cash & Cash Equivalents		89,091,599		100,796,252
Closing Cash & Cash Equivalents		44,760,050		89,091,599
Notes:				
Cash & Cash Equivalents:				
Cash		73,830		102,110
Balance with Scheduled Banks:				
In Savings Account		24,731,429		50,736,984
In Current Account		19,954,791		38,252,505
		44,760,050		89,091,599

Signed in terms of our audit report of even date.

Place: Kolkata  
Date: 31 August, 2021

For **Ranjit Jain & Co.**  
Chartered Accountants  
FRN 322505E  
**( Ranjit Jain )**  
Partner  
Mem No. 056597  
UDIN : 21056597AAAACJ4635

**MAHESH KANTILAL DESAI**  
Chairman  
DIN: 0001999020  
**ARUN KUMAR GARODIA**  
Vice Chairman  
DIN: 0000011061  
**SURANJAN GUPTA**  
Executive Director  
DIN: 0008156826  
**ADHIP MITRA**  
AED & Secretary

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