



less **VIII** International Engineering Sourcing Show **CHENNAI**

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

A Report

EEPCINDIA
ENGINEERING THE FUTURE

HOST STATE



MALAYSIA PARTNER COUNTRY 2019



PARTNER STATE



FOCUS STATES



FLANDERS
INVESTMENT &
TRADE



ASSOCIATE



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



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



HOST STATE



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INVESTMENT &
TRADE



ASSOCIATE



www.eepcindia.org



Foreword

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

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

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

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

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

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

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

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

A handwritten signature in black ink, appearing to read 'Ravi Sehgal' with a stylized flourish at the end.

(Ravi Sehgal)
Chairman, EEPC India

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



भारत के उप-राष्ट्रपति के निजी सचिव
PRIVATE SECRETARY
TO THE VICE-PRESIDENT OF INDIA
नई दिल्ली / NEW DELHI - 110011
TEL.: 23016344 / 23016422 FAX : 23018124

MESSAGE

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

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


(D. Prasanth Kumar Reddy)

New Delhi
6th February, 2019.

सुरेश प्रभु
SURESH PRABHU



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

MESSAGE

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

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

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

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

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

(Suresh Prabhu)

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

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

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

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

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

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

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

(Datuk Darell Leiking)

Minister of International Trade and Industry, Malaysia

Mridul Kumar



High Commissioner of India

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Message from High Commissioner

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

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

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

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

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

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

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



Mridul Kumar
High Commissioner of India
Kuala Lumpur

मंत्री
भारी उद्योग एवं लोक उद्यम
भारत सरकार



सत्यमेव जयते

Minister of
Heavy Industries & Public Enterprises
Government of India



अनंत ग. गीते
ANANT G. GEETE

Message

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

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

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

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

(Anant G Geete)

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अरुण कुमार पण्डा
सचिव
Arun Kumar Panda
Secretary



MSME

भारत सरकार

सूक्ष्म, लघु और मध्यम उद्यम मंत्रालय
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GOVERNMENT OF INDIA

MINISTRY OF MICRO, SMALL AND MEDIUM ENTERPRISES

UDYOG BHAWAN, RAFI MARG, NEW DELHI-110 011

MESSAGE



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

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

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


(Dr. Arun K Panda)

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



भारत सरकार
भारी उद्योग एवं लोक उद्यम मंत्रालय
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Dated : 11th March, 2019

MESSAGE

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

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

I wish the organisers and participants a very successful show.


(A.R. Sihag)



सत्यमेव जयते

डॉ. शेखर चि. मांडे

एफएनए, एफएएससी, एफएनएएससी

सचिव

भारत सरकार

वैज्ञानिक और औद्योगिक अनुसंधान विभाग

एवं महानिदेशक

Dr. Shekhar C. Mande

FNA, FASc, FNASc

Secretary

Government of India

Department of Scientific & Industrial Research
and Director General



वैज्ञानिक तथा औद्योगिक अनुसंधान परिषद

वैज्ञानिक और औद्योगिक अनुसंधान विभाग

(विज्ञान और प्रौद्योगिकी मंत्रालय)

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COUNCIL OF SCIENTIFIC & INDUSTRIAL RESEARCH

Department of Scientific & Industrial Research

(Ministry of Science and Technology)

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Message

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

Technology is a strong priority area for the Government and it aims to make people science-centric. Modern India has had a strong focus on science and technology, realizing that it is a key element of economic growth. India is among the topmost countries in the world in the field of scientific research. Government of India, through the Science, Technology and Innovation (STI) Policy-2013, among other things, aspires to position India among the world's top five scientific powers.

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

I wish the Annual Show all success.


[Shekhar C. Mande]

New Delhi

February 20, 2019



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

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

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

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

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

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

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

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

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

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

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

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



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

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

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

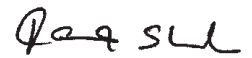
"Smart Engineering" was the theme of the eighth edition of EEPC India's Annual Show – IESS, which was held in Chennai over 14-16 March, 2019. Smart Tech for Smart Engineering was introduced first time in IESS VI in 2017 advocating Government's digital drive. Keeping 'Make in India', 'Brand India Engineering'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

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

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

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

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

A handwritten signature in black ink, appearing to read 'Rakesh Shah'.

(Rakesh Shah)

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



ED's words

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

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

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

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

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

See you in 2020!

A handwritten signature in black ink, appearing to read 'Suranjan Gupta'.

(Suranjan Gupta)
Executive Director, EEPC India



EEPC India has been the Face of Indian Engineering exports over a span of 63 years when India grew from a meagre \$10 million engineering export nation in 1955 to USD 81 Billion (2018-19) and is regarded as the MODEL EPC in India by the Union Ministry of Commerce and Industry. EEPC India is the premier trade and investment promotion organisation in India. It is sponsored by the Ministry of Commerce & Industry, Government of India and caters to the Indian engineering sector. It has many firsts to its credit. The First Indian EPC to have a website, to be ISO certified, to have a Mobile App, to have an in house Technology Centre and also to e-catalogue the product profiles. As an advisory body it actively contributes in the policies of Government of India and acts a prime conduit between the Indian Engineering fraternity and the Government. Set up in 1955, EEPC India now has a membership base of over 13,000 predominantly drawing from MSME segment which has over 60 percent representation. EEPC India has been a catalyst of Indian Engineering Exports through participating and organising year long promotional activities including buyer-seller meets (BSM) – both in India and abroad, managing India pavilion/information booths in selected overseas exhibitions to demonstrate the capabilities of Indian engineering industry. EEPC India also organises its own overseas exhibition – INDEE (Indian Engineering Exhibition) and its domestic counterpart – IESS (International Engineering Sourcing Show). INDEE covering 27 countries across 6 continents has completed 42 years this year since its inception in Singapore. IESS is the largest Engineering rendition on Indian soil and the only Indian Engineering Sourcing Show showcasing the latest technologies and is a preferred meeting place for global buyers & sellers. This show is also important to encourage foreign investments in line with the newly initiated “Make in India”. Extending its regular agenda, EEPC India publishes several reports/studies, catalogues and newsletters and magazines to keep members abreast of the policies and also as a mean to market Indian Engineering to the Global forum. Keeping ‘Engineering the Future’ as the motto, EEPC India continues its tireless service as an effort to convert India to a Global Engineering Hub!

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Introduction

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

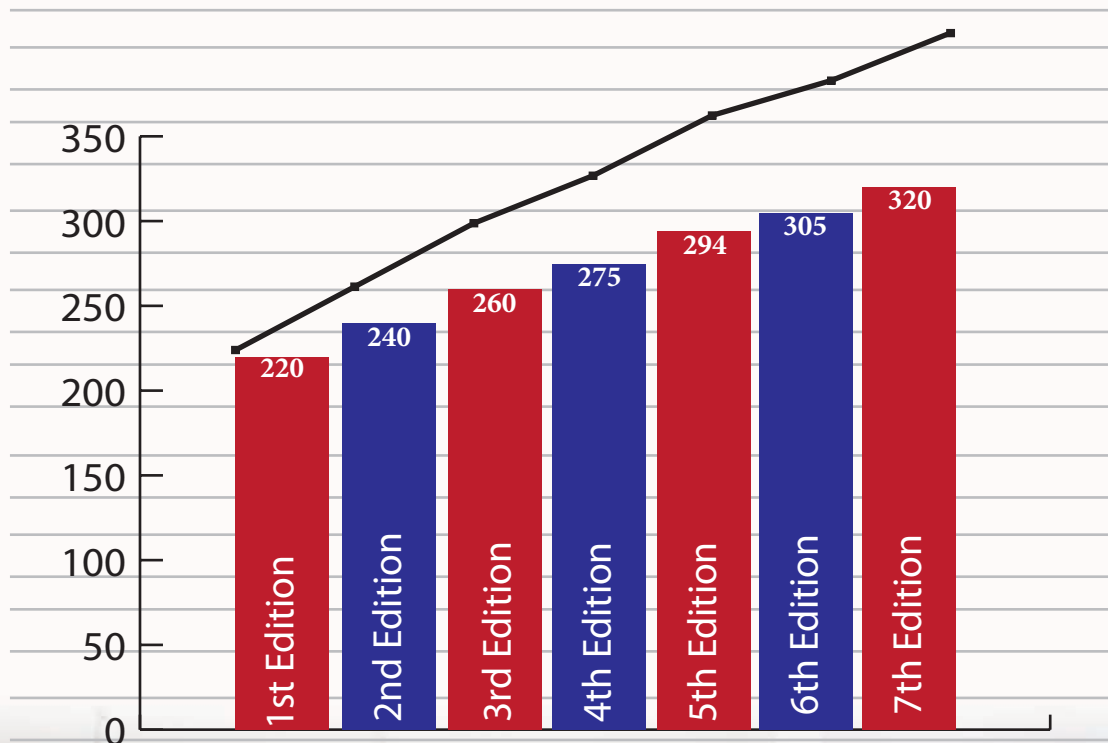
The unique concept is aimed at :

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

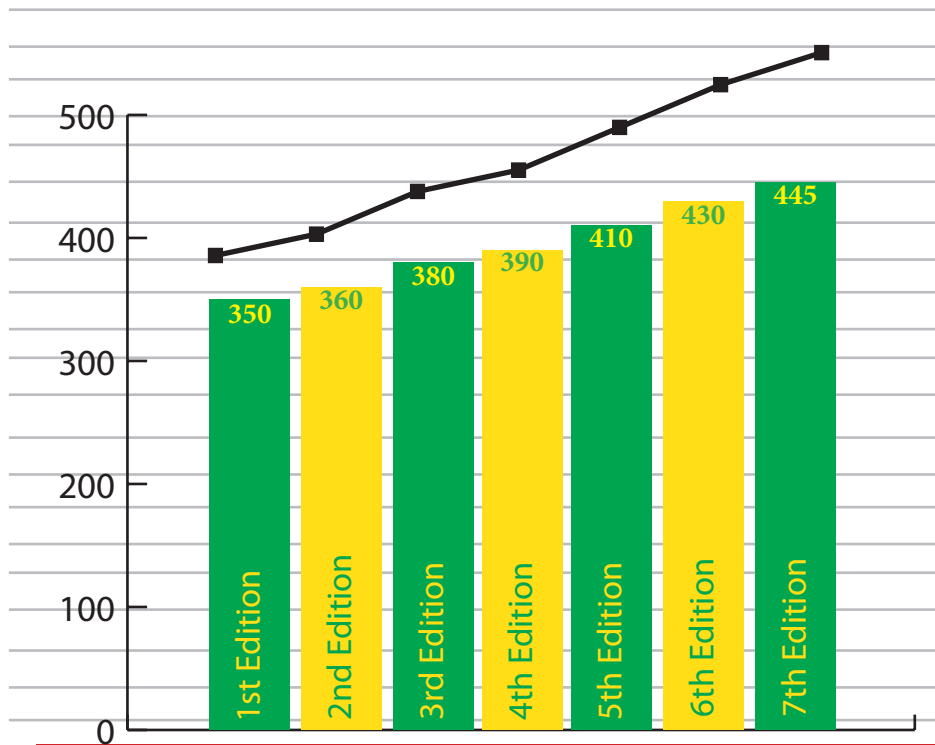


IESS – The Past 7 Editions

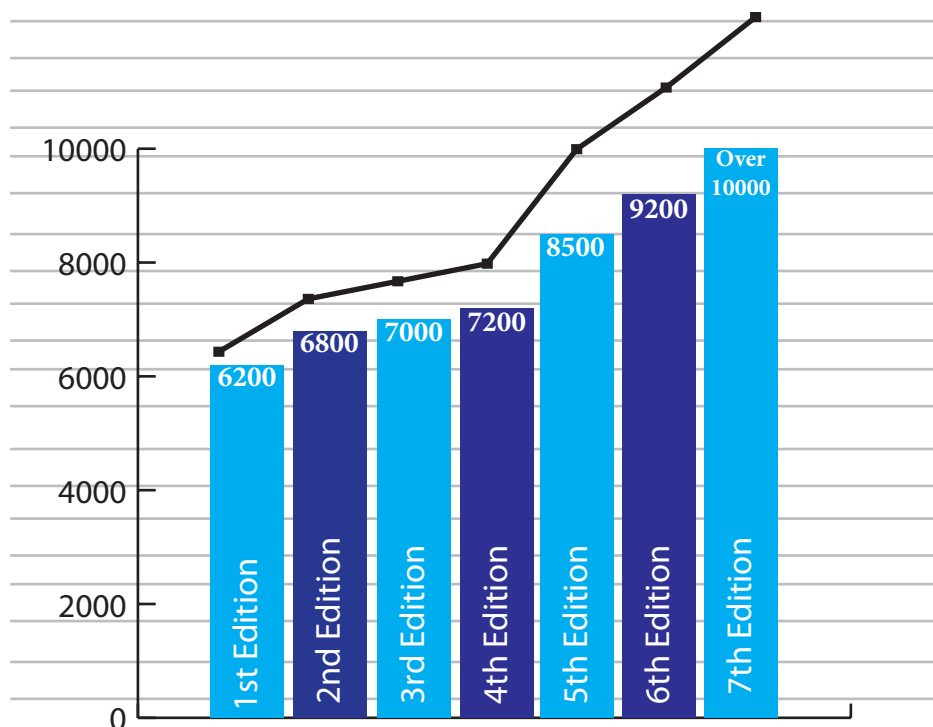
In terms of Exhibitors



In terms of delegates



In terms of Visitors



IESS Fact Sheet

01

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

02

There has been presence of more than 10 Indian States

03

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







IESS the 8th time!

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

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



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

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

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



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



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



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

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

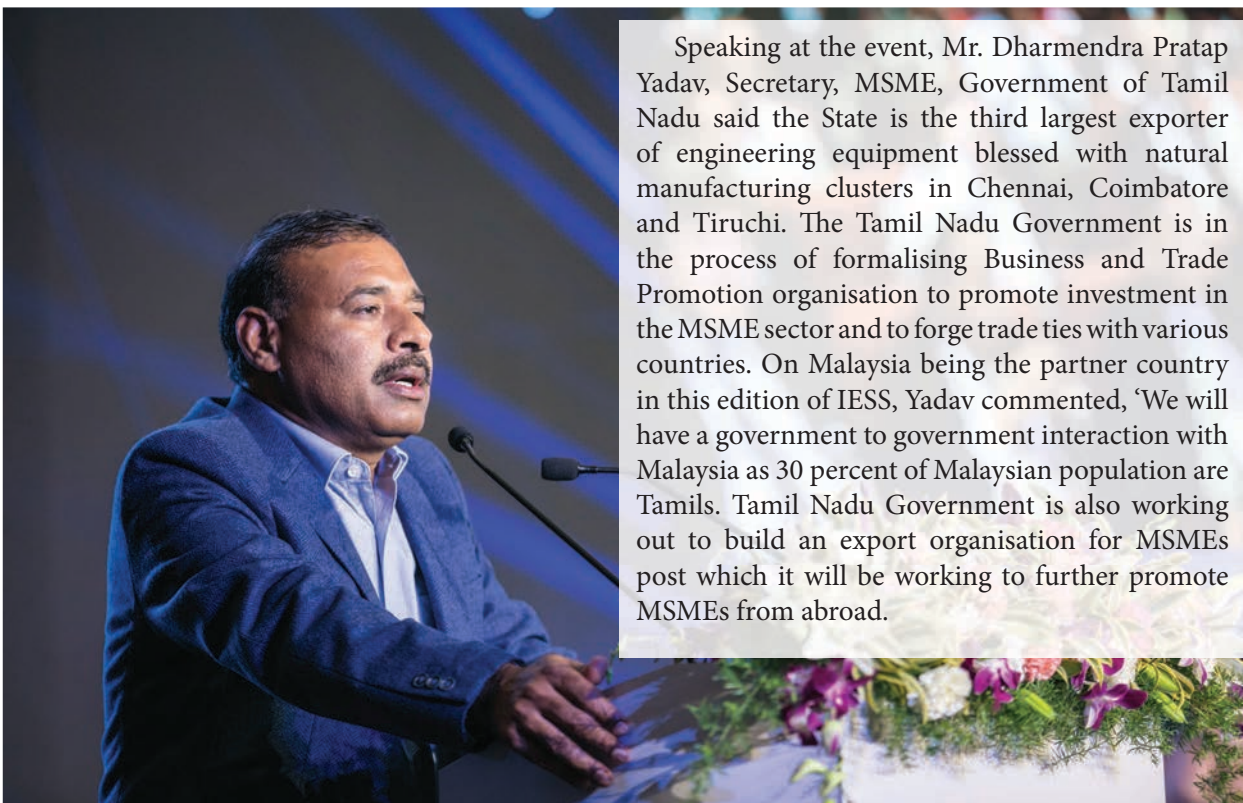


Dr Anup Wadhawan, Union Commerce Secy, releasing the EEPC India-Deloitte joint Strategy Paper, ‘Export India – Unleashing India’s Engineering Exports Potential.’ On the dais, (L to R) Mr Rakesh Shah, former Chairman and Chairman Publicity, Exhibition and Delegation Committee, EEPC India; Dato’ Madani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



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

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



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



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



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

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

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

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

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



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



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



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



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

VIP tour

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











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



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



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



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

The 17 sessions

India Malaysia Business Forum

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



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

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

has also undertaken \$6 billion worth of projects in India. There are over 150 major Indian companies, including more than 60 IT ventures, operating in Malaysia.

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



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



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

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

Global Investment Forum



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

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



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



The engineering sector in India attracts immense interest from foreign players as it enjoys a comparative advantage in terms of manufacturing costs, technology and innovation. The above, coupled with favourable regulatory policies and growth in the manufacturing sector, have enabled several foreign players to invest in India. However, many challenges dominate and hamper the growth. To deliberate upon the challenges

and setbacks being faced by the Indian engineering fraternity and come up with sustainable solutions to excel in the competitive global scene, 'CEO Roundtable: Policy Makers to Nation' with 30 CEOs was held at IESS 2019 that was addressed by Dr. A.R. Sihag, Secretary, Department of Heavy Industry, Government of India; Ms. Sukriti Likhi, Joint Secretary, Department of Heavy Industry, Government of India; Mr. B. S. Bhalla, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India. This CEO roundtable is a step towards increasing the gains and minimizing the losses.



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

Two Vendor Development Meet with Indian PSUs were held



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

Vendor Development Meets provide an ideal platform for MSMEs to explore the requirements of the larger units. EEPC India organized two vendor development programmes during IESS 2019 with the aim to provide business opportunities to MSMEs to expand their market base in government/public sector



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

undertakings and large scale industries, and to bring MSMEs and PSUs on a common platform for a business exchange. The six participating Indian PSUs: Integral Coach Factory (of Indian Railways), Heavy Vehicle Factory (of Ordnance Factories Board of Ministry of Defence); Vizag Steel, (Under Ministry of Steel); Hindustan Petroleum Corporation Ltd (under Ministry of Petroleum and Natural Gas); Brahmaputra Cracker and Polymer Ltd, (Department of Chemicals and Petro-Chemicals); Western Coalfields Ltd (subsidiary of Coal India Ltd of Ministry of Coal) and BEML (under Ministry of Defence) made presentations on aspects like listing of MSMEs as Vendors, their empanelment etc.

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



Department of Heavy Industry supported three seminars at IESS VIII

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

Seminar on 5S for factory safety and increasing efficiency



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

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

Session on Industry 4.0 - the Indian perspective



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

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

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



Awareness Programme On Leveraging Trade Agreements To Boost Engineering Exports



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

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

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



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



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

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



3 Global Sourcing Meets



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

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

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



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



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

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



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

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

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



Good Design Seminar & India Design mark awards 2019



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

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



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

and Transportation); Crompton Greaves Consumer Electricals Ltd (Automotive and Transportation); Godrej Locking Solutions and Systems (Furniture and Equipment); VIP Industries Ltd (Lifestyle Products); Microlit – Lilpet Pro (Miscellaneous); Larsen & Tubro Ltd – Pneumatic Tyre Roller (Industrial Equipment) were few of the winners!

Ayurtech Rountable - where technology serves Ayurveda industry interaction



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

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



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

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

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



Session On Manufacturing Start Up + Venture Capital



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

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

Session on e Marketplace



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

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



B2B Meeting









Malaysia – As the partner country

IESS and MALAYSIA

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

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

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

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

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

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

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



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

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

There was a separate inauguration of Malaysia Pavilion.



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





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



A 19 member team exhibited at the pavilion including :

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

An exclusive Bilateral Forum organized at the event.





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



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

India and Malaysia

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

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

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

Host State

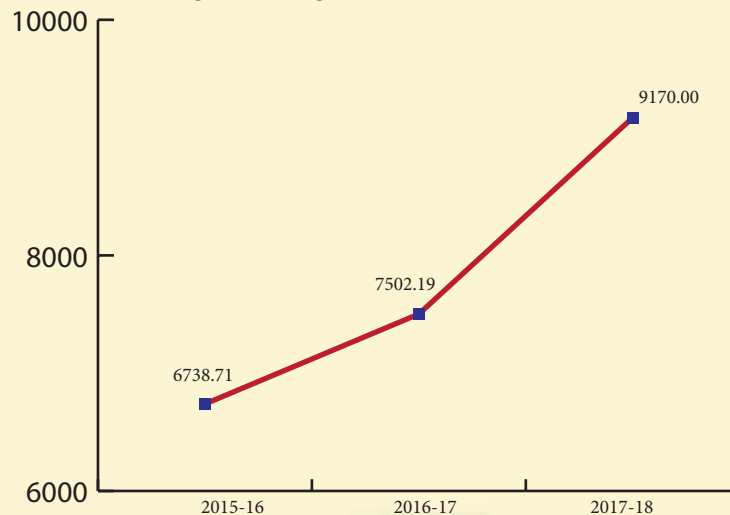
Tamil Nadu

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

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

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

Engineering Exports from Tamil Nadu



IESS and Tamil Nadu

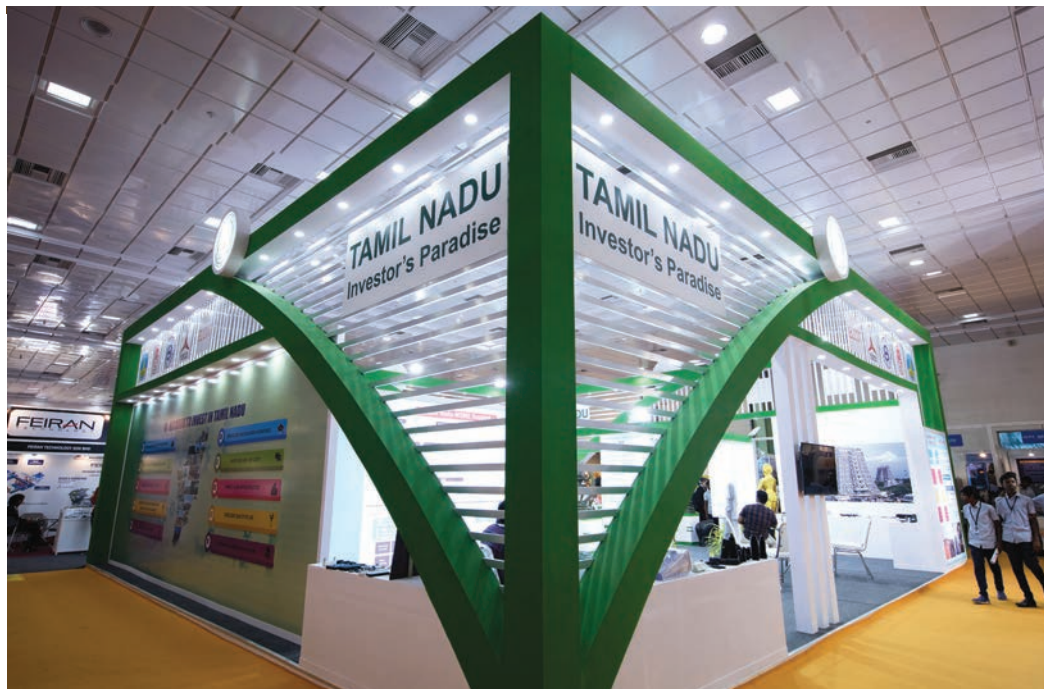
Tamil Nadu has been associated with IESS since 2017. Chennai is the most relevant venue, dubbed as the Detroit of Asia accounting for 35% India's Auto component production and 70 % of India's overall exports of Passenger Vehicles. India is a promising market with presence of auto component suppliers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



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



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



Flanders – Focus Region

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

Geography: in the heart of Europe

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

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

State structure and languages

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





Belgium's rich history

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

An export-oriented economy

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

Quality of life

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

Science and technology: focus on bio and nano

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

Belgian cuisine

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

Flanders in numbers and assets

- surface area: 13 522 km² (Belgium 30 528 km²)
- inhabitants: 5.940 million (Belgium 10.239 million)
- population density/km²: 439 (Belgium 335)
- maritime climate
- infrastructure: highly urbanized and flat area with a dense public network system of railways, buses, motorways and roads; trams and underground in major towns
- more information on Flanders can be found [here](#).

Major cities: Brussels, Leuven, Antwerp, Ghent

Brussels

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

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



Leuven

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



Ghent

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



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

Antwerp

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

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





Closing Ceremony of the Exhibition

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



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



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



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



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



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



Team IESS

Feedback Analysis



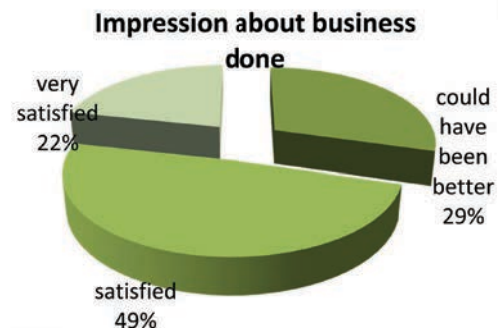
Based on the feedback of 290 respondents out of over 346 Exhibitors, 14,042 new contacts were made out of which 1544 were old and 8986 were new contacts. USD 1.02 Million worth of orders were booked during the show and 593 enquiries were generated amounting USD 4.85 million. Around 86% of the participants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



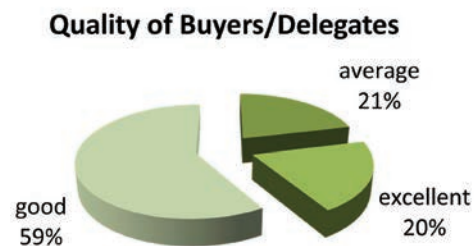
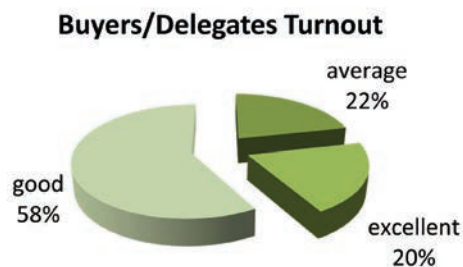


Key Takeaways

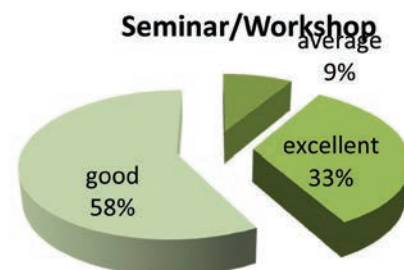
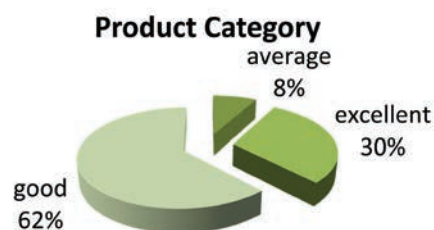
1. Quality of business visitors in IESS VIII was excellent as 86% of the respondent exhibitors categorized them as either Excellent or good or satisfactory.



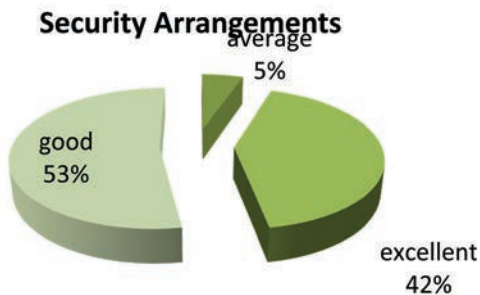
2. 71% of the participants were quite satisfied about the quality of business done during the event while only 24% of them expected better businesses.
3. Buyers/delegates turnout during the show was quite satisfactory as 78% of the respondent exhibitors found it as either excellent or good.



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



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



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



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



Testimonials

To
Ravi Sehgal
Chairman
EEPC India

Subject : Letter of Appreciation

Dear Sir,

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

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

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

Thanks and best regards

(Md. Abdur Razzaque)
President, BEIOA

Ref: IESS Chennai

Dear Mr Jumde,

With this email I once again express hearty thanks for having

facilitated me to participate as Overseas Hosted Delegate.

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

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

Greetings for Holi festival

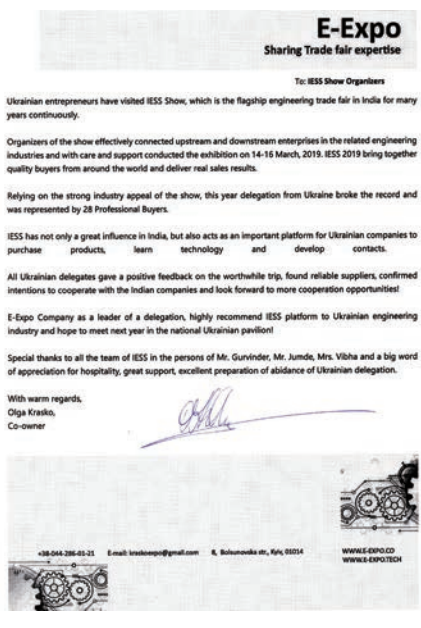
Kaushik Pandya.

Pandya GmbH

40474 Düsseldorf

Germany.

Mob: + 49 172 240 6464



Glimpses of the Exhibition





Stalls



EEPC India





India Design Mark



NSSH Cluster





Overseas Pavilions



Flanders



Czech Trade

State Pavilions other than Host State



Jharkhand – Focus State



Madhya Pradesh – Focus State



Uttar Pradesh – Partner State



Uttarakhand – Focus State



Karnataka

Products









Technology Pavilion





DHI Pavilion

India evening

Cultural Performance by local group was worth the wait



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



Live Band



▲
Moments of rejoice with Delegates and Exhibitors
▼



Publicity and Promotion

Pre – Event Publicity in India and abroad

A focussed publicity drive was carried out by EEPC INDIA all over the country and abroad in order to create awareness about the Council's. To mobilise participation, many seminars, meetings and road shows were organised all over the country. Besides this, other forums, conferences and exhibitions were also used as a channel to promote the exhibition and distribute the promotional literature on IESS VIII. A dedicated website was created to facilitate online registration (www.iesshow.in)

Spreading the brand IESS pre event started from April 2018

Overseas Flyer



www.iesshow.in
IESS VIII CHENNAI
International Engineering Sourcing Show VIII
14-15-16 March 2019,
Chennai Trade Centre
Chennai, India

SECTORS: Subcontracting • Metal & Shop Floor • Industrial & Electrical Machinery • Transport Equipment & Components • Innovation & Technology

IESS returns a third time to Chennai. The seventh edition in March this year witnessed 14 sessions, more than 95 speakers, over 500 delegates from 100 countries, more than 300 exhibitors and 10,000 business visitors.

Display booth
Minimum size of a booth will be 9 sqm. The booth will have: One information counter • 1 discussion table • 3 chairs • One wastepaper basket • 3 spotlights • One electrical socket • carpet • fascia.
* Special conditions may apply for larger booths.
* Additional furniture can be got against extra payment.

Participation charges for overseas exhibitors

Minimum area	Shell Scheme	Bare Space
9 sqm	US\$250	US\$200

Rate (US\$/sq m)
* 10% surcharge for corner location of Shell Scheme is chargeable
* Taxes as applicable

Payment terms
Pay through SWIFT transfer (please add USD50 per remittance to offset bank charges) or use a Payment Gateway.
Name of Bank: HDFC BANK LTD.
Branch: Central Plaza, 2/6, Sarat Bose Road
Kolkata 700 020
Branch Code: 0014
Account No.: 00148590000013
Beneficiary's Name: EEPC INDIA
SWIFT Code: HDFCINBBAL

CONTACT
eeppo@eepcindia.net

Domestic Flyer



www.iesshow.in
IESS VIII CHENNAI
International Engineering Sourcing Show VIII
14-15-16 March 2019
Chennai Trade Centre
Chennai, India

IESS – the largest trade and investment show in India

IESS showcases the latest technologies and is a meeting place for buyers and sellers from around the world, with B2B meets, thematic seminars, exclusive country and Indian State sessions, and bilateral forums.

IESS VII in March 2018
The seventh edition of IESS had 14 sessions, more than 95 speakers, over 500 delegates from 100 nations, more than 300 exhibitors and 10,000 business visitors. 10,671 contacts with an average of around 55 contacts per participant.

The Subcontracting Expo, EEPC Mitra Humanoid, and the Arjun Mark II Tank were the new attractions this year.

The show received support from the Ministry of Commerce and Industry, MSME and D-II. The participation of Flanders (Belgium) as the Focus Region; Tamil Nadu as the Host State; UP and Haryana as the Partner States; West Bengal as the Focus State; ISB as the Knowledge Partner; DHL as the Logistics Partner; and the PHD chamber as the BSM partner made this edition very powerful! The country pavilions of Bangladesh, Korea, Taiwan, UAE and Uzbekistan, besides the Czech Republic and Belgium made a strong impact.

PRODUCT PROFILES: Industrial Supply & Subcontracting • Metal & Shop Floor • Industrial & Electrical Machinery • Automobiles & Components • Innovation & Technology
CONTACT: eeppo@eepcindia.net



IESS VIII
CHENNAI

**INTERNATIONAL
ENGINEERING
SOURCING SHOW**

**14 - 15 - 16
March 2019**
Chennai Trade Centre
Chennai

www.iesshow.in

CONTACT: 2829 5501/02

FREE ENTRY

INDIA'S LARGEST ENGINEERING SOURCING EXHIBITION
Subcontracting • Industrial & Electrical Machinery • Innovation & Technology • Future Factory

Hoarding

IESS VIII standee

Promotional Literature for mobilisation of the Exhibition in India was done

IESS VIII Brochure



IESS VIII Sponsorship Brochure





E-mailer

www.lesshow.in

IESS VIII
CHENNAI

INTERNATIONAL ENGINEERING SOURCING SHOW

14 15 16 MARCH 2019

Chennai Trade Centre, Chennai, India

Welcome Germany

#SMART ENGINEERING

IESS is the largest Engineering sourcing platform in India attended by 300 exhibitors, over 500 overseas delegates & 10,000 trade visitors.

- EEPC India invites participation from German delegates at the 8th Edition of IESS.
- Key themes of IESS include sub-contracting, industrial and electrical machinery, future factory and innovation in technology.
- EEPC India has been regularly participating with large group of Indian exhibitors in the niche engineering fairs in Germany like Hannover Messe, GIFA, INTIMA, Internationale Eisenwerkmesse, EMO etc.
- EEPC India was the lead agency for India's participation as a partner country in the Hannover Fair in year 2015. The delegation from India was led by Prime Minister, Mr. Narendra Modi.
- India was amongst the first countries to establish diplomatic ties with the Federal Republic of Germany after the Second World War.
- Total trade between the two countries increased from US\$ 20 Billion in 2013-14 to US\$ 22 Billion in 2017-18. Trade between the two countries grew by over 17% in last year.
- Germany is amongst India's most important partners both bilaterally and in the global context.
- India and Germany can look at cooperation in various areas including Engineering, Defence, IT, Food Processing, Science & Technology, Industry 4.0, smart cities, biotechnology, renewable energy, green technology, urban mobility & development etc.
- Attractive sponsored buyer package include complementary hotel stay for 3 nights, air fare reimbursement up to US\$ 800, 828 meetings and much more.
- For more information please visit www.lesshow.in.

Who should attend?

- Engineering and manufacturing companies
- Entrepreneurs
- Consultants
- Technology Providers

For participation contact: Kamakshi Tayal
E: ktayal@eepcindia.net P: +91 98733 42956

www.lesshow.in

IESS VIII
CHENNAI

INTERNATIONAL ENGINEERING SOURCING SHOW

14 15 16 MARCH 2019

Chennai Trade Centre, Chennai, India

Welcome Poland

#SMART ENGINEERING

IESS is the largest Engineering sourcing platform in India attended by 300 exhibitors, over 500 overseas delegates & 10,000 trade visitors.

IESS is the biggest display of the future of Indian Engineering Brilliance, which includes:

- An opportunity beyond the traditional market into the new paradigms for industry 4.0
- A unique and comprehensive platform for developing business partnership in modern manufacturing.
- A multi faceted value addition platform for the engineering enterprises going global

Major Participants:
MNCs, Large Enterprises, Global OEMs, Technology Providers, Service Providers, Subcontractors, Traders and Government Organizations

INNOVATION AND TECHNOLOGY

EEPC India's Innovation and Technology Pavilion at IESS is a major confluence of India's premier R&D Academia and Industry, seeking research collaborations & technology transfers etc. Major participants include, CSIR Labs, Indian Institute of Technologies (IITs), various niche & multidisciplinary research undertakings under the Government such as DRDO, DCEO and ISRO, besides, R&D institutes under Department of Heavy Industry, Ministry of MSME & Department of Science and Technology and the series of Private R&D Academia, Innovators, Startups and Technopreneurs etc.

- 3D Printing
- Advanced Manufacturing
- Centres of Excellence
- Tool Rooms & Hi-Tech Training
- Green Manufacturing Technology
- Healthcare and Medical Technologies
- Industrial Automation
- Smart Factory
- Industrial Internet of Things (IIoT)
- Precision Engineering
- Innovators Start-ups

- Renewable Energy
- Research Labs & Academic Research Institutes
- Robotics & Emerging Technology
- Media and Publications in Scientific Research & Innovations
- Testing Laboratories
- Training Centres
- Virtual & Augmented Reality
- Advanced Product Design
- Multi Disciplinary Scientific Research & Spill-over
- Manufacturing Technologies

For participation contact: Mayank Krishna
E: mkrishna@eepcindia.net P: +91 11-2372 4819

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IESS VIII
CHENNAI

INTERNATIONAL ENGINEERING SOURCING SHOW

14 15 16 MARCH 2019

Chennai Trade Centre, Chennai, India

Welcome Poland

#SMART ENGINEERING

IESS is the largest Engineering sourcing platform in India attended by 300 exhibitors, over 500 overseas delegates & 10,000 trade visitors.

- EEPC India invites participation from Polish delegates at 8th Edition of IESS under sponsored buyer programme of Ministry of Commerce & Industry, Govt. of India.
- Key themes of IESS include subcontracting, industrial and electrical machinery, future factory and innovation in technology.
- Poland participated as Partner Country in 4th Edition of IESS in December 2014.
- India and Poland have traditionally had strong trade and economic relations.
- Total trade between the two countries increased from US\$ 1.6 Billion in 2013-14 to US\$ 2.3 Billion in 2017-18.
- Trade between the two countries grew by over 22% in last one year.
- India and Poland can look at cooperation in various areas including Engineering, Defence, IT, Chemical, Food Processing and Science & Technology.
- India participated as Partner Country at ITM Poznan in June 2014 with more than 100 Indian companies.
- Attractive sponsored buyer package include complementary hotel stay for 3 nights, air fare reimbursement up to US\$ 500, 828 meetings and much more.
- For more information please visit www.lesshow.in.

Who should attend?

- Engineering and manufacturing companies
- Entrepreneurs
- Consultants
- Technology Providers

For participation contact: Pallavi Saha
E: psaha@eepcindia.net P: +91 98999 94374

Campaigns within India

Roadshows organised by EEPC India Regional Offices



Eastern Region



Northern Region



Southern Region



Western Region



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



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

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



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

Campaigns Abroad

Malaysia



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



Briefing session on IESS VIII with all Industry Associations



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



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



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



USA



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



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

The Czech Republic



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



Show Publicity in Chennai

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

- 200 Bus backs.



Bus backs

- 100 Uber car body.



UBER car branding



- 41 hoardings and 500 posters





➤ Airport branding in Chennai and Coimbatore.

Airport branding in Chennai and Coimbatore.



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



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

- Two mobile van branding.





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



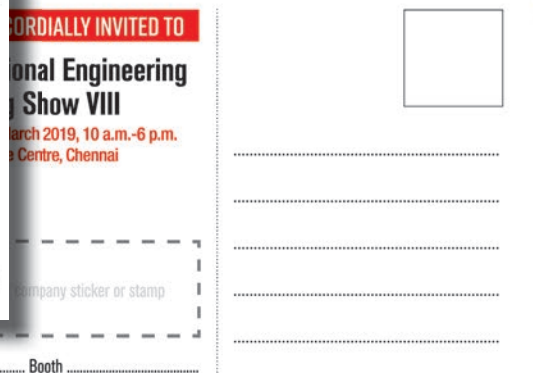
10,000 Visitor Promotion Flyer



Ayurtech Flyer



Postcard





Advertisements in Print Media

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

Advertisements about the exhibition were published in the more than 24 newspapers all over India since January 2019 till March 16th 2019

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

The collage shows various advertisements from the Tamil newspaper 'தினமணி'. The main headline at the top reads 'திருவண்ணாமலையில் திரிவால் வந்த ரு அருணாசலேஸ்வரர்' (Tiruvannamalai: Tiruvalluvar arrived in Arunachaleswaram). Other ads include a notice about a book launch, a photo of elephants, and a small advertisement for 'IESS VIII'.

IESS VIII INTERNATIONAL ENGINEERING SOURCING SHOW
14-16 MARCH 2019
Chennai Trade Centre, Chennai, India

BOOK YOUR STALLS/BOOTHES TODAY AT
www.iesshow.in

#SMART ENGINEERING

THE IESS
The Biggest rendition of future of Indian Engineering brilliance is prepared to showcase 'Smart Engineering' for the third time in Chennai over 14-16 March, 2019 with Chennai as the Host State!

B2B Sessions and Hosted Buyer Programme
The show facilitates one to one matchmaking sessions and is the PRIME attraction of the event. More than 750 sourcing meets are held every year and the graph is moving upwards.

A glimpse of some previous stakeholders

REGISTERED & HEAD OFFICE
Tel: 91-33-22890651/52/53
E-mail: iespcindia@iespcindia.net

REGIONAL OFFICES

Kolkata
Tel: 91-33-2289067/74
E-mail: iespcindia@iespcindia.net

New Delhi
Tel: 91-11-2231417/74
E-mail: iespcindia@iespcindia.net

Chennai
Tel: 91-44-26295301/02
E-mail: iespcindia@iespcindia.net

Mumbai
Tel: 91-22-4212555
E-mail: iespcindia@iespcindia.net

WIDE REGIONAL OFFICES

Bangalore
Tel: 91-80-22261296/22268469
E-mail: iespcindia@iespcindia.net

Hyderabad
Tel: 91-40-22334204
E-mail: iespcindia@iespcindia.net

Jalandhar
Tel: 91-181-2622254
E-mail: iespcindia@iespcindia.net

Shimla
Tel: 91-19-26286720
E-mail: iespcindia@iespcindia.net

PRODUCT VERTICALS

SUBCONTRACTING INDUSTRIAL ELECTRICAL MACHINERY FUTURE FACTORY INNOVATION & TECHNOLOGY

Advertisements in local News Paper (SR)

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

ORGANISER
EEPCINDIA
ENGINEERING THE FUTURE

HOST STATE
TAMIL NADU

MALAYSIA PARTNER COUNTRY 2019
MARI

FOCUS STATE
TAMIL NADU

FOCUS REGION
FLANDERS INVESTMENT & TRADE

ASSOCIATE
INDIA DESIGN MARK

Indian engineering

Advertisements in local Journals

less VIII CHENNAI

INTERNATIONAL ENGINEERING SOURCING SHOW

14 - 15 - 16 March 2019
Chennai Trade Centre, Chennai

WHO WILL ATTEND

Entrepreneurs, Tech-preneurs, Investors, Government, Manufacturers, Traders, Start-Ups, Research Institutes, MNCs, Delegation

from Malaysia's Auto Sector, Academia, Technologists, Innovators, Scientific Advisors, Subcontractors and Media

HOST STATE



Ministry of Commerce & Industry
Ministry of Micro, Small & Medium Enterprises
Department of Heavy Industry
Department of Scientific and Industrial Research
Government of India

FOCUS STATE



FLANDERS INVESTMENT & TRADE

FOCUS REGION



Flanders
State of the Arts

ASSOCIATE



INDIA DESIGN MARK

ORGANISER



EEPCINDIA
ENGINEERING THE FUTURE

Indian engineering



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INDIA'S LARGEST ENGINEERING SOURCING EXHIBITION

Subcontracting • Industrial & Electrical Machinery • Innovation & Technology • Future Factory

Advertisement published in the Magazines of Indian Overseas Missions



SHOWCASING INDIA AS A GLOBAL HUB FOR MANUFACTURING & TECHNOLOGY

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less VIII CHENNAI INTERNATIONAL ENGINEERING SOURCING SHOW

14-16 MARCH 2019 | Chennai Trade Centre, Chennai

300 EXHIBITORS, 14+ TECHNICAL & BUSINESS SESSIONS, 80+ SPEAKERS - ONE EVENT!






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- Subcontracting
- Industrial & Electrical Machinery
- Innovation & Technology
- Future Factory

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Who should attend: Entrepreneurs, Tech-preneurs, Investors, Government, Manufacturers, Traders, Start-Ups, Research Institutes, MNCs, Academia, Technologists, Innovators, Scientific Advisors, Subcontractors and Media





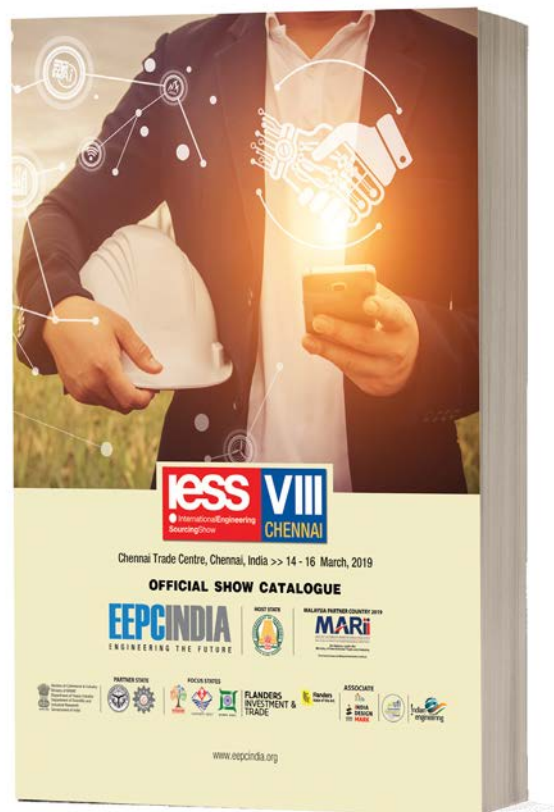


Advertisement published in the Hindu Business Line



In-Show Publicity

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



Exhibitors' Directory



Best Pavilion Certificate



Certificate of Appreciation



Jute Bag



Non Jute Bag



Tissue Box Branding



Best Pavilion Trophy

- 200 lamp poles.



- Pillar Branding





Coffee Mug



IESS VIII Passport



Luggage Tag

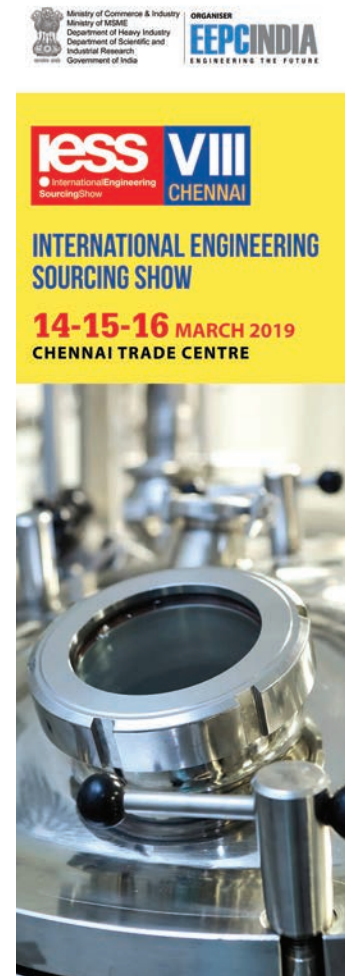


Non Vip Badge



Bottle Branding

Prism Branding





Posters

EEPCINDIA
ENGINEERING THE FUTURE

HOW EEPC INDIA HELPS MSMEs TO COMPETE

With more than 60% of its members from MSMEs, EEPC India has equipped Indian SMEs to compete globally and integrate their business with the global value chain.

www.eepcindia.org

EEPCINDIA
ENGINEERING THE FUTURE

EEPC INDIA: SPEARHEADING INDIAN ENGINEERING EXPORTS

- Participates in about 30 events in over 15 countries every year
- Hosts overseas buyer-and-seller meets in India
- Organises multi-sectoral engineering expositions in India and overseas

www.eepcindia.org

EEPCINDIA
ENGINEERING THE FUTURE

EEPC INDIA MEMBERSHIP: BRIDGING THE GAPS

- EEPC India formulates and recommends issues related to engineering exports to policy makers.
- Disseminates information through its website, email, newsletters, its monthly magazine and other publications
- Circulates tenders, issues Certificates of Origin, recommends visas/passports, addresses complaints, and recommends clearing of trade samples

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EEPCINDIA
ENGINEERING THE FUTURE

ELECTRICAL MACHINERY FOCUS SECTOR

EEPC India, under the aegis of the Ministry of Commerce and Industry, Government of India, has identified the Electrical Machinery, Equipment and Components sector as one of the four focus sectors under 'Brand India Engineering'.

www.eepcindia.org

EEPCINDIA
ENGINEERING THE FUTURE

EEPC INDIA'S DIGITAL INTERFACES

SOCIAL MEDIA
EEPC India has an active presence on Facebook, Twitter, LinkedIn, YouTube, Pinterest and so on.

MOBILE APP
EEPC India has developed a mobile platform which app to keep all members updated about the latest happenings. It was launched as a dedicated app for the English version, 2018.

E-CATALOGUES
The E-Catalogue is an extensive directory of Indian engineering brands that have adopted the latest globally accepted manufacturing standards and practices. EEPC India has e-catalogues on Pumps and Valves, Medical Devices, Electrical Machinery, Equipment and Components, and Textile Machinery and Accessories.

WEBSITE
The official website of the ministry is responsive and compatible to most of devices such as desktops, laptops, tablets and mobiles. Information is updated regularly.

www.eepcindia.org

EEPCINDIA
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INDIA PAVILION AT JIMEX 2019

8-11 APRIL 2019
AMMAN, JORDAN

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Electrical and Mechanical Machinery Exhibitors

www.eepcindia.org

India Engineering
EEPCINDIA
ENGINEERING THE FUTURE

**INDIA PAVILION AT
NATIONAL MANUFACTURING
WEEK 2019**

14-17 MAY 2019, MELBOURNE, AUSTRALIA

Participate through EEPC India to
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Air technology, Machine tools, Automation,
material handling, etc.



www.eepcindia.org

India Engineering
EEPCINDIA
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AGRICULTURE FAIR 2019**

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Agriculture Machinery and Technology



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India Engineering
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automechanika
**India Pavilion at
Automechanika
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at the largest international
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India Engineering
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CONSTRUCTION
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Explore the potential of construction in the
South Asia region

Participate through EEPC India and
GET THE MOST BENEFITS



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India Engineering
EEPCINDIA
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**INDIA PAVILION AT
INTERNATIONAL
FASTENER EXPO, USA**

17-19 SEPTEMBER 2019, LAS VEGAS, USA

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enjoy substantial savings!

Industrial Fasteners & Tooling &
Machinery



www.eepcindia.org



Selfie Kiosk- IESS VIII Magazine cover



Show Daily - Day 2

Show Daily - Day 1

Show Daily - Day 3



Invitation Card



Three Day Programme Booklet



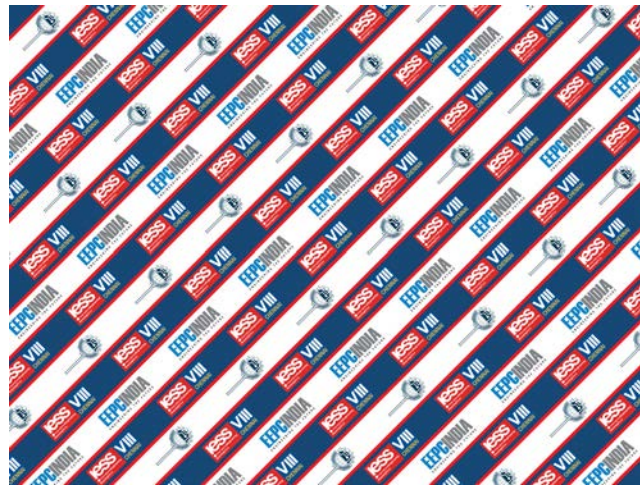
Dinner and Lunch Invite



Writing pad cover



Lapel pin



Wrapping Paper



Lunch Coupon



Menu Card



Business Cards

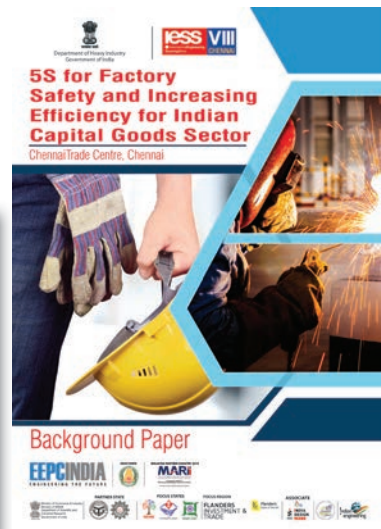
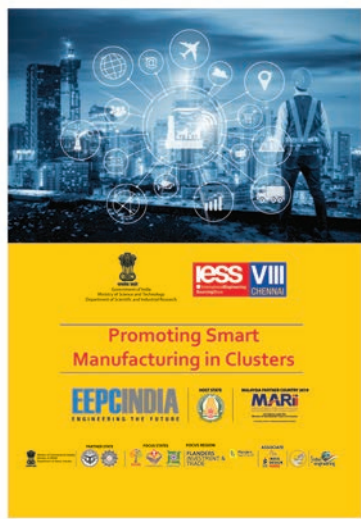


T-Shirts



Shirt

Concept Notes (Session specific)





Press & Media -Group Pre and Post Event

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

Pre Event Press Meet



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



Another view of participants



Press Conference Invitation Card



Media Coverage Pre Event

Business Standard

Checkers then arrested at Delhi airport for smuggling [1] [2] [3]

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Eighth edition of engineering expo on March 14

Delhi | Last Updated at March 5, 2019 18:10 IST

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One of the best South India Compucon Last date to apply

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

The three-day event is being organised by the Engineering Export Promotion Council, sponsored by the Commerce and Industries Ministry.

Other Pradesh will be 'Partner state' for the event.

"This year Smart Engineering is the theme which showcases India as a Global Hub for manufacturing and technology", IEPIC said in a statement.

IEPIC India senior vice-chairman Mahesh K. Desai said that over 400 participants would participate in the event, of which 130 would be from Tamil Nadu and 40 from other nations, including Malaysia, Belgium, Hong Kong, Ukraine and the Czech Republic.

"IEPIC India has chosen - Subcontracting, Industrial and Electrical Machinery, Future Factory and Innovation and Technology as four broad sub-themes in ISS VIII", Desai said.

The other two additions at the event were how to use your skills, science by employing technology and role of design in increasing productivity and competency, he said.

Tamil Nadu MSME secretary Dhanendra Prasad Yadav advocated a show of export promotion measures, particularly in the MSME sector, following inclusion of merchant exporters.

"China is the most relevant venue, dubbed as the Detroit of Asia, accounting for 35 per cent India's auto-component production and 70 per cent of India's overall exports of passenger vehicles", Yadav said.

IEPIC India regional director C.H. Nadiger said engineering exports was the largest commodity exports, accounting for 25 per cent of total exports.

"In 2017-18, engineering exports accounted for USD 76.2 billion. Currently, major markets are USA and EU which account for over 30 per cent of exports", Nadiger said.

The Department of Scientific and Industrial Research, Department of Heavy Industry and National Institute of Design were also expected to take part in the event.

(This story has not been edited by Business Standard staff and is auto-generated from a syndicated feed.)

First Published: Tue, March 05 2019 18:10 IST

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

Devdiscourse News Desk | Chennai | India | Updated 05-03-2019 18:29:30 | Created 05-03-2019 18:01:30

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Engineering goods exports in FY19 may cross \$76.2 billion

INDIA | Chennai | Last Updated at March 5, 2019 18:00 IST

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One of the best South India Compucon Last date to apply in an MBA Expo Education Fe at Medinai

Export of engineering goods in FY19 could cross the FY18 levels, said a senior official of IEPIC India, here on Tuesday.

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

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

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

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

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

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

Malaysian carmakers Perodua and Proton will also exhibit their models at the event. Perodua will also explore manufacturing opportunities here, said Suresh Dhanraj, Consultant, ISS.

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

Business Standard

‘Intl Engg sourcing show’ to promote desi exports

DC CORRESPONDENT
CHENNAI MARCH 7

The Engineering Export Promotion Council of India organised International Engineering Sourcing Show (IESS), an initiative of the Union commerce and industry ministry, to building the brand ‘Indian Engineering’ into newer markets of the world. This year ‘Smart Engineering’ will be the theme which showcases India as a Global Hub for Manufacturing and Technology. Tamil Nadu has been chosen as the host state for the third time with the help of the Department of Scientific Industrial Research (DSIR), Department of Heavy Industry,

Department of MSME, and National Institute of Design (NID).

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

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

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

Deccan Chronicle

<http://hellomadras.com/eeep-indias-brand-india-engineering-show-iss-is-all-set-to-open-on-march-14-in-chennai/>



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சென்னையில் சர்வதேச இன்ஜினியரிங் கண்காட்சி

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

இந்தியா மற்றும் உலகம் முழுவதிலும் இருந்து முன்னணி பொறியியல் நிறுவனங்கள் இந்த 3 நாள் கண்காட்சியில் பங்கு பெறுகின்றன. உற்பத்தி மற்றும் தொழில்நுட்பத்துக்கான உலகளாவிய மையமாக இந்தியாவை எடுத்துக்காட்டும் வகையில் ‘நிறமையான பொறியியல்’ என்பதே இந்த ஆண்டுக்கான மையக் கருத்தாகும். அறிவியல் மற்றும் தொழில் ஆராய்ச்சித் துறை, கணகத் தொழில் துறை, குறு சிறு மற்றும்

நடுத்தரத் தொழில் துறை, தேசிய வடிவமைப்பு நிறுவனம் ஆகியவை கண்காட்சிக்கு உறுதுணையாக இருப்பதற்கு உறுதி அளித்துள்ளன. சர்வதேச நாடுகளைச் சேர்ந்த 400க்கும் அதிகமான நிறுவனங்களின் பிரதிநிதிகள் இக்கண்காட்சியில் பங்கேற்கின்றனர்.

குறு சிறு மற்றும் நடுத்தரத் தொழில் துறை மினசூக்கு அரக பல திட்டங்களை செயல்படுத்தி வருகிறது. இந்திலையில், கண்காட்சி மூலம் மிகப்பெரிய வணிக ரீதியான ஒருங்கிணைப்பு ஏற்படும். புதிய தொழில்நுட்பங்களை தெரிந்துகொள்ள வாய்ப்பு உருவாகும். கண்காட்சியில் 130 குறு சிறு தொழில் நிறுவனங்கள் பங்கேற்கின்றன. ஜூனில் உட்பட எல்லா துறைகளில் தமிழகம் தலைநிறந்து விளங்குகிறது. தமிழகத்தில் தொழில் தொடங்க பலரும் விருப்பமிக்கிறார்கள். இது தமிழகத்துக்கு பெரிய பலமாக உள்ளது. இவ்வாறு அவர்கள் கூறினர்.

Dina Malar

சென்னையில், சர்வதேச பொறியியல் கண்காட்சி

3 நாட்கள் நடக்கிறது

சென்னை, மார்ச் 7- சென்னையில் 3 நாட்கள் சர்வதேச பொறியியல் செயலாக்க கண்காட்சி நடைபெறுகிறது. இதில், 600 கோடிக்கு வர்த்தக ஒப்பந்தம் ஏற்படும் என்று குறு, சிறு மற்றும் நடுத்தர தொழில் துறை முன்னமை செயலாளர் கூறினர்.

சர்வதேச கண்காட்சி

இந்திய பொறியியல் ஏற்றுமதி மேம்பாட்டு நிறுவனம், சென்னையில் வரும் 14-ம் தேதி முதல் 16-ம் தேதி வரை 3 நாட்கள் சர்வதேச பொறியியல் செயலாக்க கண்காட்சி நடைபெறுகிறது. இதுதொடர்பாக தமிழக குறு, சிறு மற்றும் நடுத்தர தொழில் துறை முன்னமை செயலாளர் தர்மேந்திர பிரதாப் யாதவ் நிருபர்களிடம் கூறியதாவது:-

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

த. 600 கோடிக்கு வர்த்தக ஒப்பந்தம் இதில், 30 நாட்களை சேர்ந்த

முன்னணி தொழில் நிறுவனங்களும், இந்தியாவில் உள்ள முன்னணி பொறியியல் நிறுவனங்களும் பங்கேற்கின்றன. 600 நாட்களை சேர்ந்த சுமார் 400 தொழில் முனைவோர், உற்பத்தியாளர்கள், ஏற்றுமதியாளர்கள் கலந்துகொள்கின்றனர். இந்த கண்காட்சி மூலம் பல்வேறுதொழில்முனைவோர் உருவாக்கப்படும். சர்வதேச தொழில் நிறுவனங்களுடன் ஒப்பந்தம் செய்து கொள்வதன் மூலம் இந்தியாவில் உள்ள தொழில்நிறுவனங்கள் வளர்ச்சி அடைவது. இந்தியா மற்றும் தமிழகத்தில் தொழில் நிறுவனங்கள் உலக அளவில் வர்த்தகத்தை ஏற்படுத்திக் கொள்ள முடியும். இக்கண்காட்சியில் தொடர்ச்சியாக 600 கோடிக்கு வர்த்தக ஒப்பந்தம் ஏற்படும் என எதிர்பார்க்கப்படுகிறது.

யானவர்களுக்கு அனுமதி முன்புமுறையாக இந்தியா முழுவதும் உள்ள 40 என்ஜிஓய்கள் கல்லூரிகளை சேர்ந்த மாணவ-மாணவிகள் கண்காட்சி மற்றும் கருத்தரங்கில் பங்கேற்க அனுமதிக்கப்படுகின்றனர். இவ்வுலகம் மாணவ-மாணவிகள் தொழில் முனைவோராகவும், அவர்களுக்கு வேலையாய்ப்பு கிடைக்கவும் வாய்ப்பு உள்ளது.

இவ்வாறு அவர் கூறினர். மேட்டூரில் போது இந்திய பொறியியல் ஏற்றுமதி மேம்பாட்டு நிறுவனத்தின் முதுநிலை துணைத்தலைவர் மகேஷ் தேசாய், தென்மேல்பு இயக்குனர் சி.எச்.தாடிசர் ஆகியோர் உடன் இருந்தனர்.

Dina Thanthi



THE TIMES OF INDIA

Marii hopes India will be a key exporter of auto components

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

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

In an exclusive interaction with Tol, Sahari—who is in India to

meet with ministers and officials of the Ministry of Commerce and Industry—said that MARi, an agency under the Ministry of International Trade & Industry, would be offering partnerships to the Indian MSME sector in the auto components industry.

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



Economic Times

**சர்வதேச பொறியியல் கண்காட்சி
சென்னையில் மார்ச் 14ல் துவக்கம்**



சென்னை, 24-12-78
உதயன் (பி) சந்திரன்
வழக்கு நீதிமன்றத்தில்
சாத்தன்குளம் கோட்டை
மேற்புற வண்டித் தண்டினை
அரசின் வழக்குப் பற்றிய
தொடர்புடைய அமைச்சர்
உதயன் சந்திரன் அவர்கள்
நீதிமன்றம் சென்றார்.
வண்டித் தண்டினை
சென்னை, 24-12-78
தமிழ் 20 ஆம் தேதி வரை
தமிழ், சென்னை.

அதில் அங்கம் பெற்றவர் என குறிப்பிட்டுள்ளார். இவ்வாறு குறிப்பிட்டுள்ளதற்கு காரணம் இதுதான். இவ்வாறு குறிப்பிட்டுள்ளதற்கு காரணம் இதுதான். இவ்வாறு குறிப்பிட்டுள்ளதற்கு காரணம் இதுதான்.

[illegible]

இந்த ஊரும் மேலாட்சிப் பரிந்துரைப் படிவத்தைக் கனகசபைத் தீர்மானம் மூலம் ஏற்றுக் கொள்ளும் முறை நடைமுறைப்படுத்தப்படும். மேலாட்சிப் பரிந்துரைப் படிவத்தை ஏற்றுக் கொள்ளும் முறை நடைமுறைப்படுத்தப்படும். மேலாட்சிப் பரிந்துரைப் படிவத்தை ஏற்றுக் கொள்ளும் முறை நடைமுறைப்படுத்தப்படும்.



சென்னை, மார்ச் 7- முழுவதிலும் உள்ள மு

உலகின் புதிய சந்தைகளில் இந்திய பொறியியலைப் பற்றித் துறும் வகையில் இந்தப் புரட்சி அறிவின் வளத்தும் மற்றும் தொழில் துறை அமைச்சகத்தின் முயற்சியில் இ. இ. பி. சி., இந்தியா அமைப்பு சார்சில் சர்வ தேச பொறியியல் செயலாக்கக் கண்காட்சி எட் டாவது பதிப்பை சென்னை வரும் 14ம் தேதி முதல் 16ம் தேதி வரை நடத்துவதற்கு ஏற்பாடு செய்யப்பட்டுள்ளது.

இதுகுறித்து அந்த அமைப்பினர் கூறுகையில், 'இந்தியா மற்றும் உலகம்

முழுவதிலும் உள்ள முன்னணி இந்நிய பொறி மியல் நிறுவனங்கள் இந்தக் கண்காட்சியில் பங்கேற்கும் வகையிலும் உற்பத்தி மற்றும் தொழில்நுட்பத் திற்களை மையமாக இந்தியாவை எடுத்துக்காட்டும் வகையிலும் திறமையான பொருட்களை அடையாளமாகாட்டும் வகையிலும் இந்த பிரமாண்டமான மாநாடு ஏற்பாடு செய்யப்பட்டுள்ளது.

இதில் முதல் முறையாக
மலேசிய நாட்டு தொழில்
கூட்டாண்மை யாகவும்
மூன்றாவது முறையாக
தமிழ்நாடும் இந்த நிகழ்ச்சி
யை நடத்துகிறது.

இதில் மத்திய பிரதேசம் மற்றும் உத்தர பிரதேசம், உத்தரகாண்ட், ஜர்க்கண்ட், ஆகிய மாநிலங்கள் இதில் கவனம் செலுத்தும் வகையில் அமைக்க கப்பட்டுள்ளது. இதில் அறிவியல் மற்றும் தொழில்நுட்பம், ஆராய்ச்சி துறை, கணகா தொழில் துறை, குறு - சிறு நடுத்தர தொழில் முயற்சி துறை போன்றவர்களின் பங்கு களிப்பு உள்ளது' என்றனர்.

செய்தியாளர்கள் சந்திப்பில் இ.டி.பி.சி., இந்தியாவின் முதன்மை துணை தலைவரிடம் கே.ஆர். தோசா, தமிழக அரசின் குறு - சிறு நடுத்தர தொழில் முயற்சிக்கான துறை செயலரிடம் தேர்ந்தெடுக்கப்பட்ட பிரதான யாதவ், வந்திருந்த ஆணையாளர் ஜெயந்தி நாடகர் ஆகியோர் இருந்தனர்.

Over 400 exhibitors to participate in 8th edition of IESS

EXPRESS NEWS SERVICE

@ Chennai

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

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

The event will have exhibitors from Malaysia, Belgium, Hong Kong, Ukraine and Czech Republic, apart from 400 overseas delegates participating in it. This year, Smart Engineering is the theme which showcases India as a global hub for the manufacturing and technology hub. Malaysia is the partner country, Uttar Pradesh

is the partner state and Madhya Pradesh, Uttarakhand and Jharkhand are focus States with Belgium's Flanders as the focus region. The Department of Scientific and Industrial Research (DSIR), Department of Heavy Industry, Department of Micro, Small & Medium Enterprises, and National Institute of Design (NID) have also confirmed their support. Mahesh K Desai, Senior Vice Chairman, EEPIC India, said, "EEPIC India has chosen 'Subcontracting', 'Industrial & Electrical Machinery', 'Future Factory' and 'Innovation & Technology' as the four broad sub-themes in the event. Future Factory is the latest addition where we expect 'Smart Factory Design' and 'Industrial Internet of Things' on display." Tamil Nadu MSME secretary Dharmendra Pratap Yadav, regional director of EEPIC India, C H Nadiger, Trade Commissioner from Flanders Region, Jayant Nadiger, were also present.

Indian Express

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



Dharmendra Pratap Yadav, Secretary, MSME, TN, and Mahesh Desai, Senior Vice Chairman of EEPIC India

Chennai: Engineering exports of \$74.2 bn for 2017-18 have outperformed the previous high of \$70.7 bn in 2014-15. With the latest annual industry 4.0, the theme for the International Engineering Sourcing Show (IESS) to be hosted here, is 'Smart Engineering', said Mahesh K Desai, SVP, EEPIC India.

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

is a separate session that is aimed at presenting the scope of technology in Ayurveda.

With engineering exports constituting 22 per cent of the total exports of \$322.8 bn, CH Nadiger, Regional Director, South, EEPIC India, said there is a possibility to breach the \$80 billion mark by the end of this year.

Malaysia is partner country for the first time, looking at joint ventures and collaborative opportunities at the IESS, that begins from March 14. Perodua and Proton, two auto giants from Malaysia, are exploring opportunities.

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

Dharmendra Pratap Yadav, Secretary, MSME, TN, said this platform is an opportunity for MSMEs in the state to get outside market exposure and foster new business collaborations apart from having almost all new and emerging technologies. TN had a proven track record in manufacturing and placed near to Maharashtra. Work ethics and quality of products were the strengths of TN, that had to be demonstrated. The last edition saw TN fetching business worth Rs 80 crore. Areas offering tremendous scope included food processing as the per capita consumption productivity of the state is the highest.

DT Next

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

CHENNAI

It is a month since Malaysia will bring its largest ever business delegation comprising officials from the government, corporate, SMEs and other institutions, to participate in IESS VIII, an engineering expo being organised by EEPIC India, Chennai.

The objective is to explore investment opportunities and foster joint ventures in manufacturing and technology in Malaysia.

By official news for corporate, Malaysia's Chief Minister, Mahatir Mohamad, said that Malaysia is an agency under the Ministry of International Trade and Industry, Government of Malaysia, spoke to businesses on the emerging opportunities for collaboration.

What drives Malaysia's renewed interest in India? Malaysia believes that technology will be the enabler in the transportation. There are

more in Malaysia looks at India as an important partner. We will explore how we can bring partners from India to serve ASEAN using Malaysia as a base.

India and Malaysia, and also to supply MSMEs, will also be explored. Malaysia companies feel India could be a good base to widen their exports to African, Asian, and other markets.

What is the outcome you are anticipating? We will bring about 100 companies in the field of manufacturing, technology and auto components to explore opportunities. This is the largest ever team from Malaysia.

We are hoping to sign at least four agreements during the IESS event, mostly in technology, research and development.

Is Malaysia 4.0 the focus area?

about deploying and implementing industry 4.0. We are aware that there are a lot of system integrators (SIs) in India. We intend to facilitate knowledge and strategic discussion between the SIs in India and Malaysia.

Is Malaysia looking at opportunities in the automotive segment too? The Indian government is very serious about electric vehicles (EVs). Likewise, Malaysia and other governments are keen on implementing EV programmes. It is not options that in the context of new generation vehicles, which can become a leader. The only way to achieve it is to do together. Both India and Malaysia could look at developing niche technologies for mutual benefit.

Our Ministry recently launched the Industry 4.0 policy. In that, we have laid out the measures needed for creating the necessary ecosystem. We are also now drafting our new national and automotive policy 2025, in which we talk

about deploying and implementing industry 4.0. We are aware that there are a lot of system integrators (SIs) in India. We intend to facilitate knowledge and strategic discussion between the SIs in India and Malaysia.

Is Malaysia looking at opportunities in the automotive segment too?

Is Malaysia looking at opportunities in the automotive segment too?

EEPC engineering expo to showcase India as manufacturing, tech hub

CHENNAI

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

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

Smart engineering IESS will be held in Chennai



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

theme - Smart Engineering - to showcase India as a global hub for manufacturing and ICT part of India where Malaysia feels India could be a big brother in teaching the new technologies, said Sooriya Chavan of Falcon

areas for long term sustainable interest - automobile and auto components and ICT part of India where Malaysia feels India could be a big brother in teaching the new technologies, said Sooriya Chavan of Falcon

Malaysia is looking for a value generation of about \$50 million from IESS 2019

Capital Advisers, which is advising MAMU (Malaysia Automotive Robotics and IoT Institute).

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

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

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

IES 2019 will have about 400 exhibitors, of which 130 will be from Tamil Nadu, 40 from overseas, and more than 400 overseas delegates are expected to participate in the event.

Business Line

Malaysia's Perodua car brand eyes India

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



Perodua sedan

Chennai: Indian panache vehicle landscape has become intensely competitive with the presence of most global brands, the three million-plus car market continues to attract more players. The latest car-maker to show strong interest in coming to India is Malaysia's market leader Perodua. A Malaysian government-owned company, it appears to be keen on having a facility in India - to sell its products and use the country as a base to target other markets.

Perodua has an annual production capacity of 3.5 lakh vehicles in Malaysia and its cars are sold in Indonesia,

delegation, will be in Chennai at the EEPIC India event during March 14-16 to explore the possibilities for joint ventures and partnerships.

"Through there are early days, Perodua feels India is a big market. Whether the domestic market excites them or using India as a global base for exports is something that will be determined later. Two cars of Perodua will be on display during the EEPIC event," said Sooriya Chavan of Falcon Capital Advisers, which is advising MAMU (Malaysia Automotive Robotics and IoT Institute).

Meanwhile, Proton officials will also be part of the Malaysia team and a couple of Proton models are also likely

to be displayed at the EEPIC event. MAMU's Sooriya Chavan said that the latest entrant into the Indian PV market as the company is gearing up to roll out its first vehicle in India during the second half of this year. It is now in the process of building all support systems. It has built a factory in Andhra Pradesh, and is setting up dealerships across the country by signing tie-ups with financial institutions.

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Press Meet on 14th March, 2019

PRESS CONFERENCE

14 March 2019, Chennai Trade Centre, Chennai



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



Media Coverage Post Event

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

Engineering sector a major contributor: Commerce Secretary

STAFF REPORTER
CHENNAI

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

Inaugurating the 8th International Engineering Sourcing Show (IESS) in Chennai, he said the figure would be reached despite the global challenges like protectionist measures by

some countries. The major contribution was coming from engineering exports, which had grown significantly in recent years, he said.

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

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

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

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

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

Indian exports to touch \$330bn this financial yr

EXPRESS NEWS SERVICE
@ Chennai

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

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

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

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

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

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

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

New Indian Express

The Hindu

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

OUR BUREAU
CHENNAI, MARCH 14

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

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

Releasing the 'EEPC India strategy paper for growth of engineering exports', Wadhawan said, EEPC has set

an ambitious export target of \$300 billion of engineering products by 2025 from the current \$80 billion.

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

"We have carried out a number of trade facilitation measures. But our data shows that Indian exporters have not been very good users of FTA preferential benefits from partner countries," Wadhawan added. Speaking at the event, Dharmendra Pratap Yadav, Secretary, Micro, Small and Medium Enterprises (MSME) Department, Government of Tamil Nadu, said the State is the third largest exporter of engineering equipment

blest with natural manufacturing clusters in Chennai, Coimbatore and Tiruchi.

"The Tamil Nadu government is in the process of formalising Business and Trade Promotion Organisation to promote investment in the MSME sector and to forge trade ties with various countries," Yadav added. The three-day IESS VIII expo, to be held during March 14-16 at the Chennai

Trade Centre, will showcase the engineering prowess of Indian manufacturers and help them leverage global business opportunities. The exhibition will see participation of 400 exhibitors, 500 overseas buyers and 10,000 trade buyers conduct business at the venue.

"Malaysia is the 18th largest trading partner and 25th largest investor in India and its participation at IESS 2019 will be a major game changer," said Ravi Sehgal, Chairman, EEPC India.

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

Business Line

Engg sector to add to exports of record \$330 bn

DC CORRESPONDENT
CHENNAI, MARCH 14

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

With trade volume of \$ 15 billion per annum, engineering exports account to about 25 per cent of India's total exports, and further contributing to about 5 per cent of the country's GDP.

Given the protectionism sweeping major countries of the world and engineering being one of the segments affected by such restrictive measures, the exporting firms should look at innovative methods to enhance competitiveness and take advantage of various market access opportunities," he said while inaugurating the VIII International Engineering Sourcing Show (IESS) here on Thursday.

Addressing global CEOs and trade partners at the IESS-VIII, the annual flagship event of the EEPC India at the Chennai Trade Centre, the Commerce Secretary said the engineering exports have grown significantly in recent years.

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

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

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

Tamil Nadu is hosting the event for the third time in a row, while Malaysia is the Partner Country of the IESS. India-Malaysia bilateral trade aggregated to \$ 14.71 billion in 2017-18, with total exports from India to Malaysia amounting to \$ 6.17 billion while its imports from Malaysia stood at around \$ 9 billion. The Malaysian delegation is led by Datuk K. Talagavathi, Deputy Secretary General, Ministry of International Trade & Industry, Government of Malaysia. She expressed her optimism in enhancing bilateral trade in the years to come.

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

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

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

Deccan Chronicle

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

NOTWITHSTANDING GLOBAL CHALLENGES like protectionist measures by some countries, India is projected to achieve exports of \$330 billion, a record, in 2018-19, with a major contribution coming from the engineering sector,

commerce secretary Anup Wadhawan said on Thursday. He inaugurated the 8th International Engineering Sourcing Show (IESS) in Chennai.

"This year has been particularly good for us. We are likely to touch an all-time record and

go past our earlier peak of \$314 billion in 2013-14 and hope to reach about \$325-330 billion this year," Wadhawan said at the IESS-VIII, the annual flagship event of the EEPC India.

FE BUREAU

Financial Express



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

PTI
CHENNAI, 15 MARCH

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

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

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



their market presence globally.

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

"The Department of Commerce is meanwhile identifying other potential markets and discussing with our trade partners to expand preferences available to all products and services. I think we need to engage with the industry on this issue as to why the

FTA opportunity has not been utilised fully," Wadhawan said.

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

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

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

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



രാജ്യാന്തര എൻജിനീയറിങ് സോഴ്സിങ്ങ് ഷോ ഉദ്ഘാടന ചടങ്ങിൽ നിന്ന്.

രാജ്യാന്തര എൻജിനീയറിങ് സോഴ്സിങ്ങ് ഷോ തുടങ്ങി

എൻജിനീയറിങ് ഉൽപ്പന്നങ്ങളുടെ ഐറ്റററും വലിയ പ്രദർശനം

ചെന്നൈ കരുമുരുതിയിൽ രാജ്യാന്തര എൻജിനീയറിങ് സോഴ്സിങ്ങ് ഷോ ഉദ്ഘാടന ചടങ്ങിൽ ചേർന്നു. ഐറ്റററും വലിയ പ്രദർശനം തുടങ്ങി. 400 പ്രദർശന ഗാലറികളാണ് മേളയിലുള്ളത്.

ഇന്ത്യയിൽ, ഇന്ത്യയിൽ പ്രവർത്തിക്കുന്ന കമ്പനികൾക്ക് ഇവിടെ സൗകര്യം ലഭിക്കും. ഇന്ത്യയിൽ പ്രവർത്തിക്കുന്ന കമ്പനികൾക്ക് ഇവിടെ സൗകര്യം ലഭിക്കും. ഇന്ത്യയിൽ പ്രവർത്തിക്കുന്ന കമ്പനികൾക്ക് ഇവിടെ സൗകര്യം ലഭിക്കും.

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Statesman

Malayala Manorama

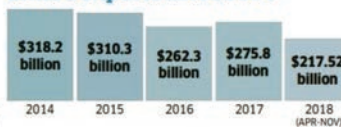
Exports may touch \$330 b in FY19

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

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

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

India's exports since 2014



(SOURCE: MINISTRY OF COMMERCE)

Wadhawan said addressing global CEOs and trade partners at the International Engineering Sourcing Show (IESS) in Chennai.

Wadhawan said that starting from the global financial crisis of 2008-09, India's exporters

have faced several challenges, including unilateral protectionist efforts by various countries. He, however, said conducive government policies have propelled the engineering sector to greater heights.

US President Donald

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

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

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

Deccan Herald

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

NOTWITHSTANDING GLOBAL CHALLENGES like protectionist measures by some countries, India is projected to achieve exports of \$330 billion, a record, in 2018-19, with a major contribution coming from the engineering sector,

commerce secretary Anup Wadhawan said on Thursday. He inaugurated the 8th International Engineering Sourcing Show (IESS) in Chennai.

"This year has been particularly good for us. We are likely to touch an all-time record and

go past our earlier peak of \$314 billion in 2013-14 and hope to reach about \$325-330 billion this year," Wadhawan said at the IEES-VIII, the annual flagship event of the EEPC India.

FE BUREAU

Financial Express

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



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

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

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

He reiterated the strong potential that India has, of which the engineering sector plays a strong part. "With trade volume of \$15 billion per annum, engineering exports account for about 25% of India's total exports,"

With trade volume of \$15 bn per annum, engineering exports account for about 25% of India's total exports. He reiterated the strong potential that India has, of which the engineering sector plays a strong part. "With trade volume of \$15 billion per annum, engineering exports account for about 25% of India's total exports,"

DT Next

EEPC, Malaysian trade body ink MoU

Chennai, March 15

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

Business Line

India for expansion of preferential duties by trade partners in FTAs

UNI

CHENNAI

Asking exporters to fully utilise the duty advantages in different Free Trade Agreements signed by India, Commerce Secretary Anup Wadhawan has said that the government is in discussion with the partner countries to expand preferential duties under the trade-opening pacts. "Since we have a large exporter community here, I wish to draw their attention in particular to the under utilisation of our free trade agreements. The data shows that Indian exporters have not made very good use of FTA, preferential benefits that India has negotiated with partner countries," Wadhawan said at the International

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

Anup Wadhawan, Commerce Secretary



and services I think we need to engage with the industry on this issue as to why the FTA opportunity has not been utilised fully," Wadhawan said.

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

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

Engineering Sourcing Show International Engineering Sourcing Show (IESS) here on March 14. Wadhawan said the government is engaged in streamlining procedures for exporters to avail benefits under the FTAs, urging exporters to take advantage of the tariff preferences provided by these arrangements. India has signed different FTAs, with key partners like ASEAN, South Korea, Japan, Malaysia, Chile and Singapore. The Department of Commerce is identifying other potential markets and discussing with our trade partners to expand the benefits available to all products

The Navhind Times

US\$ 200 bn target by 2025 set for engineering exports

UNI

CHENNAI

Raising the bar, India has set an aspirational target of US\$ 200 billion by 2025 for engineering exports, following a road map suggested by an EEPC India-Deloitte strategy paper, based on inputs from the Commerce Ministry and the industry. The paper released at the ongoing International Engineering Sourcing Show (IESS) at Chennai, said that India can achieve a three-fold

"aspirational" increase in its engineering exports by 2025, if concerted efforts are made by Government and industry.

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

threefold increase from 2017-18 exports," the paper said.

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

Engineering exports, which contribute 25 per cent of India's total export basket are projected at US\$ 80-82 billion in

the current financial year ending March 31, according to EEPC India Chairman Ravi Sehgal.

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

The Navhind Times

Engg sector to add to exports of record \$330 bn

DC CORRESPONDENT

CHENNAI, MARCH 14

Despite the global challenges like protectionism by some countries, India is projected to achieve an all-time record exports of \$330 billion in 2019-20 fiscal and it would see the engineering sector emerge as a major contributor, asserted commerce secretary Anup Wadhawan. "With trade volume of \$15 billion per annum, engineering exports account to about 20 per cent of India's total exports, and further contributing to about 5 per cent of the country's GDP. Given the protectionism sweeping major countries of the world and engineering being one of the segments affected by such restrictive measures, the engineering sector should look at innovative methods to enhance competitiveness and take advantage of various market access opportunities," he said while inaugurating the VIII International Engineering

Sourcing Show (IESS) here on Thursday. Asserting that this year has been particularly good for us, he said India is likely to touch an all-time record and go past our earlier peak which was in 2015-16 at \$214 billion and we hope to reach about \$225-230 billion this year. Addressing global CEOs and trading partners at the IEISS-VIII, the annual flagship event of the EEPC India at the Chennai Trade Centre, the Commerce Secretary said the engineering exports have grown significantly in recent years. He assured the engineering exporters of looking into how best the government can help for easy and affordable availability of steel. And a similar assurance also came forth from Commerce and Industry Minister Suresh Prabhu in his video conference message. EEPC India chairman Ravi Sehgal said that engineering exports in 2019-20

are expected to be between \$200-210 billion. IEISS-VIII, organised by the EEPC India with the support from the Union commerce ministry and the department of heavy industries, has on display engineering products and solutions with around 40 exhibitors, 240 overseas buyers and 1,200 trade leads. Reporting in the March 14/15, the EEPC India said which is the bedrock of the engineering value chain and sourcing, will benefit immensely from this show and develop contacts internally as well as globally. Flinders in the focus region for the third time, Tamil Nadu is hosting the event for the third time in a row, while Malaysia is the Partner Country of the IEISS. India-Malaysia bilateral trade aggregated to \$14.71 billion in 2017-18, with total exports from India to Malaysia while its imports from Malaysia stood at around \$ 9 billion. The Malaysian delegation in India

by Dattatraya K. Talagachari, Deputy Secretary General, Ministry of International Trade, Government of Malaysia. She expressed her optimism in enhancing bilateral trade in the years to come. MoU Signed between EEPC India & MARII: EEPC India and Malaysia Automotive, Robotics & IOT Institute (MARII) signed a MoU for 2 years to partner with IEISS. Signing the pact, Dattatraya K. Talagachari, Deputy Secretary General, Ministry of International Trade, Government of Malaysia said, "our partnership spells out areas we would collaborate - technology adoption and development. With strong automotive industry presence in Malaysia and India, our companies can go higher in efficiency and technology. To enter untapped markets, Malaysia and India also to explore possibilities of entering the Asian and African markets mutually through our respective

partner presence. Our partnership will also extend into exploring the area of human capital development." **AvatarTech & Indian Design Council:** EEPC India chairman Ravi Sehgal said that IEISS has a variety of bringing Technology to AvatarTech through the new concept of AvatarTech.

Deccan Chronicle

'India to seek better deal for exporters'

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

Indian Express



Viduthalai



பொறியியல் கண்காட்சி!



சென்னை, மார்ச் 16- சென்னை நந்தம் பாக்கம் வர்த்தக மையத்தில் மத்திய வர்த்தக துறை அமைச்சகம் மற்றும் கனரக தொழில்கள் துறை இணைத்து 8வது சர்வதேச பொறியியல் செயலாக்க கண்காட்சி நடத்தியது. இந்த நிகழ்ச்சியில் சுமார் 400 அமைப்புகள், அயல் நாடுகளில் இருந்து 500 வாடிக்கையாளர்கள் மற்றும் 10,000

வர்த்தகத் துறை சார்ந்தவர்கள் பங்கு பெற்றனர். இதில் மத்திய அரசின் வர்த்தகத் துறை செயலர் டாக்டர் அனுப் வாத்வான், மலேசியா சர்வதேச வர்த்தக துறை அமைச்சகத்தின் முதன்மை துணைச் செயலர் டத்தின் திலகவதி, இ.இ.பி.சி., இந்தியாவின் தலைவர் ரவி செல்வ் கால் ஆகியோர் கலந்துகொண்டு சிறந்த நிறுவனங்களுக்கு விருதுகள் வழங்கினர்.

Malai Tamizhagam

தடையில்லா வர்த்தக ஒப்பந்தத்தை பயன்படுத்த வேண்டும்

சென்னை, மார்ச் 16: தடையில்லா வர்த்தக ஒப்பந்தத்தை, ஏற்றுமதியாளர்கள் தம் முன்கூட்டியாக மலேசியா சென்னை நந்தம் வர்த்தக மையத்தில் ஏற்றுமதி செய்வதற்காக சர்வதேச பொறியியல் செயலாக்க கண்காட்சி நடைபெற்றது. இந்த நிகழ்ச்சியில் சுமார் 400 அமைப்புகள், அயல் நாடுகளில் இருந்து 500 வாடிக்கையாளர்கள் மற்றும் 10,000



இந்திய பொறியியல் செயலாக்க கண்காட்சி நடைபெற்றது. இந்த நிகழ்ச்சியில் சுமார் 400 அமைப்புகள், அயல் நாடுகளில் இருந்து 500 வாடிக்கையாளர்கள் மற்றும் 10,000

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Dina Mani

எசுமெல்வன் வர்த்தக மையம்



சென்னை, மார்ச் 16: தடையில்லா வர்த்தக ஒப்பந்தத்தை, ஏற்றுமதியாளர்கள் தம் முன்கூட்டியாக மலேசியா சென்னை நந்தம் வர்த்தக மையத்தில் ஏற்றுமதி செய்வதற்காக சர்வதேச பொறியியல் செயலாக்க கண்காட்சி நடைபெற்றது. இந்த நிகழ்ச்சியில் சுமார் 400 அமைப்புகள், அயல் நாடுகளில் இருந்து 500 வாடிக்கையாளர்கள் மற்றும் 10,000

Sakshi

Press Meet - Online Coverage

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

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

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

PT Prime | Mar 14, 2019, 2:45 PM IST

0 Comments

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

Commerce Secy Anup Wadhawan also advised exporters to prefer using the existing FTA to boost exports in ASEAN and other countries with similar arrangement.

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

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

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

Economic Times

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

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

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

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

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

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

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

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

India exported goods worth USD 2.6 billion under the GSP, and the duty/benefit is only USD 190 million annually. As many as 1,800 Indian products from sectors such as chemicals and engineering get duty-free access to the US market under the GSP introduced in 1976.

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

In 2017-18, exports recorded a growth of about 10 per cent to USD 303 billion. Imports, on the other hand, totalled nearly USD 485 billion, leaving a trade deficit of about USD 187 billion.

During the April-January period of the current financial year, exports grew 9.32 per cent to USD 271.9 billion. Imports rose by 11.27 per cent to USD 421.73 billion.

Outlook India

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

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

Press Trust of India | Chennai

Last Updated at March 14, 2019 17:35 IST

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

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

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

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

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

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

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

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

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

Business Standard



<http://www.psuconnect.in/news/hec-participating-in-an-international-event-ies-organised-eeepc/17592>

HEC Participating in an International Event IESS Organised by EEPC



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

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

HEC's stall was inaugurated by Shri A. R. Singh, Secretary, and Department of Heavy Industries (DHI), Shri. Sukant Likh, Joint Secretary, DHI, Mr. Sanjay Chame, Senior Development Officer, DHI, Shri Ravi Sengal, Chairman EEPC India, were also present during the inauguration. Shri Anup Wadhawan, Secretary, Ministry of Commerce and Industries also graced HEC's stall by his presence.

PSU Connect

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

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

By Hello Madras | 14 March 2019



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

IESS-VIII, being organized by the EEPC India with active support from the Union Commerce Ministry and the Department of Heavy Industry, is slated to be India's largest display of engineering products and solutions with around 400 exhibitors, 300 overseas buyers and 10,000 trade visitors participating in the March 14-16 show. The exhibition will also have dedicated B2B sessions with foreign buyers, and vendor development programmes with leading PSUs in defence, space, infrastructure and engineering.

Tamil Nadu is hosting the prestigious event for the third time in a row, while, Malaysia is the Partner Country of the IESS. India-Malaysia bilateral trade registered to USD 24.75 billion in 2017-18, with total exports from India to Malaysia amounting to USD 8.5 billion while its imports from Malaysia stood at around USD 8 billion. The Malaysian delegation is led by Selva K. Narayanan, Deputy Secretary General (Industry), Ministry of International Trade, Malaysia. She expressed her optimism in expanding bilateral trade in the years to come.

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

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

Likewise, Indian Design Council has also set up a Design

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

The broad theme is Smart Engineering with four pillars: "Subcontracting", "Industrial Sams: Electrical Machinery", "Value Factory" and "Innovation and Technology". The engineering sector that will be at display, spans nearly 1500 different lines at 8,000 and is a microcosm of India's and global capability in hard core metal and metal based engineering.

Hello Madras

MoU signing between MARii and EEPC India



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

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



MoU signing between Government of Jharkhand and MARii



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

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

LIST OF DOMESTIC EXHIBITORS

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



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

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



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

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



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

LIST OF OVERSEAS EXHIBITORS

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



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ENGINEERING THE FUTURE

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