

indee CAMBODIA
2016
PARTNERSHIP FOR GROWTH

A Report



सत्यमेव जयते

Department of Commerce
Ministry of Commerce & Industry
Government of India

EEPCINDIA
ENGINEERING THE FUTURE





Diamond Island (Koh Pich) Convention &
Exhibition Centre, Phnom Penh, Cambodia
18 - 20 February 2016

A Report

Organiser



In Association with



Supported by





© EEPC India

EEPC INDIA
Vaniya Bhavan (1st Floor)
International Trade Facilitation Centre
1/1 Wood Street, Kolkata-700 016
Tel. : 91-33-22890651/52/53
Fax : 91-33-22890654
E-mail : eeepcho@eepecindia.net
Website: www.eepecindia.org
CIN : U51900WB1955NPL022644



Foreword

I feel proud to put pen to paper as INDEE – The Indian Engineering Exhibition completes 39 years of its existence as it touched base with Phnom Penh, Cambodia on the February 18th. This year more than 70 Indian Firms participated in this mega Engineering Exposition. After traversing the Globe, this has been the first INDEE in Cambodia.

In the context of India's 'Look East' policy and the ASEAN, Cambodia is an important interlocutor and a good partner. Cambodia has been a strong proponent of enhanced interaction between India and the ASEAN. Within ASEAN, Cambodia's interaction with India has enhanced substantially since July 2009 when Cambodia took over as Country Coordinator for India for a three-year period. There are about 1500 Indian nationals working in various fields in Cambodia. Most of them are based in Phnom Penh. The Indians in Cambodia have formed an association called 'Indian Association – Cambodia.' Phnom Penh has a street named after Jawaharlal Nehru. A bust of Mahatma Gandhi, gifted by India, was installed at a prominent location in Phnom Penh which speak volumes on Indian presence in Cambodian soil. 114.13% rise in Indo-Cambodia trade during 2010-15 is aided by of the most relaxed trade regimes in the world as offered by Cambodia.

India – Asia's Third Largest Economy is considered as a beacon of stability with narrowed CAD, steady disinflation and fiscal rectitude. Despite the incumbent dip of 16% in Engineering Exports during April – December 2015-16 on Year on Year basis, there has been a 10.4 % growth of engineering exports during 2008-2014, which has made Engineering Exports the highest contributor to India's overall outbound shipments. The sudden fall has been attributed to reduced demand primarily attributed by the slump in China. However it is worth to note, Engineering Exports to Cambodia registered a 9.35% growth during 2015.

We are thankful to H.E.Naveen Srivastava, Ambassador of India to Cambodia, Cambodia Chamber of Commerce, FASMEC, Indian Chamber of Commerce in Cambodia, Cambodia Women Entrepreneurs Association for their patronage in making this event happen.

This 32nd edition of INDEE has proved to be very beneficial for most participants and I am sure that the coming months will pave the way forward for joint ventures, investments and hectic business activities both in India and Cambodia.

Tarvinder Singh Bhasin
Chairman, EEPC India



निर्मला सीतारमण
NIRMALA SITHARAMAN



वाणिज्य एवं उद्योग राज्य मंत्री (स्वतंत्र प्रभार)
भारत
MINISTER OF STATE (Independent Charge)
COMMERCE & INDUSTRY
INDIA

MESSAGE

It is heartening to know that EEPC India's flagship event-Indian Engineering Exhibition (INDEE) is completing its 39 years during the forthcoming event in Phnom Penh, Cambodia.

The engineering sector in India attracts immense interest from foreign players as it enjoys a comparative advantage in terms of manufacturing cost, technology and innovation. The EEPC India is enthused by the 'Make in India' initiative of Central Government and will continue to promote a holistic and conducive ecosystem to catalyze the full potential of Engineering's brand of India abroad.

Best wishes to EEPC India for organizing INDEE which will witness positive result of the Indo-Cambodia business associations germinated in Cambodia.

(Nirmala Sitharaman)



Ministry of Commerce
N° 027...MOC.Cab...

KINGDOM OF CAMBODIA
Nation - Religion - King

Phnom Penh, February 09, 2016

MESSAGE FROM MINISTER OF COMMERCE

I am pleased to extend my warm welcome and greetings to the participants of the Indian Engineering Exhibition 'INDEE-Cambodia'. I wish to thank the Engineering Export Promotion Council of India, the Embassy of India, Cambodia Chamber of Commerce, and FASMEC for organizing this important Exhibition.

ASEAN-India has a combined market of more than 1.8 billion consumers. Yet our trade and investment volume are modest and there is still a long way to go before we can realize the full potential. Cambodia along with other CLMV-countries can become a preferred destination for Indian companies not just for selling their products but also for investment.

Cambodia's economy has grown at an annual growth rate of over seven percent over the last decade. The World Bank indicated that Cambodia was the sixth fastest growing economy in the world during the last decade, with the most open investment regime in the region. In order to further facilitate trade and investment, the Ministry of Commerce is undertaking key reforms such as automatic system for issuance of Certificate of Origin and Business Registration.

I am hopeful that 'INDEE-Cambodia' would help Indian businessmen in getting to know more about Cambodia's economy and market potential as well as establish linkages with their counterparts here and contribute to the strengthening of Cambodia-India trade and economic relationship.

I wish the Indian Engineering Exhibition a success.


H.E. Sun Chanthol
Senior Minister and
Minister of Commerce



Rita Teatolia, IAS



सत्यमेव जयते

MESSAGE

वाणिज्य सचिव
भारत सरकार

नई दिल्ली-110 011

COMMERCE SECRETARY
GOVERNMENT OF INDIA
NEW DELHI-110 011

I am happy to note that nearly 100 Indian Entrepreneurs are participating in the Indian Engineering Exposition, INDEE being hosted by EEPC India in Cambodia during 18-20 February, 2016.

Cambodia lies at the heart of CLMV which India seeks to promote as a gateway to the ASEAN. India's engagement with ASEAN and particularly CLMV region has deepened over the years. Last year the India ASEAN Agreement on Services and Investment was signed and India has also announced its intention of setting up of a Project Development Fund for enhancing India's economic engagement with the CLMV countries.

India through DFTP Scheme would be giving access to 98.2% of tariff lines at zero or preferential duty to Cambodia from December, 2018. India is the only country which has offered waiver of visa fees for applicants applying for Indian Business and Employment visas. In this perspective, I perceive our engagement with Cambodia and INDEE in Cambodia as a key mover in the bilateral and multilateral trade engagement of India.

EEPC India has been playing a significant role in promoting Indian engineering overseas and I hope that INDEE would facilitate with trade between the two countries and in the SE Asia region.

I wish the organisers all success and convey all the participants my best wishes.


(Rita Teatolia)

New Delhi,
12th February 2016



सूचना का
अधिकार

Ravi Capoor, IAS
Joint Secretary



भारत सरकार
वाणिज्य एवं उद्योग मंत्रालय
वाणिज्य विभाग
उद्योग भवन, नई दिल्ली-110011
Government of India
Ministry of Commerce & Industry
Department of Commerce
Udyog Bhawan, New Delhi-110011
<http://commerce.gov.in>



I congratulate EEPC India as INDEE completes its 39 years this year after traversing the Globe.

Engineering sector has been the yardstick of measuring the performance of the manufacturing sector of the economy. EEPC has been at the forefront in promoting and advocating 'Make in India' campaign through the launch of 'Brand India Engineering'.

The Indian engineering sector is a growing market. Engineering Exports is the highest foreign exchange earner accounting for 20-21% of the national export pie. Despite the slowdown in Engineering Exports during the current fiscal, it has grown by 10.4% during the period 2008 and 2014, making Engineering Exports the highest contributor to India's overall outbound shipments.

India and Cambodia who share a very special age long bond is gradually enhancing and deepening their bilateral interaction and exchange. I am sure this event would facilitate and assist in making this relationship stronger and wider

I wish the event all success and am confident Exhibitors would have a very successful and meaningful visit to Cambodia.


Ravi Capoor



भारत का राजदूत
नोमपेन्ह
AMBASSADOR OF INDIA
PHNOM PENH

February 5, 2016

MESSAGE

I am very happy that Engineering Export Promotion Council (EEPC) is organizing the Indian Engineering Exhibition 'INDEE CAMBODIA' in Phnom Penh, Cambodia from 18-20 February, 2016. I am also pleased to learn that almost 80 Indian companies will be participating in this Exhibition, making it the largest Indian Exhibition in Cambodia ever.

Government of India, as part of its "Act East" Policy places a great emphasis on further deepening and strengthening the relations with ASEAN and in particular with Cambodia, Laos, Myanmar, Vietnam (CLMV countries). Within CLMV, Cambodia has a special place. During the visit of Hon'ble Vice President to Cambodia in September 2015, he and Cambodian Prime Minister H.E. Hun Sen had agreed that there was a need to deepen our economic engagement.

Cambodia has transformed itself in the last two decades and is today stable and peaceful with a growing economy and is playing its rightful role in the region. With a growth rate of 7% in the last few years, it is one of the fastest growing economy in the region. It also has a unique distinction of having a very liberal regime for foreign enterprises to do business. With the advent of ASEAN Economic Community (AEC) beginning this year, Cambodia with its low cost labour, preferential market access to several developed economies and the steps it is taking to broad base its economy and attract investments, provides excellent opportunities for Indian businessmen.

In this overall context, the organization of 'INDEE CAMBODIA' by EEPC is a very timely initiative. I am confident that It will not only provide an opportunity to Cambodian businessmen to understand more about our competitive and world class quality products but would also help further fruitful business to business collaborations.

I wish EEPC India and all the participants in 'INDEE CAMBODIA' a huge success, and hope that the exhibition will play a key role in fostering increased commercial relations between India and Cambodia.


(Naveen Srivastava)

No. 5, Street No. 466
Phnom Penh, Cambodia

Tel.: 855-23-218 046
855-23-210 912

Fax : 855-23-213 640
855-23-210 914

E-mail: embindia@online.com.kh



Message from Executive Director & Secretary

EEPC India feels proud as it would complete 39 years since 1977 when the first edition of INDEE took place in Singapore and now it would be the 31ST INDEE in three decades covering 24 countries and 5 continents which underscore its immense popularity.

This would be our First INDEE in Cambodia – the country of the Great Angkor Wat, the largest religious monument of the World. We are happy to invite a contingent of over 60 exhibitors this year.

We are optimistic about India's prospects with a Disinflation, Narrowed CAD and Fiscal Deficit. World Bank has predicted India to be the fastest growing economy in the world in the next three years who would outpace China. For FY 2016-17, India, the dominant economy in the region is projected to grow by 7.8 % in 2016 and 7.9% in the next two years. The recent Start Up Initiative of our Prime Minister is a great opportunity for brand India to showcase how Indians are now graduating from being workers to creating employment. Additionally in a bid to boost exports, duty benefits have been accorded to several products under Merchandise Exports from India Scheme (MEIS) which includes engineering products which has witnessed a dismal export performance during the current fiscal with a 14.75 % fall in December 2015.


The Indian engineering sector is a growing market. Engineering Exports is the highest foreign exchange earner accounting for 20-21% of the national export pie. 'Make in India', 'Brand India Engineering campaigns', have received the attention of several infrastructure and engineering multi-nationals.

India-Cambodia relations goes back to the 1st century AD when Hindu and Buddhist religious and cultural influences emanated out of India to various parts of South-East Asia. The total Bilateral Trade for 2013-14 was USD 153.98 million while actual figures might be higher when indirect trade between the two sides through other ASEAN countries is considered. However, the bilateral trade is modest and there exists much room for further expansion and increase. Although some Indian companies have already set up their base in Cambodia, there are many aspiring entrants since the country offers the most relaxed regime for bilateral trade.

According to a report by McKinsey, by 2025, the Indian manufacturing export sector is expected to grow to \$1 trillion, contributing 25-30 percent of country's GDP with the potential of creating 90 million jobs. More than 50 percent of investors are looking at India because of its high domestic demand.

I am confident this edition of INDEE would generate more business opportunities in engineering trade and would act as a springboard for deepening the existing ties.

I wish all the participants an enjoyable stay in Cambodia and I end with a special thank you note for Indian Embassy in Phnom Penh and Ministry of Commerce and Industries whose untiring support enabled us to organise the show.

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

Bhaskar Sarkar



Message from Chairman of the Territorial Committee on ASEAN, EEPC India

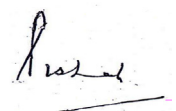
Geographically, Cambodia lies at the heart of ASEAN. For us in India, our relationship with Cambodia is a key element of our engagement with ASEAN. The 10 members ASEAN and India share an ancient and deep economic, cultural and societal ties which in contemporary times has received a greater thrust by India's 'Look East' policy and the reciprocation of the same from the ASEAN member countries. By signing the FTA with ASEAN in 2010, India has taken a strategic step not only of "look east", but also "act east". The FTA is one of the largest FTAs in which the population of 1.8 billion with a combined GDP of USD 2.8 trillion has been involved.

AEAN - comprising Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand and Vietnam - and India were targeting US\$ 100 billion in trade by 2015. Exports to the region account for more than 10% of our global exports. India and ASEAN are becoming relatively more important in each other's trade baskets. Total engineering trade has increased between India and the ASEAN region following the FTA implementation from US\$ 7.84 billion in 2007-08 to US\$ 14.82 billion in 2014-15.

India-Cambodia relations goes back to the 1st century AD when Hindu and Buddhist religious and cultural influences emanated out of India to various parts of South-East Asia. Cambodians are today predominantly Buddhist but retain a strong influence of Hindu rituals, idolatry and mythology. The pervading influence of Hinduism, Buddhism, and Indian architecture are borne out by the magnificent structures at Angkor Wat, Angkor Thom, Bayon, Ta Phrom and other religious and historical sites in Cambodia. The relaxed trade regime of Cambodia have been conducive in raising Indo Cambodian Trade from US\$ 74.95 million during 2010-11 to US\$ 160.49 Million during 2014-15 marking a rise in share from 0.01% to 0.02% of India's total trade.

An event of INDEE's stature in Cambodia is a welcoming move by EEPC India to explore the ample room of deepening and widening of Indo-Cambodia Trade horizon. I am sure this edition of INDEE being held during 18-20 February, 2016 with a group of over 60 Indian Companies in Engineering Sector would provide more avenues of bilateral business expansion.

I wish all the exhibitors and participants a fruitful stay and interaction.



P. K. Shah

CONTENTS

Introduction	21
Inauguration & VIP Tour	25
Glimpses of The Exhibition	31
Feedback Analysis	37
India Evening	38
Memorandum of Understanding	40
Publicity And Promotion	41
Press & Media	46
India – Cambodia Relations	52
Cambodia at a Glance	57
List Of Exhibitors	63
EEPC India Offices	73



INTRODUCTION

About INDEE

About INDEE

EEPC INDIA organizes its trademark exhibition – Indian Engineering Exhibition or INDEE as a showcase of Indian Engineering prowess. These exhibitions, earlier branded as INDETECH, are primarily meant to highlight the evolution of the Indian engineering industry from a supplier of low value, labour intensive products to technologically advanced items comparable with the products from the developed nations. Efforts are made to organize INDEE in focus regions of the Government of India which include Africa, Latin America, ASEAN + Australia & New Zealand, CIS and other developing countries to tap the full potential of these markets. MDA grants provided by the Government of India are used to help engineering companies to participate in such exhibitions. Mostly, it is the small and medium scale engineering firms who are the key target groups for participation in such exhibitions.

The 32nd edition of the exhibition was organized in Phnom Penh, Cambodia and prior to this, EEPC INDIA has organized 31 such exhibitions all over the world with very positive results. The INDEE timeline :

Year	City	Country	Companies Participated
1977	Singapore	Singapore	154
1979	Jakarta	Indonesia	240
1981	Bangkok	Thailand	176
1998	Nairobi	Kenya	61
1999	Lagos	Nigeria	41
2000	Colombo	Sri Lanka	88
2000	Cairo	Egypt	118
2001	Caracas	Venezuela	149
2002	Birmingham	UK	121
2003	Melbourne	Australia	150
2003	Addis Ababa	Ethiopia	47
2003	Sao Paulo	Brazil	87
2004	Almaty	Kazakhstan	70
2005	Jakarta	Indonesia	98
2005	Mexico City	Mexico	150



2006	Cairo	Egypt	115
2007	Johannesburg	South Africa	171
2008	St Petersburg	Russia	145
2008	Kuala Lumpur	Malaysia	169
2008	Shanghai	China	58
2009	Caxias do Sul	Brazil	128
2009	Jakarta	Indonesia	124
2010	Bogota	Colombia	151
2010	Cairo	Egypt	79
2011	Bangkok	Thailand	155
2012	Casablanca	Morocco	88
2013	Ho Chi Minh City	Vietnam	85
2014	Yangon	Myanmar	110
2015	Nairobi	Kenya	66
2015	Lima	Peru	62
2016	Phnom Penh	Cambodia	74

INDEE in Phnom Penh, Cambodia

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

Why Cambodia ?

Cambodia has undergone a drastic change from an under developed country to a widely urbanized Kingdom due to massive developments and improvements in the different sectors.

The contributing factors to this growth are mainly the government's pro-business policies which leads to the influx of foreign investors in the different business sectors such as:

- Offices / Commercial Market
- Residential & Housing Market
- Retail Market
- Industrial Market
- Agricultural Market

1. STRONG GDP Growth

GDP Growth % from 1999 to 2013

Source : The World Bank

Year	Cam-bodia	Lao PDR	Viet-nam	Singapore	Malaysia	Indonesia	Philippines	Thailand	Bruni
1999	11.9	7.3	4.8	6.1	6.1	0.8	3.1	4.4	3.1
2000	8.8	5.8	6.8	8.9	8.9	4.9	4.4	4.8	2.8
2002	6.7	5.9	6.3	4.2	5.4	4.5	3.6	5.3	3.9
2003	8.5	6.1	6.9	4.4	5.8	4.8	5.0	7.1	2.9
2004	10.3	6.4	7.5	9.5	6.8	5.0	6.7	6.3	0.5
2005	13.3	7.1	7.5	7.5	5.3	5.7	4.8	4.6	0.4
2006	10.8	8.6	7.0	8.9	5.6	5.5	5.2	5.1	4.4
2007	10.2	7.6	7.1	9.1	6.3	6.3	6.6	5.0	0.2
2008	6.7	7.8	5.7	1.8	4.8	6.0	4.2	2.5	-1.9
2009	0.1	7.5	5.4	-0.6	-1.5	4.6	1.1	-2.3	-1.8
2010	6.0	8.5	6.4	15.2	7.4	6.2	7.6	7.8	2.6
2011	7.1	8.0	6.2	6.1	5.2	6.5	3.7	0.1	3.4
2012	7.3	8.0	5.2	2.5	5.6	6.3	6.8	7.7	0.9
2013	7.4	8.5	5.4	3.9	4.7	5.8	7.2	1.8	-1.8
Total	115.0	103.2	88.4	87.5	76.5	73.0	70.0	60.2	19.6
Average	8.2	7.4	6.3	6.2	5.5	5.2	5.0	4.3	1.4

From 1999 to 2013

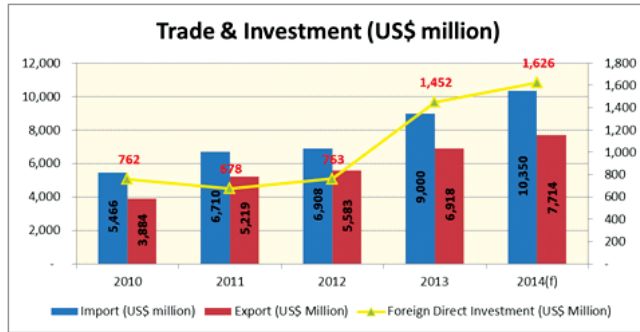
- Cambodia has the highest average annual growth at 8.2%
- Cambodia grew 11.5% during the period
- That's : 27.5% more than Singapore
- 38.25% more than Malaysia
- Almost Twice as much as Thailand
- Yet Prime Phnom Penh CBD property prices are 2 to 10 times lower than Singapore, Bangkok and KL's CBD property prices.

2. Young & Inexpensive workforce

- Among Asia lowest work force
- Abundance of willing and trainable work force
- Rising literacy rate has surpass 75%

3. Prime location in one of the fastest growing region in the world

- Sandwiched between 2 larger, more developed economics (Thailand & Vietnam) facilitating economic spillover



- Midway between China and India
- Along the Gulf of Thailand providing the country with ease of access to maritime trade

4. Rising productivity

5. Stable politics

- Prime Minister has held power since 1985
- Several ministers are also long serving and experience

6. Pro-Business government and favourable investment climate

- 100% Foreign ownership, except land
- Attractive investment incentives
- No Capital Gain Tax

7. Increasing trade integration

- WTO member since 2004
- ASEAN membership offers regional trade benefits
- Duty free or preferential export access to most developed economies

8. Improving transport connectivity

- All key road and bridge links with neighbouring countries have been or will soon be upgraded
- Railroad system is being rehabilitated
- Container sea port in Sihanoukville has been modernized and expanded
- River port in Phnom Penh is being relocated and enlarged to better access
- Vietnam's new deep sea ports
- Three international airports have been opened

9. Lower costs in telecoms and internet

- Hyper-competition in mobile and internet sectors has cut user costs
- New hydropower and coal-fired power plants underway will replace oil-based generation and cut energy costs

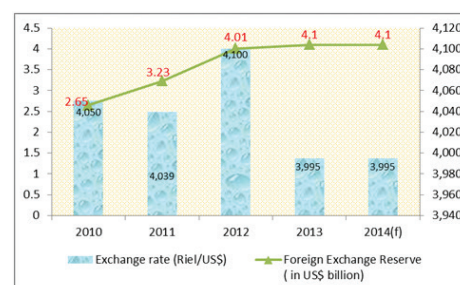
10. Untapped natural resources and land

- Fertile land for production and processing of agricultural commodities
- Aquaculture and livestock farming and processing potential
- Abundant mineral deposits await mining
- Off-shore oil and gas reserves
- World-class tourism sites (beaches, islands, history, culture, nature)

11. Under-Penetrated, growing domestic consumer market

- Exceptionally youthful demographics ensures rising domestic demand (61% of Cambodians are under 25 years old; median age: 21)
- Workforce participation, household formation, and urbanization will all show robust growth over the next decade
- Per capita GDP and purchasing power has more than doubled over the past decade and will continue to rise
- Emerging import substitution opportunities in various industries

Exchange Rate & Foreign Exchange Reserve





12. Un-leveraged financial position

- Relatively low levels of sovereign, corporate, and consumer debt
- Well capitalized, conservative banking system
- No tradition of government bailouts and subsidies (Surprisingly rare in today's world)

13. Last frontier market

- Cambodia is probably the LAST investment frontier market in the region. Enjoy the 1st mover's advantage when you get started right now.

14. Focus products

- Agricultural Equipment including Tractors and Tillers
- Textile Machinery
- Construction Machinery
- Household Appliances

- Automobiles and Parts
- Electrical Machinery and Apparatus
- Renewable Energy Equipment and Technology
- Food Processing Machinery
- Pharmaceutical Machinery
- Medical Devices
- Hand Tools
- Machine Tools
- Engines and Turbines
- Pumps
- Castings and Forgings
- Motorcycles and Parts
- Steel Pipes and Tubes
- Fasteners





INAUGURATION & VIP TOUR

INDEE Cambodia, which took place in Diamond Island Convention & Exhibition Centre, Phnom Penh, was inaugurated on 18th February 2016 by HE Chhuon Dara, Secretary of State, Ministry of Commerce, Kingdom of Cambodia and HE Naveen Srivastava, Ambassador of India to Cambodia.

The inaugural programme started with the lamp lighting by the dignitaries present. Lighting of lamps was followed by a traditional wishing dance performed by the local dancers.

Vote of thanks was offered by Mr R P Sehgal, Senior Vice Chairman, EEPC India. The exhibition was formally inaugurated with ribbon cutting by the dignitaries.

Other dignitaries joining the lamp lighting and ribbon cutting were:

- HE Te Taing Por, President, FASMEC
- Mr R P Sehgal, Senior Vice Chairman, EEPC India
- Mr Sandeep Majumder, Vice President, Indian Chamber of Commerce, Cambodia
- Mr Mahesh Desai, Regional Chairman – South, EEPC India
- HE Meng Tech, Director General of Cambodia Chamber of Commerce
- Mr Bhaskar Sarkar, Executive Director & Secretary.



Lamp Lighting- by HE Naveen Srivastava, Ambassador of India to Cambodia and HE Chhuon Dara, Secretary of State, Ministry of Commerce, Kingdom of Cambodia



Inauguration Ceremony



HE Naveen Srivastava, Ambassador of India to Cambodia



HE Chhuon Dara, Secretary of State, Ministry of Commerce, Kingdom of Cambodia



Mr R.P.Sehgal, Sr Vice Chairman, EEPC India



Ribbon Cutting L TO R: Mr Sandeep Majumder, Vice President, Indian Chamber of Commerce, Cambodia, H.E. Tè Tàing Por, President, FASMEC, H.E. Meng Tech, Director General of Cambodia Chamber of Commerce, H.E. Chhuon Dara, Secretary of State, Ministry of Commerce, Kingdom of Cambodia, H.E. Naveen Srivastava, Ambassador of India to Cambodia, Mr Mahesh K Desai, Regional Chairman – SR, EEPC India, Mr R P Sehgal, Senior Vice Chairman, EEPC India and Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India

After the inauguration, the VIPs took a round of the exhibition and interacted with the participants.

A MoU was signed between ED, EEPC India and DG, CCC in the theme pavilion after the VIP tour, which was witnessed by H.E. Dara and H.E. Srivastava. A brief interaction with press happened thereafter.



(L to R) H.E. Naveen Srivastava, Ambassador of India to Cambodia, H.E. Chhuon Dara, Secretary of State, Ministry of Commerce, Kingdom of Cambodia and Mr Bhaskar Sarkar, ED & Secretary, EEPC India, includign other dignitaries taking a tour



(L to R): Mr R P Sehgal, Senior Vice Chairman, EEPC India, H.E. Chhuon Dara, Secretary of State, Ministry of Commerce, Kingdom of Cambodia, H.E. Naveen Srivastava, Ambassador of India to Cambodia interacting with Exhibitor



Chief Guest visiting TATA Tractors Booth



Hall View



H.E. Naveen Srivastava at a Booth

GLIMPSES OF THE EXHIBITION



H.E. Naveen Srivastava shaking hands with H.E. Chuon Dhara, Secretary of State, Cambodia



Mr Bhaskar Sarkar welcoming the Chief Guest













FEEDBACK ANALYSIS

01

Footfall

There were more than 1000 serious business visitors attended the show during 18-20 February, 2016

02

83% of the participants established business contacts

03

Average No. of serious visitor received by each exhibitor – 6.75.

05

Outcome

- 378 contacts generated, ie 6.75 per company. The maximum number of contacts have been generated by VNS Switchgear
- M/s Meera & Ceiko Pumps have received a spot order worth \$6000
- Nearly 70% of the respondents found the arrangements made by EEPC India to be excellent and good. Around 20% found them to be average. The rest thought it was poor.
- 50% of the respondents liked the planning and design of the exhibition. 27% thought it was average, and rest thought it was poor.
- 55% of the respondents thought that the liaisoning made by EEPC India with the Indian mission, and also with the local government, excellent to good.
- More than 80% of the respondents said that they were ready to participate in similar exhibitions organised by EEPC India.
- Around 50% found the quality of business visitors to be average to excellent. Business visitors were of poor quality in the opinion of the rest of the respondents.
- 83 enquiries worth \$2,50,000 have been generated by five companies

Accolades received by EEPC

- 1) Event was very well conducted
- 2) Good initiative by EEPC, keep it up
- 3) Many exporters expressed their thanks to EEPC India for organising the biggest ever Indian engineering exhibition in Cambodia, and felt that the exhibition has given them a good exposure to the realities of the Cambodian market.

Suggestions

1. Preparations for an INDEE have to begin six months in advance.
2. Cambodia was probably the first-ever LDC where an INDEE has been organised. An LDC is typically marked by very low level of industrialisation. Hence, it would be worthwhile to arrange for investment summit in association with the local investment promotion agency on the sidelines of the INDEE for such markets.
3. It has been experienced that high freight component and time of delivery were rendering Indian exports to Cambodia less competitive. It is therefore suggested that the possibility should be explored of having warehouses/showrooms catering to the economic region where INDEE is being held.
4. We should collect HS Codes from the members at the time of accepting applications.



(L-R)- Mr Mahesh K Desai, Regional Chairman, EEPC India (SR), Mr R P Sehgal, Senior Vice Chairman, EEPC India, H.E. Chhuon Dara, Secretary of State, Ministry of Commerce, Kingdom of Cambodia, H.E. Meng Têch, Director General of Cambodia Chamber of Commerce, H.E. Tê Tieng Por, President, FASMEC, Mr Tarvinder Singh Bhasin, Chairman, EEPC India, H.E. Naveen Srivastava, Ambassador of India to Cambodia, Mr Sandeep Majumder, Vice President, Indian Chamber of Commerce, Cambodia, and Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India

The India Evening was held in Intercontinental Hotel, Phnom Penh on the 18th February 2016, and was graced by Mr Tarvinder Singh Bhasin, Chairman, EEPC India.

In a brief opening programme, Chairman, Senior Vice Chairman and ED felicitated H.E. Chhuon Dara, H.E. Meng Tech, H.E. Te Tieng Por and Mr Sandip Majumdar with 'uttariayas'.

A Memorandum of Understanding was signed between EEPC India and the Indian Chamber of Commerce. Chairman signed on behalf of EEPC India while Mr Majumdar, VP signed on behalf of the ICC.

After the opening programme, local dancers performed traditional dance. The evening ended with dinner. It was well attended by the captains of the industry in Phnom Penh.



Dance recital



Mr Tarnvinder Singh Bhasin, Chairman, EEPC India , at India Evening



Mr R.P.Sehgal, Sr Vice Chairman,EEPC India addressing the crowd at India Evening



HE Naveen Srivastava, Ambassador of India to Cambodia at India Evening



MEMORANDA OF UNDERSTANDING



MoU signing between Mr Bhaskar Sarkar, ED and Secretary, EEPC India and H.E. Meng Tèch, Director General of Cambodia Chamber of Commerce



MoU signing between Mr Tervinder Singh Bhasin, Chairman, EEPC India and Mr Sandip Majumdar, VP, Indian Chamber of Commerce in Cambodia



PUBLICITY AND PROMOTION

Pre – Event Publicity in India

A focussed publicity drive was carried out by EEPC INDIA all over the country in order to create awareness about the Council's such effort in Cambodia. To mobilise participation, many seminars 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 INDEE Cambodia. A dedicated website was created to facilitate online registration and it had both English and Khmer versions.

Promotional Literature for mobilisation of the Exhibition in India was done in both English and the Native Language (Khmer)

សូមចូលរួមសួរនា

ការតាំងពិពណ៌

វិស្វកម្មឥណ្ឌា

ចាប់ពីថ្ងៃទី 18 - 20 ខែកុម្ភៈ ឆ្នាំ 2016

នៅមជ្ឈមណ្ឌលតាំងពិពណ៌កោះពេជ្រ

(Koh Pich)

ចាប់ពីម៉ោង 10 ព្រឹកដល់ម៉ោង 5

ល្ងាចរៀងរាល់ថ្ងៃ

នឹងមានការតាំងបង្ហាញគ្រឿងបន្លាស់ថយន្ត ក្រាកទ័រ និងគ្រឿងចក្រកសិកម្មផ្សេងទៀត ម៉ាស៊ីនបូមទឹក គ្រឿងចក្រអគ្គិសនី គ្រឿងចក្រសម្រាប់ការសាងសង់ ឧបករណ៍ធ្វើដោយដៃ ម៉ាស៊ីនដេរ ម៉ាស៊ីនបូមទឹក ម៉ាស៊ីននិងគ្រឿងបន្លាស់ បរិក្ខារសម្រាប់បស្ស័យក្នុងនិងទឹកដោះកោ ផលិតផលលង្ហិន ស្ពាន និងសំង្កសី និងគ្រឿងចក្រមកពីផ្នែកច្រើនជាង 30 ផ្នែក។

គ្រឿងចូលរួមទាំងអស់ សូមចុះឈ្មោះនៅ: www.indeecambodia.com

ចូលរួមក្នុងការចាប់
បង្ហាញប្រចាំថ្ងៃ
និងឈ្នះគុណ្ណៗបន្ត
ឬទូរស័ព្ទស្នាក់

បញ្ជូនព័ត៌មានទំនាក់ទំនងលំអិតទំនាក់រហ័ស tearaway នេះក្នុងប្រអប់នៅកន្លែងតាំងពិពណ៌

ឈ្មោះ:

ទូរស័ព្ទដៃ:

អ៊ីម៉ែល:



Show Publicity in Cambodia

Extensive promotional activities were undertaken so to draw the Cambodian business community to the Show. 3500 leaflets were distributed in prominent locations in Phnom Penh.

EEPC INDIA carried out an extensive publicity drive by releasing advertisements in the leading newspapers in Cambodia prior to the exhibition, branding the exhibition area and publishing pre and in-show material with prominent EEPC INDIA branding.

Advertisements in Print Media

Extensive advertising campaign was undertaken in the local print media prior to the exhibition. A total of 23 insertions were made in newspapers in Khmer, English and Chinese (see attachment for details).

Advertisements about the exhibition were published in the following newspapers :

1. Koh Santepheap
2. Rasmei Kampuchea
3. Sin Chew Daily
4. Jian Hua Daily
5. KhmerTime

ការតាំងពិពាណ្ឌវិស្វកម្មឥណ្ឌា

ចាប់ពីថ្ងៃទី 18 - 20 ខែកុម្ភៈ ឆ្នាំ 2016
នៅមជ្ឈមណ្ឌលតាំងពិពាណ្ឌកោះពោធិ៍
(Koh Pich)
ចាប់ពីម៉ោង 10 ព្រឹក ដល់ម៉ោង 5 ល្ងាច រៀងរាល់ថ្ងៃ

LUCKY DRAW

ចូលរួមក្នុងការប្រជែងប្រណាំងប្រជែង និងឈ្នះកុំព្យូទ័រថ្មីបំផុត

គេហទំព័រព័ត៌មាន: www.indeecambodia.com

EEPC INDIA ENGINEERING THE FUTURE

FASMEC

CWEA

ICC

Rasmei Kampuchea

India Exhibition

18 - 20 12/2016
Koh Pich

LUCKY DRAW

Enter to win the latest computer

Website: www.indeecambodia.com

EEPC INDIA ENGINEERING THE FUTURE

FASMEC

CWEA

ICC

Sin Chew Daily



EepCINDIA
ENGINEERING THE FUTURE



IndeeC
INDIAN ENGINEERING EXHIBITION



Ministry of India
New Delhi, Government of India



Ministry of Industries & Technology
Bengaluru, Government of Karnataka

VISIT

Indian Engineering Exhibition

18 - 20 February 2016, Diamond Island (Koh Pich)
Convention & Exhibition Centre, 10 a.m. to 5 p.m. daily

On display will be automobile parts, tractors and other agricultural machines, pumps, electrical machines, machines for construction, hand tools, sewing machines, pumps, engines and turbines, equipment for dairy and poultry, products of brass, copper and zinc and machines from 30 more sectors.

VISITORS, PLEASE REGISTER AT
www.indeecambodia.com





**LUCKY
DRAW**

ENTER THE DAILY LUCKY DRAW AND
WIN A TABLET OR A SMARTPHONE

IN ASSOCIATION WITH





SUPPORTED BY
FASMEC

Cambodia Daily







Ministry of
Commerce & Industry
Government of India

VISIT

Indian Engineering Exhibition

18 - 20 February 2016, Diamond Island (Koh Pich)
Convention & Exhibition Centre, 10 a.m. to 5 p.m. daily

On display will be automobile parts, tractors and other
agricultural machines, pumps, electrical machines,
machines for construction, hand tools, sewing machines,
pumps, engines and turbines, equipment for dairy and
poultry, products of brass, copper and zinc and machines
from 30 more sectors.

VISITORS, PLEASE REGISTER AT
www.indeecambodia.com





ENTER THE DAILY LUCKY DRAW AND
WIN A TABLET OR A SMARTPHONE




IN ASSOCIATION WITH



Phnom Post



ENGINEERING THE FUTURE



INDONESIA CAMBODIA
P.O. 116
PARTNERSHIP FOR GROWTH



Ministry of Public Works and Infrastructure
Prime Minister's Office



Ministry of Industry, Labour and Commerce
Minister's Office

VISIT Indian Engineering Exhibition

18 - 20 February 2016
Diamond Island (Koh Pich)
Convention & Exhibition Centre
10 a.m. to 5 p.m. daily

On display will be automobile parts, tractors and other agricultural machines, pumps, electrical machines, machines for construction, hand tools, sewing machines, pumps, engines and turbines, equipment for dairy and poultry, products of brass, copper and zinc and machines from 30 more sectors.

LUCKY DRAW

ENTER THE DAILY LUCKY DRAW AND WIN A TABLET OR A SMARTPHONE

In association with



Supported by



in cooperation with



in cooperation with



in cooperation with



EPC INDIA

ENGINEERING THE FUTURE

www.epecindia.org

Jin-Hua

[illegible]

Khmer



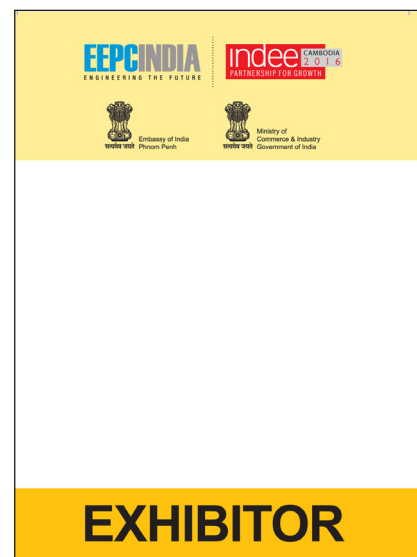
Billboards were displayed at strategic locations in the Phnom Penh city to attract visitors. Besides this, standees were placed in leading hotels and other Trade Associations.

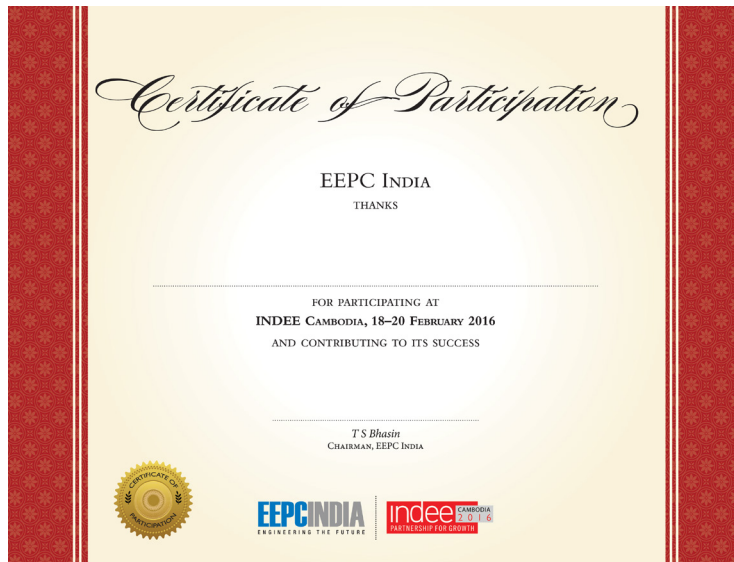
90 spots were telecast in three FM channels.

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

In-Show Publicity

A four page handout was prepared in English and Khmer with names and product photographs of all the exhibitors and the same was given to all the visitors of India Pavilion. 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 English and native language -Khmer, giving an overview of the activities of the Council.





EEPIC INDIA
ENGINEERING THE FUTURE

Indee CAMBODIA 2016
PARTNERSHIP FOR GROWTH

 Embassy of India,
Phnom Penh, Cambodia

 Ministry of
Commerce & Industry,
Government of India

VISIT

INDEE Cambodia Indian Engineering Exhibition

18 - 20 February 2016, Diamond Island (Koh Pich) Convention & Exhibition Centre, 10 a.m. to 5 p.m. daily

On display will be automobile parts, tractors and other agricultural machines, pumps, electrical machines, machines for construction and machines from 30 more sectors



In association with

Supported by

 **FASMEC**

 **CWEA**

 **ICC**



PRESS & MEDIA



First interaction happened in Embassy, where we invited some TV channels to interview the Ambassador. Second interaction happened after inauguration in our theme pavilion where some journalist after covering MoU ceremony interviews Ambassador and other Cambodian VIPs.



TV COVERAGE (RHMTV)



- **Date:** February 18, 2016
- **Time:** 19:30-20:00pm
- **Headline:** On February 18th at Diamond exhibition center, EEPC and CCC organize Indian Engineering Exhibition in Cambodia.
- **Text:** Indian Ambassador of Cambodia said, Indian Engineering Exhibition is going to organize 3 days at Diamond Exhibition Convention & Exhibition Centre to exhibit Indian's products and also find a business partnership in Cambodia.

TV COVERAGE (BTV)



- **Date:** February 18, 2016
- **Time:** 15:30-16:00pm
- **Headline:** On February 18th at Diamond exhibition center, EEPC and CCC organize Indian Engineering Exhibition in Cambodia.
- **Text:** EEPC organized Indian Engineering Exhibition and cooperate with Commercial Ministry at Diamond Centre in purpose to find business partnership in Cambodia.

TV COVERAGE (CNC)



- **Date:** February 18, 2016
- **Time:** 14:30-15:00pm
- **Headline:** 80 India enterprises imported their products for exhibition in Cambodia.
- **Text:** The India Engineering exhibition has celebrated on February 18th at Diamond exhibition center in purpose to find business partnership and show Indian's products in Cambodia.



TV COVERAGE (CTN)



- **Date:** February 19, 2016
- **Time:** 08:00-09:00am
- **Headline:** The first exhibition of EEPC India engineering exhibition has organized at Diamond center in Cambodia.
- **Text:** On February 18th, India enterprises imported their products to exhibit at Diamond exhibition center to find business partnership in Cambodia.

TV COVERAGE (SEATV)



- **Date:** February 18, 2016
- **Time:** 13:00-14:00pm
- **Headline:** The first exhibition of EEPC India engineering exhibition has organized 3 days at Diamond Exhibition Convention & Exhibition Centre.
- **Text:** EEPC cooperated with CCC to organize Engineering exhibition for finding business partnership in Cambodia. This event celebrated on February 18, 2016 at Diamond exhibition center.

TV COVERAGE (TV3)



- **Date:** February 18, 2016
- **Time:** 19:00-19:30pm
- **Headline:** : Cambodia-India is going to make business plan with each other.
- **Text:** The Indian Engineering Exhibition was going organized by CCC and EEPC India Engineering the future and also cooperate with Business Assembly. This exhibition is celebrating at Diamond Exhibition Convention & Exhibition Centre.

TV COVERAGE (TV9)



- **Date:** February 20, 2016
- **Time:** 18:30-19:00pm
- **Headline:** : Cambodia-India is going to make business plan with each other.
- **Text:** EEPC cooperated with CCC to organize Engineering exhibition for 3 days to find a business partnership in Cambodia.

TV COVERAGE (TV11)



- **Date:** February 19, 2016
- **Time:** 17:30-18:00pm
- **Headline:** : The India Engineering Exhibition is the first exhibition of India in Cambodia.
- **Text:** The Indian Engineering Exhibition was going organized by CCC and EEPC India Engineering the future and also cooperate with Business Assembly. This exhibition is celebrating at Diamond Exhibition Convention & Exhibition Centre.

TV COVERAGE (TVK)



- **Date:** February 18, 2016
- **Time:** 17:00-18:00pm
- **Headline:** : On February 18th, The EEPC India Engineering Exhibition organized at Diamond center in Cambodia.
- **Text:** EEPC organized Indian Engineering Exhibition and cooperate with Commercial Ministry at Diamond Centre in purpose to find business partnership in Cambodia. This event celebrated on February 18, 2016 at Diamond exhibition center.



NEWSPAPER COVERAGE (KOH SANTEPHEAP)



- **Date:** February 19, 2016
- **Page:** 25-26
- **Headline:** About 80 India enterprises imported their products for exhibition in Cambodia.
- **Text:** EEPC cooperated with CCC to organize Engineering exhibition for finding business partnership in Cambodia. This event celebrated on February 18, 2016 at Diamond exhibition center.

NEWSPAPER COVERAGE (RASMEI KAMPUCHEA)



- **Date:** February 19, 2016
- **Page:** A8-A6
- **Headline:** 80 India enterprises have joined India engineering exhibition.
- **Text:** EEPC cooperated with CCC to organize Engineering exhibition for finding business partnership in Cambodia.

NEWSPAPER COVERAGE (SIN CHEW DAILY)



- **Date:** February 19, 2016
- **Page:** Front Page

NEWSPAPER COVERAGE (JIAN HUA DAILY)



- **Date:** February 19, 2016
- **Page:** 4

NEWSPAPER COVERAGE (KHMERTIME)



- **Date:** February 19, 2016
- **Page:** 10
- **Headline:** Indian Investors Warming up to Cambodia.
- **Text:** About 80 Indian companies are displaying products ranging from auto parts, industrial materials and tractors at the three-day Indian Engineering Exhibition at Diamond Center.



INDIA – CAMBODIA RELATIONS

India-Cambodia relations goes back to the 1st century AD when Hindu and Buddhist religious and cultural influences emanated out of India to various parts of South-East Asia. Cambodians are today predominantly Buddhist but retain a strong influence of Hindu rituals, idolatry and mythology. The pervading influence of Hinduism, Buddhism, and Indian architecture are borne out by the magnificent structures at Angkor Wat, Angkor Thom, Bayon, Ta Phrom and other religious and historical sites in Cambodia.

India-Cambodia bilateral relations are warm and cordial. In the 1950s, India was associated with the International Control Commission on Indo-China. After the collapse of the Khmer Rouge regime, India recognized the new government and opened its Embassy in Phnom Penh in 1981 when much of the world shunned Cambodia. This factor along with India's association with the Paris Peace Accords and their finalization in 1991 is fondly remembered by the Cambodian leadership. India also committed military and non-military personnel for the conduct of the UNTAC-sponsored elections in 1993. India was one of the original

contributors to UN de-mining operations in Cambodia. Furthermore, Government of India responded to an appeal by Cambodian Government to undertake the conservation of the famous Angkor Wat temple during the period 1986 to 1993 at a cost of US\$ 4 million, at a time when peace in the country was yet to be settled.

Contemporary times have witnessed expansion of cooperation in diverse fields such as institutional capacity building, human resource development, extension of financial assistance in infrastructure projects, security and defence. On the political front, there has been regular exchange of high level visits. From India, prominent high level visits included Vice President (2001), Prime Minister (2002 and 2012), External Affairs Minister (2003 and 2012), Commerce & Industry Minister (2003 and 2012), Minister of State for External Affairs (2006), Water Resources Minister (2008 & 2010), Panchayati Raj Minister (2009), President (Sept 2010) and Minister of State for Petroleum and Natural Gas (2012). Cambodian Dy. PM and Foreign Minister Hor Namhong paid an official visit to India in 2007 and 2012.



Cambodian PM Hun Sen had visited India many times and the last one was in December 2012 to take part in the 20th anniversary of ASEAN-India dialogue partnership, held in New Delhi. From Cambodia, other prominent recent visits to India included a multi-party parliamentary delegation (2010), Commerce Minister (2008, 2011) and Minister of Cults & Religion (2010). The first round of Foreign Office Consultations (FOC) between India and Cambodia was held in Phnom Penh on 29 November, 2011.

Total bilateral trade in the year 2011-12 was US\$ 107.07 million (Indian export of US\$ 99.45 million and import of US\$ 7.62 million). A beginning has been made in the year 2011 of Indian private sector investment in Cambodia with a US\$ 85 million project to establish sugar plantation, sugar factory, power plant, rice milling facility etc. Potential exists for enhanced economic engagement between the two countries. A number of trade delegations visited Cambodia during last year to explore business opportunities and held buyers-sellers meets. In order to promote trade with Cambodia, India has extended duty free tariff preference scheme to Cambodia since June 2009. Bank of India opened its branch in Phnom Penh in May, 2009. The Embassy has helped establish an Indian Chamber of Commerce to promote bilateral trade and investment ties. Recently, "Small Business-Big Opportunities: A Business Event on SME Cooperation" was organized jointly by the Federation of Association for Small and Medium Enterprises of Cambodia (FASMEC) and the Embassy of India in Phnom Penh on December 8, 2012. A large business delegation from Cambodia participated in the ASEAN-India Business Forum in December 2012.

India has been contributing to capacity building in Cambodia and has set up in Phnom Penh a Cambodia-India Entrepreneurship Development Centre (CIEDC) in February, 2006 and Cambodia-India Centre for English Language Training (CICELT) in August, 2007. Cambodia is a major recipient of India's ITEC programme and has utilized around 1000 civilian training slots and about 100 defence training slots till date. Taking note of increasing demand for civilian training courses, slots for Cambodia under ITEC have been enhanced to 100 from 2011-12. Separately, 15 education scholarships are offered every year, 10 under MGC and 5 under GCSS. An Indian expert in water management was deputed for one year period from June '09 to June '10 under ITEC to assist APSARA Authority at Siem Reap. Work on establishing India Cambodia Center of Excellence & Talent Development (ICCETD) has begun. These Centers

will be established at Phnom Penh, Siem Reap and Sihanoukville.

There have been regular exchanges of cultural troupe performances. Indian TV serials (Zee TV and Star Plus) and Hindi movies (dubbed in Khmer) are quite popular. A Chair on Buddhist & Sanskrit Studies has been set up at Preah Sihanouk Raja Buddhist University and has been operational from Oct 2010. Dr. Karan Singh, during his visit in 2011, was conferred the Honorary Degree of Doctor of Letters by the Preah Sihanouk Raja Buddhist University. An ICCR-sponsored International Conference on Buddhism Heritage in South East Asia was organized at Phnom Penh on 3-4 December, 2010 with participation of scholars from India, Cambodia, China, Vietnam, Thailand and Indonesia. Recently, the 2nd ASEAN-India Car Rally visited Cambodia from 5-6 December, 2012 and to celebrate the occasion, the Indian Embassy in Cambodia arranged a successful cultural event CHARISHNU, attended by over 1200 people over 2 days, at the Chaktomuk Theatre in Phnom Penh on 4-5 December. The Embassy also organised performances by Shwaas, a world music band from India twice at Phnom Penh and once at Sihanoukville to capacity audiences.

India has extended bilateral financial assistance to Cambodia through Grants and Lines of Credit. Since December, 2003, a team of ASI has been working for restoration of Ta Prohm Temple in Siem Reap with funds provided under ITEC programme. Several projects under India's Lines of Credit in the areas of electric transmission lines (US\$ 30 million) and irrigation projects (US\$ 30 million) are under implementation. India made a bilateral contribution of US\$ 1 million for the Khmer Rouge Tribunal, the first country to pledge a cash contribution to Cambodia's national share of the court of the Tribunal. Proposal for installation of 1500 hand-pumps at a cost of US\$ 8.48 million in rural Cambodia under grants-in-aid is under process. India is providing financial assistance of approx. US\$ 1.772 million for setting up of the MGC Asian Traditional Textiles Museum at Siem Reap under Mekong Ganga Cooperation (MGC) initiative, for which construction of the building has been completed in end December 2011. India has also provided disaster relief and humanitarian assistance to Cambodia when needed. During 2002, India gifted medicines and 10,000 tonnes of rice. India gifted 26,000 jars of indelible ink to Cambodia for the general elections in July, 2003. India provided a cash donation of US\$ 100,000 to provide relief for the



victims of the floods in 2011.

In the last few years, there has been a steady enhancement of defence cooperation between the two countries. Exchange of visits of defence officials, goodwill visits by Indian Naval Ships (most recently on 12-15 January 2012, Indian Sail Training Ship – INS SUDARSHINI visited Sihanoukville Port of Cambodia), gift of medical equipments & other stores and imparting of training courses to RCAF personnel in demining and peace keeping operations (the 6 th annual three-week demining training course and the second UN peacekeeping training course was conducted on 18 July to 7 Aug 2012), are some of the activities undertaken by the two countries. On the security front, India and Cambodia have signed an Agreement on Combating International Terrorism, Organized Crimes and Illicit Drug Trafficking in December, 2005.

India and Cambodia cooperate in a number of multilateral and regional fora. Cambodia has consistently supported India's candidature in the UN and other international organizations. PM Hun Sen formally declared his country's open support in favour of India for permanent membership of the UNSC at the South Summit Conference in Havana in April 2000. Cambodia has time and again reiterated this support at various international fora and during bilateral interactions. In the context of our 'Look East' policy and the ASEAN, Cambodia is an important interlocutor and a good partner.

Cambodia has been a strong proponent of enhanced interaction between India and the ASEAN, and played a pivotal role in achieving the goal of the ASEAN-India Summit, held for the first time in Phnom Penh in November 2002. Cambodia supported India within the ASEAN for participation in the first East Asia Summit meeting held in December 2005 in Kuala Lumpur. Within ASEAN, Cambodia's interaction with India has enhanced substantially since July 2009 when Cambodia took over as Country Coordinator for India for a three years period. The first meeting of the ASEAN-India Eminent Persons Group (AIEPG) was held in Phnom Penh on 3 August, 2011. The AIEPG have put forward visionary recommendations on moving forward and deepening the India-ASEAN cooperation which was adopted at the ASEAN-India Summit in Nov 2012 in Phnom Penh. Cambodian Deputy Prime Minister and Minister of Foreign Affairs & International Cooperation Hor Namhong led a high level delegation to India from 13- 14 February, 2012 to attend Delhi Dialogue-IV under the theme: "India and ASEAN: Partners for Peace, Progress and Stability".

The 14th ASEAN-India Senior Officials' Meeting was held in Phnom Penh on 27 May, 2012. Shri S.M. Krishna visited Phnom Penh from 10-12 July, to attend the 10th ASEAN-India Foreign Ministers Meeting, the 2nd East Asia Summit Foreign Ministers Meeting and the 19th ASEAN Regional Forum Ministerial Meeting. Cambodian Minister of Commerce Cham Prasiddh visited Guwahati and New Delhi in December 2012 to attend the ASEAN India Business Forum.

There have been regular high level meetings between the Prime Ministers of both countries. Premiers of the two countries held a bilateral interaction on 18 November, 2011 at Bali on the sidelines of ASEAN and EAS Summits. Dr. Manmohan Singh accompanied by his wife Smt. Gursharan Kaur led a high level delegation to Cambodia on 18-20 November 2012 to participate in the 10th ASEAN-India Summit and the 7th East Asia Summit held in Phnom Penh. Cambodian PM Hun Sen travelled to New Delhi to attend the ASEAN-India Commemorative Summit in December 2012.

There are about 1500 Indian nationals working in various fields in Cambodia. Most of them are based in the capital city, Phnom Penh. The Indians in Cambodia have formed an association called 'Indian Association – Cambodia' and are very active, organizing various events and celebrating Indian festivals through the year. Phnom Penh has a street named after Pt. Jawaharlal Nehru. A bust of Mahatma Gandhi, gifted by India, has been installed at a prominent location in Phnom Penh.



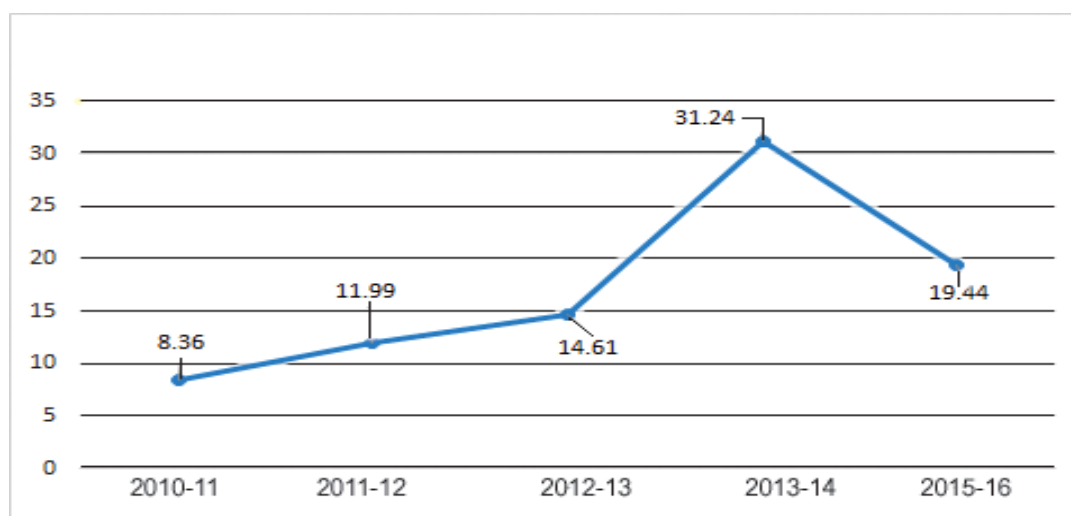
INDO CAMBODIA BILATERAL TRADE

Value in US\$ Million

Year	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015
EXPORT	66.94	99.45	112.28	141.31	142.53
IMPORT	8.01	7.27	11.9	12.72	17.96
TOTAL TRADE	74.95	106.72	124.18	154.04	160.49
%Growth		42.39	16.36	24.04	4.19

INDIA –CAMBODIA BILATERAL ENGINEERING TRADE FIGURES

Value in US\$ Million





ENGINEERING EXPORTS TO CAMBODIA

PANNEL	APRIL 2014 - FEBRUARY 2015	APRIL 2015 - FEBRUARY 2016	Growth%
Two and Three Wheele	6.33	6.08	-4.1
Industrial Machinery	3.83	5.82	51.8
Other Construction M	1.94	2.14	10.3
B. Products of Iron	2.07	1.21	-41.6
Medical and Scienti	1.20	1.01	-15.9
Air condition and Re	0.15	0.75	402.3
Nuclear Reactors In	0.01	0.50	3784.7
Accumulator and Batt	0.27	0.46	70.1
Other Non Ferrous Me	0.09	0.39	322.2
Zinc and products ma	0.00	0.34	
Aluminium and produc	0.08	0.26	217.4
Pumps of all types	0.34	0.26	-22.3
Motor Vehicle/cars	0.06	0.24	278.9
Electric Machinery a	0.36	0.19	-45.8
Machine Tools	0.41	0.14	-65.6
Auto Components/Part	0.15	0.11	-28.8
Cranes Lifts & Winc	0.06	0.08	31.1
Office Equipments	0.03	0.08	128.8
Copper and products	0.08	0.07	-7.4
A. Iron and Steel	0.11	0.07	-40.2
OTHER MISC. ITEMS	0.06	0.02	-74.2
Hand Tools Cutting	0.01	0.01	-46.0
IC Engines and Parts	0.02	0.00	-80.9
Doubtful Codes	0.00	0.00	
Machinery for ATMs	0.02	0.00	-88.0
Bicycle & Parts	0.00	0.00	-76.8
Electrodes Accumul	0.00	0.00	-100.0
Total	17.69	20.23	14.3



CAMBODIA AT A GLANCE

Most Cambodians consider themselves to be Khmers, descendants of the Angkor Empire that extended over much of Southeast Asia and reached its zenith between the 10th and 13th centuries. Attacks by the Thai and Cham (from present-day Vietnam) weakened the empire, ushering in a long period of decline. The king placed the country under French protection in 1863, and it became part of French Indochina in 1887. Following Japanese occupation in World War II, Cambodia gained full independence from France in 1953. In April 1975, after a five-year struggle, communist Khmer Rouge forces captured Phnom Penh and evacuated all cities and towns. At least 1.5 million Cambodians died from execution, forced hardships, or starvation during the Khmer Rouge regime under POL POT. A December 1978 Vietnamese invasion drove the Khmer Rouge into the countryside, began a 10-year Vietnamese occupation, and touched off almost 13 years of civil war.

The 1991 Paris Peace Accords mandated democratic elections and a cease-fire, which was not fully respected by the Khmer Rouge. UN-sponsored elections in 1993 helped restore some semblance of normalcy under a coalition government. Factional fighting in 1997 ended the first coalition government, but a second round of national

elections in 1998 led to the formation of another coalition government and renewed political stability. The remaining elements of the Khmer Rouge surrendered in early 1999. Some of the surviving Khmer Rouge leaders have been tried or are awaiting trial for crimes against humanity by a hybrid UN-Cambodian tribunal supported by international assistance. Elections in July 2003 were relatively peaceful, but it took one year of negotiations between contending political parties before a coalition government was formed. In October 2004, King Norodom SIHANOUK abdicated the throne and his son, Prince Norodom SIHAMONI, was selected to succeed him. The most recent local (Commune Council) elections were held in Cambodia in 2012, with little of the preelection violence that preceded prior elections. National elections in July 2013 were disputed, with the opposition - the Cambodian National Rescue Party (CNRP) - boycotting the National Assembly. The political impasse was ended nearly a year later, with the CNRP agreeing to enter parliament in exchange for ruling party commitments to electoral and legislative reforms.



Geography Location

Southeastern Asia, bordering the Gulf of Thailand, between Thailand, Vietnam, and Laos

Geographic coordinates: 13 00 N, 105 00 E

Map references: Southeast Asia

Area: total: 181,035 sq km

land: 176,515 sq km

water: 4,520 sq km

country comparison to the world: 90

Area - comparative:

slightly smaller than Oklahoma

Land boundaries:

total: 2,530 km

border countries (3): Laos 555 km, Thailand 817 km, Vietnam 1,158 km

Coastline: 443 km

Maritime claims: territorial sea: 12 nm

contiguous zone: 24 nm

exclusive economic zone: 200 nm

continental shelf: 200 nm

Climate:

tropical; rainy, monsoon season (May to November); dry

season (December to April); little seasonal temperature variation

Terrain: mostly low, flat plains; mountains in southwest and north

Elevation: mean elevation: 126 m

elevation extremes: lowest point: Gulf of Thailand 0 m

highest point: Phnum Aoral 1,810 m

Natural resources: oil and gas, timber, gemstones, iron ore, manganese, phosphates, hydropower potential, arable land

Land use: agricultural land: 32.1%

arable land 22.7%; permanent crops 0.9%; permanent pasture 8.5% forest: 56.5%

other: 11.4% (2011 est.)

Irrigated land: 3,540 sq km (2012)

Total renewable water resources: 476.1 cu km (2011)

Freshwater withdrawal (domestic/industrial/agricultural): total: 2.18 cu km/yr (4%/2%/94%)

per capita: 159.8 cu m/yr (2006)

Natural hazards: monsoonal rains (June to November); flooding; occasional droughts

Environment - current issues:

illegal logging activities throughout the country and strip





mining for gems in the western region along the border with Thailand have resulted in habitat loss and declining biodiversity (in particular, destruction of mangrove swamps threatens natural fisheries); soil erosion; in rural areas, most of the population does not have access to potable water; declining fish stocks because of illegal fishing and overfishing

Environment - international agreements:

party to: Biodiversity, Climate Change, Climate Change-Kyoto Protocol, Desertification, Endangered Species, Hazardous Wastes, Marine Life Conservation, Ozone Layer Protection, Ship Pollution, Tropical Timber 94, Wetlands, Whaling

signed, but not ratified: Law of the Sea

Geography - note:

a land of paddies and forests dominated by the Mekong River and Tonle Sap (Southeast Asia's largest freshwater lake)

Economy

Cambodia has experienced strong economic growth over the last decade. Cambodian GDP grew at an average annual rate of over 8% between 2000 and 2010 and at least 7% since 2011. The tourism, garment, construction and real estate, and agriculture sectors accounted for the bulk of growth. Around 600,000 people, the majority of whom

are women, are employed in the garment and footwear sector. An additional 500,000 Cambodians are employed in the tourism sector, and a further 50,000 people in construction. The tourism industry has continued to grow rapidly with foreign arrivals exceeding 2 million per year since 2007 and reaching around 4.5 million visitors in 2014. Mining also is attracting some investor interest and the government has touted opportunities for mining bauxite, gold, iron and gems.

Cambodia remains one of the poorest countries in Asia and long-term economic development remains a daunting challenge, inhibited by endemic corruption, limited educational opportunities, high income inequality, and poor job prospects. As of 2012, approximately 2.66 million people live on less than \$1.20 per day, and 37% of Cambodian children under the age of 5 suffer from chronic malnutrition. More than 50% of the population is less than 25 years old. The population lacks education and productive skills, particularly in the impoverished countryside, which also lacks basic infrastructure.

The Cambodian Government has been working with bilateral and multilateral donors, including the Asian Development Bank, the World Bank and IMF, to address the country's many pressing needs; more than 30% of the government budget comes from donor assistance. A major economic challenge for Cambodia over the next





decade will be fashioning an economic environment in which the private sector can create enough jobs to handle Cambodia's demographic imbalance. The government is moving forward with new legislation to meet requirements for the Association of Southeast Asian Nations (ASEAN) Economic Community.

GDP (purchasing power parity):

\$54.17 billion (2015 est.)

\$50.65 billion (2014 est.)

\$47.34 billion (2013 est.)

note: data are in 2015 US dollars

country comparison to the world: 107

GDP (official exchange rate):

\$17.71 billion (2015 est.)

GDP - real growth rate:

7% (2015 est.)

7% (2014 est.)

7.4% (2013 est.)

country comparison to the world: 15

GDP - per capita (PPP):

\$3,500 (2015 est.)

\$3,300 (2014 est.)

\$3,100 (2013 est.)

note: data are in 2015 US dollars

country comparison to the world: 179

Gross national saving:

11.4% of GDP (2015 est.)

11% of GDP (2014 est.)

11.3% of GDP (2013 est.)

country comparison to the world: 141

GDP - composition, by end use:

household consumption: 76.6%

government consumption: 5.5%

investment in fixed capital: 21.8%

investment in inventories: 1%

exports of goods and services: 63.2%

imports of goods and services: -68.1%
(2015 est.)

GDP - composition, by sector of origin:

agriculture: 28.6%

industry: 27.9%

services: 43.6% (2015 est.)

Agriculture - products:

rice, rubber, corn, vegetables, cashews, cassava (manioc, tapioca), silk

Industries:

tourism, garments, construction, rice milling, fishing, wood and wood products, rubber, cement, gem mining, textiles

Industrial production growth rate:

9.6% (2015 est.)

country comparison to the world: 7

Labor force:

7.974 million (2013 est.)

country comparison to the world: 61

Labor force - by occupation:

agriculture: 48.7%

industry: 19.9%

services: 31.5% (2013 est.)

Unemployment rate:

0.3% (2013 est.)

0.2% (2012 est.)

country comparison to the world: 1

Population below poverty line:

17.7% (2012 est.)

Household income or consumption by percentage share:

lowest 10%: 2%

highest 10%: 28% (2013 est.)

Distribution of family income - Gini index:

37.9 (2008 est.)

41.9 (2004 est.)

country comparison to the world: 73

Budget:

revenues: \$3.334 billion

expenditures: \$3.734 billion (2015 est.)

Taxes and other revenues:

18.8% of GDP (2015 est.)

country comparison to the world: 169

Budget surplus (+) or deficit (-):

-2.3% of GDP (2015 est.)



country comparison to the world: 79

Public debt:

33.9% of GDP (2014 est.)

33.4% of GDP (2013 est.)

country comparison to the world: 129

Fiscal year:

calendar year

Inflation rate (consumer prices):

1.4% (2015 est.)

3.9% (2014 est.)

country comparison to the world: 81

Central bank discount rate:

NA% (31 December 2012)

5.25% (31 December 2007)

Commercial bank prime lending rate:

11.7% (31 December 2015 est.)

12.31% (31 December 2014 est.)

country comparison to the world: 69

Stock of narrow money:

\$1.655 billion (31 December 2015 est.)

\$1.482 billion (31 December 2014 est.)

country comparison to the world: 135

Stock of broad money:

\$11.82 billion (31 December 2015 est.)

\$10.47 billion (31 December 2014 est.)

country comparison to the world: 105

Stock of domestic credit:

\$9.903 billion (31 December 2015 est.)

\$7.842 billion (31 December 2014 est.)

country comparison to the world: 102

Market value of publicly traded shares: \$NA

Current account balance: -\$1.971 billion (2015 est.)

-\$2.027 billion (2014 est.)

country comparison to the world: 145

Exports:

\$7.867 billion (2015 est.)

\$7.407 billion (2014 est.)

country comparison to the world: 98

Exports - commodities:

clothing, timber, rubber, rice, fish, tobacco, footwear

Exports - partners:

US 24.1%, UK 8.7%, Germany 8.1%, Canada 7%, Japan 6.5%, Vietnam 5.3%, Thailand 5%, Netherlands 4.6%, China 4.1% (2014)

Imports:

\$10.65 billion (2015 est.)

\$10.62 billion (2014 est.)

country comparison to the world: 95

Imports - commodities:

petroleum products, cigarettes, gold, construction materials, machinery, motor vehicles, pharmaceutical products





Imports - partners:

Thailand 28.1%, China 20.6%, Vietnam 16.8%, Singapore 7%, Hong Kong 5.7%, South Korea 4.1% (2014)

Reserves of foreign exchange and gold:

\$7.091 billion (31 December 2015 est.)

\$6.106 billion (31 December 2014 est.)

country comparison to the world: 86

Debt - external:

\$7.222 billion (31 December 2014 est.)

\$6.427 billion (31 December 2013 est.)

country comparison to the world: 116

Stock of direct foreign investment - at home:

\$29.17 billion (2014 est.)

country comparison to the world: 72

Exchange rates:

riels (KHR) per US dollar -

4,080.3 (2015 est.)

4,037.5 (2014 est.)

4,037.5 (2013 est.)

4,033 (2012 est.)

4,058.5 (2011 est.)

Culture

Various factors contribute to the Cambodian culture including Theravada Buddhism, Hinduism, French colonialism, Angkorian culture, and modern globalisation. The Cambodian Ministry of Culture and Fine Arts is responsible for promoting and developing Cambodian culture. Cambodian culture not only includes the culture of the lowland ethnic majority, but also some 20 culturally distinct hill tribes colloquially known as the Khmer Loeu, a term coined by Norodom Sihanouk to encourage unity between the highlanders and lowlanders.

Rural Cambodians wear a krama scarf which is a unique aspect of Cambodian clothing. The sampeah is a traditional Cambodian greeting or a way of showing respect to others. Khmer culture, as developed and spread by the Khmer empire, has distinctive styles of dance, architecture and sculpture, which have been exchanged with neighbouring Laos and Thailand throughout history. Angkor Wat (Angkor means "city" and Wat "temple") is the best preserved example of Khmer architecture from the Angkorian era along with hundreds of other temples that have been discovered in and around the region.

Traditionally, the Khmer people have a recorded information on Tra leaves. Tra leaf books record legends of the Khmer people, the Ramayana, the origin of Buddhism and other prayer books. They are taken care of by wrapping in cloth to protect from moisture and the climate.[154]

Bon Om Tuuk (Festival of Boat Racing), the annual boat rowing contest, is the most attended Cambodian national festival. Held at the end of the rainy season when the Mekong river begins to sink back to its normal levels allowing the Tonle Sap River to reverse flow, approximately 10% of Cambodia's population attends this event each year to play games, give thanks to the moon, watch fireworks, dine, and attend the boat race in a carnival-type atmosphere.[155]

Popular games include cockfighting, soccer, and kicking a sey, which is similar to a footbag. Based on the classical Indian solar calendar and Theravada Buddhism, the Cambodian New Year is a major holiday that takes place in April. Recent artistic figures include singers Sinn Sisamouth and Ros Serey Sothea (and later Meng Keo Pichenda), who introduced new musical styles to the country.

Sources :

Wikipedia and Indian Embassy in Cambodia





LIST OF EXHIBITORS

1. ABHIJAT EQUIPMENTS PVT. LTD.

19/4, Molacha, Odha, Satara - 415002, Maharashtra, India
Tel : 91-2162-250196 Fax : 91-2162-250596
E-mail: aeplm@sancharnet.in; adoshi477@gmail.com
Website : www.abhijatequipments.com
Name of the Chief Executive : Mr. S. S. Doshi
Name of the Participants: Mr Doshi Abhay Ulhas, Sr. Marketing Manager
Range of Products: Agricultural Industry & Sugar Industries
Countries of Export: USA, South Africa, Germany, California
Quality Certification: ISO 9001:2008

2. ADITYA ENGINEERING INDUSTRIES

D-11, Focal Point, Jalandhar, 144004
Tel 91-181-2601801, Fax : 91-181-2601802
E-mail: info@adityaautoman.com
Website: www.adityaautoman.com
Name of the Chief Executive : Mr Tarun Sharma, Proprietor
Name of the Participants: Mr Tarun Sharma, Proprietor
Range of Products: Manufacturing of Auto, Tractor & Parts
Countries of Export : Middle East, South East Africa, Europe

3. AGRICON IMPLEMENTS LTD.

312, Parvati Premises, Lower Parel (W),
Mumbai- 400013, Maharashtra, India
Tel : 91-22-67495070/71/72 Fax : 91-22-30480378
E-mail : ailindia1991@gmail.com
Website : www.agriconindustries.net
Name of the Chief Executive : Mr Bharat N. Dharia, Director
Represented by: Mr Bharat N. Dharia, Director
Range of Products: Agricultural Implements Viz Hoes, Shovels, Pickaxe, Fork
Countries of Export : Sri Lanka, Africa, Gulf, Latin America, U.K.
Quality Certification: ISO 9001-2008

4. ANKUR TECHNOCRATES

F-42, Preet Vihar, Delhi - 110092, Delhi, India
Tel : 91-11-22510368, Fax : 91-11-22514147
E-mail : ankurtech@vsnl.net Website : www.alokecables.in
Name of the Chief Executive : Mr. A. K. Schroff, CEO
Represented by : Mr. Ankur Schroff, CEO
Range of Products : Special Application Cables & Wires
Countries of Export: UK, Australia, Bahrain, Brunei, Brazil, Ukraine, Nepal, Saudi Arabia
Quality Certification : ISO 9001:2008, ISO 17025, ISO 14001, CE, RoHS

5. APAX PRODUCTS (INDIA)

CW-193, S.G.T Nagar- 110042, Delhi, India
Tel : 91-011-47561102 E-mail : vgupta@apaxproducts.com
Website : www.apaxproducts.com
Name of the Chief Executive : Mr Vishal Gupta, Partner
Represented by: Mr Vishal Gupta, Partner
Range of Products: Transmission Components for Agricultural Industry
Quality Certification : ISO 9001-2008

6. APPIDI TECHNOLOGIES PVT LTD

Jedimetla Village, Qutubullapur Road, Hyderabad-500055, India
Tel : 91-9248033474 Fax : 91-4023090495
E-mail : sales@appiditech.com Website : www.appiditech.com
Name of the Chief Executive: Mr AVS Reddy, MD
Represented by: Mr AVS Reddy, MD
Range of Products: Dehumidifiers, Energy Recovery Systems for pharmaceuticals applications
Countries of Export: USA, South Africa, Bangladesh
Quality Certification: ISO 9001-2008

7. ARCOTECH LTD.

F-701-A, Lado Sarai, New Delhi, India
Tel : 91-11-29523251, Fax : 91-11-29523020
E-mail : export@arcotech.in, Website : www.arcotech.in
Name of the Chief Executive : Mr Rishabh Saraf, Director
Represented by : Mr Rishabh Saraf, Director
Range of Products : Copper & Brass - Coils, Sheets, Strips, Ingots, Foils, Bus Bars, Connectors
Countries of Export: Bangladesh, Pakistan, Sri Lanka, USA, Peru, UAE, Thailand, Australia, Kenya, Tanzania, Malaysia, Germany
Quality Certification : ISO 9001:2009, ISO 14001:2004, TS16949

8. ASCO INTERNATIONAL

105, First Floor, GH-14
DDA Market, Paschim Vihar, New Delhi-110087, India
Tel : 91-11-25278336, E-mail : mail@ascoautoparts.com
Website : www.ascoautoparts.com
Name of the Chief Executive : Mr. Mr. Ashok Sharma
Represented By : Mr. Mr. Rohit Sharma
Range of Products : Automobile Spare Parts
Countries of Export : North Africa



9. ATLAS MACHINE TOOLS

"ATLAS HOUSE", Kunnathurmedu , Palakkad - 678013, India
Tel: 91-491 2535669/2539870, Fax : 91-491 2539870
E-mail : info@atlasmachinetools.com;
atlasmachinetoolsexport@gmail.com
Website: www.atlasmachinetools.com
Name of the Chief Executive : Mr Mr K.S. Mani, Chief Executive
Represented By : Mr Mr K.S. Mani, Chief Executive
Range of Products : Merchnat Exporter Of Industrial Machinery,
Electricals And Projects
Countries of Export : Middle East, Mauritius, Iraq, Qatar,
Africa, Saudi Arabia, England
Quality Certification : ISO 9001:2008

10. BALAJI SPRINGS PVT. LTD.

Khasra No.228, Mohiuddinpur, Delhi Road, Meerut
Uttar Pradesh- 250205, India
Tel : 91-121-2511730, Fax : 91-121-2403620
E-mail : madhur@balajisprings.com
Website : www.balajisprings.com
Name of the Chief Executive : Satish Mittal, Director
Represented By: Mr. Madhur Mittal, Director
Range of Products: Coil Springs, Turned Parts, Sheet Metal
Components, Axle Parts
Countries of Export: USA, UK, Germany, Spain, Australia,
Greece, Italy, Romania, Poland, Czech Republic, Canada, Belgium,
UAE, Kenya, Chile, Iran, Turkey, Argentina, Tunisia, Chile, Syria, South
Africa, Brazil, France, Finland, Korea
Quality Certification: TS 16949-2009 & ISO 9001-2008

11. BENCO THERMAL TECHNOLOGIES PVT LTD

Plot No. 236&237, Sidco Industrial Estate
Thirumudivakkam, Chennai-600044, India
Tel : 91-44-42949800, Fax : 91-44-42949287
E-mail : furnace@bencogroup.in, Website : www.bencoindia.com
Name of the Chief Executive: Ms S Kanimozhi, CEO
Represented By: Mr Mr.P Ramachandran, Director
Range of Products: Manufacturer of Heat Treatment Furnace
Countries of Export: UAE, South Africa, Mexico, China, Germany
Quality Certification: ISO 9001:2008

12. BHARAT IJMPLEX

3706, Barna Street, Sadar Bazar, Delhi-110006, India
Tel : 91-11-23528115, Fax : 91-11-23627653
E-mail : bharat@bharatimpex.com, anil@bharatimpex.com
Website : www.bharatimpex.com
Name of the Chief Executive : Mr. D.K. Jain
Represented By: Mr. Mr. Bharat Jain, Chairman
Range of Products: C.P Sanitary/Bathroom Fitting & accessories
Countries of Export : Middle East, CIS, EU Countries,
South Africa, Brazil, Trinidad & Tobacco
Quality Certification : ISO, QS, CE

13. BORANA PUMPS

Behind Basni Police Station, Jodhpur, India
Tel : 91-291-2740635
E-mail : mr@boranapumps.com,
Website: www.boranapumps.com
Name of the Chief Executive : Mr Ramesh Borana
Represented By: Mr Ravi Borana, Director
Range of Products: Submersible Pumps & Motors
Countries of Export: Algeria, Libya, Syria, Iraq, Saudi Arabia,
Sri Lanka, UAE
Quality Certification: ISO 9001

14. CITIZEN METAL DEPOT

Shop No. G/3; Haranwala Bldg. Comp; S.V.P Road, Mumbai, India
Tel : 91-22-23813109 / 61905600 Fax : 91-022-61905666
E-mail : exports@citizenworlds.com, Website: www.citizenworlds.com
Name of the Chief Executive: Mr Amit Jain, Proprietor
Represented By: Mr Sanjay Jain, Marketing Manager
Range of Products: Oil, Gas, Pharma, Cement, Fabricator
Quality Certification: ISO 9001

15. DYNAMIC EQUIPMENTS

3/318, Venkatesapuram East Civil Aerodrome Post
Coimbatore-641 014 , India
Tel : 91-422-2627615
E-mail : dynamicindia2015@gmail.com
Name of the Chief Executive: Mr R.S. Sundaram, Proprietor
Represented By: Mr R. Shanmugasundaram
Range of Products: Engineering Machinery



16.ELECTROMECH CORPORATION

D-95, Industrial Estate, Rajajinagar, Bangalore- 560010, India
Tel: 91-80-23351645 / 23303145, Fax: 91-80-23111448
E-mail : shashil@electromechcorp.com
Website : www.electromechcorp.com
Name of the Chief Executive: Dr S.Philip Lewis, CEO
Represented By: Mr Shashi Kiran Lewis, General manager
Range of Products: Sheet Metal Pressed Components, Turned and Machined Components, SubAssemblies and Assemblies
Quality Certification: ISO/TS169492009

17.ELEKTROMAG - JOEST VIBRATION PVT. LTD.

Unique, 4th Floor, ff. Veer Savarkar Marg, Prabhadevi, Mumbai-400025, Maharashtra, India
Tel : 91-22-66624444/10, Fax : 91-22-66624455
E-mail : vibration@elektromag.com, Website : www.elektromag-joest.com
Name of the Chief Executive: Mr Ramesh M. Advani, Managing Director
Represented By: Mr Manohar Asrani, Vice President (Marketing)
Range of Products: Various Type of Engineering Goods and Vibratory Equipments
Countries of Export : Saudi Arabia, UAE, Indonesia, Oman, Turkey, Sri Lanka, Australia

18.EMMFORCE INC

Plot No.287, Industrial Area, Phase-II, Panchkula, Haryana-134113, India
Tel : 91-172-3935555, Fax : 91-172-3062222
E-mail : anil.c@emmbros.in
Website : www.emmbros.in
Name of the Chief Executive : Mr Ashok Mehta
Represented By: Mr. Anil Chauhan, Asst. Manager
Range of Products : Automotive Parts
Countries of Export: USA, Australia, Thailand, Malaysia, Canada
Quality Certification: ISO, TS

19. F M EXIM

1053/54, 10th Floor, HubTown Solaris, M. S. Phadke Road, Andheri (E), Mumbai- 400069, India
Tel : 91-022-62826344, E-mail : fmexim.logistics@hotmail.com
Website : www.fmexim.com
Name of the Chief Executive : Mr Hiten R. Mehta, CEO
Represented By : Mr Hiten R. Mehta, CEO
Range of Products : Electrical Cables, P P Woven Bags, Bicycle Parts
Countries of Export : CIS & African Region
Quality Certification: ISO 9001:2008 & 14001:2004

20.FENWICK AND RAVI

10/3, Lakshmi pura Main Road, Rajajinagar Chikkabanavara Post Off. Jalahalli Bangalore-560090, India
Tel : 91-80-23453835, Fax : 91-80-2345 3949
E-mail : sales@far.co.in, Website : www.far.co.in
Name of the Chief Executive : Mr Fenwick Thomas
Range of Products: Automobile, defence, Railway, Manufacturing Hydraulic, Self centering steady rest, Zero Point clamping, system, Hydro Mechanical vise and Modular Vise
Countries of Export : England, USA, Canada, Israel, Taiwan, China, Korea
Quality Certification : ISO 9001: 2008

21.FINE SPAVY ASSOCIATES & ENGINEERS PVT. LTD.

Plot No. C-45/2 MIDC Area "Miraj, Dist. Sangli, Sangli- 416410, India
Tel: 91-233-2644832/2644332/2644532, Fax : 91-233-2644334
E-mail : sales@finegrouptest.com; san_finetest@sancharnet.in
Website : www.finegrouptest.com
Name of the Chief Executive : Mr. Y. V. Kulkarni, Director
Represented By: Mr. Rahul Anant Deshpande, Director
Range of Products: "Material Testing Machines (Testing & Measuring Machines) Target Industry - Required by Steel Manufacturers, Rolling Mills / Industries, Testing Laboratories, Automobile Industries, Casting & Forging Industries, Non ferrous materials like Copper, Aluminium, Brass, etc manufacturing Industries, Textile / Wood / Plastic Manufacturing Industries, Also - Universities, Engineering Colleges / Polytechnics, etc."
Countries of Export : UK, USA, Australia, Sri Lanka, Indonesia, Thailand, Africa, Turkey, Brazil, Gulf, Asian Countries, etc.

22. G.B.AUTO INDUSTRIES (REGD.)

C-84, Ph-5, Focal Point Ludhiana-141010, India
Tel : 91-161-2671700, Fax : 91-161-2671500
E-mail : gbautoind@yahoo.co.in
Website : www.gbautoindustries.com
Name of the Chief Executive: Mr. Sudarshan Gosain, Partner
Represented By: Mr. Amit Gosain, Manager
Range of Products: Auto Parts & all types of castings & forgings

23. GENERAL SEWING MACHINE WORKS

1-7-177, Bakaram, Hyderabad-500020, India
Tel : 91-40 27616343 / 27615702, Fax : 91-40-27607689
E-mail : vidyasew@yahoo.com
Website : www.vidyasewingmachines.com
Name of the Chief Executive: Mr Prem Anand S, Partner
Represented By: Mr Prem Anand S, Partner
Range of Products: Sewing machines Domestic/Industrial household tailoring



24. GRS INTERNATIONAL

1031/8, Gali Kandharian, Nimak Mandi, Amritsar-143001, India

Tel : 91-181-2600697 Fax : 91-181-2601022

E-mail : grsin@yahoo.com

Name of the Chief Executive: Mr Madan Mohan, Partner

Represented By: Mr Madan Mohan, Partner

Range of Products: Hand Tools & Hardware

25. GURU TECHNOCAST

14/15, Vijay Plot, Main Road, Opp. V R L Transport, Rajkot-360002, India

Tel : 91-281-2460475

E-mail : info@gurutechnocast.com

Website : www.gurutechnocast.com

Name of the Chief Executive: Mr Tushar S. Ghedia MD

Represented By: Mr Tushar S. Ghedia, MD

Countries of Export: Spain

Quality Certification: ISO

26. HERCULES HOIST LTD.

Dhamani Khalapur, India

Tel : 91-2192-662503 Fax : 91-2192-662504

E-mail : dgs@indef.com; rtb@indef.com; indef@indef.com

Website : www.indef.com

Name of the Chief Executive: Mr Prakash Subramaniam

Represented By: Mr Abhade Hemani Tulsidas

Range of Products: Hoists and Cranes

Quality Certification: ISO

27. HOOGHLY ALLOY & STEELS CO. PVT. LTD.

90, Stephen House,

4 B B D Bag, (E), Kolkata-700001, India

Tel : 91-33-22424278 Fax: 91-33-22105661

E-mail : chanchalgos@gmail.com Website: www.hooghlysteel.com

Name of the Chief Executive: Mr Prem Agarwal

Represented By: Mr Chanchal Goswami, Executive Director

Range of Products : M.S. Angles, Channels, Beams for construction and Elect. Tower Cotton; Polyester Double Yarn; All

Types of Industrial Yarn such as Fishnet Twine, Jute

Twine, HDPE & PP Twines and Ropes

Quality Certification: ISO 9001: 2008

28. HP INTERNATIONAL

11, Unique House, Chakala Cross Road Andheri (E), Mumbai- 400099, India

Tel : 91-22-28349596, Fax: 91-22-28349596

E-mail : neha.lakhanpal@hpint.in; nandish.vachhani@hpint.in

Website : www.hpint.in

Name of the Chief Executive : Mr Karan Motwani

Represented By: Mr Nandish Vachhani, Head International Business

Range of Products : Solvent Cement, FRP Manhole Cover

Countries of Export: 40 Countries

29. IB TURBO PVT. LTD.

701-C, Dr. A. B. Road, Worli, Mumbai-400018, India

Tel : 91-22-66602236 / 66607738/39 Fax: 91-22-24937505

E-mail : vapi@indboilers.com; manek@indboilers.com; mumbai@indboilers.com

Website : www.indboilers.com

Name of the Chief Executive: Mrs. Homai R. Engineer, CMD

Represented By: Mr Zaran R. Engineer, President - Operations

Range of Products : Steam Turbines / Steam Boilers

Countries of Export: Bangladesh, Malaysia, Tanzania

30. ISHMEET FORGINGS PVT. LTD.

595/8, Campa Cola Factory Road, Dhandari Kalan, Ludhiana-141010, India

Tel: 91-161-5089965 Fax: 91-161-5113752

E-mail : info@ifplinida.com Website : www.ifplinida.com

Name of the Chief Executive : Mr. Prabhjot Singh, Director

Represented By: Mr. Prabhjot Singh, Director

Range of Products: Forged & Machined Components

Countries of Export : Germany, Poland, UK & USA

31. K A WIRES LTD.

CIC, Floor - II Suite - 8 and 11

33A Chowringhee Road, Kolkata-700071, India

Tel: 91-33-22262312 Fax : 91-33-22262314

E-mail : magarwal@kawires.com sales@kawires.com

Website : www.kawires.com

Name of the Chief Executive : Mr. Mr. Madhur Agarwal, Director

Represented By: Mr. Mr. Madhur Agarwal, Director

Range of Products : Zinc Wires, Aluminium Wire, SS Wires, MIG Wires, SAW Wires

Countries of Export : Bangladesh, Nepal, Pakistan, Thailand, Singapore, Malaysia, Saudi Arabia, Vietnam

Quality Certification: ISO 9001: 2008



32.L.M.ENGINEERING MACHINERY CO. PVT. LTD.

312, Lake Town, Block- A, Kolkata-700089, India
Tel : 91-33-25343760 Fax : 91-33-25349929
E-mail : lme@cal3.vsnl.net.in
Website : www.lmengg.com
Name of the Chief Executive : Mr. Kuntal Kumar Saha, Director
Represented By : Mr. Subhasis Sinha, Business Development Executive
Range of Products : Plywood Making Machinery
Countries of Export: Srilanka, Bangladesh, Myanmar, Laos PDR, Ivory Coast, Ghana, Vietnam
Quality Certification : ISO 9001: 2008

33.LEO METAL PRIVATE LTD

No.265-B, Bommasandra Indl. Area Anekal Taluk
Bangalore- 560099 , India
Tel : 91-80-27833643
E-mail : leometalpvtttd@yahoo.in Website : www.leonature.com
Name of the Chief Executive : Mr. G.Praveen
Represented By : Mr. Akash S, Chief Executive
Range of Products: Cookware items

34.LEO METALCRAFT PVT LTD

7 B First Phase Harohalli Industrial Area,
Kanakapura Bangalore- 562112 , India
Tel : 91-80-27563548
E-mail : leometalcraft@yahoo.in Website : www.leometalcraft.com
Name of the Chief Executive : Mr. Rohit Ramesh, Managing Director
Represented By : Mr. Rohit Ramesh, Managing Director
Range of Products : Aluminium Vessel and Circles, House hold appliances
Countries of Export : Dubai

35.LUDHRA OVERSEAS

658, Dibagh Nagar Extn, Grover Colony,
Basti Guzan Jalandhar-144002, India
Tel : 91-181-2208671 Fax : 91-181-2253671
E-mail : exports@veekaytools.com Website : www.veekaytools.com
Name of the Chief Executive : Mr. Varun Ludhra, Prop.
Represented By : Mr. Varun Ludhra, Prop.
Range of Products : Hand Tools
Countries of Export: USA, UK, Europe, South America, Middle East, Singapore, Vietnam
Quality Certification : ISO 9001: 2008

36. M.T.INTERNATIONAL

D-75, Phase-V, Focal Point Ludhiana-141010, India
Tel : 91-161-2670128 Fax : 91-161-2673048
E-mail : mtexports@gmail.com
Website : www.mtexports.com
Name of the Chief Executive : Mr. Ashish Bansal, Partner
Represented By : Mr. Ashish Bansal, Partner
Range of Products : Sewing Machine & Parts, Hand Tools, Bicycle Parts
Countries of Export : Malawi, Tanzania, Indonesia, Dubai, Kenya Burkina, Malaysia
Quality Certification : ISO 9001: 2008

37. MADHO AGRO INDUSTRIES

B-3, Industrial Focal Point Moga- 142001 , India
Tel : 91-1636-226135 Fax : 91-1636-225135
E-mail : madhoagro@aim.com
Website : www.madhoagro.co.in
Name of the Chief Executive : Mr. Akhtiar Singh, Partner

38. MAG HARD INSULATORS

B-301 , Parsian Apt Opp Fidai Baug
V. P. Road, Andheri, West Mumbai -400058, India
Tel : 91-22-26235272 Fax : 91-22-26245872
E-mail : accounts@maghardinsulators.com;
manan18@hotmail.com;
accounts@maghardinsulators.com; info@maghardinsulators.com
Website : www.maghardinsulators.com
Name of the Chief Executive : Mr. Manan Doshi, CEO
Represented By : Mr. Manan Doshi, CEO
Range of Products : Rigid Polyurethane Foam; Pharmaceutical; Construction, Chemical, etc.
Countries of Export : Abu Dhabi, Kenya, Fiji, Oman, Uganda, Vietnam, Russia, Sudan, Mauritius
Quality Certification : ISO 9001: 2008

39. MAHENDRA PUMPS

Puliakulam Coimbatore- 641045, India
Tel : 91-422-3244520 Fax : 91-422-2313017
E-mail : exports@mahendrapumps.in Website : www.mahendrapumps.in
Name of the Chief Executive : Mr. Mahendra Ramdas
Represented By : Mr. Sashi Kumar Nair, GM Exports
Range of Products : Water pumps for Domestic, Industrial and Agricultural
Countries of Export : Vietnam/Bahrain
Quality Certification : ISO /CE



40. MEERA & CEIKO PUMPS PVT LTD

1-7-1054/ A&B, Azamabad Industrial Area, Hyderabad-500020, India

Tel : 91-40-27617098, 27615131 Fax : 91- 40-27614376

E-mail : hyd1_meera@bsnl.in, meerasolar@gmail.com

Name of the Chief Executive : Mr. Mahesh Desai

Represented By: Mr. Mahesh Desai

Range of Products: Solar Pumps, FRP products

Countries of Export: Africa

Quality Certification: ISO 9001

41. MEHTA STEELS

137, Light Industrial Area, Bhilai-490026, India

Tel : 91-788-2293148 Fax : 91-788-2286268

E-mail : ankit.mehta@mehtasteels.com, mehta_steels@rediffmail.com

Website : www.mehtasteels.com

Name of the Chief Executive: Mr. Khushal Das Mehta, Partner

Represented By: Mr. Ankit Mehta

Range of Products: Mild Steel Products, Heavy Fabrication Works, crane rail, crane rail accessories

Countries of Export: Malaysia

42. MOTOR AIDS

104/4, Dayal Nagar Beh. T.V. Center, Jalandhar-144002, India

Tel : 91-181-2482951 Fax : 91-181-2482951

E-mail : info@motor-aids.com

Website : www.motor-aids.com

Name of the Chief Executive: Mr. N.P. Singh, Prop.

Represented By: Mr. N.P. Singh, Prop.

Range of Products: Car Parts & Tractor Parts

Countries of Export: USA, Denmark, New Zealand, Vietnam, Malaysia, Colombia, Egypt

Quality Certification: ISO 9001

43. NIPHA INDIA PVT. LTD.

48, Ganga Jamuna, 18/1, Shakespeare Sarani, Kolkata-700017, India

Tel : 91-33 40214300 Fax : 91-33 22875104

E-mail : nipha@niphaindia.com

Website : www.niphaindia.com

Name of the Chief Executive : Mr. Anupam Shah, Director

Represented By : Mr. Sagar Sen

Range of Products : Manufacturer & exporter of Ferro Alloys, Steel Profiles, Refractories, Railway Rolling stock and component

Countries of Export : Australia, USA, Europe, Thailand, Malaysia, Indonesia

Quality Certification : ISO 9001: 2008

44. NIPHA ENTERPRISES LLP.

48, Ganga Jamuna, 28/1, Shakespeare Sarani, Kolkata-700017, India

Tel : 91-33 40214300 Fax : 91-33 22875104

E-mail : nipha@niphaindia.com Website : www.niphaindia.com

Name of the Chief Executive : Mr. P.K. Shah, Director

Represented By : Mr. Tushar Shah

Range of Products : Manufacturer & exporter of earthmoving mining machinery and for construction, road, maintenance

Countries of Export : USA, Australia, Europe, Thailand, Malaysia, Indonesia

45. OM INTERNATIONALS

209, Gokul Dham Society, Krishna Nagar, Main Road, Rajkot-360004, India

Tel : 91-281-2311431 Fax : 91-281-2311431

E-mail : info@ominternationals.com

Website : www.ominternationals.com

Name of the Chief Executive : Mr. Himanshu S. Shah, CEO

Represented By : Mr. Himanshu S. Shah, CEO

Range of Products : Automobiles And Parts-Auto Spares Parts

46. PANKAJ INDUSTRIES

12 Km Stone, Navghar, Vasai Road (E), Dist Palghar-401210, India

Tel : 91-250-2390273 Fax : 91-0250-2390734

E-mail : pankajindustries@pankajindustries.com Website: www.pankajindustries.com

Name of the Chief Executive : Mr. Praveen M. Jain

Represented By : Mr. Hemanshu P. Jain, Director Exports

Range of Products : Tablet Punches & Dies, Tablet Press

Countries of Export : USA, UK, Sweden, Iraq, Philippines, Australia, New Zealand, Malaysia, Peru, Nigeria

47. PATCO EXPORTS PVT. LTD.

2/B-5, Vivina Building, S. V. Road, Andheri (W), Mumbai- 400058, India

Tel : 91-22-265299089 Fax : 91-22-26206379

E-mail : patcoexports@gmail.com; harsh@patcoexports.net; deepakg@patcoexports.net; jalindar@patcoexports.net

Website : www.patcoexports.net

Name of the Chief Executive : Mr. Deepak Gajjar, Executive Director

Represented By : Mr. Harsh D Gajjar, Director

Range of Products : Textile Spinning, Weaving, Processing & Garmenting Machinery & Spare Parts.

Countries of Export : North & South America, East & South Africa, South East Asia, Europe



48. PLASMEC ENGG. PVT. LTD.

Plot A-925, RD. No.:21, Wagle Industrial Estate, Thane , India
Tel : 91-22-25820092 / 25822201 Fax : 91-22-25826556
E-mail : plasmec5@yahoo.co.in Website : www.plasmec.in
Name of the Chief Executive : Mr. Jayant Vinayak Joshi
Represented By : Mr. Jayant Vinayak Joshi
Range of Products : Plastic Pulverisers, Rotomolding Machines,
Plastic Processing Industries.
Countries of Export : Gulf & African Countries

49. POSITIVE METERING PUMPS (I) PVT. LTD.

M-8, MIDC, Ambad, Nashik- 422010, India
Tel : 91-0253-2981993 / 2381994 / 6613128
Fax : 91-0253-6601441
E-mail : bdv12@positivemetering.com
Website : www.positivemetering.com
Name of the Chief Executive: Mr. Sudhir Mutalik
Represented By: Smita M., Business Development - DGM)
Range of Products: Dosing Pump - Oil & Gas, Power, WTP,
STP, Sugar, Food & Beverage
Countries of Export : Iran, Saudi Arabia, Egypt, Srilanka, Taiwan etc
Quality Certification:ISO 14001

50. PROACTIVE ENGINEERING SERVICES

#705, Prestige Point, Near RMD Sinhgad College,
Mumbai Bangalore Highway, Warje, Pune-411058, India
Tel: 91-8805786706
E-mail : paresh.kudale@proactives.net; contact@proactives.net;
dhananjay@proactives.net
Website : www.proactives.net
Name of the Chief Executive : Mr. Dhananjay Vasant Rao Rudruke
Managing Partner
Represented By : Mr. Dhananjay Vasant Rao Rudruke Managing
Partner
Range of Products : Chemical, Distillery, Ethanol & Alcohol,
Fertiliser, Pharmaceuticals, Evaporation, Oil & Gas
Quality Certification : ISO 9008: 2001

51. RAGHBIR EXPORTS

595/8,Campa Cola Factory Road, Dhandari Kalan
Ludhiana- 141010, India
Tel : 91-161-2510151 Fax : 91-161-5113752
E-mail : raghbirexports@yahoo.com
Website : www.raghbirexports.com
Name of the Chief Executive : Mr. Pritpal Singh
Represented By : Mr. Amrit Pal Singh, Marketing Manager
Range of Products : Forged & Machined Components
Countries of Export: Indonesia

52. R. D. ASSOCIATES

77/7, Durga Complex, Dangat Wasti Shivane, Pune, India
Tel : 91-20-25293033 Fax : 91-20-25293033
E-mail : contact@autocoils.com; cultureless@hotmail.com
Website : www.autocoils.com
Name of the Chief Executive: Mr. Anand Dhoot, CEO
Represented By: Mr. Anand Dhoot, CEO
Range of Products: Automotive Magneto Coils & Stator
Assembles
For 2 & 3 Wheelers. Auto Components for 2\ & 3 wheelers 2 &
3 Wheeler Automobiles /Automobile manufacturers & spare part
dealers
Countries of Export : Sri Lanka
Quality Certification: ISO

53. REMI ELEKTROTECHNIK LTD.

11, Cama Ind. Estate, Walbhat D. Goregaon (E),
Mumbai-400063, India
Tel : 91-22-40589885 Fax : 91-22-40589890
E-mail : expo@remilabworld.com; raman@remilabworld.com
Website : www.remilabworld.com
Name of the Chief Executive : Mr. Sunil Saraf
Represented By : Mr. V. C. Saraf
Range of Products : General Laboratory & Medical Equipments
Countries of Export : Tanzania, Italy, Austria, Srilanka, Indonesia
Quality Certification : ISO 9001:2008; ISO 13485:2003;
WHO-GMP

54. RISHIKESH EXPORTS

10, Sital, Saraswati English School Road, Panchpakhadi,
Thane, West-400602, India
Tel : 91-22-25369069 Fax : 91-22-25453189
E-mail : mktg@rishikeshexports.in;
rishiexpo@vsnl.com; avinash@rishikeshexports.in
Website : www.rishikeshexports.in
Name of the Chief Executive : Mr. Avinash Shahane Managing
Partner
Represented By : Mr. Avinash Shahane, Managing Partner
Countries of Export : SL, UAE, Nigeria, Ghana, Kenya, Ethiopia,
Tanzania, Dubai, Indonesia, Thailand
Quality Certification : ISO 9001: 2008



56. ROCKET ENGINEERING CORP. PVT. LTD.

D-19, MIDC, Shirol, Kolhapur, India
Tel : 91-230-2468403/2468413 Fax : 91-230-2468731
E-mail : info@rocket-comet.com Website : www.rocket-comet.com
Name of the Chief Executive: Mr. Gajendra Thakarshi Vasa
Represented By: Mr. Ravi Acharya, Chief Co-ordinator - International Business Promotion
Range of Products: Diesel Engines, Accessories, Downline
Countries of Export: Exports to African Countries
Quality Certification: ISO 9001: 2008

57. ROCKWELL INDUSTRIES LIMITED

6-3-883/2/A, 3Rd Floor, Tejaswi Plaza', Punjagutta
Hyderabad- 500 082, India
Tel : 91-8418--222926 Fax : 91-8418-225746
E-mail : ashish.rockwell@gmail.com Website : www.rockwell.co.in
Name of the Chief Executive: Mr. Ashok Gupta
Represented By: Mr. Ashish Gupta, General Manager
Range of Products: Commercial Refrigerators
Quality Certification: ISO 9001: 2008

58. RUDRALI HI TECH TOOLS PVT. LTD.

E-94, MIDC, Akkalkot Road, Solapur, India
Tel : 91-217-2651709 Fax : 91-217-2652643
E-mail : hitech@rudrali.com; smtp@rudrali.com; finance@rudrali.com
Website : www.rudralihitechtools.com
Name of the Chief Executive: Mr. Sanjay Gupta
Represented By: Mr. Alok Kumar Gupta
Countries of Export: Italy, Canada, Germany, USA, Turkey
Quality Certification: ISO 9001: 2008

59. SAFEGUARD INTERNATIONAL PVT.LTD.

A-1/33, Chanakya Place,
Pankha Road, New Delhi-110059, India
Fax : 91-11-25633005
E-mail : chander111@gmail.com
Website : www.safeguardinternational.in
Name of the Chief Executive: Mr. Chander Parakash Gandhi, Director
Represented By: Mr. Chander Parakash Gandhi, Director
Range of Products: Manufacturing on Miniature Circuit Breaker, Isolator, Change over Switches, etc.
Quality Certification: ISO 9001: 2008

60. SAI AGRO INDUSTRIES

77, Ganesh Baug, Mundhwa, Pune-411036, India
Tel : 91-20-26881616 Fax : 91-20-26881617
E-mail : sales@saiagroindustries.com; anish.pingale@saiagroindustries.com; pritam.pingale@saiagroindustries.com
Website : www.saiagroindustries.com
Name of the Chief Executive: Mr. Pritam Pingale, MD
Represented By: Mr. Pritam Pingale, MD
Range of Products: Sugarcane Harvesting Knife, Sugar Industry

61. SANGHI OVERSEAS

1-2, Turf View, Seth M. G. Sanghi Marg, Worli, Mumbai- 400018, India
Tel : 91-22-24945464 Fax : 91-22-24947052
E-mail : pradeep.dutta@mksanghi.com; dinesh.khohare@mksanghi.com
Website : www.sanghioverseas.com
Name of the Chief Executive : Mr. Vaibhav Sanghi
Represented By: Mr. Pradeep Dutta
Range of Products: Sanghi Org Industrial / Medical, Gaseous Liquid, Oxygen, Nitrogen, Acetylene, Nitrous, CO2 Plants

62. SEA HYDROSYSTEMS INDIA PVT LTD

B-76, Sipcot Industrial Park
Irrungattukottai, Sriperumbudur-602105, India
Tel : 91-44-47193135/36/37 Fax: 91-44-42654624
E-mail : ravi@seahydrosys.com Website : www.seahydrosys.com
Name of the Chief Executive: Mr. Anand
Represented By: Mr. Ravindran, Director
Range of Products: Hydraulic Cylinders, agricultural, industrial and Mobile Equipments
Countries of Export: USA, Australia, Singapore and china
Quality Certification: NS EN ISO9001;2008

63. SENOR METALS PVT. LTD.

Plot No.:353, GIDC - II, Dared, Jamnagar, India
Tel : 91-288-2730251/2/3 Fax: 91-288-2730254
E-mail : info@senormetals.in; pragnesh.admin@senormetals.in
Website : www.senormetals.in
Name of the Chief Executive: Mr. Atul R. Shah
Represented By: Mr. Hardik Rameshbhai Parekh, Manager Marketing
Range of Products : Manufacturer of Welding and Brazing Consumables such as Filler Rods and Wires (TIG/MIG/SAW Processes) Electrodes (MMAW) in SS, Copper Alloys, Silver Alloys, Cast Iron and Aluminum Alloys, Hard facing Alloys, Aluminum Metalizing Wires, Resistance Welding Products, Fine wires and EDM Wires and Copper, Brass, Bronze Extrusion Products and Precision Components
Countries of Export: USA, Sri Lanka, European Countries
Quality Certification: ISO 9001:2008, NABL Accredited Laboratory (IS/ISO/IEC/17025:2005) TS 16949:2009 (Under Implementation)



64. SETHI BROTHERS

3404, Hakim Baga Street, Hauz Qazi, Delhi-110006, India
Tel : 91-11-23284870 E-mail : sethibros3404@yahoo.co.in
Website : www.sethibrothers.in
Name of the Chief Executive: Mr. Kapil Sethi, CEO
Represented By: Mr. Kapil Sethi, CEO

65. SIVANESAN COMPANY (IND)

271 Ankur Manor Poonamalee, High Road, Kilpauk, Chennai- 600010, India
Tel : 91-44-28363052/1053/1054 Fax : 91- 44-28360500
E-mail : sivanes@sspremier.net Website : www.sspremier.net
Name of the Chief Executive : Mr. S.Sivanesan
Represented By: Mr. P.R.Kalaiselvan
Range of Products : Cookware, Tableware and Domestic Electrical Appliances Targeting Households

66. SOIL & ENVIRO INDUSTRIES PVT. LTD.

40/6, Garihat Road (S), Kolkata, 700031, India
Tel: 91-33-24990405 Fax : 91-33-24144457
E-mail : atalukdar@soilenviro.com
Website: www.soilenviro.com
Name of the Chief Executive: Mr. Ashit Kr. Talukdar, Managing Director
Represented By: Mr. Subir Das, General Manager (Production)
Range of Products: Air Pollution Control Equipments, Steel, Process Industries
Quality Certification: ISO

67. SOUTHERN AGRO ENGINE PVT LTD

24-A, Third Phase, Industrial Estate Guindy Chennai-600 032, India
Tel : 91-44-22500378 / 1325/0133
Fax: 91-44-22500039
E-mail : eximmgr@southernagro.com Website: www.southernagro.com
Name of the Chief Executive: Mr. D. Jayavijayan, MD
Represented By: Mr. D. Jayavijayan, MD
Range of Products: Engines with pumpsets and agriculture equipments
Countries of Export : Dubai Srilanka, Nepal, Bhutan, Nigeria, Uganda, Kampala Japan
Quality Certification: ISO 9001: 2008

68. SRI PUMPS & FITTINGS INDUSTRIAL CORPN.

D.no.89-18-45, Morampudi Junction, Rajamundry- 533 103, India
Tel : 91-883-2426845/3256667
Fax : 91-883-2430819
E-mail : kirthi.sripumps@gmail.com Website :www.spfic.com
Name of the Chief Executive: Mr. Kirthi Kothari, COO
Represented By: Mr. Kirthi Kothari, COO
Range of Products: Pumps & Valves -Diary and Pharma industry
Countries of Export: Kuwait, Kenya, Qatar, Cyprus
Quality Certification : ISO 9001: 2008

69. SS ENGINEERS & CONSULTANTS

11-49/1, Morumpudi Junction, Pidimgoyya Panchayat Rajahmundry-533103, India
Tel : 91-883325666 Fax : 91-8832430819
E-mail : info.ssegrindia@gmail.com, sales.engrindia@gmail.com
Name of the Chief Executive: Mrs Rinku Kumari, Proprietrix
Represented By : Mr. Kirti Kothari
Range of Products : Dairy Equipments -food industry, Dairy industry, Sea food industry
Countries of Export : Qatar, Kuwait, Kenya, Cyprus
Quality Certification: ISO 9001: 2008

70. STOKER CONCAST PVT.LTD.

7H-, N.I.T, Industrial Area Faridabad-121001, India
Tel : 91-129-6562171 Fax : 91-129-6562171
E-mail : info@stokerconcast.com Website : www.stokerconcast.com
Name of the Chief Executive : Mr.Sushobhan Kumar Das, MD
Represented By : Mr.Sushobhan Kumar Das, MD
Range of Products : Castings & Forgings, Automobiles & Parts
Countries of Export: USA, Serbia, Turkey, Korea
Quality Certification : CE, ISO 9001-2000

71. STRIKING INTERNATIONAL

Shop No. 1, 2 Above OBC Bank, GT Road Sahenwal - 141120, Punjab, India
Tel : 91-161-2847321 Fax : 91-161-2847321
E-mail : striking.intl@hotmail.com
Website : www.strikinginternational.com
Name of the Chief Executive: Mr. Amrinder Singh (Manager)
Represented By: Mr. Gurender Dhand
Range of Products: Tyres & Tubes, Brake Lining, Fastners
Countries of Export: Africa, Middle East, Latin America



72. TURBO ENGINEERS (CBE)

2/A-2 Nandhi Nagar, Rathinapuri (p.o), Coimbatore-641027, India
Tel : 91-422-2330653/6 Fax : 91-422-2331246
E-mail : sudhakar@turboengineers.com
Website : www.turboengineers.com
Name of the Chief Executive : Mr. S.Sudhakar, Managing Partner
Represented By : Mr. S.Sudhakar, Managing Partner
Range of Products : Wear Resistant Products, conveyor components
Countries of Export : Qatar, Sri Lanka, Oman, Nigeria
Quality Certification: ISO 9001: 2008

73. UNITED HEAT TRANSFER PVT. LTD.

F-130/131, MIDC, Ambad, Nashik-422010, India
Tel : 91-253-2382484 Fax : 91-253-2380737
E-mail : directors@unitedheat.net Website :
Name of the Chief Executive : Mr. Vivek V. Patil
Represented By : Mr. Vivek V. Patil
Range of Products : Heat Exchangers, ATR Cooled Heat Exchangers, Pressure Vessels, Charged Air Coolers
Countries of Export : France, Canada, Germany
Quality Certification : ISO 9001: 2008

74. UNIVERSAL MOTION INC

208, R Cube, S. No.:116/5/3, Warje Near Vinayak Hospital, Pune, India
Tel : 91-20-25204168 Fax : 91-20-25204169
E-mail : universalmi@vsnl.com Website : www.universal-motion.com
Name of the Chief Executive : Mr. Sanjay Dengare
Represented By : Mr. Sanjay Dengare
Range of Products : Material Testing Machines, Engineering Educational Equipments, Civil Engineering Laboratory Equipments. Target Industries: Steel, Rubber, Plastic, Construction & Educational Sector
Countries of Export : Nigeria, Kenya, UAE, Qatar
Quality Certification: ISO 9001: 2008

75. VINODRAI ENGINEERS PVT. LTD.

12 Km Stone, Jalna Aurangabad Road At Dawalwadi, Dist : Jalna-431203, India
Tel : 91-2482-262000 Fax : 91-2842-262400
E-mail : deshbandeprasad@vinodrai.com; vinodraieng@gmail.com
Website : www.vinodrai.com
Name of the Chief Executive : Mr. Sunil Vinodrai Raithatha, MD
Represented By: Mr. Sunil Vinodrai Raithatha, MD
Range of Products : Manf. M/C for making plastic water tank (Roto M/C)

76. VNS SWITCHGEAR (I) PVT. LTD.

B-85/1, Addl. Ambernath, MIDC Anand Nagar, Ambernath, Thane- 421501, India
Tel : 91-22-25931622 / 33 /44 Fax: 91-22-25931655
E-mail : vnsswg@gmail.com
Website : www.nylexgroup.com; www.vns.co.in
Name of the Chief Executive : Mr. Chandrakant D Shah, MD
Represented By : Mr. Chandrakant D Shah, MD
Range of Products : Electrical Control Panels, Metal Enclosures & Panel Board Accessories
Quality Certification: ISO 9001:2008, 14001:2004 & OHSAS:18001:2007

77. VPI INNOVATIVE SOLUTIONS

2741, Chitralaya, 6th cross 6th main, VVMohalla, Mysore, India
Tel : 91-9845215838 Fax : 91-8212411905
E-mail : vpiinnovative@gmail.com Website : www.vpiinnovative.net
Name of the Chief Executive : Mr. Gowrisankar Sanjay, CEO
Represented By : Mr. Gowrisankar Sanjay, CEO
Range of Products : CNC Turned machine Components, High Speed CNC
Countries of Export : Deemed exports to US and Japan
Quality Certification : ISO 9001: 2008

78. VST TILLERS TRACTORS LIMITED

P O Box No 4801, White Field Road Mahadevapura Po, Bangalore- 560048, India
Tel : 91-80-67141111 Fax: 91-80-28510221
E-mail : vstgen@vsttillers.com Website: www.vsttillers.com
Name of the Chief Executive : Mr. V.P.Mahendra, Vice Chairman and Managing Director
Represented By : Mr. N.Shekar, Head Corporate EXIM

79. WELDCOM ELECTRODES PVT. LTD.

Nr. Bhatar Char Rasta, Jivkornagar, Sura, India
E-mail : gaurav@weldcomelectrodes.com
Website: www.weldcomelectrodes.com
Name of the Chief Executive : Mr. Sanjay Singhania
Represented By : Mr. Gaurav Sanjay Singhania
Range of Products: Welding Electrodes and Welding Wires
Countries of Export: Kenya, Dubai, Kuwait
Quality Certification: ISO 9001:2008



EEPC INDIA OFFICES

REGISTERED & HEAD OFFICE

EEPC INDIA
Vaniya Bhavan (1st Floor)
International Trade Facilitation Centre
1/1 Wood Street, Kolkata-700 016
Tel : 91-33-22890651/52/53 **Fax :** 91-33-22890654
E-mail : eepcho@eepcindia.net **URL :** www.eepcindia.org

TERRITORIAL OFFICE

EEPC INDIA
Vandhna (4th Floor), 11 Tolstoy Marg, New Delhi-110 001
Tel : 91-11-23353353, 23711124/25
Fax : 91-11-23310920 **E-mail :** eepcto@eepcindia.net
URL : www.eepcindia.org

REGIONAL OFFICES

Chennai

EEPC INDIA
Greems Dugar (3rd Floor)
149 Greems Road, Chennai-600 006
Tel : 91-44-28295501/5502 **Fax :** 91-44-28290495
E-mail : eepcrochen@eepcindia.net

Kolkata

EEPC INDIA
Vaniya Bhavan (2nd Floor)
International Trade Facilitation Centre
1/1 Wood Street, Kolkata-700 016
Tel : 91-33-22890673/74 **Fax :** 91-33-22890687
E-mail : eepcrokol@eepcindia.net

Mumbai

EEPC INDIA
B-202 & 220, Aarus Chambers
Annex "B", 2nd Floor
Behind Mahindra Tower
S.S. Amrutwar Marg, Worli
Mumbai - 400 013
Tel : 91-22-42125555
Fax : 91-22-42125556
E-mail : eepcromum@eepcindia.net

New Delhi

EEPC INDIA
4A, Vandhna Building (7th Floor)
11, Tolstoy Marg, New Delhi-110 001
Tel : 91-11-23314171/74 **Fax :** 91-11-23317795
E-mail : eepcrodel@eepcindia.net

SUB-REGIONAL OFFICES

Ahmedabad

EEPC INDIA
TF- 313/A (3rd Floor), ATMA House
Ashram Road, Ahmedabad-380 009
Tel : 91-79-26588720
E-mail : eepcsroahd@eepcindia.net

Bangalore

EEPC INDIA
Vinayaka Complex (2nd Floor)
44/45, Residency Road Cross, Bangalore-560 025
Tel : 91-80-25581396/8669 **Fax :** 91-80-25586914
E-mail : eepcsroblr@eepcindia.net

Hyderabad

EEPC INDIA
Soham Mansion (1st Floor)
No. 5-4-187/3 & 4/4, M.G. Road, Secunderabad-500 003
Tel : 91-40-27536704 **Fax :** 91-40-27536705
E-mail : eepcsrohyd@eepcindia.net

Jalandhar

EEPC INDIA
Plot Comm. 1, Focal Point, Jalandhar-144 012
Tel : 91-181-2602264 **Fax :** 91-181-2601124
E-mail : eepcsrojld@eepcindia.net

[illegible]



Vanijya Bhavan (1st Floor)
International Trade Facilitation Centre
1/1 Wood Street, Kolkata-700 016
Tel. : 91-33-22890651/52/53
Fax : 91-33-22890654
E-mail : eepch@eepcindia.net
URL : www.eepcindia.org
CIN : U51900WB1955NPL022644