



IESS 2015

24-26 NOVEMBER 2015
BOMBAY EXHIBITION CENTRE, MUMBAI



Industrial Supply Show organised by



PARTNER STATE



ORGANISER



Under the aegis of





IESS 2015

24-26 NOVEMBER 2015
BOMBAY EXHIBITION CENTRE, MUMBAI

THE POWER OF ENGINEERING

Industrial Supply Show organised by



Deutsche Messe



FIERA MILANO

Hannover Milano Fairs India Pvt Ltd

PARTNER STATE



ORGANISER



Under the aegis of



सत्यमेव जयते

Ministry of
Commerce & Industry
Government of India

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less 15
Inauguration of
India Engineering Sourcing Show
November 2015, Bombay Exhibition Centre

WELCOME TO INDIA

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MESSAGE



The fifth edition of the flagship exposition of Indian engineering, IESS 2015, organised by EEPC on behalf of the Ministry of Commerce and Industry, Government of India, during 24-26 November 2015 at the Bombay Exhibition and Convention Centre, reaffirmed

the Council as a favoured destination in the engineering sector. The highlight of the inauguration of IESS 2015 was the release of an EEPC 60 Years' Commemorative Stamp. The figures – 450 delegates from 55 countries, in Asia, Africa, Europe, North America and Latin America, 10,000 professional visitors, 97 speakers and 18 sessions made it a paradise of engineering extravaganza!

This year, the focus was on six very important industries, keeping in mind the stress on exports – Industrial Supply & Subcontracting, Metal and Shop Floor, Industrial and Electrical Machinery, Automotive Components, Innovation and Technology and Investments and Engineering Project Exports.

The participation of Uttar Pradesh as the Partner State and other state pavilions including Madhya Pradesh, Odisha, Jharkhand manifested that different states are competing to reach out to global investors and manufacturing giants. It is heartening to note that the Government has decided to improve and protect the intellectual property rights of innovators and creators by upgrading infrastructure and using state of the art technology.

IESS is considered as the largest sourcing show organised within India for the engineering sector, particularly for the MSMEs. As exchange of knowledge and technology development is at the core of efficient production and exports, IESS lays a greater emphasis on these two areas. The show has turned out to be a meeting point not only for buyers and sellers but also for exploring and dissemination of available technology in India and outside.

The 'Make in India' initiative, recently launched by the Government of India is a very ambitious programme. The major objective behind the initiative is job creation and skill development in 25 major sectors of the

economy. IESS 2015 laid emphasis on the buyers-sellers meet, the presence of a large number of delegates from several trading partners and a vendors' development seminar will act as a huge opportunity for the exhibitors at the show. This year more than 300 exhibitors displayed their products showcasing India's engineering prowess to the world. The mammoth footprint of over 500 overseas buyers including over 10,000 trade buyers make IESS the largest engineering show of the nation. From the feedback received immediately after the show, the exhibitors made 5597 contacts and appointed 24 agents, and received 159 documented enquiries.

I take this opportunity to thank all the Exhibitors, Delegates, State Governments, Central Government for their interest and most importantly the visitors which keep the show alive.

I look forward to more participation in IESS VI!

A handwritten signature in black ink, appearing to read 'Tarvinder Singh Bhasin'.

Tarvinder Singh Bhasin
Chairman, EEPC India

MESSAGE



EEPC India has mirrored the evolution of engineering exports over a span of 60 years when India grew from a meagre \$10 billion engineering export nation in 1955 to \$70 billion in 2015. IESS was chosen as the wonderful occasion to celebrate the existence of this renowned

Council under the Ministry of Commerce and Industry by the release of an EEPC 60 Years' Commemorative Stamp by Mr Ashok Kumar Dash, Chief Postmaster-General, Department of Posts, Maharashtra Circle, which lifted this prestigious Council to a different league of honours!

The India Engineering Sourcing Show is essentially a partnership event and aims at developing business ties-up between Indian and overseas companies. Leading multinationals such as ABB and Kubota have been successfully using the IESS exhibition as their sourcing platform. It is essentially a forum for delegates and industry leaders. Many multinationals have operations in India, giving a further boost to manufacturing. B2B meets, exclusive country and technical sessions, vendor development meets, global sourcing meets, and bilateral business forums provide ample opportunity to generate business opportunities.

The official launch of the Brand India Engineering Campaign with the unveiling of websites for Pumps and Valves and Electrical Machinery added a different dimension to this year's IESS. Two MoUs were signed – between the Department of Heavy Industry, Government of India and the Ministry of Industry and Trade, Czech Republic, and between EEPC India and FORMIKA (organiser of INNOPROM – 2016) for the participation of EEPC India as the Partner in the 2016 edition of INNOPROM scheduled to be held in Ekaterinburg in July 2016.

Excellent ratings on the quality of business from 61% percent of feedbacks and on B2B Sessions from 94% of the feedback, underscore the popularity and success of this edition.

IESS 2015 has partnered with leading global engineering show organisers Hannover Milano Fair. The

current edition provides the base for global interactions and help in expanding the outreach for the engineering enterprises from India. What makes IESS special is that it helps those engineering SMEs who cannot participate in global sourcing events owing to scarcity of resources. IESS brings in buyers who could potentially source products from SMEs. Furthermore, this event helps local companies to establish connections with their foreign counterparts, to generate business and showcase their innovations, products and technologies. In addition, the participants, including exhibitors, get a chance to get detailed information and knowledge about specific sectors and can avail opportunities to meet and interact with the sector experts. Another major benefit is that IESS facilitates SMEs to explore local opportunities in terms of networking, collaboration and sourcing of products and technology. Usually SMEs in one part of India is not aware of markets and opportunities in other parts of India. IESS brings in companies from across India which helps SMEs to explore options for markets, networking and technological collaborations. Our experience over the last four years prove that a large number of Indian companies, particularly small and medium ones, have benefited from their participation in the show. Furthermore, our experience from the last IESS IV demonstrates that participating countries and companies were able to generate good business.

Congratulations to the winners for their Pavilions – Nirmal Industrial Controls Pvt Ltd in the Small Enterprise Category and Hilton Metal Forging Limited in the Large Enterprise Segment and UP and Madhya Pradesh, at the State Level.

We look forward to more of engineering and more of Indian exports and more of participation at all IESS to come in future.

All await the next big thing – which would be in 2017 with a targeted 1000 exhibitors, a whopping 233 percent rise from current year!

Rakesh Shah

Former Chairman & Chairman – Publicity, Exhibition & Delegation; EEPC India

MESSAGE



I feel a special pride as I reminisce the fifth edition of the flagship engineering exposition of India – India Engineering Sourcing Show 2015.

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 in the policies of Government of India and acts as an interface between the engineering industry and the Government. Set up in 1955, EEPC India now has a membership base of over 13,000 out of whom 60 percent are SMEs. EEPC India organises a large number of promotional activities such as buyer-seller meets (BSM) – both in India and abroad, overseas trade fairs/exhibitions, and India pavilion/information booths in selected overseas exhibitions to demonstrate the capabilities of Indian engineering industry and to provide the overseas buyers with true value as propagated by Brand India. The launching of the Stamp signified the importance and the immense recognition of EEPC's contribution among the manufacturing and engineering fraternity in driving the Indian engineering to the global platform.

This year IESS V witnessed 18 sessions including five global sourcing meets by ABB, Yanmar India, IPRO Solutions, KUBOTA and Great Waters, UAE; two bilateral sessions – India-Eurasia and India-UK; CXO Forum; sessions on Digital India, Technology Upgradation for Manufacturing & Exports, Indian Smart Cities – from Vision to Reality; Vendor Development Meets – Indian PSUs and Indian Railways; Start Ups – Promoting Entrepreneurship in India all having inimitable dimensions to it.

The India Engineering Sourcing Show (IESS) is considered to be the largest sourcing show organised within India for the engineering sector, particularly for MSMEs.

IESS has recently emerged as the most-favoured global destination for sourcing engineering goods and services from India. IESS V was different from the

preceding ones in several aspects. This year the focus was on six very important industries that are important not only from the perspective of the domestic market but also from the export angle. Furthermore, there was participation from a larger number of countries. This included over 100 delegates from Europe and CIS alone. In addition, the show witnessed the participation of over 10,000 professional visitors and over 300 companies. Further, dedicated global sourcing meets were organised by involving engineering majors, apart from global vendor development meets, and dedicated UK-India, Czech-India and India-Eurasia business forums. IESS also witnessed the presence of major global R&D and technology providers such as Fraunhofer, European Business Technology Centre to present various avenues for SMEs.

This edition of the show offered state-of-the-art digital interface for the participants. Besides the website, for this edition EEPC developed a mobile app for android, iOS and Windows platforms and dedicated B2B module, which was available to all the stakeholders. This facilitated the users in fixing important business meetings through both the website and mobile app. Furthermore, the show officially launched websites and films on pumps and valves and electrical and power product sectors by the Government of India before a global audience. The purpose was to promote the Make in India brand.

We are thankful to Uttar Pradesh Government for being the Partner State this year.

I would invite and encourage all to visit and attend all possible sessions and spread the word - IESS VI in 2017. Let it be a new word in the lexicon of engineering!

A handwritten signature in black ink, appearing to read 'Bhaskar Sarkar', with a horizontal line underneath.

Bhaskar Sarkar

Executive Director & Secretary, EEPC India

EXECUTIVE SUMMARY



THE fifth edition of the flagship exposition of Indian engineering, IESS 2015, organised by EEPC India on behalf of the Ministry of Commerce and Industry, Government of India, during 24-26 November 2015 at the Bombay Exhibition and Convention Centre, reaffirmed the Council as a favoured destination in the engineering sector. The figures – 410 delegates from 55 countries, in Asia, Africa, Europe, North America and Latin America, 10,000 professional visitors, 97 speakers and 18 sessions made it a paradise of engineering extravaganza! From the 196 feedback received immediately after the show, the exhibitors made 6671 contacts averaging 50 contacts per head and appointed 42 agents, and received 995 documented enquiries.

This year, the focus was on six very important industries, keeping in mind the stress on exports – Industrial Supply & Subcontracting, Metal and Shop Floor, Industrial and Electrical Machinery, Automotive Components, Innovation and Technology and

Investments and Engineering Project Exports.

Mr Jiri Koliba, Deputy Minister of Industry and Trade, Czech Republic, inaugurated the event. Mr Ravi Capoor, Joint Secretary, Ministry of Commerce and Industry, Government of India, Mr Ashok Kumar Dash, Chief Postmaster-General, Department of Posts, Maharashtra Circle, and EEPC India stalwarts were among the dignitaries present on the occasion.

Reinforcing the critical role of the engineering sector in boosting India's exports and the share of manufacturing in the GDP, Mr Capoor said the Government has received investment proposals worth over \$3.05 billion under Make in India which is being vigorously promoted across the world. The EEPC India Chairman, Mr T S Bhasin, appreciated the participation of Uttar Pradesh as the Partner State and other state pavilions including Madhya Pradesh, Odisha, Jharkhand to name a few. The highlight of the inauguration of IESS 2015 was the release of an EEPC 60 Years' Commemorative Stamp by Mr Ashok Kumar



Dash, Chief Postmaster-General, Department of Posts, Maharashtra Circle, which lifted this prestigious Council to a different league of honours!

Excellent ratings on the Buyers/Delegates turnouts from 90% of feedback received so far and on Category of Products from 75% of feedback, underscore the popularity and success of this edition. More than 300 exhibitors displayed their products showcasing India's engineering prowess to the world. The mammoth footprint of over 400 overseas buyers including over 10,000 trade buyers make IESS the largest engineering show of the nation.

The inauguration was followed by 18 sessions including five global sourcing meets by ABB, Yanmar India, IPRO Solutions, KUBOTA and Great Waters, UAE; two bilateral sessions – India-Eurasia and India-UK; CXO Forum; sessions on Digital India, Technology Upgradation for Manufacturing & Exports, Indian Smart Cities – from Vision to Reality; Vendor Development Meets – Indian PSUs and Indian

Railways; Start Ups – Promoting Entrepreneurship in India all having inimitable dimensions to it.

Uttar Pradesh was the Partner State this time with the largest and the most beautiful pavilion.

All await the next big thing – which would be in 2017 with a target of 1000 exhibitors, a whopping 233 percent rise from current year.

Excellent ratings on the Buyers/Delegates turnout from 90% of feedback received so far and on Category of Products from 75% of feedback, underscore the popularity and success of this edition. More than 300 exhibitors displayed their products showcasing India's engineering prowess to the world

HIGHLIGHTS OF IESS 2015

- 196 participants submitted their feedback form by the last day of the show.
- Publicity and advertising for the show was quite satisfactory as 58% of the participants in IESS 2015 were new comers.
- 134 of the respondents mentioned about the contacts made by them during the show which that accounted to 6671 with an average of around 50 contacts per participants. In this edition of IESS, participants found approximately 70% of the contacts as new.
- Only a few of the participants mentioned about their orders booked that came to 61. However, most of them did not mention the amount of orders

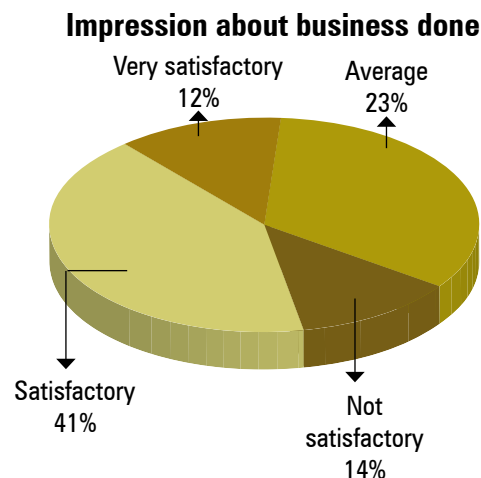
booked. Only a handful of participants mentioned the amount of orders booked that was recorded at US\$32,310 only.

- Again, some of the participants mentioned about the enquiries generated by them during the show and only a few disclosed the amount of enquiries generated. These participants generated 995 enquiries during the show while the enquiries generated by them amounted to US\$207,664.
- 21.4% of the respondents were able to identify/appoint their agent/distributor during the show while 78.6% answered in negative. Rest of them did not comment on this issue.

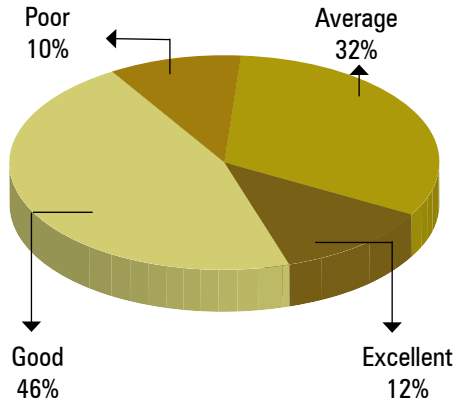
Key takeaways

1. Quality of business visitors in IESS 2015 was up to the mark as only 7% marked it as poor and 70% found it alright.
2. Participants were not very satisfied about the quality of business done in the show as 47% of them expected better businesses.
3. Buyers/delegates turnout during the show was on the expected line as 90% of the reporting respondents found it as either excellent or good or average.
4. Quality of buyers also matched the expectation of the participants as 61% of the reporting respondents mentioned it as excellent or good while only 6% marked it as poor.

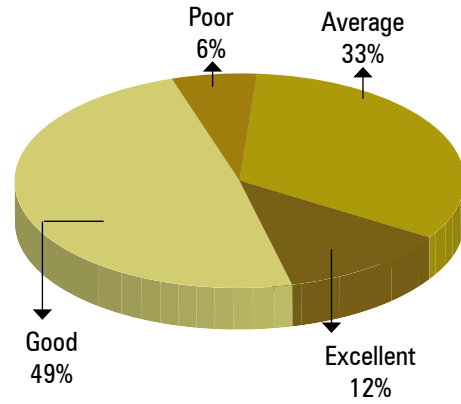
5. As per the respondents, category of the products exhibited was satisfactory. Only 3% of the respondents opined it as poor while for 75%, it was excellent or good.
6. Quality of the seminars and workshops was quite satisfactory as per the respondent participants. Only 2% of them opined them as poor while 81% viewed them as excellent or good.
7. Security arrangements was really good as only 1% marked them as poor and 93% found them either excellent or good.
8. 94% of the respondent participants found the B2B sessions quite fruitful.



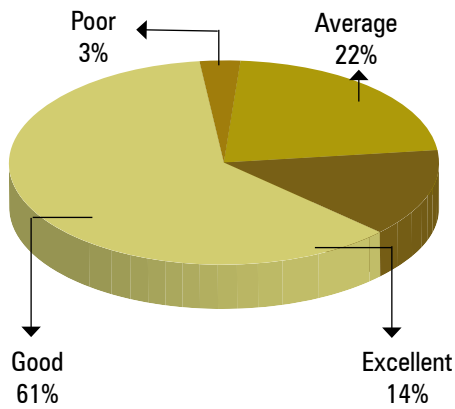
Buyers/Delegates turnout



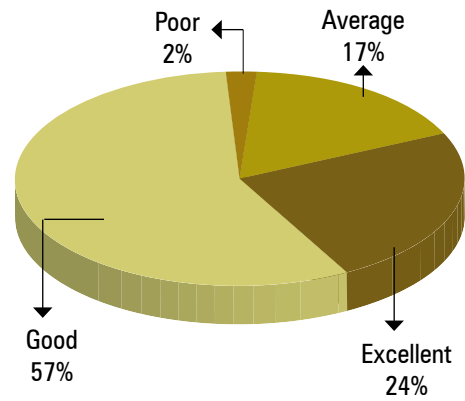
Quality of Buyers/Delegates



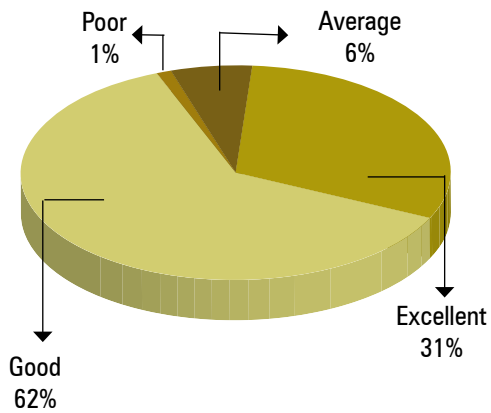
Product category



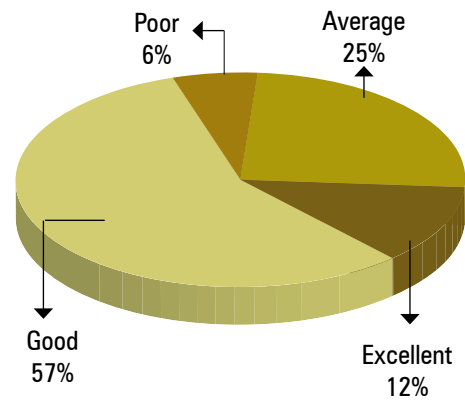
Seminar/Workshop



Security arrangements



B2B matchmaking



IESS 2015 – THE BEGINNING



Inaugural speech by Mr Jiri Koliba, Deputy Minister of Industry and Trade, Czech Republic

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Ravi Capoor, Joint Secretary, Ministry of Commerce and Industry, Government of India, Mr Ashok Kumar Dash, Chief Postmaster-General, Department of Posts, Maharashtra Circle, and EEPC India stalwarts were among the dignitaries present on the occasion. Mr Capoor said, 'As the government's Make in India initiative has caught the imagination of global investors, major conglomerates such as the manufacturers of

Reinforcing the critical role of the engineering sector in boosting India's exports and the share of manufacturing in the GDP, Mr Capoor said the Government has received investment proposals worth over \$3.05 billion under Make in India which is being vigorously promoted across the world

iPhones and iPads are expected to set up their facilities in the country. Giants including KUBOTA from Japan, iPRO Solutions from the UK, Great Waters from UAE, are all converging in Mumbai at this event of EEPC India to sew up new tie-ups with Indian Firms.'

Reinforcing the critical role of the engineering sector in boosting India's exports and the share of manufacturing in the GDP, Mr Kapoor said the Government has received investment proposals worth over \$3.05 billion under Make in India which is being vigorously promoted across the world. 'This is an indication of impetus being provided to the economy. Companies such as Xiamoi, Huawei have already set up manufacturing units in India, while iPhone, iPad manufacturer Foxconn is expected to open a manufacturing unit soon. Recently, Lenovo also announced that it has started manufacturing Motorola smartphones in a plant near Chennai.' He added that Prime Minister Narendra Modi's Government has laid stress on improving the ease of doing business. The initiative includes increasing speed with which protocols are met with and increasing transparency. It also includes fast tracking environmental clearances, filing of tax returns, enhancement of the industrial license period and replacement of paper registers by electronic registers for business people. With respect to

exports, for the first nine months of the current fiscal, engineering exports were US\$30.7 Billion out of the total exports of US\$132.9 Billion implying a share of more than 23 percent. This shows that both in terms of domestic output and exports, the destiny of Indian industrial progression crucially hinges upon well-being of the Indian engineering industry.

Addressing the three day show, EEPC India Chairman, Mr T S Bhasin, appreciated the participation of Uttar Pradesh as the Partner State and other state pavilions including Madhya Pradesh, Odisha, Jharkhand to name a few. He said that it is heartening to note that different states are competing to reach out to global investors and manufacturing giants. It is at this backdrop, UP has associated itself with IESS 2015. EEPC India Chief said that the focus of the sourcing from India would be on key sectors such as industrial supply, electrical machinery, automotive components, innovation and technology, retail engineering, investment and engineering project exports. Kapoor said that the Government has decided to improve and protect the intellectual property rights of innovators and creators by upgrading infrastructure and using state of the art technology.

Narrating the significant role played by IESS, Mr Bhasin, said that IESS is considered as the largest sourcing show organised within India for the



Mr RP Sehgal, Sr Vice-Chairman, EEPC India, welcoming participants and guests



engineering sector, particularly for the MSMEs. As exchange of knowledge and technology development is at the core of efficient production and exports, IESS lays a greater emphasis on these two areas. The show has turned out to be a meeting point not only for buyers and sellers but also for exploring and dissemination of available technology in India and outside.

The 'Make in India' initiative, recently launched by the Government of India is a very ambitious programme. The major objective behind the initiative is job creation and skill development in 25 major sectors of the economy. IESS 2015 lays emphasis on the buyers-sellers meet, the presence of a large number of delegates from several trading partners and a vendors' development seminar will act as a huge opportunity for the exhibitors at the show. The show will also help SMEs identify local customers for their products and materials. Moreover, they will be able to showcase their manufacturing competitiveness, quality products and their reliability in forming global business partnerships.

Mr Bhaskar Sarkar, Executive Director and Secretary, EEPC India also commented 'IESS is one initiative from EEPC India that seeks to promote exports of engineering products. It also helps companies to consolidate their position in the existing export markets and to explore new ones. To ensure this, EEPC India takes a holistic

approach by not only bringing in domestic and foreign companies but also bringing in foreign delegates. IESS 2015 has partnered with leading global engineering show organisers Hannover Milano Fair. The current edition provides the base for global interactions and help in expanding the outreach for the engineering enterprises from India. What makes IESS special is that it helps those engineering SMEs who cannot participate in global sourcing events owing to scarcity of resources. IESS brings in buyers who could potentially source products from SMEs. Furthermore, this event helps local companies to establish connections with their foreign counterparts, to generate business and showcase their innovations, products and technologies. In addition, the participants, including exhibitors, get a chance to get detailed information and knowledge about specific sectors and can avail opportunities to meet and interact with the sector experts. Another major benefit is that IESS facilitates SMEs to explore local opportunities in terms of networking, collaboration and sourcing of products and technology. Usually SMEs in one part of India is not aware of markets and opportunities in other parts of India. IESS brings in companies from across India which helps SMEs to explore options for markets, networking and technological collaborations. Our experience over the last four years prove that a large

number of Indian companies, particularly small and medium ones have benefitted from their participation in the show. Furthermore, our experience from the last IESS IV demonstrates that participating countries and companies were able to generate good business.

In today's globalised world, accessing the global market for exports is critically important for the growth of companies, including those from India. For this, companies require to build relationships with foreign companies and customers. Sourcing shows like IESS are such platforms for Indian companies.

Commemorative stamp on 60 years of EEPC India

The highlight of the inauguration of IESS 2015 was the release of an EEPC 60 Years' Commemorative Stamp by Mr Ashok Kumar Dash, Chief Postmaster-General, Department of Posts, Maharashtra Circle, which lifted this prestigious Council to a different league of honours!

Releasing the stamp, Mr Dash said, 'EEPC India has mirrored the evolution of engineering exports over a span of 60 years when India grew from a meagre \$10 billion engineering export nation in 1955 to \$70 billion in 2015'. IESS was chosen as the wonderful occasion to celebrate the existence of this renowned Council under the Ministry of Commerce and Industry.

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The India Engineering Sourcing Show is essentially a partnership event and aims at developing business tie-ups between Indian and overseas companies. Leading multinationals such as ABB and Kubota have been successfully using the IESS exhibition as their sourcing platform. It is essentially a forum for delegates and industry leaders. Many multinationals have operations in India, giving a further boost to manufacturing. B2B meets, exclusive country and technical sessions, vendor development meets, global sourcing meets, and bilateral business forums provide ample opportunity to generate business opportunities.

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Seminars

The Show had two components that helped companies reach out to their potential customers. Firstly, the Show had exhibition of products from a large number of engineering companies. Secondly, to help these companies to keep abreast with the national and global trade and policy dynamics, EEPC India organised 18 seminars and workshops.

The topics of these seminars included areas of economic interests upon which India's future growth prospects critically depends.

Global Sourcing, Branding and Technology

In order to increase export penetration, India needs to create a space for itself in the global value chain. This can be achieved by increased sourcing by global companies, adequate branding of Indian products and technology upgradation. In line with this, seven seminars were organised covering global sourcing, branding and technology upgradation.

Global Sourcing Meet by ABB (24th November, 2015)

ABB is a global leader in Power and Automation

technologies. It is also the largest supplier in industrial motors, power grids and supplies complete range of products in areas of automation. He expressed that IESS will help Indian engineering exporters overcome global economic risks. Seminar on 'Global Sourcing Meet by ABB' was organised to share ABB's perspective on global sourcing. The seminar was moderated by Shri Aman Chaddha, Former Chairman, EEPC India, and received wide interest from industry. More than 150 participants attended the seminar and over 100 B2B interactions were held post seminar with the ABB representatives.



Key Takeaways

- Indian MSMEs play a very significant role not only in domestic manufacturing but also in the exports. Thus it is important for global vendors to look for partnerships with MSMEs.
- In times of technology development and value addition, India MSMEs are able to provide best possible products and services to the global vendors.

Global Sourcing Meet by Yanmar (25th November, 2015)

The seminar on 'Global Sourcing Meet' by Yanmar India was primarily for the benefit of SMEs. Such programmes enable large scale enterprises to identify suitable vendors in the MSME sector to forge 'vendor-vendee' relationships. It also educate the industry about the opportunities in the MSME sector. About the company, Yanmar with its head office in Japan recently celebrated its centennial recently. The company has its business worldwide in the domain of Construction Machineries, Agricultural Machineries and Equipment and Marine Engineering Equipments. Mr Anupam Shah, Immediate Past Chairman, EEPIC India mentioned that with Yanmar India, being a Japanese diesel engine manufacturer with more than

100 years of history, it is an opportune moment for us to be a part of its success through boosting up trade with Japan.

The Global Sourcing Meet served as an apt platform for identifying new suppliers/ vendors, raw materials for new products, information on upgraded technologies, flexibility and services to meet the current and future business needs of clients.

Key Takeaways

- Japan offers huge opportunity for Agricultural Machinery.
- Huge demand observed in Indian agricultural machinery products like Gears, Shafts, Ferrous casting products, Tractor parts- Front Axle Assembly, Sheet Metal products, Engines, Hydraulic Parts, etc.
- Technology Upgradation and modernization is the need of the hour. There is need to strive to realize 'cost merit' method in production processes making like "Tilling, Seeding and Harvesting". Focus on 'Efficiency', 'Speedy process', 'Easy operation', 'Work Saving Technique' are also required.
- The seminar highlighted the need for expanding to new markets and breaking out boundaries and production base.



Global Sourcing Meet by iPRO Solutions (25th November, 2015)

iPRO Solutions is UK based and has a strong track record in offering low cost sourcing solutions covering products such as Plastics, Electronics Assemblies, Metal fabrication, Machining and Castings. iPRO develops solutions based on customer requirements from the design and development of mould tools through to asset financing, logistics, warehousing and direct supply to the production line.

Global Sourcing Meet by iPRO provided an opportunity for developing potential vendors from India. It is one of the key features of vendor development programme with major companies in India and abroad. It provides a platform to domestic and international companies to interact vis-à-vis and explore the opportunities. Companies from various parts of India participated in this meet adding a multilateral flavour to the event. The Global Sourcing Meet is also very beneficial in building partnerships through B2B & B2C interactions.

Seminar on ‘Global Sourcing Meet’ by iPRO Solutions was mainly for the SME’s. The focus of the seminar was sharing of ‘Global Procurement’ perspective by iPRO Solutions.

The key panelist for the seminar, Mr Ankit Daftary, Director–Operations, iPRO Solutions, Dubai focused on the core products that faces heavy demand includes Plastic injection moulding, Casting (High Press / Gravity / Investment), Forging, Lasercut, Stamping, Fine Blanking, CNC Machining (Milling / Turning), Sheet Metal Fabrication, Electronics (PCBA), Wire Harness.

Key Takeaways

- There is need for boosting up the manufacturing sector by providing efficient and cost friendly solutions addressing customer needs throughout the product life cycle.
- Thrust observed in manufacturing core activities that include Mechanical Assembly, Kitting / Build to Order, Electro-Mechanical Assembly, Product build, Test & Inspection & CMM, Laser Marking, etc.
- Heavy demand indicated in core engineering products that include Plastic injection moulding, Casting (High Press / Gravity / Investment), Forging, Lasercut, Stamping, Fine Blanking, CNC Machining (Milling/Turning), Sheet Metal Fabrication, Electronics (PCBA), Wire Harness, etc.



Global Sourcing Meet by Kubota (26th November, 2015)

Kubota Corporation (with Head Office in Osaka, Japan) began its business by manufacturing and selling cast metal products. Since then, the corporation offered various products including iron pipes for water supply, engines for agro-industrial purposes and machine tools, contributing to the improvement of human lives and society.

The supplier-buyer relationship has been the focus of businesses in recent years. The importance of SMEs towards industrialization is well observed in Vendor Development Programmes which focuses on increasing the absorption capabilities of SMEs to make them attractive to large enterprises. Global Sourcing Meet are one of the key features of such Vendor Development Programmes.

Seminar on 'Global Sourcing Meet' with Kubota Corporation was one such vendor development

programme, but mainly for the SMEs. The focus of the seminar was "Make in India with Global Kubota".

Key Takeaways

- For the company, heavy growth observed in water and environment business, especially in the segments of water supply system, water purification plants and sewage treatment plants. Indian companies can partner in this growth opportunity.
- Significant demand observed in Southeast Asian countries including Malaysia, Indonesia, etc. So the Indian suppliers also need to buckle up to move up the global chain.
- There is need for mobilising collective strength and building strong mutual relationship between Kubota and Indian suppliers. It can immensely benefit Indian companies and take them to global stage in the areas of food, water and the environment.

Global Sourcing Meet by Great Waters UAE (26th November, 2015)

Seminar on 'Global Sourcing Meet by Great Waters, UAE' was to highlight perspective of Great Waters UAE on global sourcing and to bring forward its importance and its benefits to the Indian MSME's. Global sourcing exploits global efficiencies in delivery mechanism. The efficiencies could range from low cost skilled labour, low cost of raw materials, tax breaks, to low trade tariffs.

Key Takeaways

- It was a very successful global sourcing meet followed by B2B meet with more than 50 exhibitors and visitors.
- The discussion helped to establish a proactive alliance between the Great Waters and the Indian MSME's.
- The global sourcing meet made Indian MSME's aware of global opportunities which could potentially help them explore and export to global market.



Engineering Brand India for SMEs (24th November, 2015)

India's Nation as a Brand Ranked 7th Globally. Key elements driving India as a Brand include Macro and Micro Image, Consistency and Focus in Vision (like Incredible India), Clarity of Brand Strategy in use of India as a Brand, Marketing Strategy to ensure efficiency in Cost and Returns and finally Execution dynamics. The Seminar on 'Developing Brand India Engineering' has been an important initiative by the Ministry of Commerce along with EEPC India, mainly to give a 'National Focus on Manufacturing'. The purpose was to discuss how further improvement in branding can be achieved. The session also witnessed the 'Release of Product Catalogue hard copy and Pen Drive version for Industrial machinery, Electrical Machinery and Renewable Energy Equipments'.

Shri Ravi Kapoor, Joint Secretary, Ministry of Commerce and Industry, Government of India pointed out that India's engineering global exports is merely 1.3% of global exports. He added that India's engineering product is not a high value added product.

If we compare Indian engineering with that of

Germany, there exists dissimilarity between the two. German engineering reflects an image of quality, reliability, precision and technology. He urged the audience to set parameters raising the technology standard of the manufactured product.

Mr Ajimon Francis, MD & Head, Brand Finance India, pointed out the fact that 'Branding' creates a huge amount of value in which advertisement plays an important role. He highlighted that 'Leadership, Technology and Research and Development' are the key players of branding.

Key Takeaways

- Branding engineering products in India is an important as it creates an image in the mind of the customer. Branding received special focus as it personifies the perceived value of propositions versus competitors of the enterprises.
- The seminar highlighted the fact that "Leadership, Technology and R&D" are the key elements of branding, that creates room for investment.
- The final slogan of the seminar 'Let's make India's Engineering Brand Strong Globally'.



Technology Upgradation for Manufacturing and Exports (24th November, 2015)

The focus of the seminar 'Technology Upgradation for Manufacturing and Exports' was small and medium enterprises (MSEs). The technology and innovation processes in MSEs are different from those that take place in the context of larger firms. MSEs innovate more informally than large firms without developing an explicit strategic framework for innovation, and are generally outside the framework of formal R&D projects. The seminar aimed to enlighten the Indian manufacturers and exporters, mainly MSMEs to upgrade their manufacturing processes towards usage of energy efficient technologies so as to reduce cost of production and become globally competitive.

- Dr Ashwani Gupta, Scientist G, Department of Scientific and Industrial Research (DSIR), Government of India highlighted the need for a lift in manufacturing stage. He informed that at present most of the Indian

companies (almost about 75 percent) are grappling with manufacturing stage 1.0 and 2.0 (commonly known as system of production and distribution). This leaves only 25 percent companies who up the manufacturing stage – system of engagement, system of insight and system of design.

Key Takeaways

- It was unanimously agreed that need for technology development, its commercialisation, collaboration and networking with global leaders are critical for shifting India to a higher level of technology zone. This calls for concerted efforts by all relevant stakeholders in a cohesive manner.

EEPC India in association of Department of Commerce and other stakeholders to facilitate a consultation meeting of 30-40 young entrepreneurs involving government agencies, industries, research laboratories in the month of December 2015.



Government Initiatives to upgrade SMES : Vendor Development, Start Ups, Indian Smart Cities, Digital India, e Procurement

For small and medium enterprises it is very important to understand procurement process of government and also big enterprises. It is also pertinent for the SMEs to be aware of challenges and opportunities arising from the new initiatives by the government. To cater to this, three important initiatives of the government of India were discussed during the show. These include 'Indian Smart Cities'; 'Digital India' and 'E-procurement'.

Indian Smart Cities - From Vision to Reality (25th November, 2015)

The Smart Cities Mission is one of the most ambitious flagship programmes of the government of India. Indian cities which accommodates nearly 31% of India's current population, contributes 63% of GDP (Census 2011). Development of Smart Cities requires comprehensive development of physical, institutional, social and economic infrastructure. All are important in improving the quality of life and attracting people and investment, setting in motion a virtuous cycle of growth and development. This seminar was organised to lay down a common vision and roadmap for deployment with special focus on E-Governance, infrastructure, water supplies & sanitation, safety & security and utilities.

- Mr A. K. Choudhary, Development Commissioner, of Sri City SEZ, laid emphasis on the 'Smart City

Mission'. He informed that the government budget allocated for 5 years to build 100 smart cities, 100 Crores per city per year is Rs. 48,000 Crore. He further briefed about the current urban population which is expected to grow to 35% by 2020, 40% by 2030, and 70% by 2050.

Key Takeaways

- The common observation of the Smart Cities Mission meant to set examples that can be replicated both within and outside the Smart City, catalyzing the creation of similar Smart Cities in various regions and parts of the country evolved through the discussion.
- Building of smart cities will lead to savings in power usage, providing solution to the power crisis in India.
- Better connectivity, better infrastructure will definitely lead to better trade prospects for the economy at large.



Digital India – The 100 Billion Dollar Manufacturing Opportunity (25th November, 2015)

Digital India is a Government of India initiative. Its purpose is to ensure that Government services are made available to citizens electronically. Thus to make Digital India functional one must have improved online infrastructure and increasing Internet connectivity. This initiative was launched on July 1, 2015 by our honourable Prime Minister, Shri Narendra Modi. The initiative includes plans to connect rural areas with high-speed internet networks.

Panel discussion on ‘Digital India and the upcoming opportunities associated with this 100 billion dollar

manufacturing’ was to discuss opportunity and challenges that will emerge during the implementation of the initiative. The seminar was also to discuss the implications of ‘Digital India initiative on Indian manufacturing sector’, particularly the MSMEs.

Mr Sumeer Goyal, Executive Director-Digital Practice, PricewaterhouseCoopers explained the importance of digital India in contributing in education sector via e-tutorials. He emphasised the how a single teacher, who is an expert in his/her field can teach 1000 of students at once with the help of technology. Likewise a student can also avail the video of the class missed by him and etc and learn in his/her spare time.



Government Procurement System including E- Procurement (25th November, 2015)

MSME sector in India suffers from three basic challenges: the first is low economy of scale; the second being lack of awareness on market – both domestic and international. Another major challenge faced is lack of awareness on existing opportunity for product and process innovation available through public of private sources. Addressing these issues require a handholding approach and guidance.

Central Public Procurement Portal (CPPP), an initiative of the Government of India, to make government procurement transparent and time and resource saving could prove to be highly beneficial to MSMEs. The portal, inter alia, intends to aid small and medium enterprises through ensuring their greater participation in the system.

The session on creating awareness on the newly established Central Public Procurement Portal (CPPP) was to help MSMEs make better use of opportunities

made available through the CPPP.

Key Takeaways

- E-procurement will significantly reduce cost and save time.
- MSMEs should come forward and make optimal use of opportunity emerging through the e-procurement system.
- Significant opportunities exist for Indian MSMEs in Dubai. There are a number of ongoing and new project where Indian companies, both big and small can participate.
- Some of the major opportunities are in electricity, water and renewable energy infrastructure projects; solar power generation and energy storage facilities; Electric & Water Metering; and others.
- Indian companies could actively participate in WETEX 2016, Region's largest Government organized Trade Show for Water, Energy, Technology and Environment Sector organized by DEWA from 4-6 October 2016.

Start up - Promoting Entrepreneurship in India (25th November, 2015)

While the government can bring out policies to promote entrepreneurship in India, it is the industry which has to take lead efforts. They have to continue the dialogue process with government, academia and finance providers to identify the gaps and work out a solution to mitigate those gaps.

EEPC India's seminar on start-ups and promotion of entrepreneurship in India was one such step. In fact, the Council with its 60 years of history and a strong membership of MSMEs has a long tradition in hosting such programmes which encourage new entrepreneurs in the engineering industry. In the last IESS, 2014, EEPC successfully organized a seminar on entrepreneurship which stressed on opportunities for new entrepreneurs in engineering sector, Growth strategy for MSMEs in engineering and leveraging technology for innovation and scale.

Key Takeaways

- Role of Startups and Entrepreneurships have recently gained importance in India, in view of increasing national focus on clean energy, affordable healthcare, creating employment opportunities and financial inclusion.

- The Government and Industries have to work together. Government is giving lot of importance and entrepreneurs must avail the opportunity to realize their dreams.
- For the success of Startups and entrepreneurship development more energy and determination is required. Entrepreneurs should be fully aware of this and use government initiatives and incentives.
- Startups should not always focus on disruptive technologies. It is more important that the products and services should have wider usability for end users and customers.
- Mentoring at the early stage of startups could be really useful as mentors could play important role in getting funding and in project execution, sales and marketing.



Vendor Development Meet – Indian PSUs (25th November, 2015)

The Vendor development meet by Indian PSUs discussed the process involved in recruitments of vendors and also how the arrangement can work efficiently and effectively. The seminar, moderated by Mr Arun Kumar Garodia, Regional Chairman (ER), EEPC India, gathered participation from several eminent industry experts and was attended by about 70 participants,

primarily from SMEs & MSMEs industry.

Key Takeaways

- SMEs should optimally exploit the opportunity coming through new procurement initiatives by public sector companies.
- Regular interaction and participation by SMEs in vendor development meet by PSUs could be useful in moving up the value chain by small and medium companies.

Vendor Development Meet - Indian Railways (26th November, 2015)

Indian Railways is one of the largest procurers of engineering products. Its annual procurement is valued at Rs40,000 crore. In line with its size, Indian railways is also important from the perspective of growth of Indian businesses, as it also one of the largest procurers of goods produced by SMEs. The seminar on vendor development by Indian Railways was organised primarily to cater to the needs of small and medium enterprises who are mostly not aware of the procedural issues and challenges. The session was moderated by Mr Pankaj Chadha, Vice Chairman, EEPC India.

In his presentation, Mr Sunil Sorte, Deputy Material Manager, Western Railways highlighted the importance

of Indian Railways for Indian economy, one of the largest in the world. It has 12600 passenger trains and 7400 freight trains daily; carries 23 million passengers daily; and one billion tonne freight annually. Its annual revenue in 2014-15 was Rs 1.64 lakh Crore.

Key Takeaways

- Small and medium enterprises present in the seminar were encouraged to get themselves registered online to avail the opportunity.
- During the session, it was suggested by Mr Sorte that security deposit requirement should be completely waived off. As a take away, it was agreed to make a recommendation to the Ministry of MSMEs for complete waiver of security deposit.



Bilateral Exchange

Importance of region and countries vary with respect to Indian export. Some of the regions are yet to be optimally exploited. A separate session covering Eurasia region was organised during the show. An important highlight of IESS V was '3rd meeting of Indo-Czech JWG & Workshop on Advanced Manufacturing'. Besides, there was also a session on 'UK-India Business Forum'.

3rd meeting of Indo-Czech JWG & Workshop (24th November, 2015)

The 3rd Meeting of the Indo-Czech Joint Working Group on Heavy Engineering was organized by Department of Heavy Industry, GoI during IESS V. The meeting co-chaired by HE Mr Jiri Koliba, Deputy Minister, Ministry of Trade and Industry of the Czech Republic and Mr Vishvajit Sahay, Joint Secretary, Department of Heavy Industry and Public Enterprises, Government of India, was moderated by EEPC India. The purpose of the meeting was to share and exchange country's views on the two economies, particularly on sectors like heavy engineering; skill development. The goal was to promote mutual cooperation. The meeting coincided with seminar on India's Collaboration with Advanced Markets for Cooperation in Areas of High Technology Manufacturing.

Key Takeaways

- Protocol was signed between India's Ministry

of Heavy Industries & Public Enterprises and the Ministry of Industry and Trade of the Czech Republic.

- The Czech cooperation has been enlisted for modernization of the PSU Heavy Engineering Corporation Ltd, one of the large manufacturing complexes of India, focused on plant & machineries and execution of turn-key projects for core sectors of economy.
- Skoda Machine Tool has since sent the budgetary offers for new HBMs, modernization of existing HBMs and proposed replacement of old lathes by modern horizontal centre lathes at Ranchi based HEC. It could be used as building blocks for other cooperation.
- Both sides highlighted need for concentrated efforts to increase the share and quantum of bilateral high technology trade, including the heavy engineering sector.



India's Collaboration with Advanced Markets for Cooperation in Areas of High Technology Manufacturing (24 November 2015)

Workshop on 'India's Collaboration with Advanced Markets for Cooperation in Areas of High Technology Manufacturing' was organized that coincided with the 3rd meeting of the Indo-Czech JWG. The workshop was co-chaired by HE Mr Jiri Koliba, Deputy Minister, Ministry of Trade and Industry of the Czech Republic and Shri Rajan S Katoch, Secretary, Department of Heavy Industry and Public Enterprises, Government of India and was moderated by EEPC India.

Key Takeaways

- Invest heavily in 3D printing hardware and talent
- Support research to extend the scope of Advance Manufacturing to Indian industries through locally developed and customized 3D printing machines
- Support indigenous powder manufacturing technology so that powder will be available indigenously at reasonable cost
- Create C-3DP in the lines of C-DOT in automatic route
- Collaborate with countries like Czech, Germany etc for technology transfers.

India- Eurasia Business Forum (25 November 2015)

Seminar on 'Indo Eurasian Business Forum' was to explore opportunity that exist in India and Eurasia region. The seminar, moderated by Shri Gunit S Rana, Deputy Regional Chairman, Northern Region, EEPC India, received participation of over 70 people. The seminar also hosted a landmark event of signing MoU between Mr Anton Ashtrashkin, Executive Director, Ministry of Trade and Industry, Russia and EEPC India. Mr Anton Ashtrashkin also represented INNOPROM 2016 where India is going to participate as partner

country in Yekaterinburg, Russia 2016.

Key Takeaways

- Eurasia is a major region for opportunities for Indian MSMEs and therefore Indian MSMEs should utilize this to enhance their partnerships with this region.
- Signing of a landmark MoU between Mr Anton Ashtrashkin, Executive Director, Ministry of Trade and Industry, Russia and EEPC India. India will participate as a partner country in INNOPROM 2016, with EEPC India being the lead agency.



IESS 2015 CULTURAL NIGHT & NETWORKING DINNER





CLOSING CEREMONY

We conclude with a message from the Chairman, EEPC India at IESS 2015 :

'In the light of increasing integration of the Indian economy with the global industry, the time ahead will be very challenging for old and new entrepreneurs. Only those companies that can produce at a globally competitive price are expected to survive. This will be true both for local producers as well as exporters. This is because the distinction between 'production for local

market' and 'production for exports' is disappearing. Moreover, under the aegis of the WTO, tariff advantages enjoyed by local producers will also disappear in the coming period.

Congratulations to the winners for their Pavilions – Nirmal Industrial Controls Pvt Ltd in the Small Enterprise Category and Hilton Metal Forging Limited in the Large Enterprise Segment and UP and Madhya Pradesh, at the State Level.



Mr Aman Chadha, Former Chairman, EEPC India and Mr Rakesh Suraj, Regional Director, EEPC India (NR), presenting the trophy for Best State Pavilion to the joint winners, Uttar Pradesh and Madhya Pradesh



Mr TS Bhasin, Chairman, EEPC India, presenting the trophy for Best Pavilion in the Large Enterprise category to Hilton Metal Forging Limited

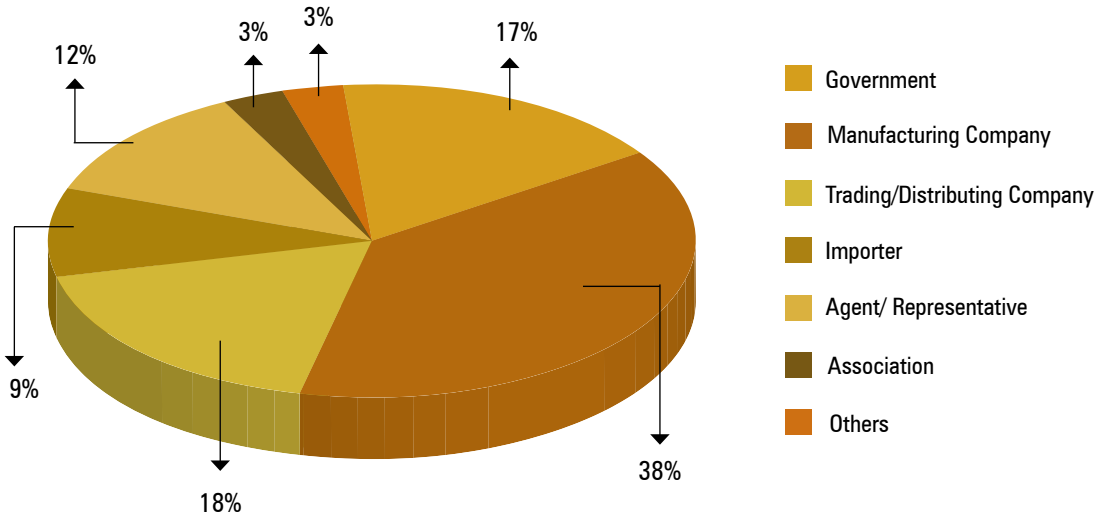


Mr TS Bhasin, Chairman, EEPC India, presenting the trophy for Best Pavilion in the Small Enterprise category to Nirmal Industrial Controls Ltd

VISITOR FEEDBACK

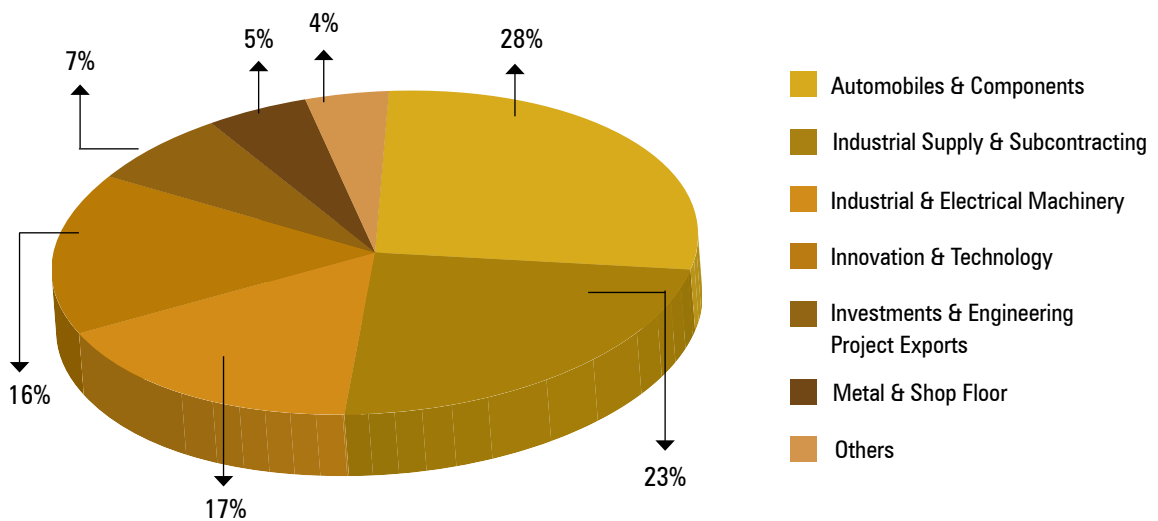
Visitors' Business Profile	
Government	579
Manufacturing Company	1343
Trading/Distributing Company	623
Importer	299
Agent/Representative	418
Association	121
Others	117
Total (Sample Size)	3500

Visitors' Business Profile



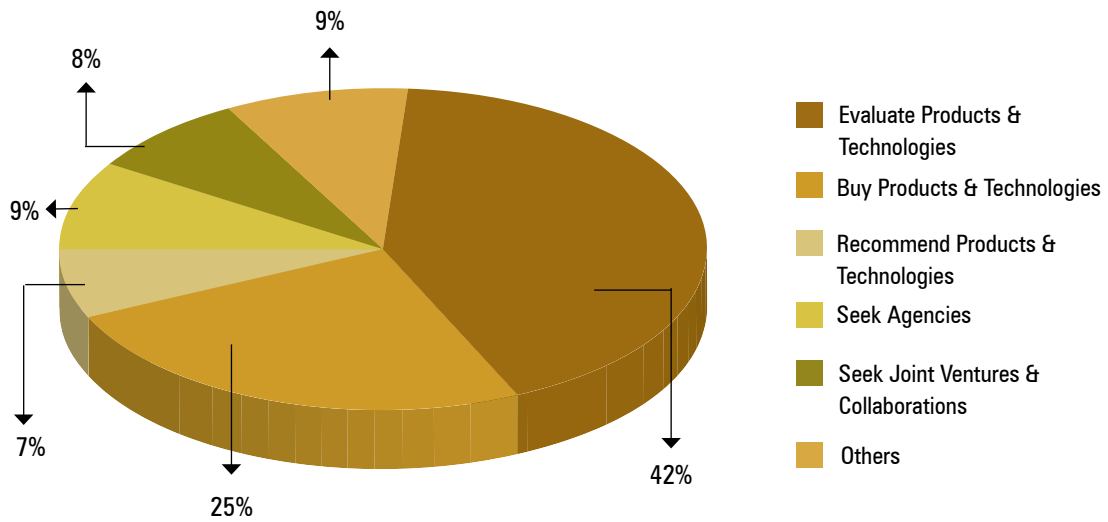
Visitors' Areas of Interest – Product Categories	
Automobiles & Components	987
Industrial Supply & Subcontracting	808
Industrial & Electrical Machinery	581
Innovation & Technology	573
Investments & Engineering Project Exports	243
Metal & Shop Floor	160
Others	148
Total (Sample Size)	3500

Visitor Interest in Product Categories



Purpose For Visiting The Show	
Evaluate Products & Technologies	1257
Buy Products & Technologies	756
Recommend Products & Technologies	206
Seek Agencies	264
Seek Joint Ventures & Collaborations	246
Others	271
Total (Sample Size)	3000

Purpose For Visiting The Show



B2B MEETINGS



THE B2B Meetings are integral part of organizing any modern trade shows. Today for the engineering sector the importance of B2B meetings have become even more important owing to emergence of highly complex, diverse and extensive products segments and their supply chains.

Therefore fruitful business participations at such events, depends on the adequate provision of right opportunities mainly in terms of the following:

- i. Evaluation of the product quality
- ii. Evaluation of manufacturers credentials, certifications
- iii. After sales support services of the suppliers
- iv. Evaluation of most competitive cost offerings on the global scale in the era of highly integrated and globalized market ecosystem.

In view of the above, B2B meetings have become very integral part of IESS. It gives opportunities for the global buyers and sellers to evaluate capabilities of the products and services and their credential on a comprehensive and wider scale from India.



I. Key B2B arrangements made during the show

i. The B2B meetings were organized at the event through pre-registrations as well as through on the spot registration requests. For the prearranged B2B meetings, registrations were invited through the following:

- Online website registration
- Registration through emails promotion.

ii. B2B Meetings were organized at three locations during the exhibitions:

1. Separate B2B Lounge/Area marked within the exhibition area.
2. B2B meetings at exhibitors' stalls
3. B2B meetings at seminar halls.

iii. Prearranged B2B meetings were facilitated for the following participants:

1. Overseas delegates (sponsored)
2. Overseas delegates/CEOs/NRIs visiting IESS on their own
3. Indian exhibitors
4. Visitors

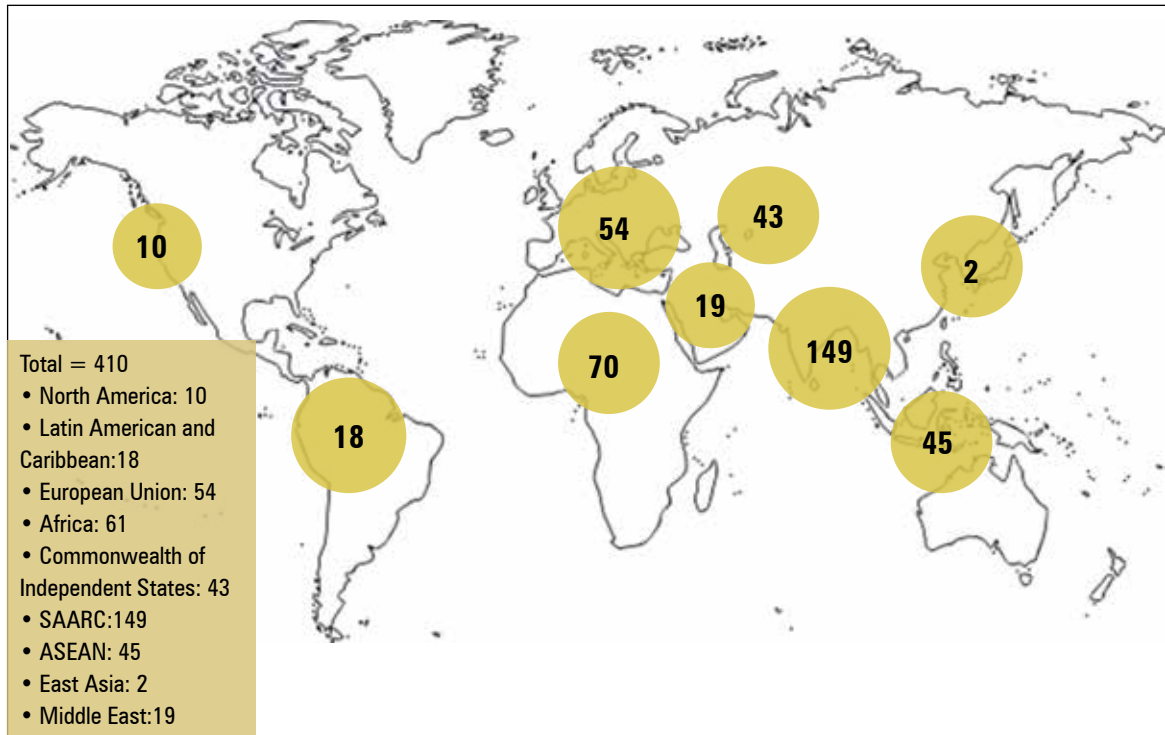
iv. The B2B meetings for the overseas delegates, were segregated region wise, and organized at the pre-designated halls at a specific time during the event. The meeting counterparts were Indian businesses who were exhibitors, visitors, Government representatives etc.

v. The pre-defined B2B meetings were organized as per following schedule:

vi. B2B Feedback forms were distributed to all the overseas delegates during the show.

Slots	Date/Time	Region
Slot -1	24th Nov 2015 / 2.00 – 5.00 PM	CIS, Europe, LAC
Slot -2	25th Nov 2015 / 10.00 – 01.00 PM	Africa, ASEAN, Middle East
Slot -3	25th Nov 2015 / 2.00 – 5.00 PM	SAARC, East Asia, North America

Number of Overseas Delegates - Region wise



II. Action taken to organize B2B meetings during IESS

- Promoted B2B as the key feature of IESS in all the circulars to Government, Exhibitors, Delegates and Visitors
- Created online registration portal which was integrated in the website of the IESS for B2B registration
- Promoted B2B as the key feature in the Branding and Promotional materials for IESS

III. Analysis of feedback received from overseas delegates

In all, 208 feedback forms were collected during the B2B meetings. The graphs on the following page provide the feedback summary.

IV. Accolades

i. It was a truly fantastic show at Mumbai for the IESS, and I must give credit where it is due. You guys did a

tremendous job. There are very many contacts that I was able to establish, and this trip will surely allow me to seek new avenues for the growth of my business. If there is anything that I can do for you - our organisation in Belgium, or the Benelux region, please do let me know. It would be a pleasure.

Mr Miten Shah

Managing Director, Diampex, Belgium

ii. From BEIOA we shall endeavour to organize delegation of exporters/participants from Bangladesh for every edition of EEPC's flagship event – IESS (India Engineering Sourcing Show) held in Mumbai, India by facilitating Bangladesh Pavilion at IESS to showcase products as well as attract investments into Bangladesh in the Engineering Sector. Similarly, We will welcome EEPC delegation of exporters / participants from India for BIET held in Dhaka every year.

Once again I thank Mr Bhaskar Sarkar and his team

B2B Meetings facilitated in Statistics

Sr No	B2B Formats (A)	No. of Delegates/ Buyers (B)	Suppliers/Visitors/ Exhibitors (C)	Total Meetings (D) = (B*C)
1	Total No. of Meetings (All B2B halls)	410 (Sum of all the Delegates from Different Regions)	75 (Average participants for all the Regions)	30,750
2	Meetings During Seminar Sessions			
	Name of the Seminar	No. of Delegates / Representatives	No. of Participants	Total Meetings
2.1	Global Sourcing Meet by ABB	2	30	60
2.2	Global Sourcing Meet by Yanmar	1	20	20
2.3	Global Sourcing Meet by IPRO Solutions	1	20	20
2.4	Vendor Development Meet by Indian PSUs	4	20	80
2.5	Vendor Development on Indian Railways	3	20	60
2.6	Government Procurement System E-Procurement India	5	20	100
2.7	Global Sourcing Meet by Great Waters UAE	1	20	20
2.8	Global Sourcing Meet by Kubota	6	20	120
3	Meetings at Exhibitions Stalls (Estimated)	410	250	1,02,500
Total No. of B2B Meetings (Arrangements Facilitated) during IESS 2015				1,33,730

Figure 1: No. of Business Contacts Established

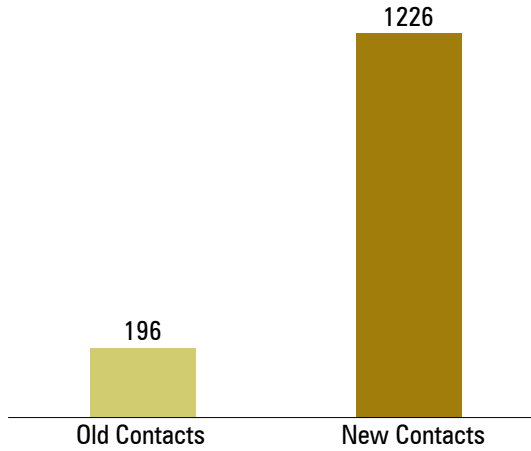


Figure 2: Total Business Deals (Values in USD Mn)

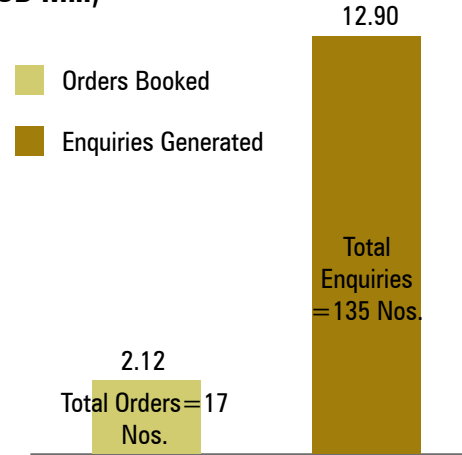


Figure 3: Design and Planning of the event

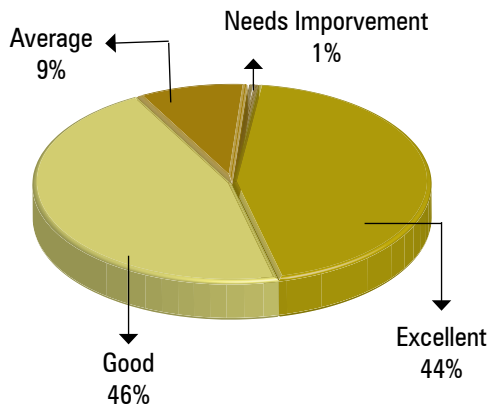


Figure 4: Impressions about the Business Done

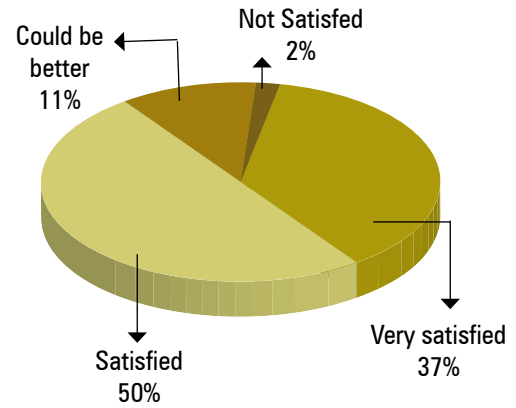


Figure 5: Product Categories of the Exhibition

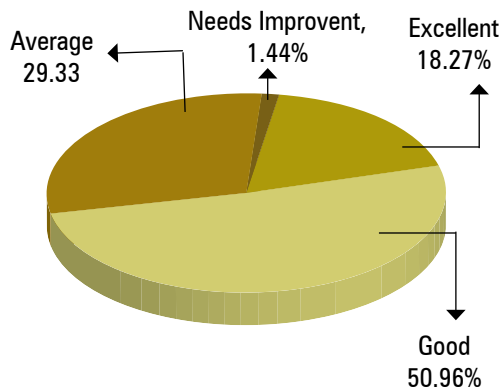


Figure 6: Venue

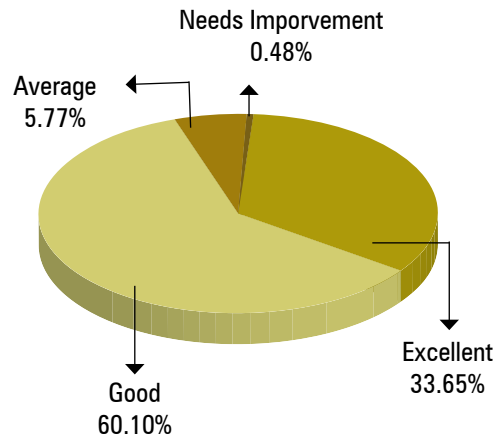


Figure 7: Publicity of the event

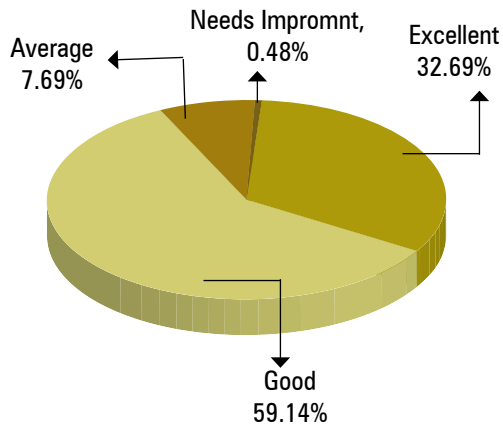


Figure 8: Quality of Seminar / Workshops organized

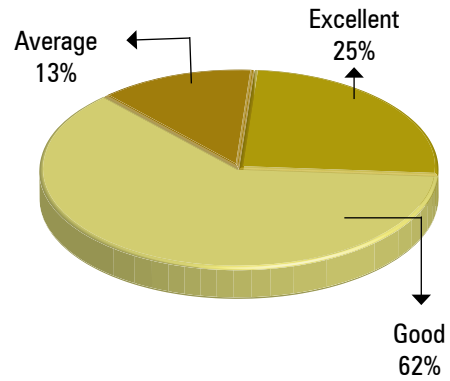


Figure 9: Travel Arrangements

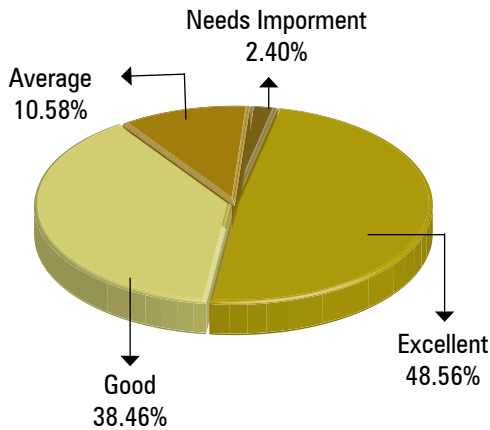


Figure 10: Quality of B2B Meetings

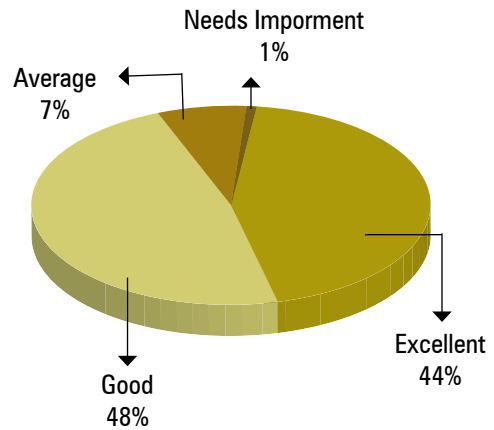


Figure 11: Information Dissemination

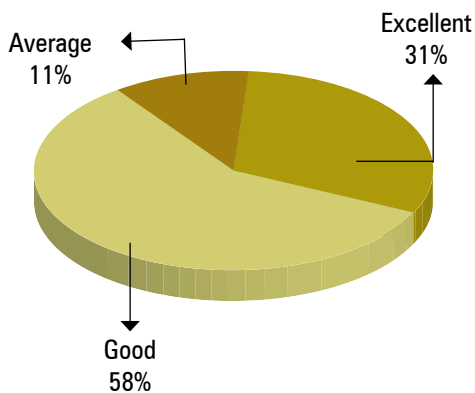
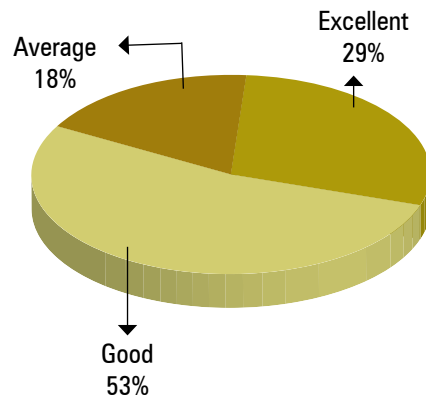


Figure 12: Publications Related to Exhibition



for their support and encouraging and promised on behalf of BEIOA to put efforts to make this MOU work for the benefit of our members and exporters from India.

We could not say enough in a short letter to you. We always make a note of your name in our good book. Our continued praise for your dedication, effort and outstanding services to our mission.

We are looking forward for your continued support and cooperation for development of our business relationship with EEPC India for mutual benefits of both the countries.

Abdul Hakim Miah

Secretary General

Bangladesh Engineering Industry Owners' Association, BEIOA, Bangladesh

iii. We were able to meet and interact with many Indian companies looking to do business with South Africa. The event was indeed very successfully and well organized thanks to the entire EEPC team. We are looking forward to future cooperation.

Phillip Mtsweni

Consul Economic

South African Consulate General, Mumbai

Month	2014-15	2015-16	Growth (%)
April	5,768.54	5,832.69	-0.51
May	6,915.33	5,945.49	-15.11
June	5,205.21	4,994.24	-4.81
Quarter 1	15,929.08	15,968.12	-0.68
July	5,498.76	5,756.56	1.40
August	6,288.66	6,026.14	-22.34
September	6,292.07	4,703.62	-25.48
Quarter 2	18,209.49	14,916.37	-18.68
October	5,500.85	4,420.75	-19.82
April-October	48,143.92	35,310.54	-26.54

Source: Department of Commerce, Government of India

Month	2014	2015	Growth (%)
January	1,395,000	1,296,000	-7.19
February	1,206,000	1,116,000	-7.48
March	1,471,000	1,495,000	-15.96
April	1,444,000	1,297,000	-3.25
May	1,654,000	1,296,000	-13.24
June	1,458,000	1,331,000	-7.81
July	1,489,000	1,304,000	-12.52
August	1,596,000	1,188,000	-12.21
September	1,514,000	1,076,000	-15.40
October	46,143.92	35,310.54	-24.24

Source: Department of Commerce and ITC

Year	2014-15	2015-16	2016-17
2014-15	-5.1	2.0	1.0
2015-16	-4.9	5.2	4.8
2016-17	-5.2	1.8	1.5
2017-18	1.4	4.6	4.6
2018-19	-2.3	6.7	8.7
2019-20	-2.5	2.8	2.6
2020-21	18.1	4.6	11.4
2021-22	11.5	19.6	19.6
April-October	48,143.92	35,310.54	-24.24

Source: Department of Commerce and ITC

Quarter	Month	2014-15	2015-16	2016-17	2017-18
Quarter 1	April	4,539.93	3,786.94	36,107	
	May	4,874.97	6,316.31	24,777	
	June	4,032.72	5,256.51	29,684	
Quarter 2	July	5,474.74	5,499.35	22,957	
	August	5,245.49	6,388.64	21,207	
	September	5,719.94	6,239.01	21,124	
Quarter 3	October	5,553.38	5,081.84	48,147	
	November	4,874.97	6,419.04	31,449	
	December	5,511.18	4,497.13	21,108	
Quarter 4	January	6,102.94	6,774.06	9,700	
	February	4,871.59	4,887.17	-1.29	
	March	4,661.14	3,344.64	-26.28	
Total Exports	61,426.38	74,789.97	14,367		

Source: Department of Commerce, Government of India

Year	2014	2015	2016	2017	2018
2014	-5.1	2.0	1.0	1.0	1.0
2015	-4.9	5.2	4.8	4.8	4.8
2016	-5.2	1.8	1.5	1.5	1.5
2017	1.4	4.6	4.6	4.6	4.6
2018	-2.3	6.7	8.7	8.7	8.7
2019	-2.5	2.8	2.6	2.6	2.6
2020	18.1	4.6	11.4	11.4	11.4
2021	11.5	19.6	19.6	19.6	19.6

Creating Business Prospects

ISS will provide a platform for exhibitors such as Grind Master Machines Pvt Ltd to interact with potential foreign buyers to increase their business. Managing Director, Grind Master Machines Pvt Ltd, Mohini Kulkar shares her expectations from the event.



Grind Master Machines Pvt Ltd is a company based on innovation and efficiency in engineering. The company has grown exponentially, offering one of the widest ranges of special purpose machines for the processing of ferrous and non-ferrous materials. Through this event, companies can display their latest technologies and also interact with the who-who of the industry. This is a unique opportunity for exhibitors to meet with potential foreign buyers and delegates. In order to generate potential business leads, exhibitors have numerous expectations from the show. "We hope that delegation from global engineering and automotive companies with specific sourcing requirements from India will visit the event as this will bring many opportunities for us concludes Kulkar.

Grind Master Machines Pvt Ltd, Mohini Kulkar.

The Mega Sourcing Show

ISS is the flagship show of EEPIC India and is recognized as the only sourcing event in India. Manager Export, KICH Architectural Products Pvt Ltd, Vishal Nathwani speaks on his expectations on obtaining a good response from OEM and B2B clients.



KICH Architectural Products Pvt Ltd is India's leading manufacturer in the premium segment of architectural hardware, bathroom accessories and handrails & balustrade systems. With a very fast pace due to unmatchable quality and robust manufacturing processes, KICH has always fulfilled global quality parameters. KICH architectural products are the epitome of enduring strength, timeless aesthetics, unique designs and impeccable functionality.

ISS 2015 Engineering Export Promotion Council (EEPIC) 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. This year, the Council has organised its 8th edition of India Engineering Sourcing Show (ISS), the flagship show of EEPIC India in Mumbai. This show is recognised as the only sourcing event in India and an opportunity for industry players that has a positive approach. "The show is helping companies to come out of their shell and explore global markets in their home country. Companies will now have to take advantage of this situation in order to generate business," adds Nathwani. The company also has certain expectations from the event. Nathwani concludes, "Made in India" campaigns, we will see a good response from OEM and B2B clients as we are focusing on government procurement contracts." KICH Architectural Products Pvt Ltd, Vishal Nathwani.

3 DAY - PROGRAMME SCHEDULE

VENUE: BEC,GOREGAON (E), MUMBAI


Tuesday, November 24, 2015 DAY 1

Wednesday, November 25, 2015 DAY 2

Thursday, November 26, 2015 DAY 3

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DISPLAYS & LAUNCHES

Pillar Proof Seals

Novoflex is one of the leading manufacturers of cable ties and other wiring accessories in India. Since its inception in 1980, Novoflex is a leading driver of the Indian manufacturing industry, catering to all segments of the sector. Novoflex Pillar Proof Seals are an effective means to prevent and detect theft of your precious, genuine products and protect them against contamination and counterfeiting. The seals are secure, reliable, versatile, strong and also offers spares for better gripping. Permanent impression can be made through the seals hot stamping technique. The Novoflex Pillar Proof Seals also provide seven digit sequential numbering and a 100 per cent tamper proof. It is available in various different colors as per the customer's requirements.

NanoFinish Superfinishing Machine

Grind Master NANOFINISH range of machines for microfinishing and superfinishing of automotive powertrain parts is trusted by leading OEMs globally. The NANOFINISH Model SMPF08-SC is a revolution in processing of automotive transmission parts. It is built to achieve both size and finish in one process - NANOFINISH with SIZE CONTROL. Achieving precise removals of up to 20 microns, the machine guarantees output size within ±5 microns, at the same time achieving fine finish values of Ra 0.1. Combined with the hard turning technology available in the market, NANOFINISH with SIZE CONTROL eliminates the need for expensive and maintenance prone grinding operations. This breakthrough technology was launched by Grind Master at EMO Milano in 2015. NANOFINISH superfinishing machines are recognized as reliable solutions for finishing of automotive transmission shafts, steering parts, pump parts and turbo charger shafts. The machine is equipped with the Nano Finish Control System that provides a simple and user friendly screen for easy and quick set up change. The various superfinishing parameters can be easily set on the screen of this system thereby achieving the finishing results at an optimum cost.

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NEWSLETTER (DAY 3)

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24-28 NOVEMBER 2015
MUMBAI

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The Indo-Czech Tie Up!

At IESS V, an MoU were signed between India and the Czech Republic. Apart from this, numerous distinguished speakers from both the countries made presentations. Read on to know more about India-Czech relations.



T-1 meeting of India-Czech ITCG at the workshop on India's challenges with advanced markets in areas of high technology manufacturing proved to be a grand success at IESS V 2015 as an MoU was signed between India and the Czech Republic. Secretary, IITR, Government of India, Dr. Rajan Katoch, mentioned, "The Czechs and the Germans are world leaders in the industry and we wish to see them for new technology applications and collaborations. One of the outcomes of this was the MoU that signed. The companies Czech technologies are involved in the applications of heavy engineering or operation in India. The following table points for the industry."



"We understand the 'Make in India' concept and we the Czechs are trying to transform this concept into certain specific actions."

Ambassador, Embassy of the Czech Republic, Milan Novotna



"The Czechs and the Germans are world leaders in the industry and they are still functional. I would recommend Indian companies to get for Czech machines."

Secretary, DHI, Government of India, Dr. Rajan Katoch

Business Generation

IESS V 2015 is a big opportunity and a large platform to promote products at the global level.



Established in 2006, Spectrum Cable Tech, manufactures all types of electronics a electrical cables as per national and international standards. Over a period of time, the company has created 'Spectrum' as a brand name in the wire and cable industry and offers a customer centric approach. Spectrum Cable Tech has become synonymous with reliability, durability and impeccable quality.

The show

India Engineering Sourcing Show (IESS V 2015) is a meeting point for only buyers and sellers but also for exploring and dissemination of available technology in India and abroad. CEO, Spectrum Cable Tech, Bharat Mishra mentioned, "IESS 2015 is a big opportunity and a large platform to promote our products and our company at the global level. At the event we are showcasing our new and high quality innovative products at 'Make in India' manufacturers all sponsored by the Ministry of Commerce and Industries Government of India and cater to the Indian engineering sector. This year the Council has organized in fifth edition of IESS, the flagship show of EPIC India in Mumbai. The IESS 2015 is backed and supported by the Ministry of Commerce, every participant can benefit of obtaining all the possible help from the Government of India. IESS 2015 is one such step in that experience and knowledge shared by the top brains of the industry will help industries to identify, face and solve the industry challenges more effectively."

Spectrum Cable Tech
IESS 1 / Stall 59



Uttar Pradesh exhibits its engineering capabilities

Uttar Pradesh (UP) is the Partner State for IESS 2015. The state's palladium companies exhibited composite that showcasing engineering capabilities. This is an impressive platform for us exhibits to interact with potential customers and expand our reach. It is an excellent opportunity especially for the generation entrepreneurs as they will go back with business leads and enriched experience." **Uttar Pradesh (UP), Ujjain**

Ujjain, India is the official agency of the Government of Uttar Pradesh that is committed to facilitate industrial and infrastructure investment in the state.

2 IESS 15 PM ETMM 15 IESS 15 AMI INDIA

EXHIBITOR SPEAK

THURSDAY, NOVEMBER 26, 2015 DAY 3

Market Opportunity

IESS 2015 promises to be a facilitator for Indian manufacturers looking to spread their wings in the global market.

Authentic Engineers India Pvt Ltd (formerly known as Mosaic India Pvt Ltd) is the largest valves supplier of industrial and marine valves in India. Under the brand name 'AUREA', the company markets a range of diverse products such as step valves, diaphragm valves, stem flag check valves, gate valves, tri-

lobe valves, butterfly valves, mudcocks/transectors, ball valves, globe valves, subsea control valves, actuators, pipe couplings & repair couplings, etc. The company also offers IES, IS, and ANSI valves. All these products are corrosion resistant, abrasion resistant, dimensionally accurate, offer high performance, etc and are highly treated by classification societies, ship yards, ship owners, gas industries, and naval allied industries. The company was inspired with a vision to become the ultimate source for precision engineered marine components in the world.

Networking platform

IESS organized the Engineering Buyer Symposium Council (IEPC) under the aegis of the Ministry of Commerce & Industries Government of India. The event promises to be a facilitator for Indian manufacturers looking to spread their wings in the global market.

Authentic Engineers India Pvt Ltd, Harmer Shah says,

"IESS V 2015 is a platform for SMEs & MSMEs to get exposure to the national as well as international market. The event will give us an opportunity to interact with buyers and also convert them into potential business leads."

Market scenario

This year's edition focuses on sectors such as industrial supply, metal & ship flow, industrial & electrical machinery, automotive components, innovation and technology manufacturing and investment & engineering project exports. The show will also contribute towards gaining the necessary confidence in today's uncertain market condition. "The market condition is never uncertain it is who mind of the entrepreneur that matters. Manufacturers that focus on quality and new value vision and presence in multiple segments will always have full confidence," opines Shah.

Authentic Engineers India Pvt Ltd
IESS 1 / Stall 53

Dubai Electricity & Water Authority

Dubai Electricity & Water Authority (DEWA) is participating at IESS V 2015 to offer Indian companies a platform to enhance their reach. DEWA is organizing the 4th edition of Water, Energy, Technology and Environment Exhibition (WETE) from October 4-8, 2015 in Dubai. Speaking on the same, Senior Manager Contracts, DEWA, Abdul Syed Abdul Hammed said, "We are expecting to host over 1,800 participants from all over the globe. We are also in talks with various Indian industrial associations in order to have a substantial Indian presence at the show." This event will create an opportunity for Indian companies to engage with strategic partners and other stakeholders.

DAY 3 THURSDAY, NOVEMBER 26, 2015

EXHIBITOR SPEAK / DELEGATE SPEAK

AMI INDIA IESS 15 PM ETMM 15 IESS 15 AMI INDIA 3

Expanding Business

Nova Illumination Technologies Pvt Ltd is looking to generate new business from developed as well as developing countries. For this, the company hopes to meet end-users and distributors from different countries. Nova Illumination Technologies Pvt Ltd already exports its products and is now looking to expand its footprint in new regions. Director, Nova Illumination Technologies Pvt Ltd, Akshat Khare says, "The water and LED industry has been suffering from low knowledge base regions. Because of which the industry has encountered frequent failures. With years of R&D, we have been able to develop and manufacture high quality water LED lighting products with superior performance on thermal management, driver and optical design. In the background of our strong enthusiasm in the Indian LED and other lighting manufacturing industry, we realize that it is the right time to spread our wings in international markets with the display of new technologies in the LED and other lighting industry." Nova believes that an IESS will offer a take away to wherever attends the show. It will be a bridge for suppliers to form alliances and also help industry buyers.

Nova Illumination Technologies Pvt Ltd
IESS 1 / Stall 59

Creating Opportunities

In sync with its expertise in 3D fiber laser marking, laser cutting and laser welding, Shreeps Services, the subsidiary of Subahmand Laser Technology Ltd (SULT) participated at IESS V for the first time. Sharing his thoughts on the show, Managing Director, Subahmand Laser Technology Ltd, Dr. Anand Patel said, "This show is an apt platform to showcase the company's expertise in the field of laser technology, especially when Shreeps is aiming at reaching out to geographies such as China, USA and so on for contract manufacturing."

Subahmand Laser Technology Ltd
IESS 1 / Stall 54

DELEGATE SPEAK

A fruitful show

The show is very interesting and has created a platform for us to form partnerships. Additionally, it is a knowledge sharing platform. I attended a session on 'Digital India' and would like to work on projects in the sector in the future. We are already in talks with a few companies in India. Furthermore, I hope that I'll find a foundation of long-term partnership with India. Apart from digitalization, I am also interested in water engineering and infrastructure related projects.

Yvesen Julia Metzger, BWG, Germany

4 IESS 15 AM ETMM 15 IESS 15 AMI INDIA

CONCURRENT EVENTS

THURSDAY, NOVEMBER 26, 2015 DAY 3

3rd Eurasia Business Forum

India has been enjoying a warm business relationship with all the member states of Eurasia over the last two decades. Over the years, the geography has become an important strategic and economic partner to most of the countries in the region. Many projects from India have a high demand in Eurasian nations. These products include various engineering items used in infrastructure, road construction, power transmission and hospital equipment, etc. The India-Eurasia Business Forum served as a platform to strengthen trade and business relations between India and Eurasia.

CXO Forum - Blue Ocean Strategy for Indian Engineering Exports

The Blue Ocean Strategy can be defined as capturing the uncontested market space, thereby making competition irrelevant. As the potential in the established market spaces is shrinking, this strategy gains importance. To learn more about this strategy, IEPIC organized the 'Blue Ocean Strategy for Indian Engineering Exports'. This event gave a platform to exchange ideas pertaining to the Blue Ocean Strategy. This will further lead to identifying newer markets, which can act as growth-drivers for Indian exports in the coming years.

Global Sourcing Meet - iPRO Solutions

IESS's leading global sourcing and manufacturing solutions provider, iPRO Solutions is offering a range of services that span the entire manufacturing process through the product life cycle. Through a Global Sourcing Meet in order to share its perspective on how to identify and use the best vendors for product sourcing services, how to negotiate rates according to the budget, and how to monitor and evaluate the in-process quality and other vital processes to ensure product procurement success.

Indian Smart Cities-From Vision to Reality

The objective of the Smart City Mission is to promote cities that provide core infrastructure. This includes development of facilities with adequate water supply, assured electricity supply, sanitation facilities, solid waste management, efficient urban mobility and public transport, robust IT connectivity and digitalization, good governance, especially e-governance and citizen participation, sustainable and resilient environment, which are derived from the development and operation of the cities.

48

PROMOTIONS



The Belapur Road Mukund-BQS



Koper Khairne Kalash Udyan-BQS

DIGITAL INTERFACE

Post Show Barter Report - IESS 2015

Media/Online Barter Partner- Significance

Barter Partners helps in marketing and promotion of the exhibition by positioning the trade fair brand in domestic and international market. The objective is to create maximum awareness about the exhibition in the Indian and International market through various promotional activities such as newsletters, ad banners, promotional sites, mailers etc which collectively spread a tremendous awareness among the focused audience.

The barter partner earns brand visibility by associating with reputed trade fairs and also gets business opportunities to generate business.

The cooperative exchange between the trade fair organization and Media/Online partner is a win-win scenario for both.

Media/online partners during IESS 2015

BARTER PARTNER	MODE
Akash Publication	Magazine
Engineering Review	Magazine
Four Square Media Pvt Ltd	Magazine
Vogel Business Media India Pvt Ltd	Magazine
MTLEXs	Online
Stategise.in Pvt Ltd	Online
Tender Tiger	Online
Trade4india.com	Online
Jim Trade	Online

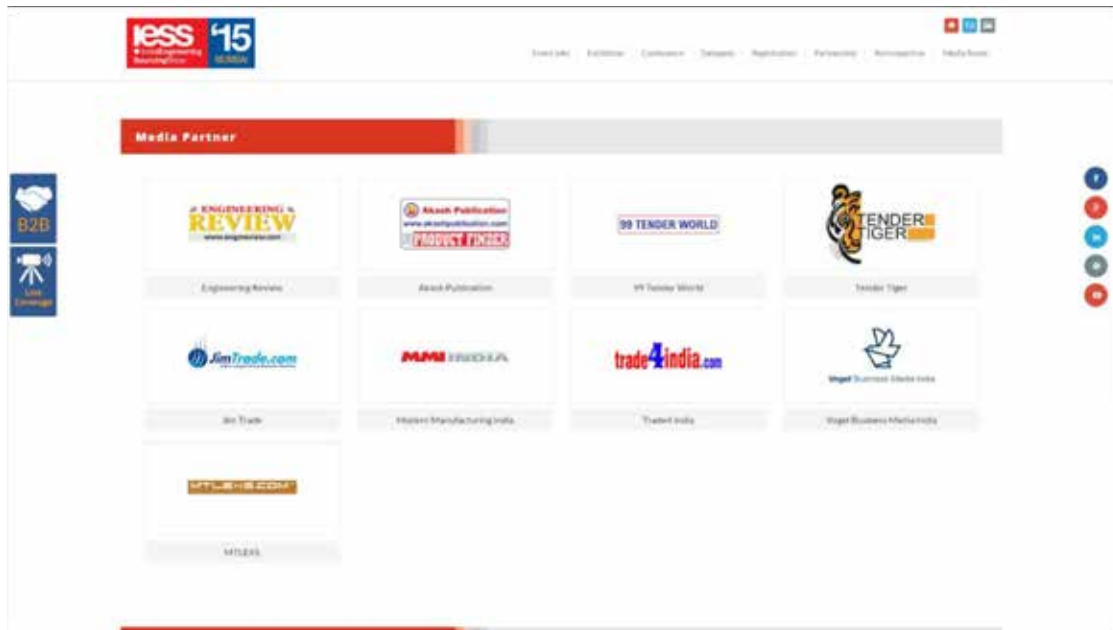
Barter Deliverables

■ TO EEPICINDIA BY BARTER PARTNER

- Fair logo to be linked at barter partner website
- Colour advertisement of the trade fair in the monthly magazine
- Email Blasts to the entire database till exhibition completion date, detailing the exhibition matter
- Hyperlink the web-banner of the official exhibition website on:
 1. Home Page
 2. Upcoming Trade Fairs/Events Page till exhibition completion date
- Promotion through banner on daily/weekly/ monthly newsletter to entire user database
- Pre-event and post-event coverage on news pages of website/publication
- Development and maintenance of promotional website prepared by Barter partner for trade fair promotion.

SNAP SHOTS - PUBLICITY & FAIR COVERAGE

Listing and hyperlinking of Barter partner Logo on IESS 2015 website



Listing and hyperlinking of IESS 2015 Logo on barter partner website



IESS 2015 listing under event section of barter partner website



Ad- Banners on barter partner websites



PROMOTIONAL WEBSITE PREPARED BY BARTER PARTNER



EVENT

India Engineering Sourcing Show 2015

Date

24 - 26 November 2015

Venue

Bombay Exhibition Centre, Goregaon(E), Mumbai, India

Organizer

EEPC India

Registration

[Visit / Exhibit](#)

[Click Here for IESS 2015](#)

IESS - India Engineering Sourcing Show 2015

About IESS

IESS is recognized as the ONLY sourcing event in India – showcasing the latest technologies and a preferred meeting place for buyers and sellers from around the world.

Government of Uttar Pradesh has confirmed their participation as the PARTNER STATE in **India Engineering Sourcing Show (IESS) 2015**.

Other concurrent activities like Global Sourcing Meets, CXO Forums, B2B Meetings, Inbound and Outbound Conferences, Vendor Development Programmes have also been scheduled to make the show a grand success.

About organizer:

The event is organized under the aegis of the Ministry of Commerce & Industry, Government of India, with EEPC India as the lead agency. IESS is a flagship event of Ministry of Commerce & Industry, Government of India, which is aimed at promoting "Brand India" image.

Why IESS 2015

- 400 EXHIBITORS / 500 OVERSEAS BUYERS / 10000 TRADE BUYERS
- OVERSEAS DELEGATIONS
- Global Buyers from across the world
- DEDICATED B2B SESSIONS WITH OVERSEAS BUYERS
- DEDICATED VENDOR DEVELOPMENT PROGRAMMES
- GLOBAL SOURCING SEMINARS
- DISPLAY OF NEW AGE TECHNOLOGIES

Exhibitor Profile

Automotive Components

- Advance Metals
- Aerodynamics
- Assembly/Integration/Body fabrication
- CAD/CAM/CAE
- Chassis Engineering
- Commercial Vehicle Fittings
- Engine & Transmission
- Electrical Wiring, Cable & Connectors
- Electrical Components
- Emission/Testing
- Gears & Gear boxes
- Instruments and gauges
- Insulation
- Process Engineering
- Rubber & Plastic Materials
- Signalling/Indicator system
- Steering, Suspension & Braking
- Sensors & Transducers
- Trailer and parts

Research & Development

- Bio Technology
- 3D Printing
- Robotics / Ultrasonics
- Processing & Sensing Instrumentation
- Hybrid electric vehicle
- Fiber optics
- Scientific Research

Industrial & Electrical Machinery

- Actuators
- Agricultural equipment & implements
- Air / Industrial / Refrigeration Compressor
- Aluminum products, sections, extrusions
- Boilers, Boiler Accessories
- Heat Exchangers

IESS 2015 ADVERTISEMENT, APPEARED IN VARIOUS MAGAZINES & JOURNALS




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	02		500 overseas buyers	• Automotive components	• Metal & Shop Floor
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VISIT www.iesshow.in

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- Innovation Pavilion
- Virtual Reality Pavilion
- 3D Printing

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Tuesday 24 Nov

- Global Sourcing Meet by ABB (Switzerland)
- Seminar on 'Engineering Brand India for SMEs'
- Workshop on 'India's collaboration with Advanced Markets for cooperation in areas of High Technology Manufacturing'
- Seminar on 'Technology Upgradation for Manufacturing & Exports'
- CXO Forum: 'Blue Ocean Strategy for Indian Engineering Exports' (only by invitation)

Wednesday 25 Nov

- India-Eurasia Business Forum
- Global Sourcing Meet by Yanmar (Japan)
- Indian Smart Cities – From Vision to Reality
- Vendor Development Meet by Indian PSUs
- Seminar on Digital India – The 100 Billion Dollar Manufacturing Opportunity
- Seminar on Start-ups – Promoting Entrepreneurship In India
- Global Sourcing Meet by iPRO Solutions (UK)
- Global Sourcing Meet (tbc)

Thursday 26 Nov

- Session on Government e-procurement system
- Global Sourcing Meet by Kubota (Japan)
- Global Sourcing Meet by Great Waters (UAE)
- International Investment Forum (tbc)

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A postage stamp to celebrate the Diamond Jubilee of EEPC India will be released during the inauguration of **India Engineering Sourcing Show 2015** on 24 November 2015.

PRE-EVENT COVERAGE IN SOCIAL MEDIA AND FACEBOOK

Road shows organized all over India for promotion of IESS 2015



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Save THE DATES

16-18
March
2017



16-18 MARCH 2017, CHENNAI TRADE CENTRE, CHENNAI

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EETPCINDIA
ENGINEERING THE FUTURE

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