



Ministry of Micro, Small &
Medium Enterprises
Government of India

EEPCINDIA
ENGINEERING THE FUTURE

MACTECH
EGYPT



Aerial view of Cairo with the River Nile

MACTECH 2019

13 -16 NOVEMBER 2019, CAIRO, EGYPT

EEPC India invites participation.
Participate through EEPC India to
enjoy substantial savings!

About the Exhibition

MACTECH 2019 – the 19th International Exhibition for Metal Working, CNC Machinery, Industrial Tools, Welding & Cutting Equipments

MACTECH is more than a trade fair; it is an exclusive platform where regional manufacturers meet leading innovators in the field of metal forming, machine tools, industrial tools, welding and cutting equipment, to source machinery supplies, networking with industry players, enhance their modernization plans and get acquainted to the most evolving trends and technologies.

Demonstrating the most domineering event

showcasing the entire industrial value chain, MACTECH is categorically the genuine venue where exceptional solutions for the industrial sector are simply reached.

Being the only event within the entire MENA region that is supported by the world's top industrial associations; 19th MACTECH exhibition signifies the picture-perfect exports site for metal forming, machine tools, industrial tools, welding and cutting equipment technology makers; providing widespread competition array, constant business opportunities, far-reaching media coverage and cross-industry technology transfer.

Show summary of MACTECH 2018

MACTECH 2018 functioned as the most powerful and dynamic business forum serving Egypt's and the MENA region's flourishing metal forming, machine and industrial tools, welding and cutting equipment business sectors; presenting pioneering high-tech solutions for over 11,850 top-notch buyers; whilst shaping unrivaled business opportunities.

Covering the major industrial processes within the related industrial segments; MACTECH 2018 revealed modern applications, all-inclusive industrial insights and cutting-edge technologies presented by the world's top brands to eager visitors in one of the world's hottest business spots.

- More than 200 Exhibitors from 38 countries
- Number of Brands: 911
- Total No. of Visitors: 11,395
- 72% visitors came to explore buying opportunities

Egypt: An attractive business destination

Egypt specifically has been favored as the most advantageous hotspot for business and investment opportunities within the entire MENA region. A \$286-billion economy with around 89 million consumers, the second largest in Africa, Egypt has tremendous potential for economic growth.

The Government of Egypt (GoE) has implemented bold reforms under the Country Partnership Framework which have helped to stabilize the economy. In the year 2018, real gross domestic product (GDP) grew by 5.3%, compared to an average of 4.3 % in the three years before. This pickup in growth has been driven by public investments, private consumption, and exports of goods and services. Inflation has begun to ease over the past 18 months and the positive impact of macroeconomic and policy reforms have markedly improved Egypt's external position.

Regarded already as the "perfect destination" for industrial investments :Egypt enjoys comparative advantages over other zones in the world to become the ultimate next stop for global industrialists to grow their businesses: providing all the essential ingredients, namely, quality raw materials, low wages and low energy costs to attract the world's key manufacturing brands.

India-Egypt bilateral trade relations

Egypt is one of India's most important trading partners in the African continent. The upward swing in India and Egypt economic trade and investment relations is encouraging. The governments of India and Egypt are encouraging companies

and corporations from their respective countries to explore emerging economic and investment opportunities. Egypt is welcoming the expansion of Indian investment in Egypt, which is currently about US\$ 3 billion and has also invited India to participate in the Suez Canal Economic Zone, particularly in sectors such as petro-chemicals, energy, agriculture, health-care, education, skills and IT. All investment related issues are addressed by both the governments in order to further boost bilateral trade and investments.

The bilateral trade volume between the two countries had shown consecutive positive growth in 2018-19 over 2017-18, taking the trade to US\$ 4.56 billion from US\$ 3.69 billion by registering a growth of more than 23 %. India's total merchandise exports to Egypt also recorded a growth of 20.65 percent in 2018-19 over the last fiscal 2017-18.

India's engineering exports touched US\$ 752.46 million in 2018-19. The main items of export includes motor vehicles/cars, air condition and refrigeration machinery and parts, products of Iron and Steel, auto components/parts and industrial machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc.

India's export of machine tools, cutting tools and welding machinery to Egypt has increased in 2018-19 compared to 2017-18 and reached US\$ 2.37 million, registering a growth of more than 15%.

Opportunity for Indian engineering products in Egypt

Egypt imports 95% of its machine and industrial tools and only 5% of demand is met by local manufacturers. Industrial production in Egypt is growing at over 25% per year and imports of modern technology continue to increase at an annual rate of 20%.

The Machine and Industrial tools market in Egypt is expected to increase annually by over 20% for the coming decade at least. The industrial expansion in Egypt will ensure the country remains the most attractive market for the machine tools and industrial tools in the Middle East and Africa. Egypt is the largest consumer of machine and industrial tools in the region with a market size exceeding US\$ 2 billion and relying heavily on imports.

Thus India has tremendous potential to expand and cater to the Egyptian market. . Several bilateral treaties and MoUs which are in place could enhance India's export possibilities in Egypt.

Product Profile



Machinery

- Sheet Metal Working Machines • Metal Forming Machines • Wire and Tube Forming Machines • Milling Machines and Machining Centers • Grinding and Polishing Machines • Drilling and Boring Machines • Honing and Lapping Machines • Laser Machines • CNC Router & Laser Engraving Machines • EDM and Consumable • Robotic Process and Automation • Horizontal and Vertical Lathes • Metrology Equipment • Wood Working Machines

Welding & Cutting Equipment

- Welding Machines • (MIG, TIG, Inverter, Stud welding) • Plasma Cutting Machines • Water jet Cutting Machines • Welding Electrodes and Wires • Plasma Torches and Accessories • Spare parts for Welding Machines • Gas Regulators



Machine Parts & Suppliers

- Sheet Metal Working Machines • Industrial Bearings • Industrial Belts • Moulds and Dies • CAD/CAM System and Software • Drive & Transmission • Chains & Sprockets, Seals, Clutches & Couplings, Gearboxes and Lubrication.



Industrial Tools & Equipment

- Hand Tools, Power Tools, Precision Tools • Pneumatic and Hydro – Pneumatic Tools • Industrial Fasteners • Abrasive and Adhesives • Measuring and Testing Equipment • Surface Treatment • Airless Spray Equipment & Coating Technology • Generators Technology & Accessories • Factories Supplement

Venue

Egypt International Exhibition Center, Mosheer Corridor, New Cairo, Egypt

Date

13 – 16 November, 2019

Participation charges

Booth size: 6 sqm

One side open (built-up booth): Rs 10,000 per sqm.

- 10% extra for two sides open booth (subject to availability)

Note: EEPC INDIA can only recommend for issuance of VISA to the extent that the concerned person is a participant at the subject exhibition and that the person in question has been certified by the participating organisation to be their employee. The Foreign Embassy / Consulate where the applicant submits the VISA application is expected to follow their usual procedural checks before granting the VISA in question and EEPC INDIA shall not be responsible in any manner whatsoever for non-issuance of VISA by the concerned authorities. This would mean that the prospective participant will be fully liable for the total charges payable to EEPC INDIA even if they do not obtain the VISA for any reason whatsoever.

Mode of payment

Please pay online through the following Payment Gateways:

1. Atom 2. Billdesk 3. CC Avenue

OR

Pay through RTGS/NEFT in INR as per the following details:

Name of Bank : HDFC BANK LTD.

Branch : CENTRAL PLAZA

Address of Bank : 2/6, SARAT BOSE ROAD, KOLKATA – 700 020

Account No. : 00142090000452

Account Name : EEPC INDIA

NEFT Code : HDFC0000014

OR

Demand draft favoring “EEPC INDIA” along with the duly filled-up Application Form

Booth display

Participation charges includes the following services:

- Two chairs
- One discussion table
- One information counter
- Two spotlights
- One waste bin
- One Electric Socket
- Carpet flooring
- Fascia

Selection criteria

Since limited space is available, selection of participants will be done strictly on first-come, first-served basis.

Benefit to member-exporters

The event is planned under the International Cooperation (IC) Scheme of MSME Ministry, Government of India. The rate mentioned above is highly subsidized in comparison with the normal rate offered by the Fair Authorities. The eligible MSME Units will receive following Assistance.

Reimbursement of airfare

Up to Rs. 45,000 may be reimbursed to eligible participants. This will, however, be subject to the guidelines in force.

- The participants are required to travel by the shortest route.

- Original boarding passes of each delegate must be submitted. Photocopy will not be accepted for claim. In case of loss of original boarding pass, a certificate from the airlines on its letter head (in original) stating that journey has been undertaken may be furnished.
- Copy of PAN Card
- Copy of TAN number
- Copy of valid Udyog Aadhar Registration Certificate (UARC) of individual unit / enterprise. Udyog Aadhar filed after the date of event will not be accepted for claim.
- Air-tickets of every delegate (complete in all respect with air fare details on the air-tickets itself). Invoice will not be accepted for claim as it is noticed that invoice normally indicates airfare at the higher side. While actual airfare is

much lower. Invoice also does not contain the complete details as is found in the Air-ticket.

- EEPC INDIA reserves the right to ask for any other relevant information / document for settlement of the claim.
- It is strictly advised to take the direct / shortest route (whichever is cheaper) for to and fro journey. During the journey, claim for travel to other country for any purpose like business meetings, industrial visits, stay even for shorter duration will not allowed. Similarly, visit to place other than the approved place is also not allowed. Non-compliance could attract forfeiture of claim for reimbursement. Similarly non-compliance of the approved schedule of event could also attract forfeiture of claim for reimbursement.

Freight support

Each participating company will get freight support up to Rs 25,000. This will be subject to submission of relevant documents as per the MSME Ministry guidelines.

- Original Invoice / Bills for stall charges freight.

Note: Regarding goods taken out of India for exhibition or on consignment basis for export promotion, participants may refer to Circular No. 108/27/2019-GST dated 18.07.2019 of the Central Board of Indirect Taxes and Customs (CBIC) which is the statute in the matter.

Submission of application

Interested firms are requested to fill in the online Application Form latest by 30 September 2019 at the following link.

https://app.eepcindia.org/ems/exhibitors/exhibitor_application_form/MTlx

Please go through the “Mode of Payment” section for payment details.

Cancellation of participation

In case any applicant wants to cancel his participation, it may be noted that he remains liable to pay the full amount to EEPC India.

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