



# A Report



सत्यमेव जयते



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Department of Commerce  
Ministry of Commerce & Industry  
Government of India





## A Report

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**CIN** : U51900WB1955NPL022644



## Foreword

EEPC India has been organising the Indian Engineering Exhibition since 1977 and it is a matter of great pride that the 31st edition was held in Lima, Peru from 5 – 7 August 2015 and 62 companies displayed their products and technology.

The Indian engineering industry is one of the largest sectors among the industrial segments in India, accounts for 25% of the total factories in industrial sector and represents 63% of the overall foreign collaborations. From a supplier of low value-added engineering goods, India today has become a leading global manufacturing hub.

Peru and India celebrated 50 years of diplomatic relationship in 2013. In all this time, Peru and India have developed a firm, consistent and a privileged relation with on the basis of common values, similar history as cradle of civilization and visions about democracy and international peace and security, the widest cooperation, human interchange, market economy and mutual benefits.

India-Peru relations have traditionally been cordial and friendly. Since the 1987 there has been an increasing economic and business content to the relations after the visit of President Alan Garcia as the Chief Guest for Republic Day.

On the Peruvian side, an enhanced interest in the Asian Region due to APEC membership, coupled with India's image as a technologically advanced democratic developing country as well as increased bilateral trade, has enhanced India's importance.

India is also looking for new partners to collaborate in the field of engineering and EEPC INDIA has felt the need for extension of its cooperation in the field of engineering, specially metal working machinery, project engineering, electricals, pumps, engines which hold very high potential in Peru.

India's main exports to Peru are iron and steel laminated products, rubber tyres, three wheelers /motor cycles & parts, pharmaceuticals, organic and inorganic chemicals, yarns, etc. Main Indian imports from Peru are copper and its concentrates (80% of imports), zinc and fish meal.

Minerals and hydrocarbons are among the most important sectors in the Peruvian economy contributing close to about 65% of total exports. The Peruvian Government has been keen to develop relations with India and has invited Indian investments in the hydrocarbons and mining sectors. Peru also has extensive huge reserves of natural gas.

Peru is the world's largest producer of silver, second largest producer of copper and zinc, the third largest producer of tin, bismuth and tellurium, the fourth largest producer of lead and the fifth largest producer of gold. According to the Peruvian Government, only 20% of the country's mining potential has been explored. Mining companies in Peru are expected to invest US\$51.49 billion in new mines and expansion projects, and the trend to undertake more projects will continue in the coming years. This indicates very good potential for Indian mining, quarrying and earth moving machinery in Peru.



The 31st edition of EEPC INDIA's flagship exhibition INDEE proved highly beneficial for the entrepreneurs of both the countries to build strong economic and commercial relationship.

A special note of thanks to Ministry of Micro, Small and Medium Enterprises, Government of India for their unique endeavour to create a special MSME section within INDEE Peru with 6 Units representing MSMEs. EEPC India owes it to them for their patronage in making this event a real success.

Our sincerest gratitude to Indian Embassy in Lima, Peru for their untiring support all through.

The tremendous response to the event proves our decision of organising this event in Peru to be correct. We look forward to new bilateral business associations as a well deserving outcome of our concerted effort.



Anupam Shah  
Chairman, EEPC India



**H.E. Mr Javier Paulinich, Ambassador of Peru in India Responding to our questions on India - Peru Relationship Prospects and Challenges**

**India-Peru Trade, especially in the engineering sector is far below the potential. What are the reasons for the same?**

I would not say that. In my opinion, there is a huge potential in the bilateral trade between Peru and India, especially in the engineering sector. In the last two decades, Peru has been progressively strengthening its relationship with India, which we consider both a democratic country and a strategic trade partner, with a high degree of technology development.

In recent years, the bilateral trade has shown an enormous growing tendency, from US\$80 million in 2003 to more than US\$1,317 million in 2013. In 2014, the Peruvian exports to India reached US\$321 million and US\$837 million of import from India. The bilateral trade includes mining, agricultural, fisheries, textiles and chemical products. In sum, the bilateral trade has increased 10-fold in one decade. There is a considerable potential for both countries to enhance trade and economic cooperation in engineering products and services.

Indian exports to Peru include automobiles and motorcycles, other vehicles, along with electrical power transformers and other products, with various high-tech components among them. In the case of Peru, exports to India include electrical power transformers, looms for embroidery, and hyperbaric chambers. In all the above-mentioned cases, there has been an increase of 30% in the last year.

**What steps should be taken:**

**a. By India;**

**b. By Peru;**

**c. To reverse this trend and improve the bilateral trade and investment.**

Peru and India are taking steps to have a closer and stronger trade relationship. In the next months, we will start negotiations for a Free Trade Agreement (FTA) in order to increase the bilateral trade and investments for the benefit of both countries. Peru is proposing a comprehensive and flexible agreement that could involve not only trade in goods, but also trade in services, investment, cooperation and movement of business persons that would allow a broad range of possibilities for new business between both countries.

In order to achieve these goals, the Embassy of Peru in India is fully committed to foster the bilateral relationship by facilitating the visit of Peruvian authorities and entrepreneurs, while connecting the Indian industrial communities with their counterparts in Peru. To further strength these efforts, the Peruvian Trade Office was opened in New Delhi in March 2014, aiming to promote and improve the Peruvian exports, tourism and Indian investments in Peru.

**Few sectors like nuclear reactors, and their parts, iron and steel, vehicles, optical, railway parts has been identified as the potential areas;**

**a. Can trade regimes be eased in these sectors to increase their volume?**

**b. If possible, in what specific ways?**

Peru is one of the freest economies in Latin America. The average custom duty on our products is 1.37%. Because of this, Indian exports as compared to the Peruvian exports are more than US\$500 million. Peruvian imports of Indian cars between the years 2013 and 2014 have increased by 39%, the electrical power transformers by 14% and



polypropylene by almost 74%.

Peru needs to open its doors to the Indian market vis-à-vis its products and services.

Therefore, a FTA would boost the trade exchange between our countries as a result of the tariff preferences that the agreement would provide.

**Distance could be one of the major issues coming in the way of India-Peru trade. Would you suggest moving from pure trade to strategic investment in setting up manufacturing facilities both in India and Peru by their respective entrepreneurs?**

The internationalization of a company is a process carried out in various stages. The export and import of products is the initial stage, after which comes the stage of investments in other countries. Having commercial offices abroad or the setting up of factories are other stages of the same process.

The distance and the logistical costs could at this moment pose to be challenges for consumers and industries, but the ease of trade which would be provided by the FTA would permit a greater traffic of products and thus, better routes and reduction of costs.

Many years back, we always thought of China as a far and distant country. Today, due to its trade and commerce, China has become a strategic trade partner for Peru, which we are certain will be the case with India too. With the current development of our bilateral relation, the future FTA, and based on our complementary economies and cooperative approach, I am convinced about the extraordinary potential of our partnership.

**What specific comparative advantages can accrue to Indian investors in Peru, if they show interest in setting up facilities there?**

Peru welcomes the entrepreneur enthusiasm of the Indian investors. Our country offers opportunities in industry, mining and agriculture, in a consolidated market with an adequate legal framework.

Peru is considered a country with one of the most open investment systems. Peru has adopted

a legal framework for investments that requires no previous authorization for foreign investment. Additionally, it establishes the necessary regulations to protect the economic stability of investors from arbitrary changes in legal terms or conditions applicable to their projects and reduces government interference in economic activities.

The Peruvian government guarantees legal stability to foreign investors with regard to the legislation governing income tax and distribution of dividends. Foreign investors with the right to obtain legal and tax stability are those willing to invest in Peru for a period of no less than two (2) years and for a minimum amount of US\$10 million in the Mining and/or Hydrocarbons sectors, or US\$5 million in any other economic activity, or those who acquire more than 50% of the shares in a company in the process of privatization.

Peru's laws, regulations and practices do not discriminate between domestic and foreign companies. Foreign investors receive equal treatment. There are no restrictions on repatriation of profits, international transfers of capital, or foreign exchange practices. The remittance of interest and royalties is also not restricted in any way. Foreign currency may be used to acquire goods or cover financial obligations, provided the operator complies with Peruvian tax laws.

Peru offers a legal framework that protects foreign investors' interests by offering an equal and non discriminatory treatment, unrestricted access to the majority of economic sectors and free capital transfer. Additionally, there is the right to free competition, private property is guaranteed (no expropriation or nationalizations), and there is freedom to acquire shares in Peruvian companies, freedom to access internal and external credit, freedom to transfer royalties and profits from their investment, among others. Foreign investors may remit abroad the net profits (without any restriction) from their registered investments, as well as transferring their shares, ownership interests, or participatory rights, perform capital reductions, and dissolve or wind-up their companies.

This policy is based on the conviction that private investment must be the driving force of growth and to this effect we require the concurrence of national and foreign capitals that will boost the development of the enormous opportunities that the country offers.

**Are there ways through which India can take advantage of Peru's regional trade agreements with different trading partners?**

Peru can be considered as a strategic hub in the Latin American region. In fact, Peru maintains a proactive attitude with respect to its participation in integration mechanisms that make it possible to access broader markets, to which the investor in our country can gain access by harnessing our natural resources and competitive advantages.

Peru has signed a number of Free Trade Agreements (FTA) covering approximately 95% of its exports. This enables Peruvian products to enter, subject to the rules of origin of each trade agreement, under preferential conditions to over 53 countries, including the United States, China, Canada, Japan, South Korea, Thailand, Singapore, and the member countries of the European Union, MERCOSUR, among others. Peru is part of the negotiations relating to the Trans-Pacific Partnership Agreement (TPP), and is also member of the Pacific Alliance, with Mexico, Colombia, and Chile, the world's eighth largest economy and seventh-largest exporter in the world.

For example, the total Peruvian exports to the United States, in the last 6 years of having a FTA between the two economies, has increased to more than 26% and in the case of Peruvian products with large value added components, has increased to 80%.

The figures between Peru and China in the last 4 years of having a FTA are similar. Total Peruvian exports to China have increased by 29% and the exports of value added products by 83%.

**How connected is the India's EXIM Bank with Peru's trade, in terms of line of credit etc... would you have any specific suggestions.**

Peru has not signed any Line of Credit (LOC) Agreement with the EXIM Bank of India.

We know that EXIM Bank has already placed 197 Lines of Credit (LnC), covering 74 countries including Latin America countries, among others, with credit commitments of over US\$ 10.58 billion. This demonstrates not only the strong compromise of the Indian Government to promote India's exports, but the Indian expertise and project execution capabilities in emerging markets.

There is a huge opportunity to explore the real potential of our bilateral relationship. I believe that there are many potential areas for investments and cooperation in Peru and in India in the near future, such as agricultural sector, especially in transition from traditional farming to commercial farming through application of technology; financial sector, including banking; information and communication technology (ICT) sector; manufacturing; energy; infrastructure; and SME sector.

**What are your expectations in terms of trade and investment between India and Peru with INDEE PERU in Lima in August 2015?**

I am very glad that EEPC India is organizing its next edition of Indian Engineering Exhibition (INDEE) in Lima, Peru in August 2015. The Indian engineering industry is recognized globally and entrepreneurs in Peru are looking forward to doing business with Indian companies and also the opportunity to join efforts towards enhancing the bilateral trade, especially in engineering products.

I am sure that INDEE Peru 2015 will be a great success.





## Greater synergy between the two countries expected after INDEE Peru



EEPC India (formerly known as Engineering Export Promotion Council) was set up in 1955 under the sponsorship of the Ministry of Commerce, Government of India to promote exports of engineering goods, projects and services from India. The body which started out as a small outfit with few members is now the largest trade and investment promotion council in India that caters to the engineering sector. Its membership stands at nearly 13,000 Indian firms and covers the entire spectrum of the engineering industry – from large corporate houses, small and medium enterprises and trading companies.

Recounting EEPC INDIA's historical progress of the last 60 years is a daunting task. A time span when India's engineering exports rose from US\$10 million in 1956-57 to US\$62.2 56.6 billion in 2013-14 and an export share that increased from 0.5% in India's total exports in 1956-57 to around 20% in 2013-14. Today, it can claim to be the largest trade and investment promotion council in the engineering sector with membership amongst the large corporate houses and the small and medium enterprises (SMEs). In fact, 60% of EEPC India's membership comes from the SME sector. Worldwide, SMEs are the most vibrant, the biggest innovator and the largest employer. All these hold true for the EEPC India members as well.

India engineering goods enjoy 30.5% weight in the industrial production index around 30% share of total investment, 37% share in value added, 63% share in foreign collaborations and most importantly 27% share in employment. India is also moving ahead in exporting engineering services as well and is providing technical know-how and consultancy services to many countries around the world.

As a trade promotion organization, EEPC India plays a pivotal role in the promotion of engineering trade from India through its various offices in India and abroad. EEPC India markets Indian engineering products worldwide. It uses direct marketing and structured promotional events to build awareness of Indian engineering products and the capabilities of the Indian companies.

It holds exclusive Indian Engineering Exhibitions or INDEEs to showcase India's rapid progress in the engineering sector and popularize the 'Made in India' brand across the world. So far EEPC India has organised INDEEs in Singapore, Indonesia, Thailand, Kenya, Nigeria, Sri Lanka, Egypt, Venezuela, UK, Australia, Ethiopia, Brazil, Kazakhstan, Indonesia, Mexico, South Africa, Russia, Malaysia, China, Morocco and Vietnam and Myanmar.

At the 31st INDEE to be held in Lima, Peru, the 62 member companies of EEPC INDIA will showcase their technical excellence and product diversity. We hope that it will prove extremely beneficial for foreging business ties between the two nations in the engineering sector.

A handwritten signature in black ink, appearing to read 'Bhaskar Sarkar'.

(Bhaskar Sarkar)  
Executive Director and Secretary, EEPC India





## On Our Event Partner

### Lima Chamber of Commerce

On April 20th, 2016, the Lima Chamber of Commerce commemorated its 128th anniversary. It was founded in 1888.

The LCC's guiding principles are the defence of the private sector initiatives, the free enterprise in a social market economy, the fiscal balance, the transparent management of public resources, the legal security, investment and savings, and their adherence to democracy and respect for human rights. They have always shown their constant concern for the economic and social development of the country.

The LCC has been a pioneer of the Arbitral Justice, the Corporation Tax Collector (SUNAT's antecedent), the Banking Act, and the establishment of the Deposit and Consignment Office that led to the founding of the National Bank and the Trade, Customs and Merchant Marine codes.

In addition, the LCC played a key role in the basis of the General Corporation Law, the Securities Act, the Criminal Code, the Tax Code, the National Registry for Protested Bills and a large number of laws designed to encourage production, domestic and foreign trade and to strengthen the country's tax system.

### The LCC's National Prominence

It is within this context that since its founding the Lima Chamber of Commerce has become very prominent on a national level. The LCC keeps defending the rights of the companies and their members and guiding them towards the proper performance of their duties and their contributions for the improvement of the economic and business regulations, in order to encourage a suitable public and private management.

On several occasions the LCC has advocated in the defense of business management and democracy when powerful interests attempted to infringe on the principles of private enterprise, free market and civil liberties.

With over 120 years of existence the LCC reaffirms the principle of maintaining the freedom to produce, sell and compete in order to ensure the sustainable economic growth.

In recognition of the LCC's excellent business performance, on its 105th anniversary in 1993 it was formally established through the Supreme Resolution RS 132-93-PCM that on April 20th of every year (LCC's foundation date) would be known as Trade Day.

### Vigorous, Modern and Contemporary

More than 128 years have passed and the Lima Chamber of Commerce preserving its guiding principles bequeathed by its founders, remaining vigorous, modern and contemporary. In a changing and increasing globalization, the LCC today not only has one of the most modern business complex in the country but also has aligned itself with cutting-edge technological platforms by adapting to the competitiveness and the internationalization trade requirements.



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## INTRODUCTION

### About INDEE

In order to create greater awareness of the Indian engineering sector and showcase India's engineering prowess, EEPIC India organizes its trademark exhibition – Indian Engineering Exhibition or INDEE. These exhibitions are primarily meant to project to the overseas buyers about transformation 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 actual target for participation in such exhibitions.

The main objective of an INDEE is to showcase the Indian engineering industry as a whole across all the categories in contrast to sector specific trade fairs. The intention is to hold such trademark exhibitions in countries where India's engineering exports as a percentage of the total imports of the host country is rather low and where showcasing the full engineering talent of India can help in boosting India's engineering image thereby promoting trade and investment in engineering goods and services.

The 31st edition of the exhibition was organized in Lima, Peru and prior to this, EEPIC India has organized 30 such exhibitions all over the world with very positive results. The INDEE timeline is given below:

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	Mandalay	Myanmar	56
2015	Lima	Peru	62

### INDEE in Lima, Peru

With an aim to strengthening the socio-economic and business ties with Peru, EEPC India organised its 31st edition of INDEE (Indian Engineering Exhibition) in

Lima, Peru from 5th to 7th August 2015 at Centro de Convenciones Jockey Plaza, Av J prado Este Nro 4200, Santiago de Surco, Lima with active support from Department of Commerce, Govt. of India; Embassy of India, Lima and Lima Chamber of Commerce where 62 Indian companies participated and showcased a wide range of engineering items including machinery and tools for agriculture, mining equipments, auto parts, electrical and electronic products, pumps, foundry products, diesel engines and generators, tractors, iron & steel products, pharmaceuticals machinery, transformers, pipes & tubes, valves and port handling machinery among others.

This was EEPC India's first ever venture in Peru as this country is emerging as one of most prospective business partners in the Latin American region.

### Why Peru ?

Since the late 1990s, both India and Peru have turned their focus to each others' regions.

Peru is a democratic republic. The Peruvian economy, which is the 7th largest in South America, has experienced a structural change in the past three decades. At present, the services sector is the main contributor to the



country's GDP, with nearly 60% coming from this sector. Telecommunications and financial services are the main branches of the services sector; together they account for nearly 40% of GDP. Industry, which represents around 35% of GDP, has undergone modernisation, which has translated into increased employment in the country's primary industrial areas.

In the past five years, Peruvian economy has built itself on solid fundamentals. A period of relatively stable inflation and the progressive appreciation of the national currency, the Sol, have helped the economy overcome periods of nominal volatility.

The combination of economic modernisation, natural resource abundance and continued improvements in economic governance and political stability that have been taking place, are helping Peru to emerge as one of the most stable economies in Latin America.

### Significant advantages of doing business in Peru

- Peru is one of the fastest growing Latin American economies. Consumption and private investment are the main driving forces of this growth.
- Peru's currency, the 'Nuevo Sol' (Sol), has been the least volatile of all Latin American currencies in the past few years and was the least affected by the downturn of the US Dollar.
- Despite a contraction few years back, imports by Peru continue to grow following a sustained trend.
- Peru's tariff regime is one of the most favourable among the leading economies of Latin America. For engineering products, the import duty ranges from 6 to 11% with standard deviation of only 1.44, indicating great uniformity across the tariff heads. In case of Brazil, for example, the tariff range for engineering imports is 2 to 35% with standard deviation of 4.94.
- The two countries – India and Peru are considering signing a Free Trade Agreement, and a joint study group has already been set up by the Ministry of Commerce & Industry, Government of India. The final outcome is expected shortly. The FTA, once signed, will provide a big boost to India's trade with Peru.

### Focus Products

- Metalworking – Machine tools & accessories including cutting tools

- Automotive Industry – Auto parts & accessories including trucks & trailers
- Casting & Forging
- Steel pipes & tubes
- Steel mill machinery
- Fabricated steel structure
- Steel flanges & fittings
- Electrical & energy and allied services
- Equipments
- Pumps, compressors & valves
- Fasteners
- Kitchenware of stainless steel
- Power tools & hand tools
- Machinery for the food processing
- Machinery for the agribusiness
- Mining machinery & components
- Textile machinery
- Plastic & packaging machinery
- Wood industry machinery
- Industrial machinery
- Builders' hardware







## INAUGURATION & VIP TOUR

INDEE Peru, was inaugurated on August 5, 2015 by Mr. Edgar Vasquez, Vice Minister for Foreign Trade, Mr Jorge von Wedemeyer, President of Lima Chamber of Commerce, Mr. Javier Paulinich former Ambassador of Peru to India, and Mr. Jose Betancourt Rivera, Peru's new Ambassador to India attended the event.

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 The exhibition was formally inaugurated with ribbon cutting by the dignitaries.



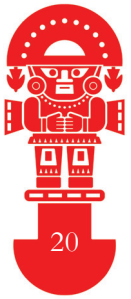


## VIP Tour

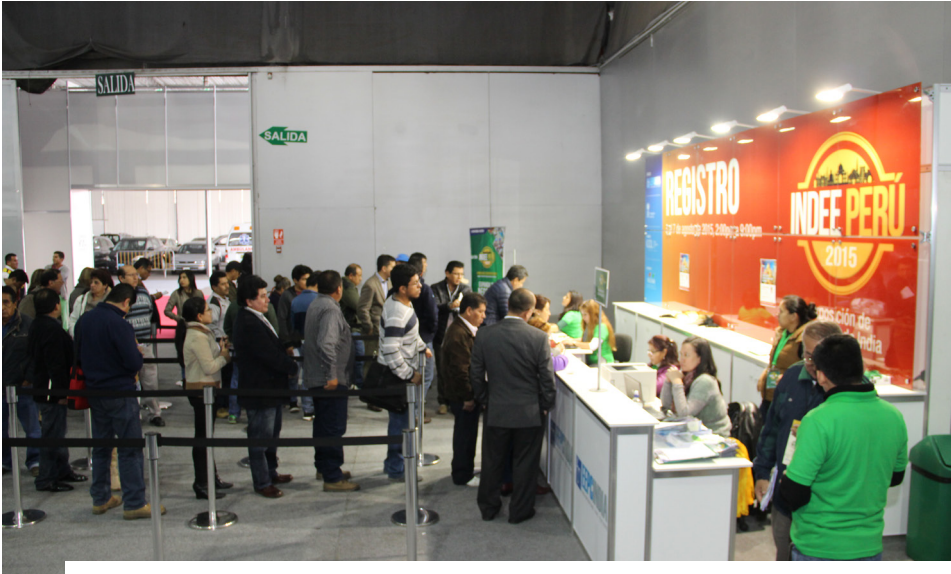
After the inauguration, the VIPs took a round of the exhibition and interacted with the participants.







## GLIMPSES OF THE EXHIBITION



### Closing Ceremony –

On the third day, the event was drawn to close with the closing ceremony marking the momentous and busy three day business negotiations. The awards for the best participations were distributed to the leading organizations in their respective categories.







## FEEDBACK ANALYSIS

01  
Number of contacts made:

Number of respondents: 53

According to the feedback submitted by the respondents, 98 old contacts were revived during the exhibition and 2761 new contacts were made. This suggests that more than 52 new contacts were made per exhibiting company.

02  
Impression about business done:

46 out of 53 reporting companies were satisfied and very satisfied about the business done in the exhibition.

4 companies suggested that the business could have been better, while 3 more were not satisfied at all with the business done.

03  
Value of orders booked:

5 companies reported value against orders booked. The total value were around USD 0.5 million.

04  
Enquiries generated:

According to the feedback submitted by the responding companies, 239 enquiries were generated. 21 exhibiting companies generated enquiries worth USD 9.03 million (the rest did not provide any value).

05  
Quality of business visitors:

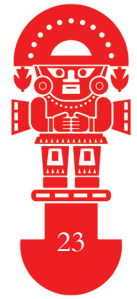
42 out of 53 respondents reported the quality of business visitors to be excellent or good. 9 found the same to be average, while only 2 of the respondents thought that the quality of the business visitors was poor.

06  
Organisation of the exhibition:

49 out of 53 respondents found that the exhibition was well organised (they termed it either as good or as excellent). Only 2 found the same to be average and 2 thought it was poor.

07  
Publicity of the exhibition:

42 out of 53 respondents found the publicity done as excellent or good. 6 found it to be average, while 5 thought it was not up to the mark.



1. EEPC India may consider taking part in a large exhibition which would ensure more publicity.
2. Dealers and distributors are to be reached out to in greater numbers.
3. The number of days should have been 4/5, instead of just 3.
4. EEPC India should consider organising such exhibition in greater numbers in the other LatAm markets with potential.
5. The stands need to look better and more attractive.
6. An online system for visitor registration should be in place.
7. There needs to tighter security arrangements to prevent loss of valuable belongings of the exhibitors.
8. Information about sending samples may be expedited in the following exhibitions.
9. List of local companies intending to visit the Indian stands may be circulated in advance.
10. Proper arrangements need to be made for vegetarian food.

This is the first time that such an exhibition with the participation of around 70 Indian companies has been held in Peru. 25% of the participating companies were SMEs. Many of the participating companies have ventured into the Peruvian market for the first time. Around 8 companies specializing in turnkey projects also showcased their expertise in cement, sugar and oil and gas industries.

In what turned out to be value for money local public relations firm was hired for publicity of the event. This paid rich dividends as the three day event received wide coverage in both the print and visual media with representatives of Lima Chamber of Commerce and Ambassador of India to Peru and Bolivia, giving live interviews on TV, Radio and social media during prime time. Some of the event's publicity material can be seen on the Mission's website and facebook page. This publicity led to tremendous amount of interest and till the final day of the event around 2500 persons visited the Fair Grounds. As per preliminary estimates, around 1130 business enquiries were generated and business deals of around USD 4.3 million negotiated. Some of the companies also received firm orders for supplies of various engineering products. There was admiration by the Peruvian business community of the quality of the Indian products on display which ranged from hand tools, bearings, auto components to small and medium types of machines and equipment. In fact, we could discern a preference amongst Peruvian companies for sourcing certain type of engineering goods from India such as electrical equipment, rather than from China, as there is assurance of quality.

In addition to the companies organized by EEPC, Indian Embassy was able to locally get Bajaj and Mahindra, two brands which are already in Peru and other Latin American countries, to also participate and display their products. This added great value to the Fair, as these were the biggest items on display.

The great deal of interest that exists in Peru vis-à-vis the likely Free Trade Agreement with India. Not a single interaction with the media passes without a reference to the FTA.

Embassy through a special message expressed thanks to the Ministry of Commerce and to EEPC India for this making this opening into Peru. Mr. Gurminder Singh, Joint Director, EEPC India put in tireless efforts. The tremendous response to the event proves the decision to be correct. In fact, EEPC India was lamenting that they should have brought along more companies as the response from the Peruvian companies exceeded expectations. Indian Mission also spoke individually to all exhibitors and each one of them was positive in the feedback. Every exhibitor was able to finalize one deal or the other.





## INDIA EVENING

India Evening, a networking event was also organized at one of the most prestigious locations in Central Lima. Mr. Edgar Vasquez, Vice Minister for Foreign Trade, Mr Jorge von Wedemeyer, President of Lima Chamber of Commerce, Mr. Javier Paulinich former Ambassador of Peru to India, and Mr. Jose Betancourt Rivera, Peru's new Ambassador to India attended the event. Vice Minister Vasquez spoke at the event and said that INDEE has generated considerable interest in the business community in Peru. He said Peru

is hopeful that it will become the future hub for India to carrying out business and investments in the region. He added that there is great deal of optimism in Peru in view of the ongoing discussions on a Free Trade Agreement between the two countries.

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







# 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 Peru. 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 Peru.



LO ESPERAMOS EN

LA FERIA **INDEE PERU 2015**

EXPOSICIÓN DE INGENIERÍA INDIA

**EXPANDA SUS NEGOCIOS Y CONOZCA A MÁS DE 80 EMPRESAS DE INGENIERÍA DE LA INDIA**

**5 AL 7 AGOSTO**  
2:00pm a 9:00pm

•Lugar: Centro de Convenciones Jockey Plaza•

EEPC India, la principal organización del comercio y promoción de inversiones en la India, con más de 12 mil empresas asociadas, trae a Perú la feria INDEE, una de las mayores exposiciones de ingeniería en el mundo.

Dirigido a: Empresas importadoras y distribuidoras, empresas dedicadas a la comercialización, empresas del sector automotriz, construcción, homecenter y público interesado.

**INDEE PERU 2015 contará con la presencia de más de 80 empresas expositoras de la India de los siguientes sectores de Ingeniería:**

- **Metallurgia:** piezas fundidas y fundición, perfiles y tubos de acero, moldes y perfiles de acero, estructuras de acero prefabricadas.
- **Maquinaria:** bombas, compresores y válvulas para la agroindustria y procesamiento de alimentos, para minería y componentes, para industria textil-confecciones, calderas industriales y generadores de vapor, para impresión, plantas industriales para gases y líquidos.
- **Industria Automotriz:** motores diesel y sus partes, autopartes y accesorios, incluyendo camiones y remolques.
- **Maestrías:** herramientas y accesorios para máquinas, incluyendo herramientas para corte, máquinas CNC.
- **Productos metálicos:** ferriale, cables y alambres, utensilios de cocina de acero inoxidable.

**En la INDEE encontrará:**

- Las mejores empresas de la India con las que podrá:
- Realizar negocios.
- Identificar proveedores y compradores.
- Conocer la oferta técnica de la India.
- Ayudar a resolver disputas comerciales y eliminar restricciones operativas.
- Conocer las políticas comerciales de la India.
- Encontrar contactos para identificar potenciales socios comerciales.

**INGRESO LIBRE**

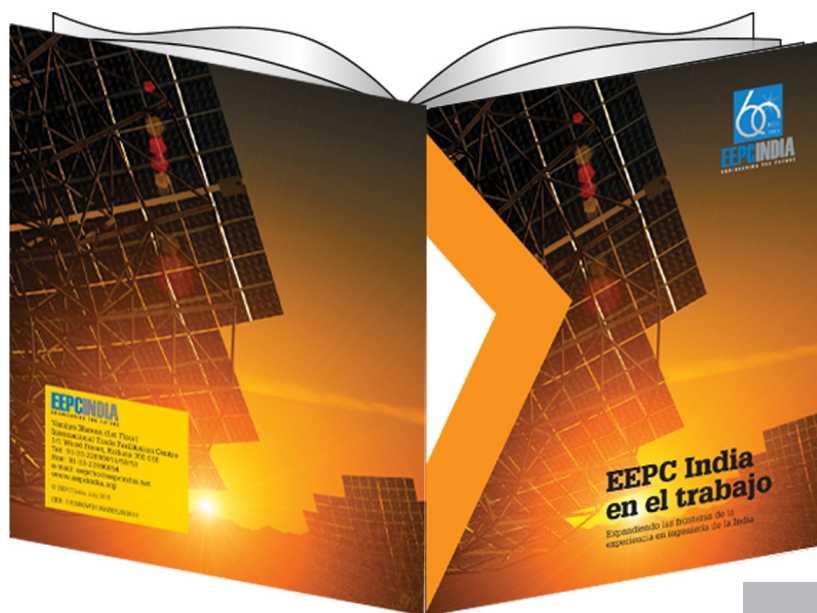
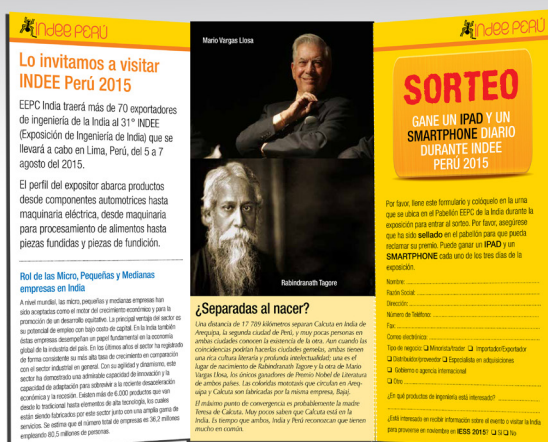
[Inscribase aquí](#)

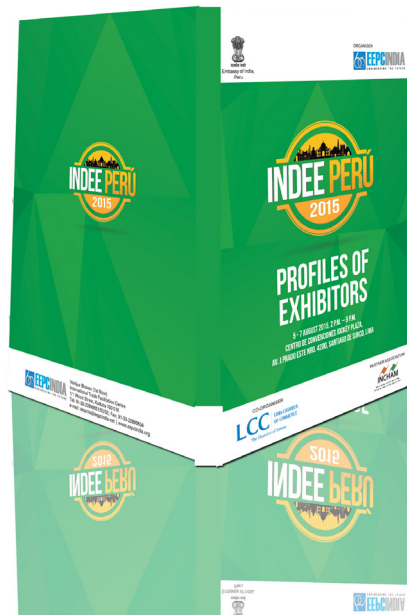
**Informes e Inscripciones:**  
Av. Giuseppe Garibaldi 396 - Jesús María  
Teléfonos: 219-1601 / 219-1770  
Email: misionee@camaralima.org.pe

**Organizan:**  
**EEPC INDIA**  
ASOCIACIÓN DE EMPRESAS DE INGENIERÍA DE LA INDIA

**CCL**  
COMITÉ DE COMERCIO EXTERIOR  
DE LA CÁMARA DE COMERCIO DE LIMA











INDIA
EEPCINDIA
indee

### Autopartes y componentes para el sector automotriz

- La industria de autopartes y componentes automotrices de la India se proyecta crecer cuatro veces más en el 2020, alrededor de 113 billones de dólares.
- La industria de autopartes y componentes de la India movió 4.4 billones de dólares durante el 2014-2015, obteniendo un crecimiento del 11.7% con respecto al periodo 2013-2014. Los equipos originales (OEM/TIERT) representan el 80% de sus exportaciones.
- La India es el quinto país más grande del mundo en la producción de vehículos.
- El mercado indio crecería entre el periodo 2009-2020 dos veces más que China, Norte América, Europa y Japón.(Ernst & Young).









INDIA  

### Subcontratos

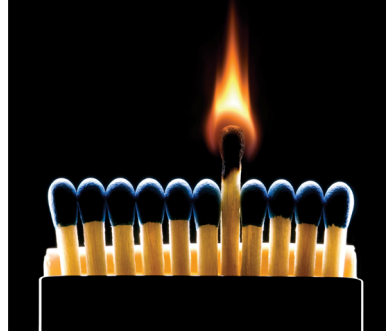
- La India posee una amplia diversidad de capacidades en la industria manufacturera es de clase mundial.
- De acuerdo al estudio realizado en el 2014 por Boston Consulting Group's Global sobre costos competitivos en la industria global manufacturera, la India se ubica en el segundo lugar.



INDIA  

### Líderes en el sector de ingeniería

- Los bienes y servicios de ingeniería en la India tienen una expectativa de crecimiento de 125.4 billones de dólares para el 2017 con respecto a los 57.6 billones de dólares generados en el 2012.
- La exportación de ingeniería proyecta ser de 70 billones de dólares para el FY15, mientras se registró un crecimiento anual de 10.4% con respecto al FY08-15.
- Los equipos de transporte contribuyeron a liderar el mercado de exportaciones de ingeniería con un 34% en FY14 seguido de maquinaria e instrumentos con el 27%.





INDIA  

### Industria Eléctrica

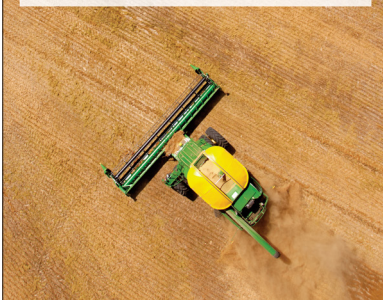
- El tamaño del mercado de equipos eléctricos de la India supera los 25 billones de dólares.
- Los equipos de generación, transmisión y distribución contribuyen al crecimiento de la industrial. Del total de sus exportaciones, el 1.5% le pertenece a la ésta industria.



INDIA  

### Maquinaria Agrícola

- El GDP de agricultura y sectores afines de la India representan 156.1 billones de dólares en FY14.
- De acuerdo a las estimaciones de The Central Statistical Organization, la agricultura y los sectores afines acentúan un crecimiento del 3.6% durante el FY14.
- Desde FY0714 el sector agrícola y servicios crecieron en 2.8% según CAGR.
- La industria de maquinaria agrícola de la India generó ingresos de 4,887.3 millones de dólares en el 2013, representando una tasa anual de 17% entre el 2009-2013. (CAGR)
- El volumen del mercado se incrementó en 15.1% entre el 2009-2013, ganando un total de 610.6 mil unidades en el 2013.
- Se prevé que el desempeño del mercado dentro de una desaceleración económica, tenga una tasa anual de 14.7% para 2013-2018, por lo que se espera impulsar el mercado a US \$ 9,718.4 m para el final del 2018.



INDIA  



## EEPC INDIA

- APERTURA DE MERCADOS
- CAMBIOS DE VISIÓN DE NEGOCIOS
- COLABORACIÓN DE NEGOCIOS
- EXPLORAR POSIBILIDADES
- ACCIONES DEL CONOCIMIENTO
- BÚSQUEDA DE OPORTUNIDADES
- EXPORTACIONES DE INGENIERÍA

INDIA  

## EEPC India

### Dirigiendo el crecimiento

- EEPC India fue creada en 1955 por el Gobierno de la India para promover el comercio internacional en el sector de la ingeniería.
- Es una organización certificada por la norma ISO 9001 : 2008.
- EEPC India opera a través de sus oficinas en toda la India y en el extranjero. Para saber más sobre EEPC India, por favor visite [www.eepcindia.org](http://www.eepcindia.org)





**CONOZCA A MÁS DE 70 EMPRESAS DE INGENIERÍA DE LA INDIA**  
5 AL 7 DE AGOSTO DE 2015





**EEPCINDIA**  
ENGINEERING THE FUTURE

Entidad de Promoción de la Industria

**CCL** CÁMARA DE COMERCIO  
La Cámara de los Gremios

**INCHAM** INSTITUTO NACIONAL DE INGENIERÍA  
Asesoría y Promoción de la Ingeniería



**NOCHE INDIA**

OFRECIDA CON MOTIVO DE LA FERIA INDEE PERU AL 7 DE AGOSTO, 2015, LIMA

EL SR. ANURAM SHAH  
PRESIDENTE DEL CONSEJO DE PROMOCIÓN DE EXPORTACIÓN DE INGENIERÍA DE LA INDIA  
Y  
EL SR. SANDEEP CHAKRAVORTY  
EMBAJADOR DE LA INDIA EN PERÚ  
TIENEN EL AGRADO DE INVITAR A USTED A LA  
**NOCHE INDIA**  
JUEVES 6 DE AGOSTO 2015, 8:00 P.M.  
CASA GARCÍA ALVARADO  
AV. LARCO 311 - MIRAFLORES  
LIMA, PERÚ



**NOCHE INDIA**

OFRECIDA CON MOTIVO DE LA FERIA INDEE PERU DEL 5 AL 7 DE AGOSTO, 2015, LIMA


EL SR. ANURAM SHAH  
PRESIDENTE DEL CONSEJO DE PROMOCIÓN DE EXPORTACIÓN DE INGENIERÍA DE LA INDIA  
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LIMA, PERÚ














**INVITACIÓN ESPECIAL**





**INVITACIÓN ESPECIAL**





# NOCHE INDIA

JUEVES 6 DE AGOSTO 2015, CASA GARCÍA ALVARADO, LIMA, PERÚ



CÁMARA DE COMERCIO LIMA  
La Cámara de los Gremios



INSTITUTO NACIONAL DE INGENIERÍA  
Asesoría y Promoción de la Ingeniería



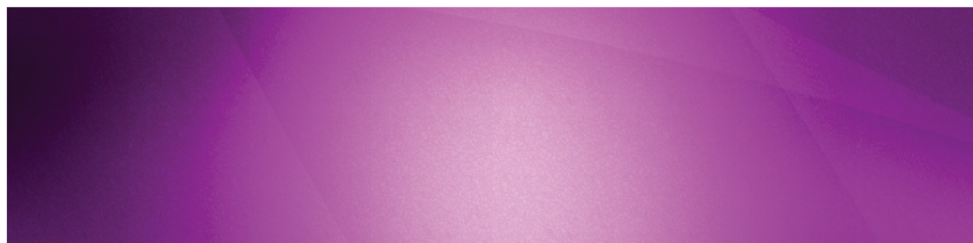
विपणन विभाग  
Ministry of Commerce & Industry  
Government of India



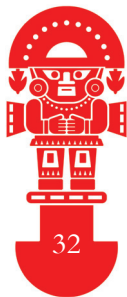
विपणन विभाग  
Embajada de India  
Perú



EEPCINDIA  
ENGINEERING THE FUTURE







## JULIO

- **Medio:** "Diario Correo"
- **Sección:** Economía
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India

## Correo



**PERIODO 2014**  
**Perú envió \$321 mls. a la India**

Las exportaciones a la India sumaron \$321 millones en 2014, de las cuales el 80% estuvo orientada al sector minero, señaló la Cámara de Comercio de Lima.

En ese sentido, el gremio destacó que el país tiene un gran potencial de desarrollo comercial con ese mercado asiático debido a que el año pasado las importaciones aumentaron 13%, respecto a 2013, al sumar \$837 millones. También indicó que en ese contexto se organizará la feria INDEE Perú 2015 para impulsar la exportación de productos de ingeniería a la India y abrir oportunidades comerciales a las empresas peruanas.

## JULIO

- **Medio:** "Diario Expreso"
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- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India

## EXPRESO

fundado en 1961

EXPORTACIONES. ASEGURA LA CCL

### Perú será el hub comercial de India en Latinoamérica



La feria "INDEE Perú 2015" reunirá a más de 80 empresas del sector manufacturero.

Con el objetivo de fortalecer e incentivar mayores oportunidades comerciales entre el empresariado peruano con la India, que se encuentra entre los top de los 15 países importadores globales, el Centro de Comercio Exterior (CCEX) de la Cámara de Comercio de Lima (CCL) y el Consejo para la Promoción de la Exportación de Productos de Ingeniería de la India (EEPC India) organizarán la feria INDEE Perú 2015 el 5 y 6 de agosto en el Centro de Convenciones Jockey Plaza.

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## JULIO

- **Medio:** "Diario Uno"
- **Sección:** Economía
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India

## DIARIO UNO



### DE LA INDIA EN LATINOAMÉRICA Perú será 'hub' comercial

Con el objetivo de fortalecer e incentivar mayores oportunidades comerciales entre el empresariado peruano con la India, que se encuentra entre los top de los 15 países importadores globales, el Centro de Comercio Exterior (CCEX) de la Cámara de Comercio de Lima (CCL) y el Consejo para la Promoción de la Exportación de Productos de Ingeniería de la India (EEPC India) organizarán la feria INDEE Perú 2015 el 5 y 6 de agosto en el Centro de Convenciones Jockey Plaza.

## JULIO

- **Medio:** "Diario La Nación"
- **Sección:** Economía
- **Fecha:** 21-07-15
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## LA NACION

### A mayo, según la CCL Envíos locales a India sumaron \$129 millones

Las exportaciones peruanas a la India totalizaron los US\$129 millones entre enero y mayo del presente año, mientras que las importaciones llegaron a los US\$487 millones, informó el Centro de Comercio Exterior (CCEX) de la Cámara de Comercio de Lima (CCL). En tanto, en el 2014 se generaron más de US\$521 millones en envíos locales a la India con un 50% de demanda del sector minero, mientras que las importaciones representaron un volumen de US\$837 millones, un 13% más que en el 2013.

Ante estos resultados, el gerente del CCEX de la CCL, Carlos García, tiene expectativas en que en los próximos cinco años la balanza comercial entre el Perú y la India se eleve.

«La India será un importante aliado estratégico para dinamizar nuestra economía dado el Perú se perfila como el 'hub' de la industria india para Latinoamérica», destacó.

Así, con el objetivo de fortalecer e incentivar mayores oportunidades comerciales entre ambos países, el CCEX de la CCL, junto al Consejo de para la Promoción de la Exportación de Productos de Ingeniería de la India (EEPC India) organizará la feria INDEE Perú 2015 del 5 al 7 de agosto en el Centro de Convenciones Jockey Plaza.

## JULIO

- **Medio:** Portal "El Comercio"
- **Sección:** Portafolio
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:** <http://elcomercio.pe/economia/peru/ccl-exportaciones-peruanas-india-sumaron-us129-millones-mayo-noticia-1827308>

## El Comercio

### CCL: envíos locales a la India sumaron US\$129 millones a mayo

En tanto, en el 2014 se generaron más de US\$521 millones en envíos locales a la India con un 50% de demanda del sector minero, mientras que las importaciones representaron un volumen de US\$837 millones, un 13% más que en el 2013.



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## JULIO

- **Medio:** Portal "Diario Gestión"
- **Sección:** Economía
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:** <http://gestion.pe/economia/ccl-peru-se-convierta-hub-comercial-india-latinoamerica-2137755>

## GESTIÓN

EL DIARIO DE ECONOMÍA Y NEGOCIOS

### CCL: Perú se convertirá en el hub comercial de la India en Latinoamérica

Stefano, 12 de julio del 2015

Al cierre del 2014, el Perú ha generado más de 200 millones de dólares en envíos a la India, más del 50% de ellos para el sector minero, dentro del rubro de exportación tradicional.



La feria "INDEE Perú 2015" reunirá a más de 80 empresas del sector manufacturero.

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- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<http://diariouno.pe/2015/07/21/peru-sera-hub-comercial/>



## JULIO

- **Medio:** "Diario Expreso"
- **Sección:** Economía
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India



## JULIO

- **Medio:** Portal "El Economista de América"
- **Sección:** Economía
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<http://www.eleconomistaamerica.pe/noticias/6885905/07/15/Peru-se-perfila-como-el-hub-de-la-industria-India-para-toda-latinoamerica.html#.KKu8qyEVLvr8MPe>



## JULIO

- **Medio:** Portal "RBC Televisión Satelital"
- **Sección:** Economía
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<http://www.rbcstelsat.com/noticias/5634/ccl-peru-se-convierta-en-el-hub-comercial-de-la-india-en-latinoamerica>



## JULIO

- **Medio:** Portal "JC Magazine"
- **Sección:** Economía
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<http://www.jcmagazine.com/peru-se-convierta-en-el-hub-comercial-de-la-india/>



## JULIO

- **Medio:** Portal "Entorno Inteligente"
- **Sección:** Economía
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<http://www.entornointeligente.com/articulo/6510891/PERU-CCL-Peru-se-convierta-en-el-Hub-comercial-de-la-India-en-Latinoamerica-21072015>





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## JULIO

- **Medio:** Facebook "Diario Gestión"
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **LINK:**  
<https://www.facebook.com/Gestionpe/posts/1075494452468799>



## JULIO

- **Medio:** Facebook "Diario Expreso"
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<http://www.expreso.com.pe/economia/peru-sera-el-hub-comercial-de-india-en-latinoamerica/>



## JULIO

- **Medio:** Twitter "Diario Gestión"
- **Fecha:** 21-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<https://twitter.com/Gestionpe/status/623531120831930369>



## JULIO

- **Medio:** Twitter "Diario Expreso"
- **Fecha:** 21.07.15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<https://twitter.com/ExpresoPeru/status/623595212246515712>



AGOS

AGOS

## JULIO

- **Medio:** Portal "Diario La República"
- **Sección:** Economía
- **Fecha:** 22-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<http://larepublica.pe/economia/17492-ccl-empresarios-de-peru-e-india-se-reuniran-en-feria-comercial>



## JULIO

- **Medio:** Facebook "Diario La República"
- **Fecha:** 22-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<https://www.facebook.com/larepublica.pe/posts/10153119942607017>



AGOS

AGOS





## JULIO

- **Medio:** Twitter "Diario La República"
- **Fecha:** 22-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<https://www.facebook.com/la Republica.pe/posts/10153119942607017>



AGOS

## JULIO

- **Medio:** "Radio Exitosa"
- **Programa:** "Nicolás Lúcar en Exitosa"
- **Fecha:** 23.07.15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India



AGOS

## JULIO

- **Medio:** Portal "Marco Trade News"
- **Sección:** Economía
- **Fecha:** 24-07-15
- **Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India
- **Link:**  
<http://marcotradenews.com/noticias/gestion-peru-se-convierta-en-el-hub-comercial-de-la-india-en-latinoamerica-39249>



AGOS

## JULIO

- **Medio:** "Radio Nacional"
- **Programa:** Hola Perú
- **Fecha:** 27-07-15
- **Tema:** INDEE PERÚ indica 5 pasos para exportar con la India



AGOS

## JULIO

- **Medio:** Diario "El Comercio"
- **Sección:** Portafolio (Portada)
- **Fecha:** 31-07-15
- **Tema:** Entrevista a Sandeep Chakravorty, Embajador de la India en el marco del "INDEE Perú 2015"

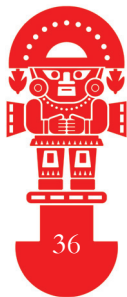


AGOS

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- **Medio:** Diario "El Comercio"
- **Sección:** Portafolio
- **Fecha:** 31-07-15
- **Tema:** Entrevista a Sandeep Chakravorty, Embajador de la India en el marco del "INDEE Perú 2015"





## AGOSTO

- Medio:** Diario "El Peruano"
- Sección:** Primera plana
- Fecha:** 03-08-15
- Tema:** Carlos García, gerente de comercio exterior de la Cámara de Comercio de Lima, precisa las oportunidades de negocio con la India en el marco de la feria "INDEE Perú 2015"



## AGOSTO

- Medio:** Diario "El Peruano"
- Sección:** Suplemento Economika
- Fecha:** 03-08-15
- Tema:** Carlos García, gerente de comercio exterior de la Cámara de Comercio de Lima, precisa las oportunidades de negocio con la India en el marco de la feria "INDEE Perú 2015"



## AGOSTO

- Medio:** Portal "Diario Gestión"
- Sección:** Economía
- Fecha:** 03.08.15
- Tema:** Carlos García, gerente de comercio exterior de la Cámara de Comercio de Lima, indica cómo establecer relaciones con la India en el marco del INDEE Perú 2015
- LINK:**  
<http://gestion.pe/economia/como-establecer-relaciones-comerciales-india-2138730>



## AGOSTO

- Medio:** Twitter "Diario Gestión"
- Fecha:** 03.08.15
- Tema:** Carlos García, gerente de comercio exterior de la Cámara de Comercio de Lima, indica cómo establecer relaciones con la India en el marco del INDEE Perú 2015
- LINK:**  
<https://twitter.com/Gestionpe/status/62819319580925956>



## AGOSTO

- Medio:** Portal "Diario Gestión"
- Sección:** Economía
- Fecha:** 03.08.15
- Tema:** Carlos García, gerente de comercio exterior de la Cámara de Comercio de Lima, indica cómo establecer relaciones con la India en el marco del INDEE Perú 2015
- LINK:**  
<http://gestion.pe/economia/como-establecer-relaciones-comerciales-india-2138730>



## AGOSTO

- Medio:** Diario "Perú 21"
- Sección:** Economía
- Fecha:** 04.08.15
- Tema:** INDEE Perú 2015 indica 5 pasos para importar y exportar con la India





## AGOSTO

- Medio:** Portal "Perú 21"
- Sección:** Economía
- Fecha:** 04.08.15
- Tema:** INDEE Perú 2015 indica 5 pasos para importar y exportar con la India
- Link:** <http://peru21.pe/mis-finanzas/sigue-estos-puntos-imprescindibles-importar-exportar-2224465>



## AGOSTO

- Medio:** Twitter "Perú 21"
- Fecha:** 04.08.15
- Tema:** INDEE Perú 2015 indica 5 pasos para importar y exportar con la India
- Link:** <https://twitter.com/Peru21pe/status/62859403023068929>



AGOS

## AGOSTO

- Medio:** Canal "RPP"
- Programa:** Ampliación de Noticias
- Fecha:** 05.08.15
- Tema:** Entrevista a Anupam Shah, presidente del EEPC y el embajador de la India, Sandeep Chakravarty en el marco de la feria "INDEE Perú 2015"



AGOS

## AGOSTO

- Medio:** Canal "ATV+"
- Programa:** Hora Clave
- Fecha:** 05.08.15
- Tema:** INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India



AGOS

## AGOSTO

- Medio:** Radio "RPP"
- Programa:** Ampliación de Noticias
- Fecha:** 05.08.15
- Tema:** Entrevista a Anupam Shah, presidente del EEPC y el embajador de la India, Sandeep Chakravarty en el marco de la feria "INDEE Perú 2015"



AGOS

## AGOSTO

- Medio:** Radio "Exitosa"
- Programa:** Avance Informativo
- Fecha:** 05.08.15
- Tema:** Inauguración de la Feria "INDEE Perú 2015"



AGOS



## AGOSTO

- Medio Diario "El Comercio"
- Sección: Portafolio
- Fecha: 05.08.15
- Tema: INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India

## El Comercio

### COMERCIO BILATERAL - La balanza comercial entre la India y el Perú superará los US\$600 millones hasta el 2020

Con ocasión de las conversaciones de un posible tratado de libre comercio entre la India y el Perú, el Centro de Comercio Exterior de la Cámara de Comercio de Lima y el Consejo para la Promoción de la Exportación de Productos de Ingeniería de la India organizarán, a partir de hoy al 7 de agosto, la Feria INDEE Perú 2015, que reunirá a más de 80 empresas del sector maquinarias.

Esta actividad empresarial marcará el inicio de las expectativas del mercado indio en el país para generar relaciones comerciales por más de US\$600 millones con empresas peruanas vinculadas con el sector de ingeniería al cierre del 2020. En la actualidad, el comercio de bienes de ingeniería entre ambos países tiene un valor de US\$370 millones.

AGOS

## AGOSTO

- Medio Diario "Publimetro"
- Sección: Economía
- Fecha: 05.08.15
- Tema: INDEE Perú 2015 indica 5 pasos para importar y exportar con la India

## publimetro

### ¿Qué se necesita para exportar a la India?

Según la CCL, sólo tenemos necesidad de cinco pasos para la exportación. Hoy se abre la Feria INDEE Perú 2015, que permitirá un mayor acercamiento a las empresas de ese país.



AGOS

## AGOSTO

- Medio Canal "TV Perú 7.3"
- Programa: 7.3 Noticias
- Fecha: 06.08.15
- Tema: Entrevista a Sandeep Chakravorty, Embajador de la India, en el marco de la Feria "INDEE Perú 2014".

## TV PERU 7.3



AGOS

## AGOSTO

- Medio: Revista "Semana Económica"
- Sección: Agenda Ejecutiva
- Fecha: 10-08-15
- Tema: Noche India en inauguración a la Feria "INDEE Perú 2015"

## SEMANA económica



## AGOSTO

- Medio: Revista "Caretas"
- Sección: Ellos y ellas
- Fecha: 13-08-15
- Tema: Noche India en inauguración a la Feria "INDEE Perú 2015"

## Caretas



## AGOSTO

- Medio: Revista "Semana Económica"
- Sección: Resaltador
- Fecha: 17-08-15
- Tema: INDEE Perú 2015, organizado por la CCL y EEPC, indica que Perú se convertirá en el HUB comercial de la India

## SEMANA económica



permisos individuales. Un acuerdo puede hacer más sencillos y rápidos los procesos", señala Carlos García, gerente del Centro de Comercio Exterior de la CCL.

La India importa café y cacao, básicamente, desde África y Brasil. "Brasil tiene una política comercial más dinámica mediante actividades promocionales con ese país", agrega García.

Se espera que la India crezca a una tasa promedio de 7.5% en los próximos cinco años, según FocusEconomico. Esto acelerará el crecimiento de la clase media y el consumo en ese país. "Si el Perú logra negociar un acceso favorable a ese mercado, especialmente en el sector alimentario, se podrá abrir un mercado importante para nuestro sector agroindustrial en el largo plazo", sostiene APOYO Consultoría. (ASG)



## INDIA – PERU RELATIONS

### Political Relations

Political Relations India established diplomatic relations with Peru in March 1963. India-Peru relations have traditionally been cordial and friendly. Since the 1990s, there has been an increasing economic and business content to the relationship. On the Peruvian side, an enhanced interest in the Asian region due to APEC membership, coupled with India's image as a technologically advanced democratic developing country, as well as increased bilateral trade in recent years, has enhanced India's importance. Peru is also a member of NAM and G-77. India and Peru cooperate closely on multilateral matters.

**Agreements:** Many bilateral agreements have been signed by the two sides over the years, covering a wide range of cooperation areas. Some of the more recent ones include a Defence Cooperation Agreement, Establishment of a Joint Commission, Educational Exchange Programme and an MoU on Cooperation in Geology and Mineral Resources. A number of other agreements such as Bilateral Investment Protection and Promotion Agreement, Customs Cooperation Agreement, Mutual Legal Assistance in Criminal Matters, Air Services Agreement, Agreement for the Exchange of Information and Assistance in Collection with respect of Taxes, Social Security and Cooperation in Health, are being negotiated. Both sides have finalized MoU on Cooperation

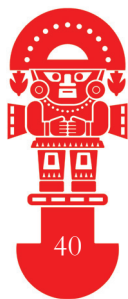
in Renewable Energy and is ready for signature. In the light of complementarities of bilateral trade between India and Peru, both sides have agreed on negotiations for a 2 Free Trade Agreement. The Joint Study Groups of both sides have already met and held further discussions to take the FTA process further.

**Assistance to Peru:** The India-Peru Centre for Excellence in Information Technology (IPCEIT) set up in Lima with the assistance of the Government of India commenced academic courses from March 2015. India offers to Peru regular training courses under its ITEC programme which is gaining popularity in Peru. During 2015-16, Peru has been allotted 30 ITEC slots which was then augmented to 50 in view of good utilization. Peruvian diplomats have also been attending the PCFD courses at the Foreign Service Institute. For the first time, Peru sent an officer (Naval) to attend the 53rd NDC Course in New Delhi in 2013.

India gave an amount of US\$ 500,000 to the Government of Peru as disaster relief assistance in the wake of a severe earthquake which took place on 15 August 2007.

### Commercial Relations

Trade between India and Peru is growing, with trade crossing the US\$1 billion mark for last four years. During 2014-15, the total trade was US\$ 1.41 billion.



## Indo-Peruvian Trade (US \$ Million)

	2012-13	2013-14	Growth	2014-15	Growth	2015-16 April - October 2016
India's Exports	637.927	620.569	-2.72%	819.858	32.11%	425.069
India's Imports	561.320	524.213	-6.61%	590.395	12.63%	374.456
Total Trade	1.19 billion	1.14 billion	-4.54%	1.41 billion	23.19%	799.525

Source: DGCI & S, Department of Commerce, Government of India

However, according to Peru Customs statistics, trade between India and Peru during the calendar year 2013 (January-December) was US\$ 1.271 billion - exports from India to Peru were US\$ 679.053 million and imports by India from Peru were valued at US\$ 592.653 million. During the same period in 2014, according to Peru Customs statistics, the total trade was US\$ 1.108 billion (exports from India to Peru valued at US \$ 787.956 million (a growth of 16.03%) while imports by India from Peru valued at US \$320.796 million (a decline of 45.87%). During the first eight months of 2015 (January to August), the total trade is valued at 893.277 million (with Indian exports valued at US\$ 627.757 million; imports by India from Peru at US \$265.52 million).

India's main exports to Peru are pipes for oil and gas industry, automobiles, motorcycles and three-wheelers, iron and steel products, polyester and cotton yarns, pharmaceuticals, etc. Main Indian imports from Peru are copper, gold, phosphates of calcium, zinc and lead minerals, fish flour, synthetic cables, fresh grapes etc.

**Investments:** Five Indian companies have currently invested in the mining sector in Peru. It is estimated that their present investment is to the tune of US\$ 30 million. This will continue to grow every year as the mines reach more advanced stages. Many more mining companies are in the process of scouting/finalizing the acquisition of mining assets. In addition, IFFCO has a major stake in a large phosphate mining operation in northern Peru. Similarly, Zuari Agro, partnering with Mitsubishi, has a 30% stake in a large rock phosphate reserve in the same area. Zuari's investment share in the development of this project will be about US\$ 36 million. Tata Consultancy Services have a sizeable operation in Lima and is increasing its presence

in Peru. Reliance has acquired an oil block. All the major Indian pharmaceutical companies have their representative offices or local subsidiaries here.

AJE Peru has opened a subsidiary in Maharashtra, AJE India Pvt. Ltd. manufacturing soft beverages. The operations started in December 2010. They have invested US\$ 15 million so far and plan to increase this in the future. A major Peruvian company, Resemen S.A.C., which specializes in mining machinery, has opened a subsidiary in New Delhi by the name of Reliant Drilling Ltd., following a major contract it has won from Hindustan Zinc Ltd.

## Cultural Relations

A Cultural Agreement was signed in 1987. ICCR sponsored the visit of renowned Odissi dancer Masako Ono to Peru in April 2012. The 50th anniversary of the establishment of diplomatic relations between India and Peru was celebrated on 25 March 2013. During the ceremony, a special postal stamp depicting Taj Mahal and Machu Picchu was issued. An Exhibition of Documents and Photographs covering 50 years of establishment of diplomatic relations was also opened on the occasion. On 21 June, a Conference on Scientific and Technological Developments in India was organized by the Commission of Science, Innovation and Technology of the Peruvian Congress as part of events marking the 50th anniversary of establishment of bilateral relations. A Mini Festival of India was inaugurated by Vice President on 26 October 2013. In the Festival, Nrityarupa dance was presented by Sangeet Natak Akademi and a Film Festival and a Literary Programme were organised by the Directorate of Film Festivals and the Sahitya Akademi respectively. A 5-member Rabab Instrumental



Group sponsored by ICCR participated in Lima in the 1st Highlands Music Festival in November 2014. The Mission organized six Yoga Camps in Lima to commemorate the First International Day of Yoga on 21 June 2015 in Peru. A 6-member Kuchipudi Dance Group led by Ms. T. Reddi Lakshmi sponsored by ICCR gave performances and held workshop-cum-lectures in Lima from 13 to 18 October 2015.

### **Indian Community**

The Indian community in Peru is quite small, numbering around 500, mainly engaged in business and trade. More Indian professionals are coming to Peru with the entry of more Indian companies. In addition, there are some Indian nationals with the Missionaries of Charity and other Christian organizations in Lima, Chimbote and Puno.





## PERU AT A GLANCE

### Introduction Background

Ancient Peru was the seat of several prominent Andean civilizations, most notably that of the Incas whose empire was captured by Spanish conquistadors in 1533. Peruvian independence was declared in 1821, and remaining Spanish forces were defeated in 1824. After a dozen years of military rule, Peru returned to democratic leadership in 1980, but experienced economic problems and the growth of a violent insurgency. President Alberto FUJIMORI's election in 1990 ushered in a decade that saw a dramatic turnaround in the economy and significant progress in curtailing guerrilla activity. Nevertheless, the president's increasing reliance

on authoritarian measures and an economic slump in the late 1990s generated mounting dissatisfaction with his regime, which led to his resignation in 2000. A caretaker government oversaw a new election in the spring of 2001, which installed Alejandro TOLEDO Manrique as the new head of government - Peru's first democratically elected president of indigenous ethnicity. The presidential election of 2006 saw the return of Alan GARCIA Perez who, after a disappointing presidential term from 1985 to 1990, oversaw a robust economic rebound. In June 2011, former army officer Ollanta HUMALA Tasso was elected president; he has carried on the sound, market-oriented economic policies of the three preceding administrations.

## Geography

### Location

Western South America, bordering the South Pacific Ocean, between Chile and Ecuador

Geographic coordinates:

10 00 S, 76 00 W

### Map references:

South America

Area:

total: 1,285,216 sq km

land: 1,279,996 sq km

water: 5,220 sq km

country comparison to the world: 20

### Area - comparative:

Almost twice the size of Texas; slightly smaller than Alaska

Land boundaries:

total: 7,062 km

border countries (5): Bolivia 1,212 km, Brazil 2,659 km, Chile 168 km, Colombia 1,494 km, Ecuador 1,529 km

### Coastline:

2,414 km

Maritime claims:

territorial sea: 200 nm



continental shelf: 200 nm

### Climate:

Varies from tropical in east to dry desert in west; temperate to frigid in Andes

### Terrain:

Western coastal plain (costa), high and rugged Andes in center (sierra), eastern lowland jungle of Amazon Basin (selva)

### Elevation:

Mean elevation: 1,555 m

elevation extremes: lowest point: Pacific Ocean 0 m

highest point: Nevado Huascaran 6,768 m

### Natural resources:

Copper, silver, gold, petroleum, timber, fish, iron ore, coal, phosphate, potash, hydropower, natural gas

### Land use:

Agricultural land: 18.8%

arable land 3.1%; permanent crops 1.1%; permanent pasture 14.6%

forest: 53%

other: 28.2% (2011 est.)

Irrigated land:







25,800 sq km (2012)

Total renewable water resources:

1,913 cu km (2011)

Freshwater withdrawal (domestic/industrial/agricultural):

total: 19.34 cu km/yr (8%/10%/82%)

per capita: 727.6 cu m/yr (2005)

#### **Natural hazards:**

Earthquakes, tsunamis, flooding, landslides, mild volcanic activity

volcanism: volcanic activity in the Andes Mountains; Ubinas (elev. 5,672 m), which last erupted in 2009, is the country's most active volcano; other historically active volcanoes include El Misti, Huaynaputina, Sabancaya, and Yucamane

Environment - current issues:

Deforestation (some the result of illegal logging); overgrazing of the slopes of the costa and sierra leading to soil erosion; desertification; air pollution in Lima; pollution of rivers and coastal waters from municipal and mining wastes

Environment - international agreements:

party to: Antarctic-Environmental Protocol, Antarctic-Marine Living Resources, Antarctic Treaty, Biodiversity, Climate Change, Climate Change-Kyoto Protocol, Desertification, Endangered Species, Hazardous Wastes, Marine Dumping, Ozone Layer Protection, Ship Pollution, Tropical Timber 83, Tropical Timber 94, Wetlands, Whaling

signed, but not ratified: none of the selected agreements

Geography - note:

shares control of Lago Titicaca, world's highest navigable lake, with Bolivia; a remote slope of Nevado Mismi, a

5,316 m peak, is the ultimate source of the Amazon River

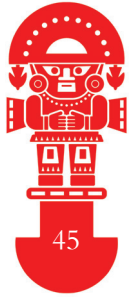
#### **Economy**

Peru's economy reflects its varied topography - an arid lowland coastal region, the central high sierra of the Andes, the dense forest of the Amazon, with tropical lands bordering Colombia and Brazil. A wide range of important mineral resources are found in the mountainous and coastal areas, and Peru's coastal waters provide excellent fishing grounds. Peru is the world's second largest producer of silver and third largest producer of copper.

The Peruvian economy grew by an average of 5.6% from 2009-13 with a stable exchange rate and low inflation, which in 2013 was just below the upper limit of the Central Bank target range of 1 to 3%. This growth was due partly to high international prices for Peru's metals and minerals exports, which account for almost 60% of the country's total exports. Growth slipped in 2014 and 2015, due to weaker world prices for these resources. Despite Peru's strong macroeconomic performance, dependence on minerals and metals exports and imported foodstuffs makes the economy vulnerable to fluctuations in world prices.

Peru's rapid expansion coupled with cash transfers and other programmes have helped to reduce the national poverty rate by 28 percentage points since 2002, but inequality persists and continues to pose a challenge for the Ollanta HUMALA administration, which has championed a policy of social inclusion and a more equitable distribution of income. Poor infrastructure hinders the spread of growth to Peru's non-coastal areas. The HUMALA administration passed several economic





stimulus packages in 2014 to bolster growth, including reforms to environmental regulations in order to spur investment in Peru's lucrative mining sector, a move that was opposed by some environmental groups. However, in 2015, mining investment fell as global commodity prices remained low and social conflicts plagued the sector.

Peru's free trade policy has continued under the HUMALA administration; since 2006, Peru has signed trade deals with the US, Canada, Singapore, China, Korea, Mexico, Japan, the EU, the European Free Trade Association, Chile, Thailand, Costa Rica, Panama, Venezuela, concluded negotiations with Guatemala and the Trans-Pacific Partnership, and begun trade talks with Honduras, El Salvador, India, Indonesia, and Turkey. Peru also has signed a trade pact with Chile, Colombia, and Mexico, called the Pacific Alliance, that seeks integration of services, capital, investment and movement of people. Since the US-Peru Trade Promotion Agreement entered into force in February 2009, total trade between Peru and the United States has doubled.

GDP (purchasing power parity):

\$385.4 billion (2015 est.)

\$376.3 billion (2014 est.)

\$367.7 billion (2013 est.)

note: data are in 2015 US dollars

country comparison to the world: 48

GDP (official exchange rate):

\$179.9 billion (2015 est.)

GDP - real growth rate:

2.4% (2015 est.)

2.4% (2014 est.)

5.8% (2013 est.)

country comparison to the world: 127

GDP - per capita (PPP):

\$12,300 (2015 est.)

\$12,000 (2014 est.)

\$11,700 (2013 est.)

note: data are in 2015 US dollars

country comparison to the world: 124

Gross national saving:

21.6% of GDP (2015 est.)

22.2% of GDP (2014 est.)

23.6% of GDP (2013 est.)

country comparison to the world: 71

GDP - composition, by end use:

household consumption: 63.2%

government consumption: 12.7%

investment in fixed capital: 23.8%

investment in inventories: 1.1%

exports of goods and services: 22.4%

imports of goods and services: -23.2%

(2015 est.)

GDP - composition, by sector of origin:

agriculture: 7%

industry: 34.5%

services: 58.5% (2015 est.)

#### **Agriculture - products:**

Artichokes, asparagus, avocados, blueberries, coffee, cocoa, cotton, sugarcane, rice, potatoes, corn, plantains, grapes, oranges, pineapples, guavas, bananas, apples, lemons, pears, coca, tomatoes, mangoes, barley, medicinal plants, quinoa, palm oil, marigold, onion, wheat, dry beans; poultry, beef, pork, dairy products; guinea pigs; fish

#### **Industries:**

Mining and refining of minerals; steel, metal fabrication; petroleum extraction and refining, natural gas and natural gas liquefaction; fishing and fish processing, cement, glass, textiles, clothing, food processing, beer, soft drinks, rubber, machinery, electrical machinery, chemicals, furniture.

Industrial production growth rate:-0.3% (2015 est.)

country comparison to the world: 165

Labour force:

16.8 million

note: individuals older than 14 years of age (2015 est.)

country comparison to the world: 38

Labour force - by occupation:

agriculture: 25.8%

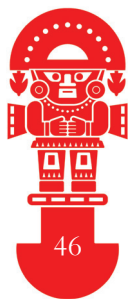
industry: 17.4%

services: 56.8% (2011)

Unemployment rate:

6.1% (2015 est.)

5.5% (2014 est.)



note: data are for metropolitan Lima; widespread underemployment

country comparison to the world: 70

Population below poverty line:

25.8% (2012 est.)

Household income or consumption by percentage share:

lowest 10%: 1.4%

highest 10%: 36.1% (2010 est.)

Distribution of family income - Gini index:

45.3 (2012)

51 (2005)

country comparison to the world: 42

Budget:

revenues: \$62.34 billion

expenditures: \$63.34 billion (2015 est.)

Taxes and other revenues:

34.6% of GDP (2015 est.)

country comparison to the world: 64

Budget surplus (+) or deficit (-):

-0.6% of GDP (2015 est.)

country comparison to the world: 48

Public debt:

19.8% of GDP (2015 est.)

20.1% of GDP (2014 est.)

note: data cover general government debt, and includes debt instruments issued by government entities other than the treasury; the data exclude treasury debt held by foreign entities; the data include debt issued by subnational entities



country comparison to the world: 153

Fiscal year:

calendar year

Inflation rate (consumer prices):

3.6% (2015 est.)

3.2% (2014 est.)

note: data are for metropolitan Lima, annual average

country comparison to the world: 144

Central bank discount rate:

5.05% (31 December 2012)

5.05% (31 December 2011)

country comparison to the world: 74

Commercial bank prime lending rate:

15.9% (31 December 2015 est.)

15.74% (31 December 2014 est.)

note: domestic currency lending rate, 90 day maturity

country comparison to the world: 32

Stock of narrow money:

\$32.08 billion (31 December 2015 est.)

\$32.81 billion (31 December 2014 est.)

country comparison to the world: 60

Stock of broad money:

\$91.26 billion (31 December 2014 est.)

\$84.1 billion (31 December 2013 est.)

country comparison to the world: 57

Stock of domestic credit:

\$48.2 billion (31 December 2015 est.)

\$48.24 billion (31 December 2014 est.)

country comparison to the world: 63

Market value of publicly traded shares:

\$153.4 billion (31 December 2012)

\$121.6 billion (31 December 2011)

\$160.9 billion (31 December 2010)

country comparison to the world: 39

Current account balance:

-\$6.687 billion (2015 est.)

-\$8.03 billion (2014 est.)

country comparison to the world: 175

Exports:

\$36.35 billion (2015 est.)



\$39.53 billion (2014 est.)

country comparison to the world: 59

Exports - commodities:

Copper, gold, lead, zinc, tin, iron ore, molybdenum, silver; crude petroleum and petroleum products, natural gas; coffee, asparagus and other vegetables, fruit, apparel and textiles, fishmeal, fish, chemicals, fabricated metal products and machinery, alloys.

Exports - partners:

China 18.3%, US 16.1%, Switzerland 6.9%, Canada 6.6%, Brazil 4.2%, Japan 4.1% (2014)

Imports:

\$38.97 billion (2015 est.)

\$40.81 billion (2014 est.)

country comparison to the world: 55

Imports - commodities:

Petroleum and petroleum products, chemicals, plastics, machinery, vehicles, TV sets, power shovels, front-end loaders, telephones and telecommunication equipment, iron and steel, wheat, corn, soybean products, paper, cotton, vaccines and medicines.

Imports - partners:

China 21%, US 21%, Brazil 4.7%, Mexico 4.6%, Ecuador 4.2% (2014)

Reserves of foreign exchange and gold:

\$58.99 billion (31 December 2015 est.)

\$62.51 billion (31 December 2014 est.)

country comparison to the world: 36

Debt - external:

\$61.27 billion (31 December 2014 est.)

\$56.51 billion (31 December 2013 est.)

country comparison to the world: 60

Stock of direct foreign investment - at home:

\$87.13 billion (31 December 2015 est.)

\$79.65 billion (31 December 2014 est.)

country comparison to the world: 49

Stock of direct foreign investment - abroad:

\$3.037 billion (31 December 2015 est.)

\$3.561 billion (31 December 2014 est.)

country comparison to the world: 75

Exchange rates:

nuevo sol (PEN) per US dollar -

3.186 (2015 est.)

2.8383 (2014 est.)

2.8383 (2013 est.)

2.64 (2012 est.)

2.7541 (2011 est.)

Sources :

CIA Factbook





## LIST OF EXHIBITORS

### 1. AADHIRA CNC PRODUCT PVT LTD

128-B, Vice Chairman Thottam,  
Amman Nagar West, Saravanampatti,  
Coimbatore - 641035, Tamil Nadu, India

Tel : 0091-422 236 77 10 / 50 / 770

E-mail: rajesh@aadhira.com, gm@aadhira.com, sales@aadhira.com

Website: www.aadhira.com

Name of the Chief Executive : Dr. Rajeshchinnasami

Range of Products : Aerospace Industry, Textile Industry, Oil &  
Gas Industry, Valve Industry, Earthmoving Sector

Countries of Export : Canada, USA, Germany, China, UAE

Quality Certification: ISO 9001:2008 About the

### 2. AAREN EXPORTS

B-17, Focal Point Extension

Jalandhar - 144004, Punjab, India

Tel : 0091-181-5011450

Fax: 0091-181-5071555

E-mail: pa.md@horizon-tools.com, vineetmehra63@gmail.com

Website: www.horizon-tools.com

Name of the Chief Executive : Mr Deepak Aggarwal, Managing Director

Represented By : Mr Vineet Mehra, Export Manager

Range of Products: Hand Tools, Garden Tools, Scaffolding

Countries of Export : EU, USA, Gulf countries, Africa

Quality Certification: ISO 9000:2008, SA 8000, FSC

### 3. AMTECH ELECTRONICS INDIA LTD

E-6, GIDC, Electronics Zone  
Gandhinagar - 382028, Gujarat, India

Tel: 0091-79-2328901

Fax: 0091-79-23289111

E-mail: info@amtechelectronics.com

Website : www.amtechelectronics.com

Name of the Chief Executive: Mr Piyush I Patel, Director Exports

Represented By: Mr Piyush I Patel, Director Exports

Range of Products : VFD, Soft, Starter, AHF

Countries of Export: USA, Indonesia, Thailand, UK

Quality Certification: ISO, CE, UL

### 4. ANACON PROCESS CONTROL PVT LTD

403/404, Gem Star Commercial Complex

Kanch Pada, Ram Chandra Extn. Lane

Malad (W), Mumbai- 400064, Maharashtra, India

Tel : 0091-22 - 40644333

Fax: 0091-22 - 40644334

E-mail : anacon@vsnl.com

Website: www.anaconprocess.com

Name of the Chief Executive: Mr Ajay Sharma, Director

Represented By: Mr Ajay Sharma, Director

Range of Products: Flame detection, Flammable gas detection,  
Toxic gas detection, Portable gas detectors, Smoke detection

### 5. ANSHUMAN TECH

Plot No. 13, Sthairya Society,

Near Navsahyadri Chowk, Behind Tol Hospital,

Karvenagar, Pune, Maharashtra, India

Tel : 0091-20-2546 0892

Fax: 0091-20-2546 3052

E-mail: anshumantech@yahoo.in; anshumanelectronics@vsnl.net;  
anshumanelectronics@vsnl.com

Name of the Chief Executive: Mr. Rajeev Patil, Managing Director

Represented By: Mr. Rajeev Patil, Managing Director

Range of Products: Technical Education Laboratory Training  
Systems & Test and Measurement Instruments

Countries of Export : Saudi Arabia, Dubai, Oman, Egypt, Iraq,  
Ethiopia, Sudan, Myanmar, Nigeria, Nepal, Kenya, Bhutan,  
Pakistan, Bangladesh, Singapore, Malaysia, Iran, USA, Vietnam,  
Jordan, Sri Lanka, Bolivia, Greece, Dominic Republic

Quality Certification: ISO 9001:2008

### 6. AREMPEE COMPRESSORS PVT LTD

549/1A & 1B

Thadagam Road, Somaiyampalayam (PO) Kanuvai

Coimbatore - 641108, Tamil Nadu, India

Tel : 0422-2405491 / 92 / 95

E-mail: rjoshi@rpmcompressor.com

Website: www.arempee.com

Name of the Chief Executive: Mr Adithya Ramesh, Managing  
Director

Represented By: Mr RAhul Joshi, Head -Sales & Marketing

Range of Products: Air Compressors for Industrial & Agricultura  
Automobile application, Garage Equipments

Countries of Export: UAE, Qatar & Sri Lanka

Quality Certification: ISO 9001:2008 NABCB & MO11



## 7. ASHOKA INTERNATIONAL

F-66, Phase VII, Focal Point

Ludhiana - 140101, Punjab, India

Tel : 0091-98555 29713

E-mail : ashokainternational88@gmail.com

Website : www.ashokainternational.com

Name of the Chief Executive: Mr Nikhil Gupta, Managing Director

Represented By: Mr Nikhil Gupta, Managing Director

Range of Products: Gate Fittings, Gate Grills, Parts, Trading Hardware

Countries of Export : Middle East & Eastern Europe

## 8. BAJAJ BEARINGS PVT LTD

B/01, Mercury, Jupiter Mercury CHS Ltd., Poonam Sagar Complex, Sector No. 9, Near Su-Swagat Hotel, Mira Road (East) Thane - 401107, Maharashtra, India

Tel : 0091-22-28125621

Fax: 0091-22-28132262

E-mail : info@bajajbearings.com; sales@bajajbearings.com; bajajbearings@gmail.com

Website : www.bajajbearings.com; www.bajajbearings.org; www.hubwheelbearing.com

Name of the Chief Executive: Mr. Shailesh T. Lall, Managing Director

Represented By: Mr. Shailesh T. Lall, Managing Director  
Mrs. Anita S. Lall, Director

Range of Products: Automotive Bearings for Truck and Trailer, Bus etc.

Countries of Export : USA, UK, Argentina, Brazil, Ecuador, Canada, Cyprus, Chile, Colombia, Dubai, Egypt, Italy, Iraq, Kenya, Mexico, Madagascar, Nigeria, Poland, Peru, Russia, Saudi Arabia, Turkey, Tanzania, Uganda etc.

Quality Certification: ISO 9001-2008

## 9. BALAJI DIAMOND TOOLS

112, Trichy Road

Coimbatore - 641045, Tamilnadu, India

Tel : 0422-2311422/4395244

E-mail: balajibdt@gmail.com

Website: www.balajidiamondtools.com

Name of the Chief Executive: Mr B.Vinod Kumar, Chief Operations Officer

Represented By :Mr B.Vinod Kumar, Chief Operations Officer  
Mr B.Praveen kumar, Chief Executive Officer

Range of Products: Diamond Dressers, Diamondicon Wheels, Diamondicon Electrocoated Products

Countries of Export: Colombia, USA, Canada, Dubai, Sri Lanka

## 10. BIAX METAL

A-55, New Empire Industrial Estate,

Kondivita Road, Andheri (East)

Mumbai - 400059, Maharashtra, India

Tel: 0091-22 42868000

Fax: 0091-22-42868080

E-mail : biax@biax.com; info@biax.com

Website: www.biaxgroup.com

Name of the Chief Executive : Mr Malay K. Shah, Partner

Represented By: Mr Malay K. Shah, Partner  
Mr Sanjay S. Bengali, Partner

Range of Products: Copper Lugs, Earth Rods, Brass Glands, Terminal Block, Brass Plate, Aluminium Lugs, Etc.

Countries of Export : UK, Italy, Uae, Kuwait, Saudi Arabia, Cyprus, Singapore, Malta, Spain, Brunei, etc

Quality Certification: ISO, CE

## 11. CHOLA TURBO MACHINERY INTERNATIONAL PVT LTD

45/7, Trade centre, Next to Manipal Centre

Dickenson Road

Bangalore - 560042, Karnataka, India

Tel : 0091-80-25585257

Fax: 0091-80-25585259

E-mail: marketing@cholaturbo.com

Website: www.cholaturbo.com

Name of the Chief Executive: Mr Vinay Annappa, DGM-Marketing

Represented By: Mr Vinay Annappa, DGM-Marketing

Range of Products: Steam Turbines, its auxiliaries and fluid lubrication System

Countries of Export : USA, Mexico, Argentina, Peru, Jamaica, Trinidad & Tobago, Italy, UAE, Oman, Iraq, South Korea, Fiji, Vietnam, Kenya, Myanmar

Quality Certification: CEMark, ISO 9001, ISO 14001 & OHSAS 18001

## 12. CORONA STEEL INDUSTRY PVT. LTD

P-34, India Exchange Place

Kolkata - 700001, West Bengal, India

Tel : 0091-33-40052700, Fax: 0091-33-40052800

E-mail: corona@coronaind.com

Website: www.coronaind.com

Name of the Chief Executive : Mr. Arun Kumar Garodia, Managing Director

Represented By: Mr. Aditya Garodia, Director

Range of Products: Vineyard, Scaffolding, Fabricated Steel Structure

Quality Certification: ISO 9001 : 2008, ISO 14001 : 2004 & OHSAS 18001 : 2007





### 13. CROSSWORD AGRO INDUSTRIES

Plot No-370/371

Aji Industrial Area, GIDC-II

Rajkot - 360003, Gujarat, India

Tel : 0091-281-2389284

E-mail: [jjimish@atmakautoparts.com](mailto:jjimish@atmakautoparts.com)

Website: [www.atmakautoparts.com](http://www.atmakautoparts.com)

Name of the Chief Executive: Mr Jimish Shah, Manager Exports

Represented By: Mr Jimish Shah, Manager Exports

Range of Products: Agricultural Machinery & Automotive parts

Countries of Export: Nigeria, Colombia, Ghana, Guatemala

Quality Certification: ISO 9001:2008

### 14. DANISH PVT LTD

F-679, Sitapura Industrial Area

Jaipur - 302022, Rajasthan, India

Tel: 0091-141-5164522

Fax: 0091-141-5164501

E-mail: [info@danish.co.in](mailto:info@danish.co.in)

Website: [www.danish.co.in](http://www.danish.co.in)

Name of the Chief Executive: Mr Dinesh Talwar, Managing Director

Represented By: Mr Shivam Talwar, Director

Range of Products: Transformers, Cables, Copper Products

Countries of Export: Ethiopia, Uganda, UAE, Syria, UK, Kenya, Tanzania, Bahrain, Afghanistan, Senegal, Nigeria, Guinea, South Africa, Bangladesh and Middle East countries

Quality Certification: ISO 9001:2008

### 15. EASTMAN IMPEX

Industrial Area C, Sua Road

Dhandari Kalan, Ludhiana - 141010, Punjab, India

Tel: 0091-161-3044000

Fax: 0091-161-2511600

E-mail: [ankitsharma@eastmanimpex.com](mailto:ankitsharma@eastmanimpex.com)

Website: <http://toolseastman.com>

Name of the Chief Executive: Mr Jagdeep Singh, Managing Director

Represented By: Mr Ankit Sharma, Manager

Range of Products: Hand Tools

Countries of Export: EU, Asia, South & Latin America, Middle & Far East, USA

Quality Certification: ISO 9001:2008

### 16. EMPIRE ALLOYS PRIVATE LIMITED

Plot No. 3101

Road No. 6, Phase - III, Dared

Jamnagar - 361004, Gujarat, India

Tel: 0091-288-2731181 / 82

Fax: 0091-288-2731183

E-mail: [ravi@empirealloys.com](mailto:ravi@empirealloys.com)

Website: [www.empirealloys.com](http://www.empirealloys.com)

Name of the Chief Executive: Mr. Ravi Mahendrabhai Vasoya, Managing Director

Represented By: Mr. Ravi Mahendrabhai Vasoya, Managing Director

Mr Ramani Vinay Mukeshbhai, Marketing Executive

Range of Products: Brass Electrical Wiring Accessories. Brass Electrical Cable Accessories. Earthing and Lightning Fittings

Countries of Export: Costa Rica, Peru, Malaysia, Greece, USA, UK, Australia, Spain, Gulf countries, African Countries

Quality Certification: ISO 9001:2008

### 17. ESWARI ELECTRICALS PVT LTD

64, Industrial Estate, Perungudi

Chennai - 600096, Tamil Nadu, India

Tel: 0091-44-24961693/42152122/23

Fax: 0091-44-24960886

E-mail: [manick@eswari.in](mailto:manick@eswari.in); [hepziba@eswari.in](mailto:hepziba@eswari.in)

Website: [www.eswari.in](http://www.eswari.in)

Name of the Chief Executive: Mr Anand, Managing Director

Represented By: Mr Ganesan Anand Kumar, Managing Director

Range of Products: Electrical Utilities & Industrial Customer

Countries of Export: Malaysia, Sri Lanka, UK, Bangladesh, Myanmar, Ethiopia

Quality Certification: ISO/IEC 17025:2005

### 18. FM EXIM

306, DLH Plaza, Beeta CHS, S V road, Andheri (W)

Mumbai - 400058, Maharashtra, India

Tel: 0091-22-26284399 E-mail: [fmexim.logistics@hotmail.com](mailto:fmexim.logistics@hotmail.com)

Website: [www.fmexim.com](http://www.fmexim.com)

Name of the Chief Executive: Mr Hiten R Mehta, C.E.O

Represented By: Mr Hiten R Mehta, C.E.O

Range of Products: Electrical Cables, P P Woven Bags, Bicycle Parts.

Countries of Export: CIS & African Region - Asia, Mozambique, Madagascar, Zimbabwe, D R Congo, Angola, Malawi, Sudan, Uganda, Russia, UAE.

Quality Certification: ISO 9001 : 2008 & ISO 14001 : 2004



### **19. GEARS & GEAR DRIVES (INDIA) PVT LTD**

No 14, Second Main, 2nd Cross

Sai Layout, Bhattra Halli, Virgo Nagar Post

Bangalore - 560049, Karnataka, India

Tel: 0091-80-88931950

E-mail: [info@gearsandgeardrives.com](mailto:info@gearsandgeardrives.com)

Website: [www.gearsandgeardrives.com](http://www.gearsandgeardrives.com)

Name of the Chief Executive: Mr Seshagiri Ramachandra,  
Managing Director

Represented By: Mr Seshagiri Ramachandra, Managing Director

Range of Products: Jack Actuator, Classic Worm Gear Screwjacks, Linear Actuator, Electric Cylinder ELC, Bevel Gear Drives

Countries of Export: USA, Europe, Middle East, Asia-Pacific, UAE & South Africa

Quality Certification: ISO 9001:2008

### **20. GOELA ENGINEERS (OVERSEAS)**

3B Goela Lane, Under Hill Road

Civil Lines

New Delhi - 110054, India

Tel: 0091-11-23968832

Fax: 0091-11-23968836

E-mail: [goela.engineers@gmail.com](mailto:goela.engineers@gmail.com)

Website: <http://www.gsctractorspares.com/>

Name of the Chief Executive: Mr Vishal Goela, CEO

Represented By: Mr Vishal Goela, CEO

Range of Products: Tractor parts, Gears, Shafts, Automobile Machinery

Countries of Export: Poland, Sri Lanka

### **21. GOVERNMENT OF KARNATAKA**

3rd Floor, 'A' Block, BMTC Complex, Shanti Nagar

Bangalore - 27, India

Tel: 0091-80-22210633/44, 22534444

Fax: 0091-80-22210655

E-mail: [md@vtpckarnataka.gov.in](mailto:md@vtpckarnataka.gov.in)

Website: [www.vtpckarnataka.gov.in](http://www.vtpckarnataka.gov.in)

Name of the Chief Executive: Mr K. S. Shiva Swamy, Asst. Director

Represented By: Mr C. S. Babunagesh, Asst. Director

Range of Products: Strength of Investment & Trade opportunity of the state

### **22. GRIPWELL TOOLS INDUSTRIES**

C-104, Focal Point Extension

Jalandhar - 144012, Punjab, India

Tel: 0091-181-2600511

Fax: 0091-181-2602569

E-mail: [office@gripwell.co.in](mailto:office@gripwell.co.in)

Website: [www.gripwell.co.in](http://www.gripwell.co.in)

Name of the Chief Executive: Mr Dasmeet Singh Rana, Managing Director

Represented By: Mr Ikjot Singh Rana, Partner

Range of Products: Hand Tools - Chisels, Pliers, Spanners, Wrenches. Striking Tools - Crw bars, Wrecking Bars, Axes

Countries of Export: USA, Canada, Brazil, Australia, Argentina, Panama, Ethiopia, El Salvador, etc

Quality Certification: ISO 9001:2008

### **23. HILTON METAL FORGING LTD**

701, Palm Spring, Link Road,

Malad (West) Mumbai - 400064, Maharashtra, India

Tel: 0091-22 40426565

Fax: 0091-22 40426566

E-mail: [info@hiltonmetal.com](mailto:info@hiltonmetal.com)

Website: [www.hiltonmetal.com](http://www.hiltonmetal.com)

Name of the Chief Executive: Mr. Yuvraj Malhotra, Chairman & Managing Director

Represented By: Ms. Megha Tiwari, Manager - International Marketing  
Mr Darshit Dipak Mehta, Executive - International Manager

Range of Products: Forged Pipe Fittings, Oil & Gas Industry

Countries of Export: USA, Europe, Gulf, Australia, Canada

Quality Certification: ISO, API, SASOL, CRI, EIL, UDHE, NCL

### **24. HM WEB HOUSE PRIVATE LIMITED**

B-102-26 -28 -29

Sanjay Colony, Behind Sector 23

NIT, Faridabad - 121005, Haryana, India

Tel: 0091-129-2238195

Fax: 0091-129-2338194

E-mail: [hmwebhouse@gmail.com](mailto:hmwebhouse@gmail.com)

Website: [www.hmwebhouse.com](http://www.hmwebhouse.com)

Name of the Chief Executive: Mr Munir Ahmed, Director

Represented By: Mr Munir Ahmed, Director

Range of Products: Web-Offset Printing Machine

Countries of Export: Ghana, Nigeria, Kenya, Tanzania, Germany, Uzbekistan, Iran, Nepal, Bangladesh

Quality Certification: ISO 9001:2000



#### **25.IMPRESS APPAREL MACHINES PVT LTD**

91/2/A, ongasnadra

Begur Main Road, Bangalore - 560068, Karnataka, India

Tel: 0091-80-25742647

E-mail: [srinath@impressglobal.co.in](mailto:srinath@impressglobal.co.in)

Website: [www.sublimationindia.com](http://www.sublimationindia.com)

Name of the Chief Executive: Mr Srinath Hemmige,

Represented By: Mr Mahesh Singh, Marketing Executive

Range of Products: Textile Heat Transfer Machines

Countries of Export: Dubai, Bangladesh, Sri Lanka, Nigeria, UAE

Quality Certification: ISO 9001-2008

#### **26.INDIANA GRATINGS PVT LTD**

P.O. Box 7409, Indiana House,

Marol Naka, Andheri (East)

Mumbai - 400059, Maharashtra, India

Tel: 0091-22 28504743

Fax: 0091-22 28505154

E-mail: [kunal.bhatia@indianagroup.com](mailto:kunal.bhatia@indianagroup.com)

Website: [www.indianagroup.com](http://www.indianagroup.com)

Name of the Chief Executive: Mr D. M. Bhatia, Managing Director

Represented By: Mr Kunal Bhatia, Director

Range of Products: Gratings and Cable Trasy, (Industry Application - Mining, Oil And Gas Off Shore, Construction etc)

Countries of Export:USA, Middle East, Far East, Europe

Quality Certification: ISO 9001 : 2008

#### **27.JCBL INDIA PVT LTD**

FCS House, J-7, IT Park

Chandigarh, India

Tel: 0091-172-4004406

Fax: 0091-172-4004406

E-mail: [rohit\\_somra@jcbl.com](mailto:rohit_somra@jcbl.com)

Website: [www.jcblindia.com](http://www.jcblindia.com)

Name of the Chief Executive:Mr Daljit Singh Sidhu & Rishi Agarwal,MD

Represented By: Mr Rohit Samra, Manager

Range of Products: Hand Tools & Auto Parts

Countries of Export:EU,Middle East, Latin America & CIS Countries

#### **28.JHALANI IMPEX**

Gedore House, 51-52

Nehru Place, New Delhi - 110019, India

Tel: 0091-11-45152009

Fax : 0091-11-26431619

E-mail: [rajeev@jtiforge.com](mailto:rajeev@jtiforge.com)

Website : [www.jtiforge.com](http://www.jtiforge.com)

Name of the Chief Executive: Mr.R.P.Jhalani

Represented By: Mr Rajeesh Sharma, General Manager

Range of Products:Hand Tools

Countries of Export: EU, South Africa, South America and Middle East

Quality Certification: ISO 9001:-2008 & TS.

#### **29.KAMMAJE INDUSTRIES**

32 A1, Veersandra Industrial Area

Bangalore - 560100, Karnataka, India

Tel : 0091-80-26685861 Fax: 0091-80-26688327

E-mail: [yajna@sonagroup.net](mailto:yajna@sonagroup.net)

Website:[www.sonagroup.net](http://www.sonagroup.net)

Name of the Chief Executive: Mr Yajna Narayana Kammaje, Chairman & President

Represented By: Mr Yajna Narayana Kammaje, Chairman & President

#### **30.KEROMIYONS INTECH PVT LTD**

1A First Floor, Sri Dwaraka Kothari Layout

Singanallur, Coimbatore - 641005, Tamil Nadu, India

Tel : 0091-422-2310801

Fax: 0091-422-2310801

E-mail: [sales@keroscontrols.com](mailto:sales@keroscontrols.com)

Website: [www.keros-valves.com](http://www.keros-valves.com)

Name of the Chief Executive: Mr Raj Govindarajan

Range of Products: Valves for Mining & Power Industry

Quality Certification: ISO 9001:2008

#### **31.KSC METALLURGY PVT LTD**

82, Industrial Area-A

Ludhiana - , Punjab, India

Tel: 0091-161 507942

Fax: 0091-161 5082841

E-mail: [saleskscgroup@gmail.com](mailto:saleskscgroup@gmail.com)

Website: [www.kscgroup.in](http://www.kscgroup.in)

Name of the Chief Executive:Mr. Swaran Kapoor, Maaging Director

Represented By: Mr. Swarn Prakash

Range of Products: Mining and Quarrying Equipments

Quality Certification: ISO 9001:2000





### 32.KVK CORPORATION

A-3, Trishul Building, Mahakali Road,

Andheri (East), Mumbai - 400076, Maharashtra, India

Tel: 0091-22-28342439/ 28399037/ 66202020

Fax: 0091-22-28375432

E-mail: kvk@kaizeneng.com

Website: www.kvkcorporation.com

Name of the Chief Executive: Mr Vineet Chandgothia,  
Managing Director

Represented By: Mr Vineet Chandgothia, Managing Director

Range of Products: Industrial and Medicine Gas Plant of Oxygen/  
Nitrogen, Acetylene & Nitrous Oxide

Countries of Export: Colombia, Greece, Rawanda, Ghana, Congo, Sri  
Lanka, Pakistan, Bhutan, Kenya, Ethiopia, Nigeria etc

### 33.MANJEET ENGINEERING WORKS

WZ-B-1, Plot No.5, Vishnu Garden

Punjabi Market, Part-1

New Delhi - 110018, India

Tel: 0091-11-2598181

Fax: 0091-11-25984960

E-mail: ritesh\_bns@yahoo.co.in

Website: www.manjeetengworks.com

Name of the Chief Executive: Mr Varinder Singh, Proprietor

Represented By: Mr Ritesh Bansal, Proprietor

Range of Products: Electric Motors & Sheet Metal Components

### 34.NIRMAL INDUSTRIAL CONTROLS PVT LTD

4, Nahur Industrial Estate

LBS Marg, Mulund (W)

Mumbai - 400080, Maharashtra, India

Tel: 0091-22-6774620

Fax: 0091-22-25682771

E-mail: info@nirmalindustries.com

Website: www.nirmalindustries.com

Name of the Chief Executive: Mr Parag Ghag, General Manager

Represented By: Mr Parag Ghag, General Manager

Countries of Export: Nigeria, Iran, Oman, UAE, Bangladesh, Saudi  
Arabia, USA, Ireland, UK, Ethiopia

Quality Certification: DIN EN, ISO 9001:2008, BS, OHSAS  
18001:2007

### 35.PATCO EXPORTS PVT. LTD.

2B/5, Vivina Building,

Andheri (West), Mumbai - 400058, Maharashtra, India

Tel: 0091-22-65299089

Fax: 0091-22-26206379

E-mail: patcoexports@gmail.com

Website: www.patcoexports.net

Name of the Chief Executive: Mr Deepak Gajjar, Director

Represented By: Mr Deepak Gajjar, Director

Range of Products: Textile Machinery & Spare Parts

### 36.PREMI BRASSCOM INTERNATIONAL

Plot No 3056,

SMI Circle, GIDC, Phase III, Dared

Jamnagar - 361004, Gujarat, India

Tel: 0091-288-2731156

Fax: 0091-288-2731157

E-mail: info@premi brass.com

Website: www.premibrass.com

Name of the Chief Executive: Mr Deepak Makwana, Director

Represented By: Mr Deepak Makwana, Director

Range of Products: Brass components

Quality Certification: ISO 9001:2008

### 37.PRISM SURFACE COATINGS PVT LTD

89, Third Cross Road

Fourth Phase, Bommasandra Industrial Area

Bangalore - 560099, Karnataka, India

Tel: 0091-8110417999

E-mail: info@prismsurface.com

Website: www.prismsurface.com

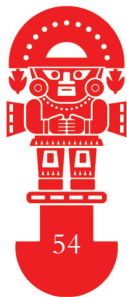
Name of the Chief Executive: M.K.Ganesan, Managing Director

Represented By: M.K.Ganesan, Managing Director

Range of Products: Painting & Powder Coating Units

Countries of Export: UAE, Saudi Arabia, Oman, Egypt,

Quality Certification: ISO



### 38. Q PLUS TECHNOLOGIES PVT LTD

26, Nehru Nagar  
Sathy Road, Opposite BANL Exchange  
Ganapathy, Coimbatore - 641006, Tamilnadu, India  
Tel: 0091-422-25300924  
Fax: 0091-422-2530093  
E-mail: qplusacc@gmail.com

Website: www.qplustechnologies.com

Name of the Chief Executive: Mr N.Thirunavukkarasu

Represented By: Mr N.Thirunavukkarasu

Range of Products: Machined Componentnets to Pumps, Valves, Energy, Automobile & General Engineering

Countries of Export: USA, Canada, Spain, Germany

Quality Certification: ISO 9001:2008

### 39. RITESH EXPORTS

69/6A, Najafgarh Road Industrial Area  
Rama Road, New Delhi - 1100015, Delhi, India  
Tel: 0091-11-45046484  
Fax: 0091-11-45050230

E-mail: ritesh\_exports@rediffmail.com

Name of the Chief Executive: Mr Ritesh Kumar Sidana, Chief Export Officer

Represented By: Mr Ritesh Kumar Sidana, Chief Export Officer  
Mr Samarth Sidana, Partner

Range of Products: Automotive Spare Parts, Two Wheeler Parts, Three Wheeler Parts, Clutch, Brake, Gear

### 40. SABOO ENGINEERS PVT LTD

15, Heavy Industrial Area  
Jodhpur - 342003, Rajasthan, India  
Tel: 0091-291-2654120  
Fax: 0091-291-2744574

E-mail: saboomillstones@sabooindia.com

Website: www.sabooindia.com

Name of the Chief Executive: Mr Arunesh Saboo, Director

Represented By: Mr Arunesh Saboo, Director

Range of Products: Cement Plant, Mineral Processing Plants, Grinding Mills and Millstones

Countries of Export: Ethiopia, Sudan, Nigeria, Syria, Kenya, Tanzania, Central African Republic, Australia, Uganda, Mozambique, Libya, Turkey, Bangladesh, Nepal, UAE, Iran, Saudi Arabia, Oman and many other countries.

### 41. SAIOM INTERNATIONAL

A-183, Hari Nagar, Clock Tower  
Delhi - 1100064, Delhi, India  
Tel: 0091-11-25492867 E-mail: saionimdia@gmail.com  
Website: www.catorce.co.in

Name of the Chief Executive: Mr Sandip Chhabra, CEO

Represented By: Mr Sandeep Chabra, CEO  
Ms Renu Chabra, Director

Range of Products: Two /Three wheeler Aautoparts

### 42. SANGHI OVERSEAS

1-2, Turf View, Opp. Nehru Centre,  
Worli, Mumbai - 400018, Maharashtra, India  
Tel: 0091-22 24945464 Fax: 0091-22 24947052  
E-mail: pradeep.dutta@mksanghi.com

Website: www.sanghioverseas.com

Name of the Chief Executive: Mr Vaibhav Sandhi, DGM - Export & Import

Represented By: Mr Pradeep Dutta, DGM - Export & Import  
Mr Ajay Bharate, Export Officer

Range of Products: Manufacturer & Exporter of Oxygen Plants, Nitrogen Plants, Air Separation Plants, PSA Plants, Nitrous Oxide Plants and Carbon Di-Oxide Plants.

### 43. SHREE FORGINGS

NO 4, Sy no 120, Near KEB Phase I  
Kumbalgodu, Bangalore - 560074, Karnataka, India  
Tel: 0091-80-2748343 E-mail: shreeforgings@gmail.com  
Website: www.shreeforgings.com

Name of the Chief Executive: Mr Divakar .H.S, Proprietor

Represented By: Mr Divakar .H.S, Proprietor

Range of Products: Special Industrial Fasteners

Quality Certification: ISO 9001-2008

### 44. SHRIJEE PROCESS ENGG WORKS LTD

A 504/505, Dynasty Business Park, J.B. Nagar, Andheri Kurla Road,  
Andheri (East), Mumbai - 400059, Maharashtra, India  
Tel: 0091-22 40501000 Fax: 0091-22 40501010  
E-mail: info@shrijee.com Website: www.shrijee.com

Name of the Chief Executive: Mr G.D Agarwal, Director

Represented By: Mr Sachin Agarwal, Director  
Mr Sudeep Dinesh Agarwal

Range of Products: Turnkey Sugar Projects, Galvanized Steel Structures Such As Transmission Towers, Solar Structures & Substation Structures.

Countries of Export: Vitenam, Cambodia, Indonesia, Algeria, Thailand, Sri Lanka, Fiji Islands, Kenya, Philippines & Uganda

Quality Certification: ISO



#### 45.SINGH ENGINEERING COMPANY

380, Focal Point

Amritsar - , Punjab, India

Tel: 0183-2588050

Fax: 0183-2580923

E-mail:singhsengg32@gmail.com

Name of the Chief Executive:Jasbeer Singh, CEO

Represented By:Jasbeer Singh, CEO

Range of Products:Auto Parts, Auto Fabrication Item, Bolt Nuts, U Bolts  
7 Special Bolts, High Speed wire nail machine, Chain Link, Razor Wire  
Plant, Wire Drawing Continues Plant, Barbed Wire Plant, Expanded  
Metal, Candle Making Plant

Quality Certification: ISO Certified RQ91/US/2000

#### 46.SINGH EXPORTS

194, East Mohan Nagar

Amritsar - 143006, Punjab, India

Tel: 0091-183-5098972

Fax: 0091-183-2580923

E-mail:singhs@jla.vsnl.net.in

Website: www.singhsexports.com

Name of the Chief Executive:Mr Onkar Singh, Director

Represented By:Mr Onkar Singh, Director

Mr Gurpreet Singh, Sales Manager

Range of Products: Auto Parts, Auto Fabrication Item, Bolt Nuts, U Bolts  
7 Special Bolts, High Speed wire nail machine, Chain Link, Razor Wire  
Plant, Wire Drawing Continues Plant, Barbed Wire Plant, Expanded  
Metal, Candle Making Plant

Countries of Export: Srilanka, Kenya, Nigeria

Quality Certification: ISO Certified RQ 91/US/2000

#### 47.SONA BAND

21-N Industrial Area

Attibele Taluk

Bangalore, Karnataka, India

Tel:0091-80-26685861

Fax:0091-80-26688327

E-mail: yajna@sonagroup.net

Website: www.sonagroup.net

Name of the Chief Executive: Ms Vasanthi Kammaje, Director

Represented By:Ms Vasanthi Kammaje, Director

Range of Products: Watches, Leather Straps, Steel Straps for  
Wrist Watches

#### 48.SPHOORTI MACHINE TOOLS PVT LTD

18, Plot No 467-469

12th Cross, 4th Phase

Peenya Industrial Area

Bangalore - 560058, Karnataka, India

Tel: 0091-80-41171589

E-mail: info@sphoorti.com

Website: www.sphoorti.com

Name of the Chief Executive: Mr R.K Purohit, Managing Director

Represented By: Mr P.Sekar

Range of Products: Tool discs & Tool Holders

Quality Certification: ISO 9001:2008

#### 49.STRIKING INTERNATIONAL

Shop No.1, Radha Krishan Mandir Road

Near Cheena Chowk

Khanna - 141401, Punjab, India

Tel: 0091-161 2847321 E-mail: striking.intl@hotmail.com

Website:www.strikinginternational.com

Name of the Chief Executive: Mr Gurender Dhand, Managing Director

Represented By:Mr Gurender Dhand, Managing Director

Range of Products: Tyres, Friction brakes and Nut & Bolts

Countries of Export: Africa & Middle East

#### 50.SWASTIK TOOLS

2778/8, Hamilton Road

Mori Gate, Delhi - , Delhi, India

Tel: 0091-11-23912048 Fax:0091-11-23927644

E-mail: info@drillmanindia.com

Website: www.drillmanindia.com

Name of the Chief Executive: Mr Satish K Jain, Managing Director

Represented By: Mr Gaurav Jain, Director

Range of Products: Drilling Equipments

#### 51.TECTOOLS ENGINEERING COMPANY

50/10, CBK Village, 9th mile

Tumkur Road, NagasandraPost

Bangalore - 560073, Karnataka, India

Tel:0091-80-65686553 Fax: 0091-80-28396929

E-mail: tectoolssco@yahoo.com Website: www.teccarbidetools.com

Name of the Chief Executive:Mr K.R Sridhar, CEO

Represented By:Mr Johnson M Mathew

Range of Products: Brazed Carbide Tipped Tools, Mining Tools

Countries of Export: Singapore, Malaysia, Indoasia, USA, Germany,  
France, UAE & Algeria





#### **52.THERMAX LIMITED (BOILERS & HEATER GROUP)**

"Energy House", D-II Block

Plot No 38 & 39, MIDC, Chinchwad

Pune - 411019, Maharashtra, India

Tel:0091-20 66126464 Fax:0091-20 6612 6612

E-mail:sachin.kothawade@thermaxglobal.com;  
ashish.jee@thermaxglobal.com

Website: www.thermaxglobal.com

Name of the Chief Executive:Mr M.S. Unnikrishnan,Managing Director

Represented By:Mr Ashish Jee, Business Head - Latin America  
Mr Rahul Pathak, Asst. Manager

Range of Products: Boilers, Heaters, Pressure Vessels for Power  
Generation & Process Steam Application Target Industries: Sugar,  
Mining, Distillery, Steel, Cement & Paper.

Countries of Export: 75 countries across Asia Pacific, Africa and the  
Middle East, CIS countries, Europe, USA and South America.

Quality Certification: ISO 9001:2008 , ISO 14001 : 2004,  
OHSAS 18001 : 1999

#### **53.THERMODYNE TECHNOLOGIES(P) LTD**

18, Ayodhya Colony, Velachery, Chennai - 600028, Tamilnadu, India

Tel: 0091-44-22437201 Fax:0091-44-22437200

E-mail:thermodyne@thermodyne.in

Website: www.thermodyne.in

Name of the Chief Executive:Mr.S Damodaran, Director

Represented By:Mr S.Damodaran, Director  
Mr.V.S.Bharadwaj, DGM -Proposals

Range of Products:Industrial Boilers & Steam Generators

Countries of Export: Indonesia, Malaysia, Bangladesh, Myanmar,  
Vietnam, Costarica, Honduras& Nicaragua, Uganda, Ethiopia, Kenya,  
Nigeria & Tanzania

Quality Certification: S stamp certified

#### **54.TRISHUL MACHINE TOOLS PVT LTD**

155A, KIADB Industrial Area

Jigani Link road, Bommasandra

Bangalore - 560099, Karnataka, India

Tel: 0091-80-27836100

E-mail: info@trishulmachine.com

Website:www.trishulmachine.com

Name of the Chief Executive: Mr C.S.Shivashankaraiah, Managing  
Director

Represented By: Mr C.S.Shivashankaraiah,Managing Director

Range of Products:Polygon Turning Machine,Automobile,  
Aircraft & Valve Industries

Countries of Export:China, Germany, Kenya, Korea, UK, USA,Taiwan &  
Turkey

Quality Certification: ISO 9001 : 2008

#### **55.TUBEFIT ENGINEERS**

Unit No. 2 & 3,

Swamini Industrial Estate,

Waliv, Vasai (East), Palghar - 401208, Maharashtra, India

Tel: 0091-250-6453429

Fax: 0091-250-2453651

E-mail: sales@tubefiteng.com

Website: www.tubefiteng.com

Name of the Chief Executive:Mr Sanjay Bengali, CEO

Represented By:Mr Sanjay Bengali, CEO

Range of Products: Instrumentation Fittings & Valves.

Countries of Export:USA, Israel, Mexico

Quality Certification : ISO 9001 : 2008

#### **56.UNIQUE STAR ALLIANCE TOOLS MFG. PVT. LTD.**

Plot No.A266,

Road No.16A, Wagle Industrial Estate,

Thane - 400604, Maharashtra, India

Tel: 0091-22-25834747

Fax: 0091-22-25834747

E-mail: snm@usatools.in info@usatools.in

Website: www.steelfiles.in

Name of the Chief Executive: Mr Narendra Kumar Mittal,  
Managing Director

Represented By: Mr Shashank Mittal, Director

Mr Sumer Malviya, Director

Range of Products: Steel Files, RASPS, Saw Files, Needle Files

Countries of Export:Mexico, Japan, Italy, Latin America

Quality Certification: ISO

#### **57.VIJAY ENGINEERING WORKS**

AJI Industrial Estate

Opposite Municipal Workshop

Bhavnagar Road

Rajkot - 360003, Gujarat, India

Tel: 0091-281- 2387207 Fax: 0091-281-2387781

E-mail:ashwamegh-india.com

Website: www.ashwamegh-india.com

Name of the Chief Executive: Mr Ashok V. Tank, Managing Director

Represented By:Mr Ashok V. Tank, Managing Director

Range of Products: I.C. Engine & Parts thereof

Countries of Export: Colombia, Mexico, Ecuador, Guyana,  
Guatemala, U.S.A., Middle-East

Quality Certification: ISO 9001 : 2008



#### **58.VINODRAI ENGINEERS PVT LTD**

12 Km Stone,  
Jalna - Aurangabad Road, Dawalwadi, Jalna,  
Dist-Jalna - 431202, Maharashtra, India  
Tel: 0091-2482-262000 Fax: 0091-2482-262400  
E-mail: vinodraieng@gmail.com  
Website: www.vinodrai.com

Name of the Chief Executive: Mr Sunil Raithatha, Director

Represented By: Mr Sunil Raithatha, Director

Range of Products: Rotto Moulding Machines

Countries of Export: Algeria, Argentina, Australia, Bahrain, Belgium, Bulgaria, Chile, Fiji, France, Ghana, Haiti, Indonesia, Ireland, Kenya, Kuwait, Lebanon, Libya, Madagascar, Malaysia, Malawi, Mauritius, Nepal, Nigeria, Qatar, Republic Of Congo, Republic Of Yemen, Russia, Saudi Arabia, Sudan, Sultanate Of Oman, Tanzania, Thailand, Tunisia, Ukraine, Uruguay, Vietnam, Zambia, Zimbabwe.

Quality Certification: ISO 9001

#### **59.VIRA INDUSTRIES**

C-73, Phase V Focal Point

Ludhiana, Punjab, India

Tel: 0091-161 5086472

Fax: 0091-161- 5036545

E-mail: admin@viraindustries.com

Website: www.viraindustries.com

Name of the Chief Executive: Mr Ravinder Jain, Managing Director

Represented By: Mr Amit Jain, Manager - Exports

Range of Products: Automobiles & Auto Parts

Countries of Export: Singapore, Italy, Sri Lanka, Sudan, Egypt, Peru, Guatemala, Kenya, Tanzania

#### **60.VNS SWITCHGEAR (I) PVT LTD**

B-85/1, Addl, Ambernath

MIDC, Anandnagar

Thane - 421501, Maharashtra, India

Tel: 0091-22-25931622/33/44

Fax: 0091-22-25931655

E-mail: vnsswg@gmail.com

Website: www.nylexgroup.com

Name of the Chief Executive: Mr Pritesh Shah, Director

Represented By: Mr Pritesh Shah, Director

Range of Products: Electrical control panels, Metal enclosures, Panel board

Countries of Export: Italy, Germany, Brazil, Australia, UAE, Bahrain, Singapore, Egypt, Malaysia, Sri Lanka, Poland, Israel, Thailand etc.

Quality Certification: ISO 9001:2008

#### **61. VPI INNOVATIVE SOLUTIONS**

2741, Chitralaya 6th cross

6th main, VV mohalla

Mysore - 570002, Karnataka, India

Tel: 0091-9845215838

Fax: 0091-821-2411905

E-mail: vpi solutions@gmail.com

Website: www.vpisolutions.net

Name of the Chief Executive: Mr Gowrishankar Sanjay, CEO

Represented By: Mr Gowrishankar Sanjay, CEO

Range of Products: CNC Turned/machined Components, High speed CNC

Countries of Export: Deemed exports to US and Japan

Quality Certification: ISO 9001-2008

#### **62.WAFER MACHINENBAU**

F4 10 A, Kukatpally Road No 6

Via Gandhi Nagar, Bala Nagar

Hyderabad - 500037, Telangana, India

Tel: 0091-40-27810781

E-mail: info@gemni.com, sundeep@gemni.com

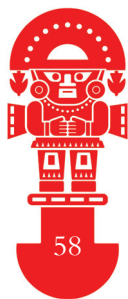
Website: www.gemni.com

Name of the Chief Executive: Mr Sundeep Pamnani, R&D Manager

Represented By: Mr Sundeep Pamnani, R&D Manager

Range of Products: Ice Cream Cone baking systems, Wafer baking systems, Sticks baking systems

Countries of Export: Saudi Arabia, South Africa, Turkey, Poland



# EEPC INDIA OFFICES

## REGISTERED & HEAD OFFICE

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

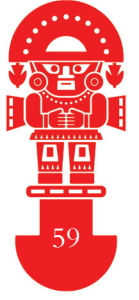
### Hyderabad

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 :** eepcsrohdyd@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





## NOTES

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## NOTES



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International Trade Facilitation Centre  
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E-mail : [eeepcho@eepecindia.net](mailto:eeepcho@eepecindia.net)  
URL : [www.eepecindia.org](http://www.eepecindia.org)  
CIN : U51900WB1955NPL022644