



Ministry of
Commerce & Industry
Government of India

EEPCINDIA
ENGINEERING THE FUTURE

DGFT and EEPC INDIA
Ministry of Commerce & Industry, Govt. of India
In Association with IAMSME
Invites you to a
Export Awareness Program
On Niryat Bandhu Scheme and
Global Business Opportunities at IESS - IX
&
***"Interactive session on The Invoice Finance Advantage:
Collateral-Free Trade Finance made Easy"***

We are pleased to inform you that DGFT, Govt. of India and EEPC India in association with IAMSME, Faridabad is organizing an "Export Awareness Program on Niryat Bandhu Scheme and Business Opportunities at IESS"

Day & Date	Tuesday, 28 th August, 2019
Time	05.30 PM
Venue	Radisson Blue, Mathura Road, Faridabad
Participation Fees	No Participation fee but prior Registration is must

(The Session will be followed by Dinner)

INTERACTIVE SESSION WITH DGFT

The main objective of the program is to promote potential exporters by training them on the nitty-gritty of foreign trade through counseling and motivating sessions. The scheme also acknowledges the importance of the medium and small scale enterprises (MSME) in India's manufacturing sector in terms of output, employment and exports from India.

The program provides you the platform to have direct conversation with Senior DGFT officials who will deliberate on the most promising market for Indian engineering exports especially MSMEs and the role of DGFT in hand-holding the industry in taking their business across borders. This discussion is of immense significance in light of upcoming review of Foreign Trade Policy in new GST Era and will cover:

- Role of DGFT as Niryat Bandhu
- Various schemes of DGFT for exporters
- Open House with Senior DGFT officials

DRIP CAPITAL:

Drip Capital offers a unique trade financing product targeted towards SMEs in developing markets. Their comprehensive and automated risk assessment model allows rapidly growing SMEs quick and easy access to finance.

With a focus on technology, Drip aims to eliminate the hassle of paperwork and bureaucracy and create a seamless borrowing experience for its clients.

***Content:** Export finance includes the purchase, funding, management and collection of short-term export receivables, based on goods exported to existing foreign buyers. Export finance works on the principle of invoice discounting & is primarily dependent on the exporter, the buyer, & the transaction history between them. The export factoring method has several benefits like increased sales in foreign markets by offering competitive terms of sale, protection against credit losses, accelerated cash flow, no requirement of providing/pledging additional asset/collateral, boost in working capital etc. In order to appraise exporter members about this product, and the process and modalities involved in availing easy export finance, the session will cover the following points:*

- Working capital issues faced by SME Exporters
- Overview of Export Finance
- Key offering and benefits to exporters
- Case Study
- Process for procuring Export Finance

EEPC INDIA :

EEPC India has been the face of Indian engineering exports over a span of 63 years when India grew from a nation exporting just \$10 million of engineering goods in 1955 to \$83.2 billion in 2018-19 and is regarded as the model EPC in India by the Union Ministry of Commerce and Industry.

EEPC India is now a full member of the France-based UFI – the Global Association of the Exhibition Industry – and our Annual Show, IESS received the status of ‘UFI-approved International Event’ from the VIIth edition held in March 2018. EEPC India also received BMO accreditation of the Quality Council of India (QCI) – NABET (National Accreditation Board for Education and Training is one of the constituent boards of the QCI). The BMO accreditation mechanism by all stakeholders is becoming a game-changer towards nation-building, in promoting and developing strategies for MSMEs to participate in various government schemes including Make in India, Zero Defect Zero Effect (ZED), and Start Up India.

EEPC India is the premier trade and investment promotion organisation in India. It is sponsored by the Ministry of Commerce & Industry, Government of India, and caters to the Indian engineering sector. As an advisory body it actively contributes to the policies

of the Government of India and acts as an interface between the engineering industry and the government.

KEY FEATURES OF IESS – VIII

'Smart Engineering' being the theme for this year, IESS VIII showcased India as a Global Hub for Manufacturing and Technology Hub. The event shaped up in a grand way with Malaysia as the Partner Country for the first time, Tamil Nadu as the Host State for the third time, Uttar Pradesh as the Partner State for the Third Time, Madhya Pradesh, Uttarakhand and Jharkhand as Focus States, Flanders as the Focus Region.

The Department of Scientific & Industrial Research (DSIR), Department of Heavy Industry, Department of MSME, and India Design Council also lent their support. Bihar and Karnataka also had their pavilions at the event. Apart from a 19 member team of Malaysian exhibitors, Hong Kong, South Korea, Czech Republic, Canada had their representations at the exhibition ground. EEPC India had chosen- 'Subcontracting', 'Industrial & Electrical Machinery', 'Future Factory' and 'Innovation & Technology' as the 4 broad sub themes in IESS VIII. Future Factory was the latest addition in this edition where 'Smart Factory Design' and 'Industrial Internet of Things' were on display. As both Malaysia and India are moving towards a technology driven Automotive Industry equipped with shared mobility, connectivity, electrification and autonomous driving, this was the most appropriate time for Malaysia Automotive, Robotics and IoT Institute (MARII) to play a lead role to participate in a global forum like IESS ! Separate 'Ayur Tech' session- a joint initiative of EEPC India, Service Export Promotion Council and Ministry of Ayush and India Design Mark Award 2019 by IDC (India Design Council) acknowledging Good design in Engineering sector were major highlights of IESS VIII.

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

WHO SHOULD ATTEND

Entrepreneurs, Exporters / Importers, Manufacturers/Traders, Employees of export house/status holders, Anyone with interest in Exports, Senior Management Personnel, CEOs, CFOs etc.

- ✓ **Have a track record of 6 shipments in past 6 months**
- ✓ **Are selling to geographies other than Africa**
- ✓ **LEO volume of USD 300,000 in past 12 months**
- ✓ **Export product should have shelf-life of 6 months**

For detailed discussion on the subject, we invite you to join us in the interactive session as per the below program:

PROGRAM

5:30 PM	Registration
06.00 PM	Welcome Address by Shri Pradeep Agarwal, Deputy Chairman, EEPC INDIA
06.10 PM	Address by Mr. Rajiv Chawla, Chairman, IAMSME
06.30 PM	Address by Mr. Rakesh Suraj, Regional Director, EEPC India on Global Business Opportunities in IESS IX- 2020
06.50 PM	Presentation by Drip Capital on Alternative Sources for Finance for SME
07.30 PM	Presentation by Mr.Sandeep Chilana, Mg. Partner, Chilana and Chilana Law Company on Conditions and Restrictions on availment of Input Tax Credit – A legal perspective.
07.50 PM	Address by Ms. Suman Sharma (IRS), Addl. DGFT, CLA North, Ministry of Commerce & Industry, Govt. of India
08.00 PM	Keynote Address by Ms. G. Anupama (IAS), Commissioner, Divisional Commissioner Office Faridabad, Haryana
08.15 PM	Open House Session
	Vote of thanks and Networking Dinner

As we have limited number of seats, kindly send us filled registration form placed below at the earliest. There are no participation charges but prior confirmation is **MUST**. **After Registration Hours, permission for entry will be subject to availability of the seat in the seminar hall.**



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Export Awareness Program

On Niryat Bandhu Scheme and Global Business Opportunities at IESS

28th August, 2019 at Hotel Radisson Blue, Faridabad

Registration Form

Company Name: _____

Address: _____

City: _____

Pin : _____

Phone: _____ Fax: _____ Web: _____

Participant 1 Name & designation: _____

Participant 2 Name & designation: _____

Contact Details

T: _____ Mob: _____ Email: _____

EEPC Member Yes No

Status: Manufacturer Trader
 Exporter Other, please specify profession _____

Export Turnover :

Please scan and email this application at email: gmalhotra@eepcindia.net/ eeacrodel@eepcind.net