



**61ST
ANNUAL REPORT
2015-16**

Chairman

Shri T. S. Bhasin

Sr. Vice Chairman

Shri R.P. Sehgal

Vice Chairman

Shri Pankaj Chadha

Executive Director & Secretary

Shri Bhaskar Sarkar

Additional Executive Director

Shri Suranjan Gupta

Auditors

M/s. S. Saraogi & Co.

1/1A, Vansittart Row, Room No. 9

2nd Floor, Kolkata – 700 001

Solicitors & Advocates

M/s. Fox & Mandal

12, Old Post Office Street

Kolkata - 700 001

Bankers

HDFC Bank Ltd.

Punjab National Bank

Registered & Head Office

Vanijya Bhavan (1st Floor)

International Trade Facilitation Centre

1/1 Wood Street, Kolkata-700 016

Territorial Office

New Delhi

Regional Offices

Chennai

Kolkata

Mumbai

New Delhi

Sub-Regional Offices

Ahmedabad

Bengaluru

Hyderabad

Jalandhar

EEPC INDIA OFFICES

Mr. B. Sarkar*Executive Director & Secretary***Territorial Office**

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E-mail : eepcto@eepcindia.net

Mr. S. Gupta*Addl. Executive Director***Registered & Head Office**

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REGIONAL OFFICES**Chennai****Mr. C. H. Nadiger***Regional Director*

EEPC INDIA

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Kolkata**Ms. Anima Pandey***Regional Director*

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

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New Delhi**Mr. Rakesh Suraj***Regional Director*

EEPC INDIA

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SUB-REGIONAL OFFICES**Ahmedabad****Mr. Sudhakaran C.K. Nair***Senior Asst. Director*

EEPC INDIA

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

EEPC INDIA

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Hyderabad**Mr. Srinivas Chakravarthy***Assistant Director*

EEPC INDIA

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Secunderabad-500 003

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Jalandhar**Mr. Opinder Singh***Deputy Director*

EEPC INDIA

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Former Chairmen of EEPC India

1955-56	Late D. N. Jalan	1978-79	Late V. P. Punj
1956-57	Late K. L. Chowdhary	1979-82	Shri G. D. Shah
1957-58	Late S. L. Kirloskar	1982-83	Shri T. A. S. Balagopal
1958-60	Late B. S. Agarwal	1983-85	Shri R. P. Jhalani
1960-62	Late A. K. Bhattacharya	1985-90	Shri M. C. Shah
1962-64	Late S. L. Kirloskar	1990-94	Shri J. S. Bhasin
1964-66	Late R. H. Mody	1994-2000	Shri P. K. Shah
1966-68	Late R. L. Rajgarhia	2000-02	Shri J. S. Bhasin
1968-70	Late K. L. Chowdhury	2002-03	Shri Satish K. Dhanda
1970-72	Late Raunaq Singh	2003-08	Shri Rakesh Shah
1972-74	Late Dr. B. V. Bhoota	2008-13	Shri Aman Chadha
1974-77	Shri R. C. Maheshwari	2013-16	Shri Anupam Shah
1977-78	Late Suresh Mehta		

Report of the Working Committee**To the Members of EEPC India**

(Formerly Engineering Export Promotion Council)

Your Committee is pleased to present its 61st Annual Report for the financial year ended 31st March 2016 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 31.03.2015 was 11520 and as on 31.03.2016 was 11698.

The details are as under:-

	As on 31.03.2016	As on 31.03.2015
Ordinary Members	5111	5658
Associate Members	6554	5849
Nominated & Affiliated Members	33	13
Total:	11698	11520

Financial Status**Summary of Income & Expenditure Account**

	2015-2016	2014-2015
Income from Members' & Other Income	482323395	277088159
Grant – in – Aid from Govt. of India	286081191	157927157
Interest	22961250	20752606
Total Income	791365836	455767922
Total Expenses	767553317	445655825
Surplus / (Deficit) for the year	23812519	10112097

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 2015-16, the foreign exchange earnings of the Council amounted to Rs. **3301721** as against Rs. **3010948** in the previous year. The expenditure in foreign exchange during the financial year was Rs. **367719125** as compared to Rs. **154946411** 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 2.8 & 2.11.

Extract of Annual Return

In accordance with Section 134(3)(a) of the Companies Act, 2013, an extract of the Annual Return for the financial year ended 31st March, 2016 in Form MGT-9 is appended as **Annexure – 1** to the Working Committee report.

Internal Financial Control

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.

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, the applicable Accounting Standards have been followed and there are no material departures;

- 2) That the committee has selected such accounting policies and applied consistently and made judgments and estimates that are responsible 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 and of the Surplus of the Council for the year ended on that period;
- 3) That the committee has taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of this Act 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

M/s. S.Saraogi & Co. Chartered Accountants, who are the statutory auditors of the Council, hold office until the conclusion of the ensuing Annual General Meeting of the Council and are eligible for re-appointment. Members of the Council at the AGM held on 30th September, 2014 had appointed M/s. S.Saraogi & Co. Chartered Accountants, as the Statutory Auditors, for a period of five financial years i.e., up to 31st March, 2019. As required by the provision of the Companies Act, 2013 their appointment has to be ratified by members each year at the AGM.

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.

Number of meetings of the Working Committee

During the year, the Council held five Working Committee Meetings on 25th June 2015, 4th September 2015, 3rd November 2015, 10th February 2016 and 31st March 2016 respectively. 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.

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.

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.

Green Initiatives

Like the previous years, this year too, we are publishing only the statutory disclosures in the print version of the Annual Report, Additional information is available on our website, www.eepcindia.org.

Electronic copies of the Annual Report 2015-16 and Notice of the 61st Annual General Meeting are sent to all members whose email addresses are registered with the Council. For members who have not registered their email address, physical copies of the Annual Report 2016 and the Notice of the 61st Annual General Meeting are sent in the permitted mode. Members requiring physical copies can send a request to the Council.

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/-

Tarvinder Singh Bhasin
Chairman

DIN : 00998166

Date : 6th December, 2016

Place : Kolkata

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, 2016

[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 year				No. of Shares held at the end of the year				% Change during The of the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
A. Promoter									
1) Indian	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):-									
2) Foreign	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. Public Shareholding	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
1. Institutions									
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)									
2. Non Institutions	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
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									
Grand Total (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			
		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.								
	Total							

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 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.	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/WTG

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)
A. Company					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL
B. Directors					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL
C. Other Officers in Default					
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, 2016.

EXPORT PERFORMANCE

A. Overall Exports Declines By 15.85 %

Based on the provisional data published by DGCI&S cumulative value of exports for the period 2014-15 was US\$ 310572.44 million (Rs. 1897786.03 Crore) as against US\$ 314405.3 million (Rs. 1905011.08 Crore) registering a decline of 1.22 per cent in Dollar terms and 0.38 per cent in rupee terms over the same period last year.

B. Performance of Engineering Sector in FY 2014-15

According to the provisional data available from DGCI&S up to March 2016, India's export of engineering goods have registered a negative growth of 16.93% in US \$ Mln. during the financial year 2015-16 in comparison to the same period in the previous fiscal. The provisional data indicate that exports of engineering goods from India have reached 58785.97 US \$ Mln up to March 2016. In the month of March 2016 Exports of Engineering goods were to the tune of US \$ Mln. 5175.65

In rupee terms India's export of engineering goods are valued at Rs. 355270.1 crores during April-March 2015-16 which is 17.88 % lower than Rs. 432665.8 crores during April-March 2014-15.

The engineering sector appears to retain its share around 20 % in overall export from the country, which is maximum in terms of sectoral contribution.

C. Performance : Commodity-wise

What's up and what's down in March

In comparison to cumulative export performance in April-March 2014-15 :

What's up: Office Equipments, Tin & Products made of Tin, Cranes, Lifts & Winches, Other Miscellaneous items, Nuclear Reactors, Industrial Boilers & Parts, Electrodes, Accumulators & Batteries.

What's down: Nickel and products made of Nickel, Ships, Boats and Floating Structures, Aircrafts, Spacecrafts and Parts, Iron and Steel, Railway Transport and Parts, Copper and Products made of Copper, Products of Iron and Steel, IC Engines and Parts, Bicycle & Parts, Hand Tools, Cutting Tools and Implements made of Metals.

Export Performance of Principal Commodities: for March – 2016

(Figures in USD Million Prov.)

Principal Commodity	Cumulative Exports 2014-15	Cumulative Exports 2015-16	% change over 2014-15
Motor Vehicle/cars	6684.04	6721.28	0.56
Products of Iron and Steel	7562.83	6174.81	-18.35
Iron and Steel	8666.2	5486.32	-36.69
Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc.	4769.22	4632.76	-2.86
Auto Components/Parts	4438.56	4213.16	-5.08
Electric Machinery and Equipment	3966.00	3825.76	-3.54
Aircrafts, Spacecrafts and Parts	6159.17	3731.84	-39.41
Ships, Boats and Floating Structures	5352.62	3104.12	-42.01
Aluminium and products made of Aluminium	2859.36	2638.28	-7.73
Copper and products made of copper	3420.27	2539.15	-25.76
Other Miscellaneous items	1785.64	2056.31	13.11
IC Engines and parts	2398.00	2013.31	-16.04
Two and Three Wheelers	1864.06	1771.04	-4.99
Machinery for ATMs, Injecting Moulding machinery, valves, etc.	1344.4	1258.91	-6.36
Medical and Scientific Instruments	1276.33	1188.59	-6.87
Other Construction Machinery	1177.33	1095.98	-6.91
Air condition and Refrigeration Machinery and parts, Industrial Furnaces, Water Heaters and Centrifuges and Compressor	1168.33	1046.81	-10.40
Pumps of all types	773.23	706.36	-8.65
Nuclear Reactors, Industrial Boilers and Parts	603.88	680.81	12.74
Hand Tools, Cutting Tools and Implements made of Metals	755.72	639.94	-15.32
Zinc and products made of zinc	608.07	527.05	-13.32
Nickel and products made of Nickel	897.31	492.97	-45.06
Other Non-Ferrous Metals and their products	499.28	432.62	-13.35
Cranes, Lifts & Winches	341.71	424.41	24.20
Machine Tools	374.63	390.26	4.17
Bicycle & parts	354.16	297.59	-15.97
Accumulator and Battery	212.78	202.25	-4.95
Lead and products made of Lead	173.2	181.54	4.82
Railway Transport and Parts	133.55	97.92	-26.68
Office Equipments	54.27	89.26	64.47
Tin and products made of Tin	37.74	57.22	51.62
Electrodes, Accumulators and Batteries	38.61	42.59	10.31
Prime Mica & Mica products	19.49	17.14	-12.06

(Source : DGCI&S Provisional Data)

D. Top Destinations

Export performance to Top 20 Destinations for March 2016

(Figures in US\$ Million)

Importing Country	Cumulative Exports 2014-15	Cumulative Exports 2015-16	% Change Over 2014-15
U S A	7830.69	6897.91	-11.91
UAE	5876.32	4222.66	-28.14
Sri Lanka DSR	3750.96	2760.30	-26.41
U K	2625.65	2210.86	-15.80
Germany	2110.58	2085.09	-1.21
China P Rp	3119.98	2061.42	-33.93
Singapore	2484.55	1895.07	-23.73
Mexico	1914.34	1891.72	-1.18
Bangladesh Pr	1413.18	1528.38	8.15
Italy	1695.56	1486.96	-12.30
Nepal	1459.23	1388.49	-4.85
Saudi Arab	1787.08	1364.90	-23.62
Turkey	1739.47	1341.96	-22.85
Malaysia	2068.27	1341.13	-35.16
Korea Rp	1312.96	1312.83	-0.01
South Africa	1996.70	1301.19	-34.83
Japan	811.80	1070.19	31.83
France	1122.51	1069.44	-4.73
Nigeria	1247.49	944.73	-24.27
Netherland	863.74	910.92	5.46

(Source : DGCI&S Provisional Data, EEPC Member Returns)

E. Top 5 Destinations: Product Performance

Destinations	Substantial Growth	Heavy Decline
GERMANY	Aircrafts, Spacecrafts and Parts, Two and Three Wheelers, Motor Vehicle/cars, Other Construction Machinery, IC Engines and Parts, Cranes, Lifts & Winches	Bicycle & Parts, Zinc and products made of zinc, Iron and Steel, Nickel and products made of Nickel, Office Equipments, Lead and products made of Lead, Ships, Boats and Floating Structures

Destinations	Substantial Growth	Heavy Decline
SRI LANKA DSR	Prime Mica & Mica Products, Machinery for ATMs, Injecting Moulding machinery, valves, etc, Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor, Railway Transport and Parts, Motor Vehicle/cars	Aircrafts, Spacecrafts and Parts, Iron and Steel, IC Engines and Parts, Lead and products made of Lead, Ships, Boats and Floating Structures, Nickel and products made of Nickel
UAE	Tin and products made of Tin, Prime Mica & Mica Products, Railway Transport and Parts, Lead and products made of Lead, Cranes, Lifts & Winches, Electrodes, Accumulators and Batteries, IC Engines and Parts, Machinery for ATMs, Injecting Moulding machinery, valves, etc, Accumulator and Battery	Pumps of all types, Aircrafts, Spacecrafts and Parts, Copper and products made of copper, Ships, Boats and Floating Structures, Zinc and products made of zinc, Two and Three Wheelers, Hand Tools, Cutting Tools and Implements made of Metals, Iron and Steel, Nickel and products made of Nickel
UK	Zinc and products made of zinc, Nuclear Reactors, Industrial Boilers and Parts, Bicycle & Parts, Machine Tools, Railway Transport and Parts, Medical and Scientific Instruments	Nickel and products made of Nickel, Ships, Boats and Floating Structures, Prime Mica & Mica Products, Iron and Steel, Aircrafts, Spacecrafts and Parts, Tin and products made of Tin
USA	Zinc and products made of zinc, Ships, Boats and Floating Structures, Office Equipments, Lead and products made of Lead, OTHER MISC. ITEMS, Bicycle & Parts	Products of Iron and Steel, Machinery for ATMs, Injecting Moulding machinery, valves, etc, Nickel and products made of Nickel, Iron and Steel, Tin and products made of Tin, Accumulator and Battery

(Source : DGCI&S Provisional Data, EEPC Member Returns)

F. Emerging Destinations

1. Growth in cumulative exports of the period under consideration: more than 50%
2. Exports between 0.5% and 1% of total exports of engineering goods in this period

(Figures in US\$ million)

Destinations	Cumulative Export April-March 2014-15	Cumulative Export April-March 2015-16 (Prov.)	% Growth
Norway	78.60	368.39	368.67
Chile	223.74	345.06	54.22
Czech Republic	162.64	286.23	75.98

(Source : DGCI&S Provisional Data, EEPC Member Returns)

PROMOTIONAL ACTIVITIES

EEPC India organised a number of promotional activities both in India and abroad for promoting exports of engineering goods. During the year under review, EEPC India participated in various exhibitions by setting up information booths, leading a team of Indian engineering enterprises and organizing catalogue shows with the assistance of Department of Commerce, Government of India and Indian Missions abroad.

India was the Partner Country at Hannover Messe, Germany in 2015. EEPC India organised the Indian Pavilion Hannover. Three Indian Engineering Exhibitions (INDEEs) in Peru, Cambodia and Sri Lanka were also organized by EEPC India. One Buyer-Seller Meeting was also organized, abroad, for the benefit of the exporter-members.

EEPC India conducted a number of seminars and workshops across India on export finance, quality up gradation, focus country programmes and so on. The award functions were also organized at the regional as well as national levels.

1. India Shows/Indian Engineering Exhibitions

1.1 INDEE 2015, Lima, Peru

EEPC India organised its 31st edition of INDEE (Indian Engineering Exhibition) in Lima, Peru from 5th to 7th August 2015 at Centro de Convenciones Jockey Plaza, Av J prado Este Nro 4200, Santiago de Surco, Lima with active support from Department of Commerce, Govt. of India; Embassy of India, Lima and Lima Chamber of Commerce.

72 Indian companies participated in this standalone exhibition to showcase a wide range of engineering items including machinery and tools for agriculture, mining equipments, auto parts, electrical and electronic products, pumps, foundry products, diesel engines and generators, tractors, iron & steel products, pharmaceuticals machinery, transformers, pipes & tubes, valves and port handling machinery among others. This was not only EEPC India's first-ever venture in Peru, but also the largest-ever Indian business contingent visiting the country. Around 25% of the participating companies were from the MSME sector. Many of the participating companies ventured into the Peruvian market for the first time.

INDEE Peru was inaugurated by HE Mr. Edgar Vasquez, Vice Minister for Foreign Trade of Peru, HE Mr Sandeep Chakravorty, Ambassador of India in Peru, HE Ambassador Javier Paulinich, former Ambassador of Peru to India, HE Mr. Jose Betancourt Rivera, Peru's

new Ambassador to India and Mr Jorge von Wedemeyer, President of Lima Chamber of Commerce, attended the event.

An India Evening, a networking event, was organized at one of the most prestigious locations in Central Lima. HE Mr. Edgar Vasquez, Vice Minister for Foreign Trade, HE Mr Sandeep Chakravorty, Ambassador of India in Peru, HE Ambassador Javier Paulinich, former Ambassador of Peru to India, HE Mr. Jose Betancourt Rivera, Peru's new Ambassador to India and Mr Jorge von Wedemeyer, President of Lima Chamber of Commerce attended the event. Vice Minister Vasquez spoke at the event and said that INDEE had generated considerable interest in the business community in Peru. He added that there was a great deal of optimism in Peru in view of the ongoing discussions on a Free Trade Agreement between the two countries.

After the opening programme, local dancers performed traditional dance.

Around 2500 business visitors visited INDEE Peru. Around 1130 business enquiries were generated and business deals of around USD 4.3 million were negotiated during the exhibition. Some of the companies received firm orders for supplies of various engineering products.

More than 86% of the reporting Indian companies expressed their satisfaction about the outcomes of INDEE Peru. 239 enquiries were generated with 21 of them yielding USD 9.03 Million worth of enquiries.



Left to Right : M. B. Sarkar, ED & Secy. EEPC India, HE Mr Sandeep Chakravorty, Ambassador of India in Peru, Mr. Anupam Shah, Chairman EEPC India, inaugurating Indee Peru 2015.

1.2 INDEE 2016, Phnom Penh, Cambodia

EEPC INDIA organized the 32nd edition of its trademark exhibition – Indian Engineering Exhibition (INDEE) from 18-20 February 2016 at Diamond Island (Koh Pich) Convention & Exhibition Centre, Phnom Penh, Cambodia. EEPC India touched base with Cambodia for the first time after traversing the Globe with INDEE.

INDEE Cambodia was inaugurated by HE Chhuon Dara, Secretary of State, Ministry of Commerce, Kingdom of Cambodia and HE Naveen Srivastava, Ambassador of India to Cambodia. The inaugural programme started with the lamp lighting by the dignitaries present. Lighting of lamps was followed by a traditional wishing dance performed by the local dancers. Vote of thanks was offered by Mr R P Sehgal, Senior Vice Chairman, EEPC India. The exhibition was formally inaugurated with ribbon cutting by the dignitaries such as H.E Te Taing Por, President, FASMEC, Mr R P Sehgal, Senior Vice Chairman, EEPC India, Mr Sandeep Majumder, Vice President, Indian Chamber of Commerce, Cambodia, Mr Mahesh Desai, Regional Chairman – South, EEPC India, H E Meng Tech, Director General of Cambodia Chamber of Commerce (CCC) and Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India.



(L - R) - Mr Mahesh Desai, Regional Chairman – South, EEPC India, Mr R P Sehgal, Senior Vice Chairman, EEPC India, HE Chhuon Dara, Secretary of State, Ministry of Commerce, Kingdom of Cambodia, HE Meng Tech, Director General of Cambodia Chamber of Commerce, HE Te Taing Por, President, FASMEC, Mr Tarvinder Singh Bhasin, Chairman, EEPC India, HE Naveen Srivastava, Ambassador of India to Cambodia, Mr Sandeep Majumder, Vice President, Indian Chamber of Commerce, Cambodia, and Mr Bhaskar Sarkar, Executive Director & Secretary

There were more than 1000 serious business visitors who attended the show during 18-20 February, 2016 and 83% of them established serious business contact and they evinced keenness to partake at similar EEPC organized exhibitions.

The India Evening was held on 18th February 2016, and was graced by Mr Tarvinder Singh Bhasin, Chairman, EEPC India. In a brief opening programme, Chairman, Senior Vice Chairman and ED felicitated HE Chhuon Dara, HE Meng Tech, HE Te Tieng Por and Mr Sandip Majumdar with 'uttariyas'. A Memorandum of Understanding was signed between EEPC India and the Indian Chamber of Commerce. Chairman signed on behalf of EEPC India while Mr Majumdar, VP signed on behalf of the ICC. After the opening programme, local dancers performed traditional dance. The evening ended with dinner. It was well attended by the captains of the industry in Phnom Penh.

1.3 INDEE 2016, Colombo, Sri Lanka

INDEE Sri Lanka, the 33rd INDEE was organised from 18th to 20th March 2016 at Hall A, B and D of BMICH Exhibition Centre, Colombo. The event was inaugurated by Mr. Nimal Siripala de Silva, Hon ble Minister of for Transport and Aviation in Sri Lanka. H.E Shri Y K Sinha, High Commissioner of India to Sri Lanka was the Guest of Honor. Dignitaries such as Mr P.R. Venkatachalam, Chairman, Committee on Trade with SAARC Countries and Mr Bhaskar Sarkar, Executive Director and Secretary, EEPC India also graced the inaugural programme.



L To R: Mr. Gurvinder Singh, Sr. Joint Director, Eepc India; Mr. C. H. Nadiger, Regional Director (Sr); Eepc India ; Mr. Mukesh Samtani, Sr Executive Officer, Eepc India; Mr. T. S. Bhasin, Chairman, Eepc India; Mr. Nimal Siripala De Silva, Honourable Minister Of Transport & Civil Aviation, Sri Lanka; Mr. Y. K. Sinha, Honourable Indian High Commissioner To Sri Lanka; Mr. P. R. Venkatachalam, Chairman, Committee On Trade With Saarc Countries; Mr. Bhaskar Sarkar, Executive Director & Secretary; Mr. D. J. Moulick, Assistant Director.

Over 90 Indian companies participated in INDEE Sri Lanka. Some of the key sectors that were represented in the exhibition were passenger and commercial vehicles, automotive components, motorcycles and parts, electrical machinery and apparatus, lifting and handling equipment and so on.

The India Evening was organised at the prestigious Gall Face Hotel, Colombo on 19 March 2016, which was graced by Shri Arindam Bagchi, the Dy High Commissioner of India to Sri Lanka. After the opening programme, local dancers performed traditional dance. The evening ended with dinner. It was well attended by the captains of the industry in Colombo.

1.4 Hannover Messe 2015: India Partner Country, 13-17 April 2015, Hannover, Germany

Hannover Messe is world's largest technological show. It was held from 13th to 17th April 2015 where India was the Partner Country. Led by Prime Minister Mr Narendra Modi and Minister of State for Commerce & Industry Ms Nirmala Sitharaman, and with EEPC India as the lead agency, India's participation as the Partner Country at Hannover Messe 2015 was believed to have taken the bilateral relationship to a new plane. Dr Angela Merkel, Chancellor of Germany joined the Indian Prime Minister for inaugurating the show.

351 Indian exhibitors, spread across 10 sectoral halls over a total area of 5000 sq m, participated in the exhibition. Eight Government of India ministries/ departments participated in six sectoral seminars – Digital India, Heavy Engineering, Electricals and Electronics, Skill India, Renewable Energy and Smart Cities. Pavilions of the Department of Heavy Industry, Department of Electronics and Information Technology, Department of Biotechnology and Department of Tourism, as many as 15 state governments, agencies such as Tea Board, Coffee Board, Spice Board, SIAM, ACMA, IEEMA, ARAI, IREDA and a 120-member CEO delegation bolstered India's presence in the show. The Indian section of the exhibition registered footfall of 220,000 including 70,000 overseas visitors.

India's participation was based on the Make in India theme. An extensive campaign was launched highlighting efforts in facilitating investment, fostering innovation, enhancing skill development, protecting intellectual property and building world-class manufacturing infrastructure.

Around 50 percent or 175 of the 350 exhibitors shared their feedback with EEPC India. Of the total respondents, 55 percent were first-time participants in the annual event. Quality of seminars and workshops were up to

the mark as per 75 percent of the reporting exhibitors who found them good or excellent, while 21 percent felt they were average. Therefore, it can be inferred that EEPC India delivered good quality workshops and seminar during Hannover Messe 2015.



Mr Anupam Shah Addressing One Of The Sessions At Hannover Messe 2015

1.5 India Engineering Sourcing Show (IESS V) held at Mumbai during November 24-26, 2015

The fifth edition of the flagship exposition of Indian engineering, IESS 2015, organised by EEPC on behalf of the Ministry of Commerce and Industry, Government of India, during 24-26 November 2015 at the Mumbai Exhibition and Convention Centre. Over 400 foreign delegates from 53 countries, 10,000 professional



Mr Rakesh Shah, Former Chairman and Chairman, Publicity, Exhibition and Delegation, EEPC India; Mr Pankaj Chadha, Vice Chairman, EEPC India; Mr Ravi Sehgal, Sr Vice Chairman, EEPC India; Mr Ravi Kapoor, Joint Secretary, Union Ministry of Commerce and Industry; Mr Jiri Koliba, Deputy Minister of Industry and Trade, Czech Republic; Mr T S Bhasin, Chairman, EEPC India; Mr Ashok Kumar Dash, Chief Postmaster-General, Department of Posts, Maharashtra Circle.

visitors, 97 speakers and 18 interactive sessions made the event a grand success. Uttar Pradesh was the Partner State in IESS V.

The India Engineering Sourcing Show is essentially a partnership event and aims at developing business tie-ups between Indian and overseas companies. Leading multinationals such as ABB and Kubota have been successfully using the IESS exhibition as their sourcing platform. This year, the focus was on six very important industries, keeping in mind the stress on exports – Industrial Supply & Subcontracting, Metal and Shop Floor, Industrial and Electrical Machinery, Automotive Components, Innovation and Technology and Investments and Engineering Project Exports.

From the 196 feedback received immediately after the

show, the exhibitors made 6671 contacts averaging 50 contacts per head and appointed 42 agents, and received 995 documented enquiries.

The official launch of the Brand India Engineering Campaign with the unveiling of websites for Pumps and Valves and Electrical Machinery added a different dimension to this year's IESS. Two MoUs were signed – between the Department of Heavy Industry, Government of India and the Ministry of Industry and Trade, Czech Republic, and between EEPC India and FORMIKA (organiser of INNOPROM – 2016) for the participation of EEPC India as the Partner in the 2016 edition of INNOPROM scheduled to be held in Ekaterinburg in July 2016. A postage stamp commemorating 60 years of EEPC India was released on the occasion.

2. India Pavilions in major international exhibitions

2.1 In the reporting year, EEPC India also organised some other India Pavilions at various international exhibitions. These events were organised under MDA and MAI Schemes. The details of the India Pavilions' are furnished below:

Sl. No.	Name of the Exhibition	Venue	Date	Products covered in the Event
1.	India Pavilion at Africa Health 2015	Johannesburg, South Africa	05 May - 07 May 2015	Hospitals/ clinics , Dealers and Distributors for the region , Manufacturers and Suppliers of medical equipment , Healthcare service and solution providers , Pharmaceutical companies , Government representatives, Academic institutions & medical centres , Contractors and engineers Importers/ exporters
2.	India Pavilion at JIMEX 2015	Amman, Jordan	18 May - 21 May 2015	Industrial Machines, Automation and Installation, Energy and Electrical Machines, Security and Monitoring Systems, Solar & Renewable Energy Show and Forum, HVAC & Refrigeration, Water & Gas Technologies, Fire Fighting & Safety Systems
3.	India Pavilion at Pumps, Valves and Pipes Africa 2015	Johannesburg, South Africa	20 May - 22 May 2015	Mining , Water Utilities , National & Local Government, Industrial & Civil Engineering, Manufacturing, Food, Beverage, Dairy, Brewing, Agriculture & Horticulture , Petrochemicals; Pulp & Paper

Sl. No.	Name of the Exhibition	Venue	Date	Products covered in the Event
4.	India Pavilion in Automechanika Middle East 2015	Dubai, UAE	02 Jun - 04 Jun 2015	Parts and Components, Electronics and Systems, Tyres and Batteries, Accessories and Tuning, Service Station and Car Wash, Repair and Maintenance
5.	India Pavilion in Subcon 2015	Birmingham, UK	02 Jun - 04 Jun 2015	Turning, Machining and Milling , Castings and Forgings , Metal Forming, Pressings and Spinning, Fabrications and Sheet Metal Work, Drilling, Boring and Grinding , Gear making, Broaching and Splining, Extrusions , Springs and Fasteners, Plastic Mouldings, Plastic and Rubber Components, Electronics Electromechanical Components and Assemblies , Surface Engineering & Finishing
6.	India Pavilion at Project Iran 2015	Tehran, Iran	08 Jun - 11 Jun 2015	Building Material, Stone, PMV, Energy, Lighting, HVAC
7.	India Pavilion at GIFA / NEWCAST / METEC 2015	Dusseldorf, Germany	16 Jun - 20 Jun 2015	GIFA Foundry and Melting Plants , Refractories Technology, Machines and Equipment for Moulding and Core Making, Moulding Sands and Moulding Auxiliaries , Sand Preparation and Reclamation, Gating and Feeding , Casting Machines , Knock-out, Fettling & Finishing, Pattern and Die-Making, Control Systems and Automation Environmental Protection and Waste Removal as well as Information Technologies. METEC Equipment for Iron, Steel and Non-Ferrous Metal Production Casting and Forming Steel , Environmental Protection Waste Removal and Gas Purification , Electrical Engineering and Process Technology , Measurement and Test Technology, Information Technology, Metallurgical Plants , Rolling Mills and Steel Mills.

Sl. No.	Name of the Exhibition	Venue	Date	Products covered in the Event
				NEWCAST
				Ferrous Metal Castings , Iron, Steel and Malleable Foundries, Non Ferrous Metal Castings , Aluminum, Zinc, Copper, Magnesium, Nickel and other Non-Ferrous Metal Foundries , Services, Forging, Sinters ,Trade and Logistics.
8.	Nigeria Pharma Manufactures Expo	Lagos, Nigeria	07 Sep - 09 Sep 2015	
9.	India Pavilion at Power Nigeria 2015	Lagos, Nigeria	03 Nov. - 05 Nov., 2015	Air Circulating Devices, Automation & Control Systems, Cable Installation Aids, Cables & Cable Management Systems, Communication Equipment, Corrosion Protection Systems, Energy Storage Devices & Connectivity Products, Engineering Consultancy Service, Environment Protection Systems, Gas Compressors & Associated Equipment, Heat Transfer Systems, Lighting - Lamps, Luminaires, Accessories, Power Distribution Systems, Power Electronics, Nuclear Energy etc.
10.	India Pavilion at Agritechnica 2015	Hannover, Germany	08 Nov.- 14 Nov., 2015	Tractors, transport vehicles and conveying equipment, Machinery and equipment of - tillage, sowing and drilling, fertilizing and irrigation - harvesting forage crops, grain, root crops and maize/corn - harvest processing and conditioning Plant protection and plant care, Machinery and equipment for fruit and vegetable growing and other special crops, Farm inputs (biotechnology/seed, fertilizer, plant protection agents, fuels and lubricants), Components, drive technology, spare parts and accessories, Electronics, agricultural software and Precision Farming, Machinery and equipment for

Sl. No.	Name of the Exhibition	Venue	Date	Products covered in the Event
				forest management, municipal applications and landscape care, Renewable energies, energy plant production and renewable industrial raw materials, Services for marketing used machinery and equipment, Management, information, science and research
11.	India Pavilion in ITMA Milan 2015,	Milan , Italy	12 Nov.- 19 Nov. 2015	Machinery for spinning preparation, man-made fibre production, spinning, auxiliary machinery and accessories, Machinery for winding, texturing, twisting, auxiliary machinery and accessories, Machinery for web formation, bonding and finishing of nonwovens and felting, auxiliary machinery and accessories, Weaving preparatory machinery, weaving, tufting machinery, auxiliary machinery and accessories, Knitting and hosiery machinery, auxiliary machinery and accessories, Braiding machinery and accessories etc.
12.	India Pavilion in METALEX Bangkok 2015	Bangkok, Thailand	18 Nov.- 21 Nov. 2015	METALEX features 2,700 brands of a comprehensive range of Machine Tools / Metalworking / Tools and Tooling Metrology / Welding Technology / Wire Technology / Tube Technology / Sheet Metalworking / Mold and Die / Automation Pump & Valve / Material Handling / Accessories
13.	India Pavilion in BIET, 2015	Dhaka, Bangladesh	26 Nov.- 28 Nov. 2015	Assembly Systems and Equipments, Automation & Instrumentation, Boiler, Furnace and Heating Element, Blower & Fans, Batteries, UPS System and Heating Elements, Cad/Cam & Design Software, Casting & Forging, Cleaning Equipment, Contract Assembly Services, Cooling Tower & Heat Exchanger, Dies & Moulds, Fasteners & Accessories Gear, Bearing & Belting, Hand Tools, Power Tools &

Sl. No.	Name of the Exhibition	Venue	Date	Products covered in the Event
				Accessories, Metals, Pumps, Motor & Drives, Packaging & Printing Equipment, Pipes, Tubes & Hoses, Pollution Control Equipments, Rolling Mills, Safety & Security, Testing & Measuring Instrument, Turnkey Consultancy, Valves, Welding, Soldering & Crimping System, Machine Tools, Hydraulics & Pneumatics,
14.	India Pavilion in Automechanika Shanghai	Shanghai, China	2 – 5 December 2015	Parts & Components , Electronics & Systems, Accessories & Tuning, Repair & Maintenance, IT & Management, Service Station & Car Wash
15.	India Pavilion in Asia Pharma Expo 2016	Dhaka, Bangladesh	28 Jan-30 Jan, 2016	Pharma Processing Machineries (Tablet / Capsule / Liquid / Injectables / Ointment / Dry Syrup),Packaging Machineries, Packaging Materials & Consumables, API, Bulk Drugs, Additives, Excipients, Pharma Finished Products, Formulations, Lab Reagents, Glassware & Equipments, Analytical, R&D Equipments & Biotech Instruments, Environment Control Eqpts & Services, Utilities Products & Services, Turn-key Contractors, Project Consultants, Pharma Processing Machineries (Tablet / Capsule / Liquid / Injectables / Ointment / Dry Syrup)
16.	Practical World International Hardware Fair 2016	Cologne, Germany	06-08 March, 2016	Manual hand-held tools, Power tools and accessories, Machine tools, Compressed air tools, High pressure cleaners, Welding and soldering equipment, Workshop fittings, Shop and storeroom fittings, Ladders and scaffolding, Health and safety / job security, Fastening technology, Fixing technology, Building fittings, Furniture fittings Small fittings, Decorative metal wares, Sanitary ware and fittings, Chemical products, Interiors and Furnishings Building materials, elements, accessories, Auto and two wheeler supplies, accessories.

3. Buyer Seller Meets

EEPC India organized following Buyer Seller Meet during the year under review as indicated below :

Sl. No.	Focus Region	Period	No. of Participants from India
1.	Buyer Seller Meet in Kenya, Uganda, Rwanda and Ethiopia	14 - 23 March, 2016	18

One Reversed Buyer Seller Meet in India was organized by EEPC India, which was held from 13th May to 15th May 2015 in Mumbai, India.

4. Signing of MoUs

- Several MoUs have been signed during Hannover Messe 2015.

EEPC India and BVMW (German Association for Small and Medium-Sized Businesses) signed a memorandum of understanding to promote trade and investment and development of business relations between India and Germany, with particular emphasis on the SME sector.

Among the several letters of intent, MoUs and contracts that were signed, were:

- Letter of Intent between the Federal Ministry for Economic Cooperation and Development, Govt. of Germany and the Ministry of New and Renewable Energy, Govt. of India on Indo-German Solar Partnership
- Joint Declaration of Intent on Sustainable Urban Development between the Ministry of Urban Development, Government of India and the German Federal Ministry of Environment, Nature Conservation, Building and Reactor Safety
- Letter of Intent between the Federal Ministry for Economic Cooperation and Development, Govt. of Germany and the Ministry of Skill Development and Entrepreneurship of Government of India on Indo-German Skill Development Project

- B2B MOUs were also signed by BHEL, Rajasthan Electronics and Instruments Ltd (REIL), Instrumentation Limited, Hindustan Machine Tools (HMT), Heavy Engineering Corporation (HEC), Indian Electrical and Electronics Manufacturers' Association (IEEMA), Vikram Solar, Essel Group, Roots Group India, Iplon and their overseas counterparts. Declaration of Interest for Cooperation in the field of Vocational Education and Training between Directorate General of Employment and Training, Ministry of Labour and Employment, Government of India and the Indo-German Chamber of Commerce (IGCC) and between FICCI and HMFII (Hannover Milano Trade Fairs India)

- Two MoUs were signed between the Department of Heavy Industry, Government of India and the Ministry of Industry and Trade, Czech Republic, and between EEPC India and FORMIKA (organiser of INNOPROM – 2016) during IESS V 2015. The MOU confirms the participation of EEPC India as the Partner in the 2016 edition of INNOPROM scheduled to be held in Yekaterinburg in July 2016.

- Two MoUs were signed between EEPC India and Cambodia Chamber of Commerce and Indian Chamber of Commerce in Cambodia during INDEE Cambodia 2016.

SEMINARS/CONFERENCES/MEETINGS IN INDIA**Export Awareness Programme & Other Seminars**

During the year under review, the Council's Regional Offices organized seminars and meetings for the benefit of the members at various locations under their jurisdiction. The seminars and workshop were well attended by the member firms. Representatives of various services sectors and Government departments participated and briefed about their services for the growth of exports. The office-wise and date-wise details of the same are furnished chronologically in **Annexure-I**.

Meeting with Government Officials/Agencies/Open House Meetings

The officials of various EEPC India Offices attend a number of meetings and seminars and gave presentations/lectures about the Council and its promotional activities during the reporting year. They also organized Open House Meets on specific areas of interest. Such activities region-wise and furnished in **Annexure - II**.

Training Programme

In the reporting year, EEPC India organized various Training Programmes for the benefit of the senior executives of the member firms on various topic. The details of the same are given in Annexure - III.

AWARD FUNCTIONS

The 46th EEPC India National Awards for Export Excellence for 2013-14

EEPC India acknowledged and awarded 95 members at its 46th National Award for Export Excellence 2013-14 on 3rd September, 2015 at Vigyan Bhavan, New Delhi at the august presence of Ms Nirmala Sitharaman, Hon'ble Minister of State for Commerce and Industry, Government of India who was the Chief Guest and presented the awards. Mr Ravi Capoor, Joint Secretary, Ministry of Commerce and Industry, Government of India was also present. Mr Anupam Shah, the then Chairman, EEPC delivered the welcome address. Among 95 awardees - Top Exporter Awards went to : JSW Steel Limited, who won the Gold Trophy under Large Enterprise; Bajaj Auto Limited who won the Silver Trophy under Large Enterprise; PME Power Solutions (India) Ltd- winner of Gold Trophy –Medium Enterprise; Maxim Tubes Company Pvt Ltd –winner of Silver Trophy - Medium Enterprise; Kostwein India Company Ltd – winner of Gold Trophy- Small Enterprise; Eswari Global Metal Industries Pvt Ltd – winner of Silver Trophy-

Small Enterprise; Jayachandran Alloys Pvt Ltd – winner of Gold Trophy –Micro Enterprise; Topland Exports- winner of Silver Trophy- Micro Enterprise; MMTC Ltd, winner of Gold Trophy – Merchant Enterprise; Overseas Infrastructure Alliance India Pvt Ltd – winner of Silver Trophy – Merchant Enterprise and WAPCOS Ltd – winner of Silver Trophy for Excellence in EPO Services. Mr Tarvinder Singh Bhasin, the then Sr Vice Chairman, delivered the vote of thanks.

Western Regional Export Excellence Award Function 2013-14 in Mumbai

Western Region Award Presentation Function for the year 2013-14 was held on 29th September, 2015 at Ball Room, Taj President, Vivanta, Mumbai. Hon ble Union Railway Minister Shri Suresh Prabhu, was invited as Chief Guest for the Award Function and presented Trophies to the outstanding members for their meritorious performance in export for Engineering Goods and Services during the year 2013-14. Shri T. S. Bhasin, National Chairman, Shri Pankaj Chadha, Vice Chairman, Shri K. L. Dhingra, Regional Chairman, EEPC India (WR), Shri Anoop Marwaha, Dy. Regional Chairman (WR), EEPC India were also present at the function and delivered speeches. 101 members from Western Region received the Trophy. Shri anoop Marwaha, Dy. Regional Chairman (WR) proposed the Vote of Thanks.

Eastern Regional Export Excellence Award Function 2013-14 in Kolkata

Eastern Region Award Presentation Function for the year 2013-14 was held on 23rd February, 2016 at Ball Room, The Oberoi Grand, Kolkata. H.E. Shri Keshari Nath Tripathi, Hon ble Governor of West Bengal was invited as Chief Guest for the Award Function and presented Trophies to the outstanding members for their meritorious performance in export for Engineering Goods and Services during the year 2013-14. Mr. Arun Kumar Garodia, Regional Chairman, EEPC India (ER), Mr. R.P. Sehgal, Vice Chairman, EEPC India, Shri G.D. Shah, Former Chairman, EEPC India, Shri B.D. Agarwal, Dy. Regional Chairman, EEPC India (ER), Shri Suranjan Gupta, Addl. Executive Director, EEPC India and Smt. Anima Pandey, Regional Director, EEPC India (ER) were also present at the function. Shri Arun Kumar Garodia delivered the welcome address. Shri G.D. Shah presented Uttariya to Shri Tripathi. Shri Sehgal gave a brief introduction of the Chief Guest. 43 members from Eastern Region received the Trophy. Shri B.D. Agarwal proposed the Vote of Thanks.

Southern Regional Export Excellence Award Function 2013-14 in Bangaluru

The Regional Office organized Southern Regional Export Excellence Award Function 2013-14 on December 25, 2015 at Hotel Vivantha by Taj at Bangaluru. The Chief Guest, Shri Vajubhai Rudabhai Vala, His Excellency The Governor of Karnataka graced the occasion and presented the Awards to the Exporters for their outstanding export performance for the year 2013-14. The Guest of Honour, Shri A. S. Kiran Kumar, Chairman, ISRO addressed the gathering. Shri Mahesh K. Desai, Southern Regional Chairman, EEPC India welcomed the Chief Guest, Guest of Honour, Award Winners, Fellow Exporters and the Press. Shri T. S. Bhasin, National Chairman, EEPC India addressed the gathering. 84 Awards were presented to the exporters for the excellent performance. Shri R. Seshagiri, Deputy Regional Chairman (SR), EEPC India proposed a Vote of Thanks.

Northern Regional Export Excellence Award Function 2012-13 in Faridabad

45th Northern Region Award Presentation Function for the year 2012-13 was held on 5th March, 2016 at HUDA Convention Centre, Faridabad. Shri Manohar Lal Khattar, Hon ble Chief Minister of Haryana was invited as Chief Guest for the Award Function and presented Trophies to the outstanding members for their meritorious performance in export for Engineering Goods and Services during the year 2012-13. Shri T. S. Bhasin, National Chairman, EEPC India, Mrs. Kamna Raj Aggarwalla, Regional Chairperson (NR), Shri Pradeep Aggarwal, Dy. Regional Chairman (NR) were also present at the function. Mrs. Kamna Raj Aggarwalla delivered the welcome address. 96 members from Northern Region received the Trophy. Shri Pradeep Aggarwal proposed the Vote of Thanks.

PUBLICITY

Publication is one of the most trusted and conventional medium of branding an organization since it is the only documented evidence of an organisation's activities portraying its ethos. The department had a hurricane of publications round the year with over 40 printed books/ magazines /booklets and handouts.

An elaboration:**Coffee Table Book**

This was the first documented pictorial book which chronicled the achievements of the council for the past 60 years during 1955-2015. It was unveiled during the Diamond Jubilee Celebration of the Council in presence of President Pranab Mukherjee, in 2015.

On Going Publications**Monthly:****a. Indian Engineering Exports - ie²**

EEPC INDIA has been publishing a 76 page coloured monthly magazine Indian Engineering Exports which has both domestic and overseas circulation of over 14,000 copies covering Bureaucrats, Diplomats, Indian Embassies Abroad, Bankers, Trade Associations and overseas events. This year there were 30 events across 20 countries . An interesting section 'Policy wonk' was introduced to give a analytical view of the Engineering sector in the nation. During the course of the year, the department had published 1 International Edition – for INNOPROM Russia as well as special country editions of Cambodia, Sri Lanka, Australia, Germany and deliberations on event specific sectors along with detailed country report wherever and whenever the events were being held so that the focus report acted as a prelude to the event and as a ready reckoner for the participants. The magazine had also carried wonderful post event reports of mega events like IESS, INDEE, National Awards with meticulous precision. It has also made significant contribution to the Council revenue mobilising more than 10-12 advertisements per editions.

Generic for EEPC Branding**b. EEPC INDIA at Work**

This is the introductory booklet of the Council highlighting its objectives, promotional activities in India and abroad while detailing the current status of engineering exports from India. It gives a brief idea about the services offered to the Indian exporters and their counterparts abroad. This is the most widely circulated publication of EEPC INDIA, both in India and overseas and reaches to the target audience during various International Exhibitions, Trade Delegations, Buyer-Seller Meet etc. This publication is also being sent to important Chamber of Commerce abroad, Indian Missions and Embassies all over the world and Foreign Diplomatic Missions in India.

This year it was updated and overhauled during IESS 2015 and then after every mega events like IESS V, INDEE Cambodia in February 2015, INDEE Sri Lanka IN March 2015. There were English and Khmer, Sinhalese and Russian Versions done for specific events like INDEE Cambodia (native Khmer), INDEE Sri Lanka (native Sinhalese) and INNOPROM 2016 (Native Russian).

c. Indian Engineering Brochure

This is a synopsis of the current performance of Indian Engineering sector highlighting the key achievements and domestic and international accolades received. Done in the form of a four pager flyer, this reader friendly hand out was updated during IESS 2015 and has been extensively used at all events wherever EEPC partook. There were English and Khmer, Sinhalese and Russian Versions done for specific events like INDEE Cambodia (native Khmer), INDEE Sri Lanka (native Sinhalese) and INNOPROM 2016 (Native Russian).

d. Annual Calendar

The department also published the annual calendar and also arranged greeting cards . The calendars were well appreciated and served as a very significant instrument of branding of the Council within and across the world .

e. Doing Business in India

Doing Business in India – is a 64 pager brief compendium of economic snapshots of Tax, SEZ, FDI and Labour Laws in Indian Context with a brief overview of Engineering Exports . This has been overhauled and updated during IESS 2015 and also recently in April 2016 post Union Budget 2015-16. This handbook acts as a ready reckoner for all prospective investors to India. It has been printed in English Version primarily and was also translated to Russian for INNOPROM 2016.

f. Doing Business Series in Cambodia, Sri Lanka and Russia

These handbooks were done detailing Country specific details enabling the Indian participants and prospective Investors to get an outline of the country policies and economic and socio political ambience.

Event Specific Publications

Participants profiles, bi-lingual booklets and special publicity material including posters, leaflets, interactive CDs etc were prepared and distributed during the following events where India Pavilions were set up by EEPC INDIA.

1. Hannover Fair – Germany, April 13-17, 2015
2. JIMEX 2015 , Amman, Jordan, 18-21 May, 2015
3. Pumps, Valves and Pipes Africa, Johannesburg, South Africa, 20-22 May, 2015
4. Automechanika, Middle East, Dubai, UAE, 2015, 2-4 June , 2015
5. Subcon 2015, Birmingham, 2-4 June 2015
6. Project Iran, Tehran, 8-11 June, 2015
7. Nigeria Pharma Manufacturers Expo 2015, Lagos, Nigeria , 7-9 September, 2015
8. Power Nigeria 2015, Lagos ,Nigeria, 5-7 November, 2015,
9. Agritechnica 2015, Hannover, Germany, 8-14 November, 2016
10. ITMA Milan 2015, Italy 12-19 November, 2015
11. METALEX 2015 , Bangkok, Thailand, 18-21 November 2015
12. Automechanika Shanghai 2015, Shanghai, China, 2-5 December 2015
13. Asia Pharma Expo 2016, Dhaka, Bangladesh, 28-30 January 2016
14. Eisenwarenmesse – International Hardware Fair 2016, Cologne, Germany, 6-8 March 2016
15. BSM Africa , March 14-23, 2016

Yearly Publications

EEPC INDIA published its 60th Annual Report for the year 2014-15 in English along with a Hindi version.

Post Show Reports:

1. Hannover 2015
2. INDEE Peru, Cambodia and Sri Lanka
3. IESS 2015

Mega Events where Publicity Department had to make elaborate arrangements

1. Hannover Messe 2015

India made a splendid display of its engineering and manufacturing prowess at the Hannover Messe held from 13 – 17 April 2015 where it was the Partner Country. Led by Prime Minister Narendra Modi and Minister of State for Commerce & Industry Ms Nirmala Sitharaman, and with EEPC India as the lead agency, India was able to showcase its engineering and technical skills to a global audience which was well appreciated. The

success of India's participation in 2015 had surpassed all expectations. India succeeded in positioning itself as an up and coming industrial nation with its participation as Partner Country along with :352 exhibitors spread across 10 sectoral halls in a total area of 5000 sq m;Eight Government of India Ministries/ Departments participating through six sectoral seminars – Digital India, Heavy Engineering, Electricals & Electronics, Skill India, Renewable Energy and Smart Cities; Pavilions of the Department of Heavy Industry, Department of Electronics & Information Technology, Department of Biotechnology and Department of Tourism; Pavilions of 15 State Governments and 120 member CEO Delegation.

Bespoke Publicity Materials include:

1. Exhibitors Directory of Indian entrepreneurs – Both CD + Paper Print
2. Canvas Bags
3. Publications comprise special edition of ie2, approach paper on electrical, leaflet on Indian Engineering Exports , Doing Business in India, IESS IV Mini Report,
4. Specially Designed Dokra and Filigiri Gifts , Madhubani Note Books ,Pens,
5. VIP Badges
6. Best Pavilion Trophies

2. IESS 2015

India Engineering Sourcing Show (IESS)

The fifth edition of the flagship exposition of Indian engineering, IESS 2015, organised by EEPC on behalf of the Ministry of Commerce and Industry, Government of India, during 24-26 November 2015 at the Mumbai Exhibition and Convention Centre, reaffirmed the Council as a favoured destination in the engineering sector. The highlight of the inauguration of IESS 2015 was the release of an EEPC 60 Years' Commemorative Stamp. The figures – 450 delegates from 55 countries, in Asia, Africa, Europe, North America and Latin America, 10,000 professional visitors, 97 speakers and 18 sessions made it a paradise of engineering extravaganza! This year, the focus was on six very important industries, keeping in mind the stress on exports – Industrial Supply & Subcontracting, Metal and Shop Floor, Industrial and Electrical Machinery, Automotive Components, Innovation and Technology and Investments and Engineering Project Exports.

The promotional material for the event included the following :

- Flyers for mobilization of domestic participation
- Leaflets to promote the event
- Flyers for mobilization of overseas delegates
- Specially made jute bags with the logos of IESS, EEPC INDIA, Govt of India, Partner State – Udyog Bandhu, Government of Uttar Pradesh;
- A special edition of EEPC INDIA at Work in English
- A special international edition of EEPC INDIA monthly magazine – Indian Engineering Exports (ie2)
- A directory in a book form containing details of all the exhibitors and delegates
- A tabloid newspaper – Show Daily on all the days of the Show
- Programme Details & Hall Layout for distribution among all the visitors
- Specially made badges for all categories – Organiser, Exhibitor, Delegate, Support, Media, Guest etc
- Specially made mementos for Seminar panel speakers
- Specially made posters were put up in the EEPC INDIA pavilion
- Extensive outdoor & indoor publicity was undertaken to publicise the Show
- Well-designed Certificates for the participants of IESS V
- Various Standees and Banners were prepared to publicise the event.
- Specially made lapel pin with IESS logo
- Specially Designed Media Gift
- Best Pavilion Trophies for both Small and Large Enterprise and State Levels
- Posters and Standees for IESSV

3. INDEE Peru

With an aim to strengthening the socio-economic and business ties with Peru, EEPC India organised its 31st edition of INDEE (Indian Engineering Exhibition) in Lima, Peru from 5th to 7th August 2015 at Centro

de Convenciones Jockey Plaza, Av J prado Este Nro 4200, Santiago de Surco, Lima with active support from Department of Commerce, Govt. of India; Embassy of India, Lima and Lima Chamber of Commerce where 62 Indian companies participated and showcased a wide range of engineering items including machinery and tools for agriculture, mining equipments, auto parts, electrical and electronic products, pumps, foundry products, diesel engines and generators, tractors, iron & steel products, pharmaceuticals machinery, transformers, pipes & tubes, valves and port handling machinery among others.

Publicity Materials organised for this event

- Special flyer for mobilization of participants in India
- Special leaflet for mobilization of visitors in Peru
- Exhibitors Directory in book form containing details of participants in English language
- Lapel pin containing flags of India and Peru
- EEPC INDIA at Work in English and Spanish
- A leaflet containing Hall layout of the Exhibition
- A special issue of EEPC INDIA monthly magazine – Indian Engineering Exports
- Specially designed jute bag
- Specially Designed Writing Pad Cover

4. INDEE Cambodia

INDEE – The Indian Engineering Exhibition completed 39 years of its existence as it touched base with Phnom Penh, Cambodia on the February 18th . This year more than 74 Indian Firms are participating in this mega Engineering Exposition. After traversing the Globe, this has been the first INDEE in Cambodia. Ambassador of India to Cambodia, Cambodia Chamber of Commerce, FASMEC, Indian chamber of Commerce in Cambodia, Cambodia Women Entrepreneurs Association all lent their support to the event .

Publicity Materials organised for this event

- Promotional Literature for mobilisation of the Exhibition in India was done in both English and the Native Language (Khmer)
- Cover of the Exhibitors' Directory
- EEPC At Work in Khmer
- India Engineering Brochure in Khmer
- Ie2 – special edition on Cambodia

- Certificates
- Business Cards
- Writing pad cover
- Jute bag (both sides)
- Lapel pin
- Posters
- Visitors' Brochure

5. INDEE Sri Lanka

The second INDEE in Sri Lanka received overwhelming response from among the Indian Entrepreneurs and also Srilankan visitors as EEPC India boarded flight with a contingent of close to 100 Indian Entrepreneurs. High Commissioner of India to Sri Lanka, The Ceylon Chamber of Commerce and The National Chamber of Commere of Sri Lanka were associated with the event and provided unstinted support. Three MOUs were signed in the presence of Hon'ble Minister and the High commissioner between EEPC INDIA and the following organisations with National Chamber of Commerce & industry Srilanka, Colombo, Ceylon National Chamber of Industry, Colombo and . Federation of Chambers of Commerce & Industry of Srilanka, Colombo.

Publicity Materials organised for this event

- Promotional Literature for mobilisation of the Exhibition in India was done in both English and the Native Language (Sinhalese)
- Cover of the Exhibitors' Directory
- EEPC At Work in Sinhalese
- India Engineering Brochure in Sinhalese
- Ie2 – special edition on Sri Lanka
- Certificates
- Business Cards
- Writing pad cover
- Jute bag (both sides)
- Lapel pin
- Posters
- Visitors' Brochure

Press Release / Press Conferences

- A no. of press releases were issued before and after all the major events organised during the fiscal year.
- EEPC INDIA organized a number of press meets during the year to highlight achievements on the overall engineering exports front and its efforts to promote engineering exports through its exclusive exhibitions, INDEE and IESS.
- Facts about EEPC INDIA's strategy to increase India's share in the global trade were also disseminated through a press conference.
- In most of press conferences, the National Chairman of EEPC INDIA briefed the press and electronic media through pictorial and DVD presentations.

Besides, EEPC INDIA issued various Press Releases from time to time during the year to keep the media updated of its news and views on various issues including, Foreign Trade Policy, Union Budget and EEPC INDIA's participation in international exhibitions in different parts of the world.

Media Publicity (Domestic & Overseas)**INDEE Peru**

EEPC India organised 31st edition of INDEE in Lima, Peru during 5-7 August, 2015 at Centro de Convenciones Jockey Plaza, Av J prado Este Nro 4200, Santiago de Surco, Lima with active support from Department of Commerce, Govt. of India; Embassy of India, Lima and Lima Chamber of Commerce. Extensive advertising campaign was undertaken in the local print media prior to the exhibition. A total of 22 insertions were made in newspapers in Spanish in local dailies including 'Correo', 'UNO', 'La Nacion', 'El Comercio', 'Expreso', 'Gestion', 'JC Magazine', 'Entorno Inteligente', 'RBC', 'El Economista', 'La Republica', 'Marco', 'Exitosa', 'Peru 21' to name a few. Two of the Radio Channels also covered the event. TV Peru covered the event among electronic media.

INDEE Cambodia

EEPC INDIA organized its 32nd Indian Engineering Exhibition (INDEE) from 18-20 February 2016 at Diamond Island (KohPich) Convention & Exhibition Centre, Phnom Penh, Cambodia. EEPC India touched base with Cambodia for the first time after traversing the Globe with INDEE. Extensive advertising campaign was undertaken in the local print media prior to the exhibition. A total of 23 insertions were made in newspapers in Khmer, English and Chinese. Two Press Conferences were held in Cambodia where Indian Ambassador to

Cambodia met them. INDEE Cambodia received wide coverage in the media. 90 spots were telecast in three FM channels. EEPC INDIA carried out an extensive publicity drive through Electronic Media which helped mobilizing participation and also spreading the word 'INDEE', RHMTV, CNC, BTV, SEATV, TV3, TVK, TV11, TV9 and CTN. The following newspapers covered the event KohSantepheap – Khmer; Rasmei Kampuchea – Khmer; Sin Chew Daily – Chinese; JianHua Daily – Chinese; Khmer Times – English.

INDEE Sri Lanka

EEPC INDIA organized its 33rd Indian Engineering Exhibition (INDEE) Sri Lanka successfully during 18-20 March 2016 at Hall A, B and D of BMICH Exhibition Centre, Colombo. To attract visitors and foreign buyers, advertisements were published in local newspapers. An exclusive press meet was organized to appraise the local media which was jointly addressed by the EEPC INDIA Chairman and the Indian Ambassador in Myanmar. EEPC India had tied up with a leading media agency in SRI LANKA for creating awareness about the show in the country. Extensive publicity was arranged by the EEPC India in COLOMBO and surrounding regions by way of: Advertisements in leading newspapers including Daily Mirror, Daily News, Financial Times, Veerakesari & Lanka Deepa and a radio campaign was launched from March 10th which ran till the end of the show to ensure good number of footfall.

IESS V

The fifth edition of the flagship exposition of Indian engineering, IESS 2015, organised by EEPC on behalf of the Ministry of Commerce and Industry, Government of India, during 24-26 November 2015 at the Mumbai Exhibition and Convention Centre, for which a strategic publicity plan was developed. Advertisements were released in various editions of leading national and business dailies in English and Hindi. Besides this, ads were also released in regional newspapers in other languages like Marathi, Gujarati, Tamil and various industry journals. EEPC INDIA also had barter systems with leading portals for exchange of web ads. Social media and networking sites were also used to publicise the event. Hoardings were put up in targeted areas of Mumbai to attract business visitors. An exclusive press conference was organized prior to the Show which was addressed by the EEPC INDIA Chairman. Besides this, press was also addressed in a special meet on the first day of the Show, which was addressed by ED, Chairmen and Joint Secretary, Ministry of Commerce and Industry.

TRADE INFORMATION DIVISION

During the year, Trade Information Division continued its efforts to provide information to the exporting community, Government and in-house in the areas of marketing intelligence, export potential of Indian engineering products and services. This included

- **Mailing of EEPC India Weekly Newsletter - Engineering Export INFO Bulletin :** The online weekly newsletter on a regular basis, Info Bulletin containing the information about Council's recent activities, global tenders, enquiries, reports, Government notifications circulars, steel price, shipping information, trade fair etc. are circulated to all members of the Council and hosted in Council's website.
- **Mailing of EEPC India Territorial Newsletters :** EEPC India preparing various Newsletters on territory wise such as Africa, Latin America, North America, Europe, ASEAN+5 CIS South Asia, Middle East and West Asia on monthly basis and mailing to all members of the Council and also hosted on website.
- **Bulk Mailing Campaigns :** The Bulk Mailing Campaigns were carried out to all members for Government Circulars, Notifications, Public Notices, Invitation Mailer for INDEE, The India Shows and also for Council's various promotional activities.
- **Video Conferencing:** Implemented in the Council's offices in Kolkata, Mumbai, Chennai and New Delhi. A live session on Union Budget 2012 was organized and also other meetings such as Panel meetings, various Committee meetings, where the Chairman of the Council along with Working Committee members, Regional Committee members from different regions participated.
- **Country Profile/Market Surveys Reports :** Prepared reports of various countries. There were published in the Weekly Newsletter (EEIB) and hosted in our website.
- **Trade Enquiry :** Trade enquiries received through Indian Embassies/Missions abroad, direct from the party had been provided to all members of EEPC India from time to time. In this regard, this division developed a format for verification purpose before publishing/disseminating the same to the members.

- **Marketing of Council's Information Portal :** The Council's website updated regularly by the TID Department by hosting the day to day information and various activities. The department also provides hyper-linking service to its member by which members can get worldwide coverage of Indian Engineering Sector through EEPC India's website by hosting/hyper-linking their website.
- **Database of Foreign Buyers / Distributors Importers:** Database of foreign buyers, distributors, importers of various countries relating to Council's promotional events as well as members requirement were prepared and provided for mailing campaigns.

ACTIVITIES OF PANELS AND COMMITTEES

During the reporting year, Commodity Panels, Territorial and other Committees, comprising member-exporters and representatives from services organizations, ably assisted the Council on various trade related aspects. These Panels and Committees met regularly, identified constraints faced by exporters, suggested suitable remedial measures and resolved local issues. The details of the Panel meeting held during the year are furnished in Annexure IV.

POLICY MATTERS

Mrs. Nirmala Sitharaman, Hon'ble Union Minister of Commerce & Industry announced the much awaited new Foreign Trade Policy for 2015-2020 on April 01, 2015 at Vigyan Bhawan, New Delhi. The following are the highlights of the FTP:

Highlights of the FTP 2015-2020

A. SIMPLIFICATION & MERGER OF REWARD SCHEMES

1. Export from India Schemes:

1.1 Merchandise Exports from India Scheme (MEIS)

(a) Earlier there were 5 different schemes (Focus Product Scheme, Market Linked Focus Product Scheme, Focus Market Scheme, Agri. Infrastructure Incentive Scrip, VKGUY) for rewarding merchandise exports with different kinds of duty scrips with varying conditions (sector specific or actual user only) attached to their use. Now all these schemes have been merged into a single scheme, namely Merchandise Export from India Scheme (MEIS) and there would be no conditionality attached to the scrips issued under the scheme. The main features of MEIS, including details of various groups of products supported under MEIS

and the country groupings are at Annexure-1.

(b) Rewards for export of notified goods to notified markets under 'Merchandise Exports from India Scheme (MEIS)' shall be payable as percentage of realized FOB value (in free foreign exchange). The debits towards basic customs duty in the transferable reward duty credit scrips would also be allowed adjustment as duty drawback. At present, only the additional duty of customs / excise duty / service tax is allowed adjustment as CENVAT credit or drawback, as per Department of Revenue rules.

1.2. Service Exports from India Scheme (SEIS)

(a) Served From India Scheme (SFIS) has been replaced with Service Exports from India Scheme (SEIS). SEIS shall apply to 'Service Providers located in India's instead of 'Indian Service Providers'. Thus SEIS provides for rewards to all Service providers of notified services, who are providing services from India, regardless of the constitution or profile of the service provider. The list of services and the rates of rewards under SEIS are at Annexure-2.

(c) The rate of reward under SEIS would be based on net foreign exchange earned. The reward issued as duty credit scrip, would no longer be with actual user condition and will no longer be restricted to usage for specified types of goods but be freely transferable and usable for all types of goods and service tax debits on procurement of services / goods. Debits would be eligible for CENVAT credit or drawback.

2. Chapter -3 Incentives (MEIS & SEIS) to be available for SEZs.

It is now proposed to extend Chapter -3 Incentives (MEIS & SEIS) to units located in SEZs also.

3. Duty credit scrips to be freely transferable and usable for payment of custom duty, excise duty and service tax

(a) All scrips issued under MEIS and SEIS and the goods imported against these scrips would be fully transferable.

(b) Scrips issued under Exports from India Schemes can be used for the following :-

(i) Payment of customs duty for import of inputs / goods including capital goods, except items listed in Appendix 3A.

(ii) Payment of excise duty on domestic procurement of inputs or goods, including capital goods as per DoR notification.

(iii) Payment of service tax on procurement of services as per DoR notification.

(c) Basic Customs Duty paid in cash or through debit under Duty Credit Scrip can be taken back as Duty Drawback as per DoR Rules, if inputs so imported are used for exports.

4. Status Holders

(a) Business leaders who have excelled in international trade and have successfully contributed to country's foreign trade are proposed to be recognized as Status Holders and given special treatment and privileges to facilitate their trade transactions, in order to reduce their transaction costs and time.

(b) The nomenclature of Export House, Star Export House, Trading House, Star Trading House, Premier Trading House certificate has been changed to One, Two, Three, Four, Five Star Export House.

(c) The criteria for export performance for recognition of status holder have been changed from Rupees to US dollar earnings. The new criteria is as under:-

Status category	Export Performance FOB / FOR (as converted) Value (in US \$ million) during current and previous two years
One Star Export House	3
Two Star Export House	25
Three Star Export House	100
Four Star Export House	500
Five Star Export House	2000

(a) Approved Exporter Scheme - Self certification by Status Holders

Manufacturers who are also Status Holders will be enabled to self-certify their manufactured goods as originating from India with a view to qualify for preferential treatment under different Preferential Trading Agreements [PTAs], Free Trade Agreements [FTAs], Comprehensive Economic Cooperation Agreements [CECAs] and Comprehensive Economic Partnerships Agreements [CEPAs] which are in operation. They shall be permitted to self-certify the goods as manufactured

as per their Industrial Entrepreneur Memorandum (IEM) / Industrial Licence (IL)/ Letter of Intent (LOI).

B. BOOST TO "MAKE IN INDIA"

1.Reduced Export Obligation (EO) for domestic procurement under EPCG scheme :

Specific Export Obligation under EPCG scheme, in case capital goods are procured from indigenous manufacturers, which is currently 90% of the normal export obligation (6 times at the duty saved amount) has been reduced to 75%, in order to promote domestic capital goods manufacturing industry.

2. Higher level of rewards under MEIS for export items with high domestic content and value addition.

It is proposed to give higher level of rewards to products with high domestic content and value addition, as compared to products with high import content and less value addition.

C. TRADE FACILITATION & EASE OF DOING BUSINESS

1. Online filing of documents/ applications and Paperless trade in 24x7 environment :

(a) DGFT already provides facility of Online filing of various applications under FTP by the exporters/importers. However, certain documents like Certificates issued by Chartered Accountants/ Company Secretary / Cost Accountant etc. have to be filed in physical forms only. In order to move further towards paperless processing of reward schemes, it has been decided to develop an online procedure to upload digitally signed documents by Chartered Accountant / Company Secretary / Cost Accountant. In the new system, it will be possible to upload online documents like annexure attached to ANF 3B, ANF 3C and ANF 3D, which are at present signed by these signatories and submitted physically.

(b) Henceforth, hardcopies of applications and specified documents would not be required to be submitted to RA, saving paper as well as cost and time for the exporters. To start with, applications under Chapter 3 & 4 of FTP are being covered (which account for nearly 70% of total applications in DGFT). Applications under Chapter-5 would be taken up in the next phase.

(c) As a measure of ease of doing business, landing documents of export consignment as proofs for notified market can be digitally uploaded in the following manner:-

(i) Any exporter may upload the scanned copy of Bill of Entry under his digital signature.

(ii) Status holders falling in the category of Three Star, Four Star or Five Star Export House may upload scanned copies of documents.

2.Online inter-ministerial consultations :

It is proposed to have Online inter-ministerial consultations for approval of export of SCOMET items, Norms fixation, Import Authorisations, Export Authorisation, in a phased manner, with the objective to reduce time for approval. As a result, there would not be any need to submit hard copies of documents for these purposes by the exporters.

3. Simplification of procedures / processes, digitisation and e-governance

(a) Under EPCG scheme, obtaining and submitting a certificate from an independent Chartered Engineer, confirming the use of spares, tools, refractory and catalysts imported for final redemption of EPCG authorizations has been dispensed with.

(b) At present, the EPCG Authorisation holders are required to maintain records for 3 years after redemption of Authorisations. Now the EPCG Authorization Holders shall be required to maintain records for a period of two years only. Government's endeavour is to gradually phase out this requirement as the relevant records such as Shipping Bills, e-BRC are likely to be available in electronic mode which can be archived and retrieved whenever required.

(c) Exporter Importer Profile: Facility has been created to upload documents in Exporter/Importer Profile. There will be no need to submit copies of permanent records/ documents (e.g. IEC, Manufacturing licence, RCMC, PAN etc.) repeatedly with each application, once uploaded.

(d) Communication with Exporters/Importers: Certain information, like mobile number, e-mail address etc. has been added as mandatory fields, in IEC data base. This information once provided by exporters, would help in better communication with exporters. SMS/ email would be sent to exporters to inform them about issuance of authorisations or status of their applications.

(e) Online message exchange with CBDT and MCA: It has been decided to have on line message exchange with CBDT for PAN data and with Ministry of Corporate Affairs for CIN and DIN data. This integration would obviate the need for seeking information from IEC

holders for subsequent amendments/ updation of data in IEC data base.

(f) Communication with Committees of DGFT: For faster and paperless communication with various committees of DGFT, dedicated e-mail addresses have been provided to each Norms Committee, Import Committee and Pre-Shipment Inspection Agency for faster communication.

(g) Online applications for refunds: Online filing of application for refund of TED is being introduced for which a new ANF has been created.

4 .Forthcoming e-Governance Initiatives

(a) DGFT is currently working on the following EDI initiatives :

- (i) Message exchange for transmission of export reward scrips from DGFT to Customs.
- (i) Message exchange for transmission of Bills of Entry (import details) from Customs to DGFT.
- (iii) Online issuance of Export Obligation Discharge Certificate (EODC).
- (iv) Message exchange with Ministry of Corporate Affairs for CIN & DIN.
- (v) Message exchange with CBDT for PAN.
- (vi) Facility to pay application fee using debit card / credit card.
- (vii) Open API for submission of IEC application.
- (viii) Mobile applications for FTP

D. OTHER NEW INITIATIVES

1. New initiatives for EOUs, EHTPs and STPs

- (a) EOUs, EHTPs, STPs have been allowed to share infrastructural facilities among themselves. This will enable units to utilize their infrastructural facilities in an optimum way and avoid duplication of efforts and cost to create separate infrastructural facilities in different units.
- (b) Inter unit transfer of goods and services have been allowed among EOUs, EHTPs, STPs, and BTPs. This will facilitate group of those units which source inputs centrally in order to obtain bulk discount. This will reduce cost of transportation, other logistic costs and result in maintaining effective supply chain.
- (c) EOUs have been allowed facility to set up Warehouses near the port of export. This will help in reducing lead time for delivery of goods and will

also address the issue of un-predictability of supply orders.

- (d) STP units, EHTP units, software EOUs have been allowed the facility to use all duty free equipment/goods for training purposes. This will help these units in developing skills of their employees.
- (e) 100% EOU units have been allowed facility of supply of spares /components up to 2% of the value of the manufactured articles to a buyer in domestic market for the purpose of after sale services.
- (f) At present, in a period of 5 years EOU units have to achieve Positive Net Foreign Exchange Earning (NEE) cumulatively. Because of adverse market condition or any ground of genuine hardship, then such period of 5 years for NFE completion can be extended by one year.
- (g) Time period for validity of Letter of Permission (LOP) for EOUs/EHTP/ STPI/BTP Units has been revised for faster implementation and monitoring of projects. Now, LOP will have an initial validity of 2 years to enable the unit to construct the plant and install the machinery. Further extension can be granted by the Development Commissioner up to one year. Extension beyond 3 years of the validity of LOP, can be granted, in case unit has completed 2/3rd of activities, including the construction activities.
- (h) At present, EOUs/EHTP/STPI units are permitted to transfer capital goods to other EOUs, EHTPs, STPs, SEZ units. Now a facility has been provided that if such transferred capital goods are rejected by the recipient, then the same can be returned to the supplying unit, without payment of duty.
- (i) A simplified procedure will be provided to fast track the de-bonding / exit of the STP/ EHTP units. This will save time for these units and help in reduction of transaction cost.
- (j) EOUs having physical export turnover of Rs.10 crore and above, have been allowed the facility of fast track clearances of import and domestic procurement. They will be allowed fast tract clearances of goods, for export production, on the basis of pre-authenticated procurement certificate, issued by customs / central excise authorities. They will not have to seek procurement permission for every import consignment.

2. Facilitating & Encouraging Export of dual use items (SCOMET)

- (a) Validity of SCOMET export authorisation has been extended from the present 12 months to 24 months. It will help industry to plan their activity in an orderly manner and obviate the need to seek revalidation or relaxation from DGFT.
- (b) Authorisation for repeat orders will be considered on automatic basis subject to certain conditions.
- (c) Verification of End User Certificate (EUC) is being simplified if SCOMET item is being exported under Defence Export Offset Policy.
- (d) Outreach programmes will be conducted at different locations to raise awareness among various stakeholders.

3. Facilitating & Encouraging Export of Defence Exports

- (a) Normal export obligation period under advance authorization is 18 months. Export obligation period for export items falling in the category of defence, military store, aerospace and nuclear energy shall be 24 months from the date of issue of authorization or co-terminus with contracted duration of the export order, whichever is later. This provision will help export of defence items and other high technology items.
- (b) A list of military stores requiring NOC of Department of Defence Production has been notified by DGFT recently. A committee has been formed to create ITC (HS) codes for defence and security items for which industrial licenses are issued by DIPP.

4. e-Commerce Exports

- (a) Goods falling in the category of handloom products, books / periodicals, leather footwear, toys and customized fashion garments, having FOB value up to Rs.25000 per consignment (finalized using e- Commerce platform) shall be eligible for benefits under FTP. Such goods can be exported in manual mode through Foreign Post Offices at New Delhi, Mumbai and Chennai.
- (b) Export of such goods under Courier Regulations shall be allowed manually on pilot basis through Airports at Delhi, Mumbai and Chennai as per appropriate amendments in regulations to be made by Department of Revenue. Department of Revenue shall fast track the implementation of EDI mode at courier terminals.

5. Duty Exemption

- (a) Imports against Advance Authorization shall also be eligible for exemption from Transitional Product Specific Safeguard Duty.
- (b) In order to encourage manufacturing of capital goods in India, import under EPCG Authorisation Scheme shall not be eligible for exemption from payment of anti-dumping duty, safeguard duty and transitional product specific safeguard duty.

6. Additional Ports allowed for Export and import
Calicut Airport, Kerala and Arakonam ICD, Tamil Nadu have been notified as registered ports for import and export.

7. Duty Free Tariff Preference (DFTP) Scheme

India has extended duty free tariff preference to 33 Least Developed Countries (LDCs) across the globe. This is being notified under FTP.

8. Quality complaints and Trade Disputes

- (a) In an endeavour to resolve quality complaints and trade disputes, between exporters and importers, a new chapter, namely, Chapter on Quality Complaints and Trade Disputes has been incorporated in the Foreign Trade Policy.
- (b) For resolving such disputes at a faster pace, a Committee on Quality Complaints and Trade Disputes (CQCTD) is being constituted in 22 offices and would have members from EPCs FIEOs/APEDA/EICs.

Other Important Policy Matters**1. Request for submission of data for All Industry Rates (AIR) of Duty Drawback for the year 2015**

The Council received a letter No.609/30/2015-DBK (A) dated 20th March 2015 from the CBEC, Department of Revenue, Ministry of Finance, Government of India, New Delhi requesting for submission of data from the member exporters for the period January – March 2015 in the specified proforma in 4 parts 1(a) & 1(b), II, III, IV.. The Council circulated the said letter to all its members on 24th March 2015 and requested the members to fill up the proforma and send the same to us for onward transmission to the MOF for their consideration. We have forwarded the data from time to time to the MOF as received from the member exporters.

2.All Industry Rates of Duty Drawback for the year 2015-2016

The Government had notified the revised All Industry Rates of Duty Drawback for the year 2015-16 vide Notification No. 110/2015-Customs (N.T) dated 16.11.2015, which came into force on 23.11.2015

3. Minimum Import Price (MIP) on Iron and Steel under Chapter 72 of ITC (HS) 2012 – Schedule 1 of Import Policy.

The DGFT had announced Minimum Import Price (MIP) on Iron and Steel under Chapter – 72 of ITC (HS) 2012 vide Notification No.38/2015-2020 dated 5th February 2016 by imposing minimum import price ranging from \$ 341 to \$752 a tonne on 173 Iron and Steel tariff lines. Imports/shipments under Letter of Credit already entered into before the date of this notification would be exempted from the MIP condition subject to para 1.05(b) of FTP 2015-20.

4. Interest Equalization Scheme on Pre and Post Shipment Rupee Export Credit

The Interest Equalization Scheme on Pre and Post Shipment Rupee Export Credit was announced by the Government of India and notified vide RBI Circular No. DBR/Dir/BC No.62/04.02.001/2015-16 dated 4th December 2015 with effect from 1st April 2015 for a period of 5 years. The rate of interest equalization @ 3% per annum would be available on pre-shipment Rupee Export Credit and Post-Shipment Rupee Export Credit. The Scheme would be available to all exports under 416 tariff lines at 4 digit level and exports made by Micro, small & Medium Enterprises across all ITC HS Codes.

5. AD/CVD issues**(i) USITC vote on PET Resin and Determination in AD/CVD order on PC strand from India.**

The Council received an e-mail dated 17th April 2015 from the Department of Commerce, Ministry of Commerce & Industry, Government of India, New Delhi along with a letter of Indian Embassy, Washington regarding USITC vote on PET Resin and Determination in AD/CVD order on PC Strand from India. We circulated the same to all the members of Iron and Steel Panel on 18th April 2015 for their information and necessary action.

(ii) Final Result of Sunset Review of Countervailing Duty on Pre-stressed Concrete Steel Wire Strand originating from India.

The Council received a Federal Register Notice with the Final Result of Sunset Review of Countervailing Duty Order (C-533-829) on Pre-stressed Concrete Steel Wire Strand originating from India, which was circulated on 17th April 2015 to All member of Iron and Steel Panel, and all members of Steel Wire, Wire Products and Cables Panel for their information and necessary action.

(iii) Notification of the Department of Foreign Trade, Kingdom of Thailand notifying the Final determination of Safeguard Measures on import of non-alloy Hot Steel Flat Products in Coils and not in Coils

The Council received a letter from the O/o. DGFT, New Delhi along with the Notification on details of the Department of Foreign Trade, Kingdom of Thailand notifying the Final determination of Safeguard Measures on import of non-alloy Hot Steel Flat Products in Coils and not in Coils, which was circulated on 20th April 2015 to the members of Iron and Steel Panel and Steel Wire, Wire Products and Cables Panel for their information and necessary action.

(iv) Notice for Re-investigation by CBSA export prices of certain OCTG

The Council received an e-mail on 6th May 2015 from the Counselor (Com), High Commission of India, Ottawa, Ontario regarding Notice from the CBSA informing that they have initiated a re-investigation to update normal values and export prices of certain oil country tubular goods (OCTG) originating in or exported from all involved countries including India, which was circulated to the Members of Steel Pipes, Tubes and Fittings Panel on 7th May 2015 for their information and appropriate action.

(v) Imposing antidumping duty by Government of India on certain steel products. vide Notification No. 28/2015-Customs (ADD) dated 5th June 2015

Government of India has slapped an antidumping duty of upto \$316 per ton on imports of certain steel products from three countries, including China, to protect domestic producers from below-cost inbound shipments. A duty of \$ 309 per ton has been imposed on imports from China, while \$ 316 per ton duty has been fixed for Malaysia and \$ 180 per ton for Korea. The Finance Ministry imposed the duty on the recommendation of Directorate General of Anti-Dumping Duty. The duties have been imposed for five years on imports of certain variety of hot rolled flat products of stainless steel. The Council circulated the Notification No. 28/2015-Customs (ADD) dated 5th June 2015 to all members of EPC India on 8th June 2015 for their information and necessary action.

(vi) USITC Notice to commence preliminary phase of AD/CVD Investigation on corrosion steel products originating from India.

The Council received a USITC Notice through Embassy of India, Washington, which states that effective June 3, 2015, the US International Trade Commission is

instituting and commencing the preliminary phase of the antidumping and countervailing duty investigation on certain corrosion steel products originating from India and China, Italy, Korea and Taiwan. The Council circulated the above Notice to all members of Iron and Steel Panel on 9th June 2015 for their information and necessary action.

6. Suggestions on New Foreign Trade Policy 2015-2020

The Council sought opinion/comments through circular dated 2nd April 2015 from the members pertaining to new FTP 2015-2020 which was announced on 1st April 2015 by the Hon'ble Union Commerce & Industry Minister. The export policy proposes to double exports to US\$ 900 billion in 5 years. The suggestions as received from the members were forwarded to the MOC from time to time for their consideration.

In the new FTP 2015-2020, the incentive schemes, under Chapter – 3 have been consolidated into two primary schemes – the Merchandise Export from India Scheme (MEIS) and the Service Exports from India Scheme (SEIS). The MEIS has been introduced for export of goods and replaces five different schemes viz. Focus Product Scheme, Focus Market Scheme, Agri-Infrastructure Incentive Scrip, Vishesh Krishi and Gram Udyog Yojana. Under the scheme, notified goods exported to notified markets would be rewarded on realized FOB value on exports. Our members have pointed out that there has been a drastic reduction in the Duty Credit Scrips reward under the MEIS. Further some members have also pointed out that the classification of the markets should also be re-looked at. The Council had taken number of issues with the MOC and DGFT after announcement of new FTP.

MARKET DEVELOPMENT ASSISTANCE (MDA)

The Council received MDA grant of Rs.340 lakhs from Ministry of Commerce & Industry, Government of India during 2015-16 for disbursing to the individual exporters. Around 169 members were benefited under this Scheme by participating in the Council's promotional events like INDEE, India Pavilion, BSM etc.

MEMBERSHIP DETAILS

During the reporting year, Region wise membership position of the Council was as follows :

Region	Membership Position as on 01.04.2015	New / Revived Member 2015-16	Resigned/ Defaulter Member 2015-16	Membership Position as on 31.03.2016
Eastern	796	71	83	784
Northern	3354	465	412	3407
Western	4659	473	386	4746
Southern	2711	273	223	2761
Total	11520	1282	1104	11698

	Membership as on 01.04.2015	Membership as on 31.03.2016
Ordinary	5658	5111
Associate	5849	6554
Nominated and Affiliated	13	33
Total	11520	11698

Annexure – I

Details of Seminars/Meetings/Conferences held during the year 2015-16

Name of the Office	Event Details	Date	Venue
Ahmedabad	Workshop on International Business Communication for Global Market	24.04.2015	Ahmedabad
Ahmedabad	Workshop-cum-Seminar on New Foreign Trade Policy 2015.2020	29.05.2015	Ahmedabad
Ahmedabad	Organised meeting with Gujarat Chamber of Commerce for mobilization for INDEE Peru participation	17.06.2015	Ahmedabad
Ahmedabad	Seminar on Export Incentives and Business Opportunities at IESS 2015	11.09.2015	Ahmedabad
Ahmedabad	Seminar on Export Incentives & Business Opportunities at IESS 2015. Shri Suvidh Shah, Du. DGFT, Shri S. Vyas, Asst. Manager, ECGC and Shri Vihar Rajani, Yes Bank Ltd. addressed and interacted with the participants.	18.09.2015	Rajkot
Ahmedabad	Seminar on Export Incentives & Business Opportunities at IESS in association with Federation of Small Scale Industries,	13.10.2015 Vadodara	Baroda
Ahmedabad	Industry visit at Vatva Industries Association for mobilization for IESS 2015	21.10.2015	Ahmedabad
Ahmedabad	Participated at the Engimach Exhibition regarding awareness of various EEPC India activities and mobilization of membership	03.12.2015 to 07.12.2015	Gandhinagar
Ahmedabad	Organized workshop on International Business - Time to Turnaround	05.02.2015	Ahmedabad
Ahmedabad	Internal Audit Meeting	08.01.2016	Ahmedabad
Ahmedabad	Attended Regional Standards Conclave organized by Export Inspection Council in association with Department of Commerce, Ministry of Commerce & Industry, Government of India	05.02.2015	Ahmedabad
Ahmedabad	Interactive Session with Dr. Guruprasad Mohapatra, Joint Secretary, Ministry of Commerce & Industry, government of India on Doing Business with Russia and Roadshow on INNOPROM (International Industrial Trade Fair)	10.03.2016	Ahmedabad
Ahmedabad	Organised Awareness Seminar on various export incentives and FTA Outreach Programme and Awareness Seminar on various Export Incentives	30.03.2016	Rajkot

Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Bengaluru	Organized a Presentation session on INDEE Peru	19.06.2015	Bengaluru
Bengaluru	Organized an Interactive Session on New Foreign Trade Policy	26.06.2015	Bengaluru
Bengaluru	Organized Roadshow on IESS	28.07.2015	Bengaluru
Bengaluru	Organized Export Awareness Programme under Niryat Bandhu and opportunities at IESS 2015	20.08.2015	Hubballi
Bengaluru	Interactive Session with Jt. DGFT on Niryat Bandhu and opportunities at IESS 2015	27.08.2015	Bengaluru
Bengaluru	New Member Meet and opportunities at IESS 2015	23.09.2015	Bengaluru
Bengaluru	Seminar on Flanders - A Gateway to Europe and opportunities at IESS 2015	07.10.2015	Bengaluru
Chennai	Seminar-cum-Interactive on New Foreign Trade Policy 2015-2020	28.05.2015	Chennai
Chennai	Seminar on Export Opportunities in Latin American Countries' in association with SIEMA	10.07.2015	Coimbatore
Chennai	Organized New Members Meet	17.07.2015	Chennai
Chennai	Seminar on New Foreign Trade Policy 2015-2020 and Export Opportunities for Engineering Products at IESS Vth Edition in association with Ambattur Industrial Estate Manufacturer's Association (AIEMA)	04.08.2015	Chennai
Chennai			
Chennai	Seminar on 'Business Warehousing in Europe and Opportunities in IESS 2015' in association with Southern India Engineering Manufacturing Association (SIEMA)	17.08.2015	Coimbatore
Chennai	Seminar on 'Business Warehousing in Europe & Export Opportunities for Engineering Products at IESS Vth Edition	27.08.2015	Chennai
Chennai	Seminar on New Foreign Trade Policy 2015-2020 and Export Opportunities for Engineering Products at IESS Vth Edition in association with Export Promotion Centre	14.09.2015	Madurai
Chennai	Seminar on Export Awareness under Niryaat Bandhu Scheme for Engineering Cluster and IESS Vth Edition	22.09.2015	Trichy
Chennai	Interactive Session on New Foreign Trade Policy 2015-2020 and Export Opportunities for Engineering Products at IESS Vth Edition in association with CODISSIA	29.09.2015	Coimbatore
Chennai	Export Opportunities for Engineering Products at IESS Vth Edition in association with Hosur Industries Association (HIA)	13.10.2015	Hosur

Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Chennai	Industrial visit to Coimbatore along with promotion of IESS Vth Edition 2015	16.10.2015	Coimbatore
Chennai	Organized a Road Show in association with SIEMA on 'INDEE Sri Lanka 2016 and INDEE Cambodia 2016	21.01.2016	Chennai
Chennai	Organized a Technology Meet in Coimbatore CODISSIA where Shri Ravi Capoor, Joint Secretary, Deptt. of Commerce, Ministry of Commerce made Key Note address.	28.01.2016	Coimbatore
Chennai	Road Show on INDEE Sri Lanka and seminar on 'Doing Business and Exports of Engineering Products' to Sri Lanka in association with Export Promotion Centre, Madurai	17.02.2016	Madurai
Hyderabad	Seminar-cum-Interactive Programme on 'New Foreign Trade Policy 2015-2020	12.06.2015	Secunderabad
Hyderabad	Seminar on New Foreign Trade Policy 2015-2020 and Road Show on IESS-V	31.07.2015	Visakhapatnam
Hyderabad	Attended a seminar on Industry consultation on Regional Comprehensive Economic Partnership (RCEP) organized by FICCI, Andhra Pradesh State Council	18.09.2015	Hyderabad
Hyderabad	Organized seminar on business opportunities at IESS - V along with Niryat Bandhu scheme	09.11.2015	Secunderabad
Hyderabad	Organized a meeting on INDEE Sri Lanka and INDEE Cambodia where presentation has been shown to participants on business opportunities	05.02.2016	Secunderabad
Jalandhar	Attended meeting with Mr. Jonathan Ward, Commercial counselor of American Embassy in India, New Delhi regarding opportunities of expanding bilateral trade between engineering good exporters of both the countries and role of EEPC in promotion of exports	22.04.2015	Jalandhar
Jalandhar	Organised a Lean manufacturing programme with PHD Chamber of Commerce, MSME Ludhiana, DIC Jalandhar and NPC Chandigarh	28.05.2015	Chandigarh
Jalandhar	Organized Industry visit with Dr. Sumeet Jerath, Addl. DGFT, New Delhi.	27.07.2015 & 28.07.2015	Jalandhar
Jalandhar	Organized seminar on IESS 2015 along with Niryat Bandhu Programme where Dr. Sumeet Jerath, Addl. DGFT was present.	04.08.2015	Amritsar

Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Jalandhar	Organized Export Awareness Programme with DGFT on Niryat Bandhu Scheme and Role of EEPC India and promotion of export	12.08.2015	Patiala
Jalandhar	Organized Export Awareness Programme under NBS with DGFT Chandigarh on export incentives	28.08.2015	Mohali
Jalandhar	Organized seminar on Cologne Fair in association with Cologne Messe Authorities and Hand Tools and Hardware Manufacturers.	25.09.2015	Jalandhar
Jalandhar	Organized EAP Seminar on IESS 2015 and Niryat Bandhu Scheme in association with DGFT Panipat, FIEO, ECGC, ASIMA representatives also present at this seminar	28.09.2015	Jalandhar
Jalandhar	Export Awareness Programme under NBS in association with DGFT Chandigarh	09.10.2015	Parwanoo
Jalandhar	Export Awareness Programme under NBS in association with DGFT Jammu and Bari Brahmana Industry Association	14.10.2016	Jammu
Jalandhar	Organized an Export Awareness programme for the students of Lovely professional University on EEPC India activities	26.10.2015	Jalandhar
Jalandhar	Export Awareness Programme under NBS with DGFT on how to start exports	02.11.2015	Jalandhar
Jalandhar	Organized factory visit	02.11.2015	Jalandhar
Jalandhar	Organized factory visit with Dr. Sumeet Jerath, Addl. DGFT Mr. M. S. Dhillon, Jt. DGFT and Mr. Amit Sharma, Asst. DGFT	03.11.2015	Ludhiana
Jalandhar	Attended BSM organized by PHD Chamber	05.12.2015	Amritsar
Jalandhar	Organized seminar on Risk Coverage in association with ECGC	10.12.2015	Jalandhar
Jalandhar	Attended seminar on Export awareness organized by Indian Foundry men	23.12.2015	Jalandhar
Jalandhar	Jointly organized seminar with PHD Chamber of Commerce Chandigarh on Lean manufacturing awareness.	23.12.2015	Jalandhar
Jalandhar	Organized a meeting with SIDBI to look into the opportunities available for exporters and assistance provided by them	11.01.2016	Jalandhar

Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Jalandhar	Attended meeting and BSM organized by member of companies of Punjab with visiting delegation of Canada renewable energy and environment pollution control	02.02.2016 & 03.02.2016	Jalandhar
Jalandhar	Organized Export Awareness programme under Niryat Bandhu Scheme of Government of India at Lovely Professional University. Dr. Amiya Chandra, Jt. DGFT and Mr. M. S. Dhillon, Jt. DGFT, Ludhiana were delivered speeches.	05.02.2016	Jalandhar
Jalandhar	Organized FTA Outreach Programme in association with FIEO and Ministry of Commerce & Industry	04.03.2016	Jalandhar
Jalandhar	Attended a programme on export promotion organized by Aay Pee Jay Institute of Management	09.03.2016	Jalandhar
Jalandhar	Organized FTA Outreach programme in association with ASIMA and FIEO	11.03.2016	Ambala
Jalandhar	Organized three day Export Awareness Programme on Hand on training of export procedures and documentation. NSIC, MSME, SIDBI, ECGC and Bank representatives were present	29.03.2016 to 31.03.2016	Jalandhar
Kolkata	Interactive Session on Foreign Trade Policy, 2015-2020 where Shri Sanjeev Nandwani, Development Commissioner, FSEZ was the main speaker	18.05.2015	Kolkata
Kolkata	Interactive Session on Goods and Service Tax	12.06.2015	Kolkata
Kolkata	Seminar on "Understanding Trade Agreements & their impact on India's Exports".	26.06.2015	Kolkata
Kolkata	Meeting between Bengal Chamber of Commerce & Industry on IESS, 2015	22.07.2015	Kolkata
Kolkata	Organized Road Show on IESS, 2015	30.07.2015	Kolkata
Kolkata	Campaign on Nirayat Bandhu in association with DGFT. Shri P. K. Bhaumik, Foreign Trade Development Officer, DGFT, Kolkata was the Chief Guest	30.07.2015	Kolkata
Kolkata	Nirayat Bandhu Campaign with DGFT. Shri A. K. Sinha, Dy. Director General, DGFT, Kolkata, Shri S. K. Nrala, Section Officer, DGFT Patna were present	31.07.2015	Ranchi
Kolkata	Road Show on IESS, 2015 jointly with Federation of Jharkhand Chamber of Commerce	31.07.2015	Ranchi
Kolkata	Organized Road Show on India Engineering Sourcing Show 2015 jointly with CSIDC	15.09.2015	Raipur

Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Kolkata	Industry Consultation on Regional Comprehensive Economic Partnership (RCEP) jointly with FICCI	15.09.2015	Kolkata
Kolkata	Export Awareness Seminar and Road Show on IESS 2015 in association with Directorate of Export Promotion & Marketing, Government of Odisha	07.10.2015	Bhubaneswar
Kolkata	Indo-Japan CEPA : Impact on Indian Industry linked through video conferencing with other Regions.	16.10.2015	Kolkata
Kolkata	Attended Regional Standard conclave jointly organized by Department of Commerce & Industry, Government of India and CII	20.11.2015	Kolkata
Kolkata	Attended Insurance Awareness Campaign organized by ECGC	04.12.2015	Kolkata
Kolkata	Organized Brainstorming Session for increasing exports. Shri Sanjeev Nandwani, Development Commissioner, FSEZ was the guest speaker	21.12.2015	Kolkata
Kolkata	Interactive Session on 'GST'	22.12.2015	Kolkata
Kolkata	Participates at Session on Industrial Infrastructure at Bengal Global Summit Organized by Government of West Bengal	08.01.2016 & 09.01.2016	Kolkata
Kolkata	Interactive Session on the Government of India's New Guidelines for Lines of Credit to overseas Government organised by Exim Bank and EEPC India, Ministry of Finance & External Affairs, CII, FICCI and ASSOCHAM	16.01.2015	Kolkata
Kolkata	Export Awareness Seminar jointly with Urla Industries Association, Raipur	22.01.2016	Raipur
Kolkata	Export Awareness Seminar jointly with Chhattisgarh Laghu & Sahayak Udyog Sangha, Bilaspur	22.01.2016	Bilaspur
Kolkata	Export Awareness Seminar with NSIC, ECGC and DGFT	11.02.2016	Rourkela
Kolkata	Live viewing Union Budget through video conferencing	28.02.2016	Kolkata
Kolkata	Seminar on 'International Equivalence of Accreditation and its Benefits to Industry' jointly organized with Ministry of Commerce, Government of India, national Accreditation Board for Certification Bodies (NABCB)	16.03.2016	Kolkata
Mumbai	Organized Internal Audit meeting of the Mumbai Regional Office for the 1st Quarter 2015-16	29.04.2015 & 30.04.2015	Mumbai
Mumbai	Delegates of Poland visited Regional Office, Mumbai	30.04.2015	Mumbai
Mumbai	Awareness Seminar on Business Opportunities with Latin American Countries	27.06.2015	Mumbai

Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Mumbai	Organized New Members Meet	17.07.2015	Mumbai
Mumbai	Seminar on Export Incentives and Business Opportunities at India Engineering Sourcing Show 2015	11.09.2015	Pune
Mumbai	Roadshow on IESS 2015 and Niryat Bandhu Campaign by DGFT	12.09.2015	Aurangabad
Mumbai	Meet with IIFT's Student	22.09.2015	Mumbai
Mumbai	Leadership Talk with Mr. Baba Kalyani, Chairman & Managing Director of Bharat Forge Ltd.	23.09.2015	Mumbai
Mumbai	Meeting with some renowned companies regarding participation on IESS'15	23.09.2015 to 25.09.2015	Pune
Mumbai	Organized Niryat Bandhu Campaign by DGFT and Roadshow on IESS 2015	30.09.2015	Kolhapur
Mumbai	Organized Niryat Bandhu Campaign by DGFT and Roadshow on IESS 2015	09.10.2015	Bhopal
Mumbai	Organized Niryat Bandhu Campaign by DGFT and Roadshow on IESS 2015	30.10.2015	Nagpur
Mumbai	Organized meeting with Shri Mahendra K. Panchal of M. K. Industries, Mumbai for IESS'15	02.11.2015	Mumbai
Mumbai	Organized meeting with Shri Vasant K. Panchal of Metal Forge, Mumbai regarding IESS'15	05.11.2015	Mumbai
Mumbai	Organized meeting with Shri Tarun L. Bhatt of Veekay Industries, Mumbai for IESS'15	09.11.2015	Mumbai
Mumbai	Organized meeting with Mr. Prashant Choudhary of Shree Renuka Industrial corporation for IESS'15	10.11.2015	Mumbai
Mumbai	Organized meeting with Rajesh Mutha of Victronics Controls for IESS'15	13.11.2015	Mumbai
Mumbai	Organized meeting with Shri Janak Desai of Arvind Furniture, Mumbai for IESS'15	16.11.2015	Mumbai
Mumbai	Meeting with Ms. Gayatri Hingorani of Bharat Bijlee, Mumbai for IESS 2015	17.11.2015	Mumbai
Mumbai	Conference on Trans-Pacific Partnership Agreement (TPP) issues and implications for India	20.11.2015	Mumbai
Mumbai	JAFZA Roadshow for EEPC India Members	08.12.2015	Mumbai
Mumbai	Organized Indo-Japan CEPA meeting	16.10.2015	Mumbai
Mumbai	Organized Niryat Bandhu Campaign by DGFT and Role of EEPC India to boost the exports	18.12.2015	Ahmednagar

Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Mumbai	Organized industry visit at Vatva Industries for mobilization of IESS 2015	21.10.2015	Vatva
Mumbai	Internal Audit in Mumbai	07.01.2016	Mumbai
Mumbai	New Members Meet	08.01.2016	Mumbai
Mumbai	FTA Outreach Programmes on India's Economic Engagement with ASEAN	11.01.2016	Pune
Mumbai	Free Trade Agreement Outreach Programmes for utilizing FTAs for increasing exports	21 & 22..01.2016	Pithanpur & Indore
Mumbai	Opportunity to interact with Ontario Trade Mission to India	05.02.2016	Mumbai
Mumbai	FTA Outreach Programmes on India s Economic Engagement with ASEAN	22.02.2016	Aurangabad
Mumbai	"Industry Awareness programme on International Equivalence of Accreditation and its benefits to industry	24.02.2016	Pune
Mumbai	New Members Meet	31.03.2016	Mumbai
New Delhi	Seminar-cum-Workshop on Foreign Trade Policy 2015-2020. Dr. D.K. Singh, DGFT, Mr. Taneja, Jt. DGFT, Mr. Darshan Singh, Jt. DGFT was the Guest Speakers	29.04.2015	New Delhi
New Delhi	Organized meeting with Mr. Jagdish Somani, General Secretary, Vishkarma Industrial Association regarding mobilization of participation of IESS V and awareness programme on policies and incentives schemes	18.05.2015	Jaipur
New Delhi	Organized meeting Rajasthan Chamber of Commerce for mobilization of participants in IESS 2015	18.05.2015	Jaipur
New Delhi	Round Table Meeting for membership drive with Mr. S. N. Aggarwal, Jila Adahyaksh, UP Udyog Vapar Sanghthan	10.06.2015	Ghaziabad
New Delhi	Organized meeting with Mr. Neeraj Singhal, General Secretary, Industries Association for initiation of dialogue for seminar under Niryat Bandhu Scheme and membership drive	10.06.2015	Ghaziabad
New Delhi	Organized meeting with Bearing & Bearing Component Manufacturer Association, Rajasthan Foundry Owner Association, IIF Jaipur Chapter, Vishwakarma Industry Association, MSME TDC and Rolling Mill Association regarding mobilization of participants at IESS 2015	18.06.2015	Jaipur
New Delhi	Workshop on Cost Saving through effective containerization	26.06.2015	New Delhi

Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
New Delhi	Organized Awareness Seminar on Engineering Export Opportunities (Niryat Bandhu programme) and Curtain Raiser - IESS V in association with BRIMA	10.07.2015	Ghaziabad
New Delhi	Seminar on Ease of Doing Business with Iran in association with UCO Bank and Embassy of Iran. H.E. Mr. Gholamreza Ansari, Ambassador of Iran and Mr. Seetharama, General Manager & Circle Head of UCO Bank were present and delivered speech.	17.07.2015	New Delhi
New Delhi	Organized meeting with Mr. Neeraj Singal, Chairman, Industries Association (IIA), Ghaziabad Chapter regarding IESS 2015 mobilization	10.09.2015	Ghaziabad
New Delhi	Meeting with Mr. R. K. Sharma, President, Bulandshahar Road Industrial Manufacturer Association (BRIMA) regarding membership drive, publicity in Ghaziabad and mobilization of participation in IESS 2015	10.09.2015	Ghaziabad
New Delhi	Meeting with Industry Association for giving them Association Partner Proposal for IESS 2015	21.09.2015	Ghaziabad
New Delhi	Export Awareness Programme under Niryat Bandhu Scheme in association with Haryana Chamber of Commerce & Industries	23.09.2015	Yamuna Nagar
New Delhi	Organized Press Conference regarding Niryat bandhu Scheme and Business Opportunities in IESS 2015	30.09.2015	Muzaffar-nagar
New Delhi	Seminar under Niryat Bandhu Scheme where Dr. Amiya Chandra was the Chief Guest	01.10.2015	Muzaffar-nagar
New Delhi	Export Awareness Programme on Niryat bandhu Scheme and Business Opportunities at IESS 2015	14.10.2015	Faridabad
New Delhi	Meeting with the Indian Engineering Exporters along with Mr. C. K. Mishra, Dy. DGFT regarding Niryat Bandhu Scheme as well as IESS 2015	22.10.2015	Panipat
New Delhi	Participated WIN Fair at Pragati Maidan where organized a conference along with DHI on Capital Goods Sector	09.11.2015 to 11.11.2015	New Delhi
New Delhi	Organized 1st Technology Upgradation Meet along with Deptt. of Commerce, DHI, NRDC and 5 different labs. Mr. Ravi Capoor, Joint Secretary, DOC, MOC was present and delivered speech	18.12.2015	New Delhi
New Delhi	Awareness Seminar along with Embassy of Uzbekistan on doing business with Uzbekistan. Dr. Guruprasad Mahapatra, Jt. Secretary, DOC was the Chief Guest	18.12.2015	New Delhi

Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
New Delhi	Industry Awareness Programme on 'International Equivalence of Accreditation and Its Benefits to Industry'	22.01.2016	Faridabad
New Delhi	Export Awareness Programme on Niryat Bandhu Scheme and Overseas Business Opportunities and Export Incentives in association with IIA	29.01.2015	Noida
New Delhi	Export Awareness Programme under Niryat Bandhu Scheme and International Business Opportunities	18.02.2016	Faridabad
New Delhi	Export Awareness Programme under Niryat bandhu Scheme and International Business Opportunities	30.03.2016	Udaipur

ANNEXURE - II**Details of Meetings with Government Officials/
Agencies/Open House Meeting held during the year
2015-16****Eastern Region**

- Meeting with Ms. Himani Pandey, IAS, Secretary, Department of Industry, Government of Jharkhand, Shri K. Ravi Kumar, IAS, Director of Industries, Government of Jharkhand on IESS 2015 at Ranchi on July 31, 2015.
- Meeting with Shri Nityananda Palai, IAS, Director of Industry, Department of Industry, Government of Odisha regarding IESS 2015 on August 03, 2015 at Cuttack.
- Meeting with Shri T. Saran, IAS, Principal Secretary, Industry Department, Government of Bihar, Shri Pankaj Kr. Singh, Director of Industry, Government of Bihar regarding IESS 2015 at Patna on October 08, 2015.
- Meeting of Trade Facilitation Committee of Kolkata Port Trust on November 17, 2015.
- Meeting with Dr. Krishna Gupta, Managing Director, WBIDC with regard to Bengal Global Business Summit on December 11, 2015.
- Meeting with Dr. Krishna Gupta, Managing Director, WBIDC with regard to Bengal Global Business Summit on January 02, 2016.
- Meeting with Commissioner Customs, Patna regarding settlement of long pending DBK claims for export to Nepal at Patna on January 21, 2016.

Western Region

- Open House Meeting with CBEC, Commerce Secretary and DGFT in association with FIEO at Mumbai at May 13, 2015.
- Meeting with Mr. Nangia, DGM, ITPO, New Delhi to discuss on their partnership in Auto Components Sector at the next edition of IESS at Mumbai on May 26, 2015.
- Meeting with Shri Anil Kumar Singh, Jt. DGFT at Ahmedabad on May 29, 2015.
- Meeting of Committee on Quality Complaints and Trade Dispute (CQCTD) With DGFT Ahmedabad on June 17, 2015.

- Meeting with Mr. Michael Gandhi of Gandhi Consulting, Germany visited EEPC India, Mumbai to discuss for bringing overseas delegates as well as exhibitors for next edition of IESS at Mumbai on June 17, 2015.
- Meeting with Drawback Committee in Mumbai on July 23, 2015.
- Attending 5th Meeting of the Governing Council of Capital Goods Skill Council at Mumbai on July 23, 2015.
- Meeting with Shri Anil Kumar Singh, Jt. DGFT on Niryat Bandhu Schemes on August 06, 2015
- Meeting with Yes Bank for sponsorship during IESS 2015 at Mumbai on August 11, 2015.
- Meeting with Mr. Phillip Mtsweni, Sonsul Economic & Mr. Rajan Kumar, Advisor for Business Development, The DTI (The Department of Trade and Industry, South Africa), Consulate General of The Republic of South Africa for IESS'15 at Mumbai on August 28, 2015.
- Meeting of 16th Sub Committee for State Level Banking Committee at Ahmedabad on October 28, 2015.
- Meeting with UAE Delegation led by H.E. Ibrahim Al Janahi, Deputy Chief Executive officer, Jafza and Chief Commercial officer of Economic Zones World at Mumbai on December 07, 2015.
- Meeting with Shri Sanjay Mahendru, Commissioner of Service Tax at Mumbai on January 25, 2016.
- Meeting of Committee on Quality Complaints and Trade Dispute (CQCTD) With DGFT Ahmedabad on March 03, 2016.

Northern Region

- Meeting with Mr. Virendra Singh, Joint DGFT, Rajasthan at Jaipur on May 18, 2015.
- Meeting with Mr. Ajay Singh, Principal Secretary, Industry, Government of Rajasthan for State participation in IESS 2015 at Jaipur on May 18, 2015.
- Meeting with Mr. Mahesh Kr. Gupta, Principal Secretary, Infrastructure and Industrial Development Government of UP at Lucknow on June 11, 2015.
- Meeting with Ms. Kanchan Verma, Special Secretary and JED Udyog Bandhu regarding participation in IESS 2015 at Lucknow on June 11, 2015.

- Meeting with Dr. Amiya Chandra, Joint DGFT regarding Niryat Bandhu Scheme at New Delhi on June 12, 2015.
- Meeting with Mr. C. K. Mishra, Dy. DGFT, RA DGFT and Mr. Sukhbir Singh Malik, Textile Machinery Manufacturers Association for IESS 2015 participation at Panipath on July 07, 2015.
- Meeting with Mr. Ishnath Jha, General manager and Regional Head, ECGC for EEPC exhibitions and seminars as well as problem faced by EEPC India members at New Delhi on August 04, 2015.
- Meeting with Mr. Sriram P. Subramanian, General Manager, EXIM Bank regarding active associations in EEPC events as well as awareness programme of EEPC India at New Delhi on August 10, 2015.
- Meeting with Hon'ble Chief Minister of Haryana along with Industry Representatives regarding Northern Region Award Function at Faridabad on January 13, 2016.

ANNEXURE - III

Training Programme Organized during the year 2015-16

Southern Region

- Programme on 'New Policy Interventions applicable for import-Export Trade' on April 08, 2015.
- Session on 'Shipping Documentation and Freight Forwarding in the Current Scenario for Exports & Imports' on June 29, 2015.
- Session on Operating letters of Credit in Foreign Trade - Strategy & Cost Implication' on August 26, 2015.
- Documentation Intricacies while availing Schemes under new Foreign Trade Policy on November 24, 2015.
- Session on 'Documentation for Export Incentives' on January 29, 2016.
- Task Force meeting on Technology Upgradation of Pumps on February 23, 2016 at SIMA.
- Attended meeting with Ms. Rita Teatota, IAS, Commerce Secretary, organized jointly by FIEO,

State Government of Telengana and Andhra Pradesh and all Trade Promotion Organizations on March 04, 2016.

- Shri M. K. Desai along with EEPC Official met Shri K. Manicka Raj, IAS, Commissioner of Industries, Government of Telangana on September 23, 2015 regarding various activities of the Council.

Northern Region

- Programme on "How to save revenue through effective containerisation" on August 24, 2015 at New Delhi.

Annexure IV

Details of Panel Meetings Held during 2015-16

Sl. No.	Name of the Panel	Date of Meeting	Place of Meeting
1.	Pumps - all types (P-28)	24.04.2015	Bengaluru
2.	Renewable Energy Equipments (P-1)	24.04.2015	Bengaluru
3.	Ferro Alloys (P-37)	15.05.2015	Kolkata
4.	Sanitary Castings including Builders Hardware (P-20)	14.05.2015	Kolkata
5.	Industrial & Scientific Instruments (P-35)	09.06.2015	New Delhi
6.	Food Processing Machinery (P-3)	17.07.2015	Mumbai
7.	Internal Combustion Engines (P-9)	20.08.2015	Rajkot
8.	Ferro Alloys (P-37)	22.09.2015	Kolkata
9.	Hand Tools (P-15)	20.11.2015	Jalandhar
10.	Fasteners - all types	08.12.2015	Jalandhar
11.	Construction and Earthmoving Machinery (P-30)	20.01.2016	Kolkata
12.	Sanitary Castings including Builders Hardware (P-20)	03.02.2016	Kolkata
13.	Project Exports (P-29)	05.02.2016	Kolkata
14.	Electrical Machinery (P-10)	24.02.2015	Pune
15.	Heavy & Light Motor Vehicles (P-6)	04.03.2016	Chennai
16.	Aluminum and Products (other than Castings) (P-23)	11.03.2016	Kolkata
17.	Railway and Related Products and Equipments (P-36)	15.03.2016	Kolkata

Details of Other Meetings Held during 2015-16

Sl. No.	Name of the Committee	Date of Meeting	Place of Meeting
1.	Committee on Trade with Central, Eastern & Southern Africa	24.04.2015	Bengaluru
2.	Territorial Committee on Trade with ASEAN Countries	05.05.2015	Kolkata
3.	Territorial Committee on Trade with Australia & New Zealand	10.07.2015	Kolkata
4.	Regional Committee (Southern Region)	26.09.2015	Chennai
5.	60th Annual General Meeting of EEPC India	28.09.2015	Kolkata
6.	Regional Committee Meeting (Eastern Region)	18.12.2016	Kolkata
7.	Regional Committee Meeting (Western Region)	21.01.2016	Mumbai
8.	Regional Committee Meeting (Northern Region)	17.02.2016	New Delhi
9.	Tender Committee Meeting (Southern Region)	10.03.2016	Chennai

LIST OF WORKING COMMITTEE MEMBERS 2015-16

Sl. No.	Name of Members & Address	Name of the Panel
1.	Shri Dinesh Patidar CMD M/s. Shakti Pumps (India) Ltd 226 Shastri Market, M G Road, MHP, Indore 452007	Renewable Energy Equipments.
2.	Shri Sohil Marwaha General Manager (Exports) M/s. Wilson Engineering Works 9-10-11 Neelam Bldg. 108, R. G. Thadani Road, Worli Mumbai 400 018 CEO - Exports M/s. Styr Exports # 103, Imperial Palace, 45, Telly Park Road, Andheri (E), Mumbai 400 068	Heavy Industries – Industrial Machinery for Paper, Cement, Chemicals and Textiles.
3.	Shri 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.	Shri Hari Singh Director M/s. Preet Agro Industries Pvt. Ltd. P.O. Box No. 29, Patiala Road Nabha, Punjab 147 201	Agricultural Machinery
5.	Shri Amrutlal B. Bhimani Chairman & Mg. Director M/s. Dynamic Engineering Co. (P) Ltd. 268/269, G.I.D.C. Wadhwancity – 363035 ,(Gujarat)	Other Industrial Machinery
6.	Shri Raju B Ketkale Sr. Vice President Toyota Kirloskar Motor Pvt.Ltd Plot No. 1 Bidadi Industrial, Area Ramanagar Taluk Karnataka, Bangalore 562109	Heavy & Light Motor Vehicles
7.	Shri Sarabhjit Singh Bhasin CEO - Exports M/s. Styr Exports # 103, IMPERIAL PALACE, 45, TELLY PARK ROAD, ANDHERI (E), MUMBAI – 400 068.	Auto Parts – Electrical and Others

Sl.No.	Name of Members & Address	Name of the Panel
8.	Shri Satish Kumar Dhanda Partner M/s. Sadem Industries 32 Club Road Ludhiana 141 001	Bicycles Parts and similar Products
9.	Shri Amrit G. Jalavadia Partner Sensitive Industries 1 Umakant Pandit Udhyog Nagar MAVDI Plot Rajkot – 360 004, GujaraT	Internal Combustion Engines
10.	Shri C D Shah Director Nylex Group India B-804, 02, Near Minerva Industrial Estate Opp. Asha Nagar, Mulund (W) Mumbai – 400 080	Electrical Machinery
11.	Shri Aman Chadha Partner M/s. Harvinder & Co. Nikko House 399 Vithalbhair Patel Road Mumbai 400 004	Two Wheelers and Three Wheelers
12.	Vacant – to be nominated	Electrical and Home Appliances
13.	Shri Pankaj Chadha Partner M/s. Jyoti Steel Industries Opp. Gaiety Galaxy Cinema Kadad Bhavan (4th floor) 30th Road, Bandra (W) Mumbai 400050	Iron and Steel
14.	Shri K. R. Pandian Partner & CEO M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalappatti Coimbatore 641 048 Tamil Nadu	Machine Tools
15.	Shri Ashwani Kumar Partner M/s. Victor Forgings A-4, Focal Point T.T.Road, Bye Pass Jalandhar – 144 004	Hand Tools
16.	Shri Arun Kumar Garodia Managing Director M/s. Corona Steel Industry (P) Ltd. P-34, India Exchange Place Shah House (3rd floor), Kolkata – 700 001	Fabricated Steel Structures including Transmission Line Towers

Sl.No.	Name of Members & Address	Name of the Panel
17.	Shri Ankit Agarwal Director M/s. Rawalwasia Ispat Udyog Pvt. Ltd. 11th K.M. Stone Delhi Road Haryana, Hisar 125044	Steel Pipes, Tubes and Fittings
18.	Shri Jaspal Singh Bhasin Partner M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033	Steel Wire , Wire Products and Cables
19.	Shri 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
20.	Shri S. S. Kejriwal Director M/s. Kiswok Industries Pvt. Ltd. Draupadi Mansion (1st Floor) 11, Brabourne Road Kolkata 700 001	Sanitary Castings including Builders Hardware
21.	Shri R. P. 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
22.	Shri Yuvraj Malhotra, CMD M/s. Hilton Metal Forging Ltd. 701, Palmspring, Link Road, Malad (W), Maharashtra Mumbai 400064	Steel Forgings – all types.
23.	Shri Tushar Dalmia Director M/s. Anvil Cables Pvt. Ltd. 224 A.J.C. Bose Road 102 Krishna Building Kolkata – 700 017	Aluminium and Products (other than Castings)
24.	Shri Sukhvinder Singh Bhasin Partner M/s. B S International (Bombay) 37, Barrister Nath Pai Marg Cottongreen, Mumbai – 400 033	Other Non-Ferrous Metals & Manufactures thereof (Other than Aluminium)
25.	Shri Kuldip Singh Chadha CEO M/s. Indo Nikko Industries Nikko House 399, V.P. Road, Mumbai – 400 004	Design, Technical and Consultancy Services

Sl.No.	Name of Members & Address	Name of the Panel
26.	Shri Chandubhai C. Udeshi Chairman M/s. Metro Exporters (P) Ltd. Kakad Chamber 132, Dr. Annie Basant Road Worli Mumbai 400 018	Super Star/Star/ Trading and Export House
27.	Mrs. Kamna Raj Aggarwalla Partner (Director Marketing) M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004	Fasteners - all types
28.	Shri Mahesh K. 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.
29.	Shri P. K. Shah Director M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani, Kolkata 700 017	Project Exports
30.	Shri Rakesh Shah Partner M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Construction and Earthmoving Machinery
31.	Shri Rajesh Kumar Sonthalia CEO M/s. S. R. Enterprise 4/1A, Jagmohan Mullick Lane Kolkata 700 007	Free Trade Zone and 100% Export Oriented Units
32.	Shri Dilip Kumar Rajgarhia Director M/s. Shree GR Export Pvt. Ltd 2A Pretoria Street, Kolkata 700071	Mica and other Mineral Products
33.	Shri 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
34.	Shri 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

Sl.No.	Name of Members & Address	Name of the Panel
35.	Shri C. S. Shukla Director M/s. Paramount Surgimed Ltd 31C, Pocket-B Siddhartha Extension, New Delhi 110 014	Industrial & Scientific Instruments
36.	Shri Anupam Shah Director M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani Kolkata 700 017	Railway and Related Products and Equipment
37.	Shri Surendra Keyal CEO Alloys Metals (India) 7, Clyde Row, Hastings, 1st Floor, Flat No. 6, Kolkata 700022	Ferro Alloys.
38.	Shri 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
39.	Shri 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.
40.	Shri Rohinton R. Engineer Director Industrial Boilers Ltd. 227-228, Vapi Indl. Township, G.I.D.C., Vapi-396 195 (Guj).	Industrial Equipments and Accessories
41.	Shri Parmeet Singh Sethi, Partner M/s. Ameet Auto Agency W-398 TTC Industrial Area, MIDC Rabale Maharashtra, Mumbai 400701	Auto Parts – Suspension, Braking and Drive Transmission
42.	Shri Shaily Grover Director G.S.T. Corporation Ltd. B-13, Okhla Main Road Okhla Phase - II New Delhi-110020	Pharmaceutical Machinery, Medical and Surgical Equipments

Sl.No.	Name of Members & Address	Name of the Panel
NOMINEE OF GOVERNMENT OF INDIA		
43.	Shri Bhupinder Singh Bhalla Joint Secretary Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan Room No. 162-B New Delhi – 110 011 ALTERNATE OF GOVT. NOMINEE SHRI RAVI CAPOOR, JS Ms. Padma Ganesh Deputy Secretary Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 223-B New Delhi – 110 011	
NOMINEE OF GOVERNMENT OF INDIA		
44.	Shri K. Nagaraj Naidu Joint Secretary Economic Diplomacy Division Ministry of External Affairs Government of India 3021, Jawaharlal Nehru Bhawan Opposite National Museum 23D, Janpath New Delhi 110 011	
MEMBER FROM THE SECRETARIAT		
45.	Shri B. Sarkar Executive Director & Secretary EEPC India Vandhana Building (4th floor) 11, Tolstoy Marg, New Delhi – 110 001	
SPECIAL INVITEES PAST CHAIRMEN		
46.	Shri Ramesh Maheshwari Past Chairman, EEPC India C/o. M/s. Texmaco Limited Birla Building, 6th floor 9/1, R. N. Mukherjee Road Kolkata – 700 001	
47.	Shri G. D. Shah Past Chairman, EEPC India C/o: M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata – 700 017	

Sl.No.	Name of Members & Address	Name of the Panel
48.	Shri R. P. Jhalani Past Chairman, EEPC India M/s. Aarvee Waxpol Tools (India) Pvt. Ltd. 49, Jorbagh New Delhi – 110 003	
49.	Shri M.C. Shah Past Chairman, EEPC India M/s. Nipha Exports Pvt. Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata – 700 017	
OTHERS		
50.	Shri Sharad Aggarwal Chairman Committee on Raw Material EEPC India C/o: M/s. Forgings & Chemicals Industries G. T. Road, Bye Pass Near Hotel Ranvir Classic Jalandhar 144 012, Punjab	
51.	Shri Mukul Khandelwal Chairman Committee on Trade with West Asia other than GCC countries EEPC India C/o:M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani Kumarpur, Asansol – 713 304 West Bengal	
52.	Shri P. R. Venkatachalam Chairman Committee on Trade with SAARC EEPC INDIA C/o: M/s. Metro Exporters Pvt. Ltd. Kakad Chambers 132, Dr. A. B. Road, Worli Mumbai – 400 018	
53.	Shri Aakash Shah Chairman Committee on Trade with Western and Northern Africa EEPC India C/o. : M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	

CHAIRMAN/ SR. VICE CHAIRMAN/ VICE CHAIRMAN/ REGIONAL CHAIRMEN/CHAIRPERSON

Shri Tarvinder Singh Bhasin (Contact details given under Sl. No. 33)	Chairman EEPC India
Shri R. P. Sehgal (Contact details given under Sl. No. 21)	Sr. Vice Chairman EEPC India
Shri Pankaj Chadha (Contact details given under Sl. No. 13)	Vice Chairman EEPC India
Shri Mahesh K. Desai (Contact details given under Sl. No. 28)	Regional Chairman (SR), EEPC India
Mrs. Kamna Raj Aggarwalla (Contact details given under Sl. No. 27)	Regional Chairperson (NR), EEPC India
Shri Arun Kumar Garodia (Contact details given under Sl. No. 16)	Regional Chairman (ER), EEPC India
Shri Krishanlal Dhingra (Contact details given under Sl. No. 34)	Regional Chairman (WR), EEPC India

DY. REGIONAL CHAIRMEN

EASTERN	1. Shri B. D. Agarwal 2. Shri Girish Kumar Madhogaria	M/s. Calcutta Export Co. M/s. NIF Ispat Limited	Kolkata Howrah	Dy. Regional Chairman Dy. Regional Chairman
NORTHERN	1. Shri Pradeep Kumar Aggarwal 2. Shri Gunit S. Rana	M/s. Spark Engineering Pvt. Ltd. M/s. Gripwell Forgings & Tools	Ghaziabad Jalandhar	Dy. Regional Chairman Dy. Regional Chairman
SOUTHERN	1. Shri R. Seshagiri 2. Shri K. S. Mani	M/s. Gears & Gear Drives Pvt. Ltd. M/S Atlas Machine Tools	Bengaluru Kerala	Dy. Regional Chairman Dy. Regional Chairman
WESTERN	1. Shri P. R. Venkatachalam 2. Shri Anoop Marwaha	M/s. Metro Exporters Pvt. Ltd. M/s. Marslon Industries	Mumbai Mumbai	Dy. Regional Chairman Dy. Regional Chairman

LIST OF COMMITTEE OF ADMINISTRATION MEMBERS (2015-17)

Shri Tarvinder Singh Bhasin Partner M/s. Bharat Parabolic Springs Pvt Ltd 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033	<i>Chairman</i>	Shri K. R. Pandian Partner & CEO M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalappatti Coimbatore 641 048 Tamil Nadu	<i>Member</i>
Shri R. P. Sehgal Managing Director M/s. Carnation Industries Ltd. 222, A.J.C. Bose Road 1st Floor, Room No. 4 & 5 Kolkata 700 017	<i>Senior Vice Chairman</i>	Shri P. K. Shah Director M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	<i>Member</i>
Shri Pankaj Chadha Chairman Committee on Raw Material EEPC INDIA C/o: M/s. Jyoti Steel Industries Kakad Bhavan, 4th floor Opp. Gaiety Galaxy Cinema, 30th Road, Bandra (West) Mumbai – 400 050	<i>Vice Chairman</i>	Shri Rakesh Shah Partner M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	<i>Member</i>
Shri Mahesh K. Desai MD & CEO M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1054/ A&B Industrial Area, Azamabad Hyderabad 500 020 (A.P.)	<i>Regional Chairman (SR)</i>	Shri Aman Chadha Partner M/s. Harvinder & Co. Nikko House 399 Vithalbhai Patel Road Mumbai 400 004	<i>Member</i>
Shri Arun Kumar Garodia Managing Director M/s. Corona Steel Industry (P) Ltd. P-34, India Exchange Place Shah House (3rd Floor) Kolkata 700 001	<i>Regional Chairman (ER)</i>	Shri Bhupinder Singh Bhalla Joint Secretary Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 162-B New Delhi – 110 011	<i>Member (Govt. of India Nominee)</i>
Mrs. Kamna Raj Aggarwalla Partner M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004 Punjab	<i>Regional Chairperson (NR)</i>	ALTERNATE OF GOVT. NOMINEE Ms. Padma Ganesh Deputy Secretary Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 223-B New Delhi – 110 011	
Shri Krishanlal Dhingra Managing Director M/s. Snowdrop Engineering Pvt. Ltd. C/1-51, 18C, Elco Arcade 46, Hill Road, Bandra West Mumbai 400 050	<i>Regional Chairman (WR)</i>	Shri Anupam Shah Director M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani Kolkata 700 017	<i>Special Invitee</i>
Shri Jaspal Singh Bhasin Partner M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033	<i>Member</i>		

INDEPENDENT AUDITOR'S REPORT

To the Members of EEPC INDIA

Report on the Financial Statements

I have audited the accompanying financial statements of EEPC INDIA (Company Limited by Guarantee) ("the Council"), which comprise the Balance Sheet as at 31st March 2016, the Statement of Income and Expenditure and Cash Flow Statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

The Council's working committee is responsible for the matters 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 flow of the Council in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014. This responsibility also includes the maintenance of adequate accounting records in accordance with the provision of the Act for safeguarding of the assets of the Council and for preventing and detecting the 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 internal financial control, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audit.

I have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

I conducted the audit in accordance with the Standards on Auditing specified under section 143(10) of the Act. Those Standards require that I comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Council's preparation of the financial statements that give true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by Council's Members, as well as evaluating the overall presentation of the financial statements.

I believe that the audit evidence obtained is sufficient and appropriate to provide a basis for my audit opinion on the financial statements.

Opinion

In my opinion and to the best of my information and according to the explanations given to me, the aforesaid financial statements subject to and read with the summary of significant accounting policies and other explanatory information, as contained in Note 1 and 3, give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India;

- a) In the case of the Balance Sheet, of the state of affairs of the Council as at March 31, 2016;
- b) In the case of the Statement of Income and Expenditure, of the Income over Expenditure for the year ended on that date; and
- c) In the case of the Cash Flow Statement, of the cash flows for the year ended on that date.

Report on Other Legal and Regulatory Requirements

1. This report does not include a statement on matters specified in paragraphs 3 and 4 of the Companies (Auditor's Report) Order, 2015 issued by the Central Government of India in terms of sub-section (11) of section 143 of the Companies Act 2013, since in my opinion and according to the information and explanation given to me, the said order is not applicable to the Council, which is a company licensed to operate under Section 8 of the Companies Act, 2013.
2. As required by section 143 (3) of the Act, I report that:
 - a) I have sought and obtained all the information and explanations which to the best of my knowledge and belief were necessary for the purposes of my audit;
 - b) In my opinion, proper books of account as required by law have been kept by the Council so far as appears from examination of those books;
 - c) The Balance Sheet, the Statement of Income and Expenditure and Cash Flow Statement dealt with by this Report are in agreement with the books of account;
 - d) In my 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) On the basis of written representations received from the members of working committee as on 31st March, 2016, taken on record by the working committee, none of the member is disqualified as on 31 March, 2016, from being appointed as a member in terms of Section 164(2) of the Act;
 - 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 my 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 my opinion and to the best of information and according to the explanations given to me:
 - 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 were required to be transferred to the Investor Education and Protection Fund by the Council.

Place: Kolkata
Date: 6th December, 2016

For **S. Saraogi & Co.**
Chartered Accountants
FRN 312196E
Sushil Kr. Jain
Proprietor
Mem. No. 050848

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")

I have audited the internal financial controls over financial reporting of EEPC INDIA (Company Limited by Guarantee) ("the Council") as on 31st March, 2016 in conjunction with my 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

My responsibility is to express an opinion on the Council's internal financial controls over financial reporting based on my audit. I conducted my 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 I 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.

My audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. My 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 auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my 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 authorizations of management and directors of the Council; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized 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 my 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 31st March 2016, 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: 6th December, 2016

For **S. Saraogi & Co.**
Chartered Accountants
FRN 312196E
Sushil Kr. Jain
Proprietor
Mem. No. 050848

BALANCE SHEET as at 31st March, 2016

(In ₹)

	Note No.	AS ON 31.03.2016	AS ON 31.03.2015
EQUITY AND LIABILITIES			
Funds			
(a) Reserves & Surplus	2.1	524,565,477	427,216,854
Non-current Liabilities			
(a) Other long-term Liabilities	2.2	—	15,067
(b) Long-term provisions	2.3	55,175,574	51,935,099
Current Liabilities			
(a) Trade payables	2.4	68,063,666	45,059,935
(b) Other current Liabilities	2.5	111,392,254	326,964,620
(c) Short-term provisions	2.6	20,401,049	15,944,930
TOTAL		779,598,020	867,136,505
ASSETS			
Non-current Assets			
(a) Fixed Assets			
(i) Tangible Assets	2.7	164,983,256	135,178,237
(b) Long-term Loans & Advances	2.8	14,899,014	12,792,581
Current Assets			
(a) Trade receivables	2.9	1,586,696	6,577,187
(b) Cash & cash equivalents	2.10	553,021,028	590,141,377
(c) Short-term Loans & Advances	2.11	38,986,430	105,338,472
(d) Other Current Assets	2.12	6,121,596	17,108,651
TOTAL		779,598,020	867,136,505
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1		
OTHER EXPLANATORY INFORMATION	3		

Signed in terms of our audit report of even date.

T.S.BHASIN
Chairman

R.P.SEHGAL
Sr. Vice Chairman

P. CHADHA
Vice Chairman

B. SARKAR
Executive Director
& Secretary

For **S. Saraogi & Co.**
Chartered Accountants
F. R. N. 312196 E

(Sushil Kr. Jain)
Proprietor
M. No. 050848

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 6th December, 2016

STATEMENT OF INCOME AND EXPENDITURE for the year ended 31st March, 2016

(In ₹)			
PARTICULARS	Note No.	2015-2016	2014-2015
INCOME			
Revenue from operations	2.13	469,836,608	264,829,151
Grant-in-aid from Govt. of India	2.14	286,081,191	157,927,157
Other Income	2.15	35,448,037	33,011,614
Total Revenue		<u>791,365,836</u>	<u>455,767,922</u>
EXPENSES			
Employee benefits expense	2.16	142,961,564	134,493,215
Depreciation & Amortisation	2.17	18,216,719	15,731,163
Other expenses	2.18	606,375,034	295,431,447
Total Expenses		<u>767,553,317</u>	<u>445,655,825</u>
Surplus /(Deficit) for the year		<u>23,812,519</u>	<u>10,112,097</u>

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1
OTHER EXPLANATORY INFORMATION	3

Signed in terms of our audit report of even date.

T.S.BHASIN
Chairman

R.P.SEHGAL
Sr. Vice Chairman

P. CHADHA
Vice Chairman

B. SARKAR
Executive Director
& Secretary

For **S. Saraogi & Co.**
Chartered Accountants
F. R. N. 312196 E

(Sushil Kr. Jain)
Proprietor
M. No. 050848

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 6th December, 2016

NOTES ON ACCOUNTS

for the year ended March 31, 2016

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

(In ₹)

Particulars		As at 31.03.2016	As at 31.03.2015
NOTE: 2.1: RESERVES & SURPLUS			
General Reserve Fund			
As per last Balance Sheet		104,842,760	104,842,760
Closing Balance	(A)	<u>104,842,760</u>	<u>104,842,760</u>
Export Development Fund			
As per last Balance Sheet		136,000,000	136,000,000
Add: Addition during the year		30,000,000	—
Closing Balance	(B)	<u>166,000,000</u>	<u>136,000,000</u>
Staff Welfare Fund			
House Building/Vehicle/Computer Advance			
As per last Balance Sheet		17,718,158	17,114,913
Add: Addition during the year		926,091	603,245
Closing Balance	(C)	<u>18,644,249</u>	<u>17,718,158</u>
Building Fund			
As per last Balance Sheet		147,364,860	91,013,682
Add: Addition during the year		25,000,000	45,000,000
Interest on earmarked Investments		17,610,013	11,351,178
Closing Balance	(D)	<u>189,974,873</u>	<u>147,364,860</u>
Surplus			
As per last Balance Sheet		21,291,076	11,178,979
Add: Transferred from the Statement of Income and Expenditure		23,812,519	10,112,097
Closing Balance	(E)	<u>45,103,595</u>	<u>21,291,076</u>
Total (A) +(B) +(C)+(D) +(E)		<u>524,565,477</u>	<u>427,216,854</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2016 (Contd.)

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

(In ₹)

Particulars	As at 31.03.2016	As at 31.03.2015
NOTE: 2.2: OTHER LONG-TERM LIABILITIES		
Liabilities for VRS monthly payment cases	—	15,067
NOTE: 2.3: LONG-TERM PROVISIONS		
Staff Gratuity & Leave Encashment	55,175,574	51,935,099
NOTE: 2.4: TRADE PAYABLES		
Sundry Creditors for expenses	68,063,666	45,059,935
NOTE: 2.5: OTHER CURRENT LIABILITIES		
Outstanding Liabilities	8,775,487	7,526,100
Liabilities for VRS monthly payment cases	15,067	257,792
Govt. Grant refundable/received in advance	56,904,130	176,790,000
Contribution received in-advanced from members for events	27,568,826	126,474,688
Membership Subscription received-in-advance	18,128,744	15,916,040
	111,392,254	326,964,620
NOTE: 2.6: SHORT TERM PROVISIONS		
Gratuity	9,162,883	2,728,701
Leave Encashment	1,238,166	716,229
Diamond Jubilee Celebration		12,500,000
Arrear against Revision of Pay	10,000,000	-
	20,401,049	15,944,930

NOTES ON ACCOUNTS

for the year ended March 31, 2016 (Contd.)

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

NOTE: 2.7: FIXED ASSETS

(In ₹)

Assets	GROSS BLOCK				DEPRECIATION AND AMORTIZATION				NET BLOCK	
	As on 01.04.2015	Additions During the year	Sales/ Adjustments During the year	As on 31.03.2016	As on 01.04.2015	Provided for the year	Adjust- ment	Up to 31.03.2016	As on 31.03.2016	As on 31.03.2015
A. TANGIBLES										
Land & Building	159,686,379	33,927,802	0	193,614,181	44,634,218	5,819,125	0	50,453,343	143,160,838	115,052,161
Furniture & Fittings	24,483,278	2,677,260	198,350	26,962,188	15,422,582	2,570,085	197,477	17,795,190	9,166,998	9,060,696
Office Equipments	27,507,203	366,745	89,561	27,784,387	23,714,549	1,714,309	85,084	25,343,774	2,440,613	3,792,654
Electrical Fittings	5,767,899	2,019,651	335,474	7,452,076	3,947,798	671,440	252,886	4,366,352	3,085,724	1,820,101
Motor Cars	5,755,357	887,822	0	6,643,179	3,062,303	1,263,836	0	4,326,139	2,317,040	2,693,054
Computers	8,159,391	8,253,749	467,052	15,946,088	6,892,616	5,745,298	443,699	12,194,215	3,751,873	1,266,775
Video Conferencing Equipments	2,227,240	0	0	2,227,240	1,236,015	302,769	0	1,538,784	688,456	991,225
Permanent Projection Centre	2,631,180	0	0	2,631,180	2,129,609	129,857	0	2,259,466	371,714	501,571
TOTAL	236,217,927	48,133,029	1,090,437	283,260,519	101,039,690	18,216,719	979,146	118,277,263	164,983,256	135,178,237
Previous Year	227,540,055	14,853,302	6,175,430	236,217,927	89,795,779	15,731,163	4,487,252	101,039,690	135,178,237	0

(In ₹)

Particulars	As at 31.03.2016	As at 31.03.2015
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NOTE: 2.8: LONG-TERM LOANS AND ADVANCES

A. Loans and Advances

(Secured and considered goods)

Employees towards House Building Advance	9,610,839	7,511,360
Employees towards purchase of Vehicles	843,060	929,928
Employees towards purchase of Computers	116,310	170,488

B. Security Deposits

Security Deposits	4,328,805	4,180,805
	14,899,014	12,792,581

NOTES ON ACCOUNTS

for the year ended March 31, 2016 (Contd.)

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

Particulars	As at 31.03.2016	As at 31.03.2015
NOTE: 2.9: TRADE RECEIVABLE (Unsecured and considered goods)		
Contribution Receivables from Members for Events	1,586,696	6,577,187
	<u>1,586,696</u>	<u>6,577,187</u>
NOTE: 2.10: CASH AND CASH EQUIVALENTS		
A. CASH AND CASH EQUIVALENTS		
Cash in Hand (as certified by the Management including Regional Offices Rs.3,19,118 /- and Postage Stamps Rs.92,630/-)	432,294	414,512
Bank Balance with Scheduled Banks		
In Current Accounts		
In India		
Indian Rupees (including Auto Sweep facilities)	28,365,907	64,765,917
Foreign Currency	—	213,287
In Savings Account -		
In India (including Auto Sweep facilities)	64,052,083	176,053,243
B. OTHER BANK BALANCES		
In Fixed Deposit Account		
Earmarked for Gratuity & Leave Encashment	70,675,554	63,810,973
Earmarked for Building Fund	191,306,132	146,900,448
Earmarked for Export Development Fund	136,118,520	93,776,814
Having maturity period of more than 12 months	30,275,000	11,462,150
Interest accrued on Fixed Deposits	31,795,538	32,744,033
	<u>553,021,028</u>	<u>590,141,377</u>
NOTE: 2.11: SHORT TERM LOANS AND ADVANCES		
Advance for Promotional Expenses	14,584,417	83,514,316
CENVAT Credit receivable	2,206,270	194,468
Income Tax refundable	18,705,201	13,006,046
Others	3,490,542	8,623,642
	<u>38,986,430</u>	<u>105,338,472</u>
NOTE: 2.12: OTHER CURRENT ASSETS		
Units in Franking Machine	171,453	123,239
Govt. Grant receivable	2,515,001	14,015,266
Interest accrued on Loans & Advances	3,435,142	2,970,146
	<u>6,121,596</u>	<u>17,108,651</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2016 (Contd.)

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

(In ₹)

Particulars	2015-2016	2014-2015
NOTE: 2.13: REVENUE FROM OPERATIONS		
INCOME FROM MEMBERS		
Membership Subscription	145,701,176	149,119,263
Subscription for Panel	3,723,746	1,435,267
Contribution from Participating Members	320,411,686	114,274,621
	<u>469,836,608</u>	<u>264,829,151</u>
NOTE: 2.14: GRANT-IN-AID FROM GOVT. OF INDIA		
For the year	<u>286,081,191</u>	<u>157,927,157</u>
NOTE: 2.15: OTHER INCOME		
Advertisement	1,015,851	1,127,003
Other Receipts	6,012,483	1,635,406
Participation/Sponsorship from others	5,458,453	9,496,599
Interest Income	22,961,250	20,752,606
	<u>35,448,037</u>	<u>33,011,614</u>
NOTE: 2.16: EMPLOYEE BENEFITS EXPENSE		
Salaries, Allowances & Exgratia	116,756,341	109,247,546
Contribution to Provident Fund & Superannuation Fund	12,534,187	11,835,322
Staff Welfare Expenses	8,041,920	7,234,205
Provision for Gratuity & Leave Encashment	5,629,116	6,176,142
	<u>142,961,564</u>	<u>134,493,215</u>
NOTE: 2.17: DEPRECIATION AND AMORTIZATION		
Depreciation	<u>18,216,719</u>	<u>15,731,163</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2016 (Contd.)

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

Particulars	2015-2016	2014-2015
NOTE: 2.18: OTHER EXPENSES		
Expenses on Council's Offices		
Rent	10,354,036	9,725,015
Property Tax	1,058,691	1,078,199
Printing & Stationary, Postage & Telegram, Telephone & Fax	2,559,402	2,438,489
Building Maintenance incl. Electricity	8,893,360	8,777,620
Travelling & Conveyance Charges	1,608,381	1,738,869
Motor Car Up-keep	1,065,607	1,657,942
Auditors' Remuneration		
Audit Fees	400,000	400,000
Internal Auditors' remuneration	660,000	300,000
Professional Fees	1,234,133	1,006,597
Election Expenses	144,456	180,268
Meeting Expenses	—	201,327
Legal Expenses	1,083,021	891,910
Loss on Sale of Assets	—	1,179,677
Miscellaneous Expenses	4,334,419	4,335,459
Export Promotion Expenses		
Advertisement/Subscription to Journal & Website	1,723,104	1,116,537
Seminars, Exhibitions, RBSP & Delegations in India	81,902,164	69,734,214
Award Function Expenses (Net)	713,944	1,801,763
Strategy Paper	—	3,945,920
Trade Information Division incl. cost of Publications	7,159,654	4,494,385
Expenses on MDA Assistance Scheme	982,164	306,045
ISO Series Expenses	753,706	157,716
Buyer Seller Meets abroad	1,619,322	619,742
ERP maintenance expences	2,022,978	520,200
Technology Meets	583,513	—
Publications for use Abroad	4,699,237	5,559,906
Exhibitions Abroad including Advertisement	470,819,742	173,263,647
TOTAL	606,375,034	295,431,447

NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2016 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. As such, no accrued income for membership subscription is considered in the accounts. Subscriptions received in advance have been treated as liability.
- 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. Interest accrued on House Building, Vehicle and Computer Advances are accounted for by way of directly crediting the same to "Staff Welfare Fund" account instead of routing them through Statement of Income & Expenditure.
- 1.7. The Building Fund has been directly credited with Rs.2.50 crore out of the total collection of Membership Subscription during the year to facilitate purchase of properties for the use of the Council. Further, the interest received/accrued amounting to Rs.1,76,10,013/- on the earmarked fixed deposits of Building Fund with banks has also been directly credited to the Building Fund A/c.
- 1.8. The Export Development Fund has been directly credited with Rs.3.00 crore out of the total collection during the year on account of Contribution from participating members to facilitate export development activities of the Council.
- 1.9. An adhoc provision of Rs.1.00 crore has been made for payment of arrears on account of revision of pay of the Council's employees arising on the adoption of the recommendations of the Seventh Central Pay Commission. The said provision has been made directly out of the total collection of Membership Subscription during the year.
- 1.10. Provision for Gratuity & Leave Encashment is based on actuarial valuation on the present value of future liability which includes Rs.75,02,566/- being interest on earmarked investments of Gratuity & Leave Encashment fund directly credited to the Provision for Gratuity & Leave Encashment Account.
- 1.11. 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.
- 1.12. 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) Secured Loans to employees for house building and purchase of vehicles include cases where mortgage lien could not be created on the year end.
(b) Others in Short Term Loans & Advances as shown in Note 2.11 include Rs.4,91,602/- due from an ex-employee of the Council towards misappropriation of funds in Johannesburg. The Council is trying to recover this amount and adequate provision for loss, if any, will be made after the extent of realisability is ascertained.
- 3.3. The Council is separately maintaining bank accounts (including deposit accounts) in connection with opposing non-tariff barriers, International Price Reimbursement Scheme, Provident Fund, EEPC Pension Fund etc. as a custodian only, which are not forming part of the Council's accounts.
- 3.4. (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.
- 3.5. No provision for Income Tax has been made in the accounts as the Council does not expect any liability on this account
- 3.6. Grant received from Govt. of India for disbursement to the Exporters under MDA Assistance Scheme has not been treated as Income for the year since the Council only acts as a custodian of the said Grant. The Council has appointed a firm of Chartered Accountants for checking the claim of the exporters under this Scheme before making any such disbursement. The interest, if any, earned on the funds received for making such disbursements under this Scheme is utilized for meeting various administrative expenses e.g. Audit Fees, Bank Charges etc., incurred by the Council for administering this Scheme and is shown accordingly in the Accounts.
- 3.7. Contribution from participating members as shown in Note 2.13 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. Previous year's figures have been regrouped/rearranged and nomenclature changed to make them comparable, as far as practicable, with those of current year.

OTHER EXPLANATORY INFORMATION *(Contd.)*

3.10.	Earnings in Foreign Exchange :	2015 – 2016 (In ₹)
	(i) Contribution for events	3,62,038 (2740948)
	(ii) Others	29,39,683 (270000)
3.11.	Expenditure in Foreign Currency:	
	(i) Exhibitions, Buyer-Seller Meets	36,11,75,827 (150824718)
	(ii) Others	65,43,298 (4121693)

* Notes: Figures in brackets are for previous year.

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 6th December, 2016

For **S. Saraogi & Co.**
Chartered Accountants
F. R. N. 312196 E

(Sushil Kr. Jain)
Proprietor
M. No. 050848

T.S.BHASIN
Chairman

R.P.SEHGAL
Sr. Vice Chairman

P. CHADHA
Vice Chairman

B. SARKAR
Executive Director
& Secretary

CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2016

(In ₹)

Particulars	2015 - 2016		2014 - 2015	
CASH FLOW FROM OPERATING ACTIVITIES:				
Surplus/(Deficit) as per Statement of Income & Expenditure		23,812,519		10,112,097
Adjustment for :				
Depreciation	18,216,719		15,731,163	
(Profit)/Loss on Sale of Fixed Assets	(14,709)		1,179,677	
Interest Income	(22,961,250)		(20,752,606)	
Collection of contribution for Promotional events credited to Diamond Jubilee Celebration Fund	—		12,500,000	
Membership Subscription credited to Building Fund Account	25,000,000		45,000,000	
		20,240,760		53,658,234
Operating Profit before Working Capital Changes		44,053,279		63,770,331
Adjustments for :				
(Increase) / Decrease in Trade Receivables	4,990,491		4,612,462	
(Increase) / Decrease in Loans & Advances and Other Receivables	81,880,314		(97,791,663)	
Increase / (Decrease) in Liabilities and Provision	(184,887,108)	(98,016,303)	249,098,028	155,918,827
		(53,963,024)		219,689,158
Less : Income Tax Paid (Net)		(5,699,155)		(5,455,873)
[A]		(59,662,179)		214,233,285
CASH FLOW FROM INVESTING ACTIVITIES:				
Purchase of Fixed Assets	(48,133,029)		(14,853,302)	
Sale Proceeds of Fixed Assets	126,000		508,501	
Investment in deposits with banks	(112,424,821)		(43,330,853)	
Interest Income directly credited to Fund Accounts	48,536,104		11,954,423	
Interest Received	22,961,250	(88,934,496)	20,752,606	(24,968,625)
[B]		(88,934,496)		(24,968,625)

CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2015 (Contd.)

(In ₹)

CASH FLOW FROM FINANCING ACTIVITIES:		-		
[C]		-		-
Net Increase in Cash & Cash Equivalents (A+B+C)		(148,596,675)		189,264,660
Opening Cash & Cash Equivalents		241,446,959		52,182,299
Closing Cash & Cash Equivalents		92,850,284		241,446,959
Notes:				
Cash & Cash Equivalents:				
Cash		432,294		414,512
Balance with Scheduled Banks:				
In Savings Account		64,052,083		176,053,243
In Current Account		28,365,907		64,979,204
		92,850,284		241,446,959

Signed in terms of our audit report of even date.

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 6th December, 2016

For **S. Saraogi & Co.**
Chartered Accountants
F. R. N. 312196 E

(Sushil Kr. Jain)
Proprietor
M. No. 050848

T.S.BHASIN
Chairman

R.P.SEHGAL
Sr. Vice Chairman

P. CHADHA
Vice Chairman

B. SARKAR
Executive Director
& Secretary



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