



YEARS
OF ENGINEERING

ANNUAL REPORT 2018 - 2019

Chairman

Ravindra Prakash Sehgal

Sr. Vice Chairman

Mahesh Kantilal Desai

Vice Chairman

Arun Kumar Garodia

Executive Director

Suranjan Gupta

Addl. Executive Director & Secretary

Adhip Mitra

Auditors

M/s. S. Saraogi & Co.
1/1A, Vansittart Row, Room No. 9
2nd Floor, Kolkata – 700 001

Registered & Head Office

Vanijya Bhavan (1st Floor)
International Trade Facilitation Centre
1/1 Wood Street, Kolkata-700 016

EEPC INDIA OFFICES

Mr. Suranjan Gupta

Executive Director

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Mr. Adhip Mitra

Addl. Executive Director & Secretary

Registered & Head Office

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Regional Director

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Kolkata

Ms. Anima Pandey

Regional Director & Director (Membership)

EEPC INDIA

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Mumbai

Dr. Rajat Srivastava

Regional Director & Director (Marketing and Sales)

EEPC INDIA

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Mr. Rakesh Suraj

Regional Director

EEPC INDIA

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Mr. Sudhakaran C.K. Nair

Deputy Director

EEPC INDIA

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Mr. J.V. Raja Gopal Rao

Sr. Deputy Director

EEPC INDIA

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Mr. V. C. Ravish

Sr. Executive Officer

EEPC INDIA

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Jalandhar

Mr. Opinder Singh

Deputy Director

EEPC INDIA

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E-mail : eepcsrojld@eepcindia.net

Website : www.eepcindia.org

CIN : U51900WB1955NPL022644

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Former Chairmen of EEPC India

1955-56	Late D.N. Jalan	1978-79	Late V. P. Punj
1956-57	Late K. L. Chowdhary	1979-82	Shri G. D. Shah
1957-58	Late S. L. Kirloskar	1982-83	Late T.A.S. Balagopal
1958-60	Late B. S. Agarwal	1983-85	Shri R. P. Jhalani
1960-62	Late A. K. Bhattacharya	1985-90	Shri M. C. Shah
1962-64	Late S. L. Kirloskar	1990-94	Shri J. S. Bhasin
1964-66	Late R. H. Mody	1994-99	Shri P. K. Shah
1966-68	Late R. L. Rajgarhia	1999-02	Shri J. S. Bhasin
1968-70	Late K. L. Chowdhary	2002-04	Shri Satish K. Dhanda
1970-72	Late Raunaq Singh	2004-08	Shri Rakesh Shah
1972-74	Late Dr. B. V. Bhoota	2008-13	Shri Aman Chadha
1974-77	Shri R. C. Maheshwari	2013-15	Shri Anupam Shah
1977-78	Late Suresh Mehta	2015-17	Shri T. S. Bhasin

REPORT OF THE WORKING COMMITTEE

To the Members of EEPC India

Your Committee is pleased to present its 64th Annual Report for the financial year ended 31st March 2019 together with the Audited Financial Statement of Accounts and the Auditor's Report for the said period. Your Committee gratefully acknowledges the encouragement, co-operation and support extended by the Members throughout the year. In order to maintain transparency, transactions of major financial impact were discussed in the working committee meetings from time to time.

Membership

The Membership Strength in the Council as on 31.03.2018 was 13198 and as on 31.03.2019 was 12053.

The details are as under:-

	As on 31.03.2019	As on 31.03.2018
Ordinary Members	3791	4511
Associate Members	8202	8675
Nominated & Affiliated Members	60	12
Total:	12053	13198

Financial Status

Summary of Income & Expenditure Account

	2018-2019	2017-2018
Income from Members' & Other Income	449,884,302	434,984,288
Grant – in – Aid from Govt. of India	187,977,115	217,423,019
Interest	16,849,026	16,071,585
Total Income	654,710,443	668,478,892
Total Expenses	637,051,661	643,427,279
Surplus / (Deficit) for the year	17,658,782	25,051,613

Dividend

The Council is registered under section 8 of the Companies Act, 2013 as not for profit entity. Hence, no dividend can be declared by the Council.

Material Changes and Commitments

No material changes and commitments affecting the financial position of the Council occurred between the end of the financial year to which this financial statement relates and the date of this report.

Conservation of Energy, Technology Absorption, Foreign Exchange Earnings & outgo:

1. Conservation of Energy, Technology Absorption:

The particulars as required under the provision of Section 134(3)(m) of the Companies Act, 2013 in respect of conservation of energy and technology absorption have not been furnished considering the nature of activities undertaken by the council during the year under review.

2. Foreign Exchange Earnings and Outgo

During the financial year 2018-19, the foreign exchange earnings of the Council amounted to **Rs.12,734,443** as against **Rs.6,513,729** in the previous year. The expenditure in foreign exchange during the financial year was **Rs. 225,407,223** as compared to **Rs. 265,750,505** in the previous year.

Loan, Guarantees or Investments

Particulars of loans given, investment made, guarantees given, if any, and the purpose for which the loan or guarantee and investment is proposed to be utilised are provided in the standalone financial statement in note nos 2.8 & 2.11.

Extract of Annual Return

In accordance with Section 134(3)(a) of the Companies Act, 2013 read with Rule 12 of the Companies (Management and Administration) Rules, 2014, an extract of the Annual Return for the financial year ended 31st March, 2019 in Form MGT-9 is appended as **Annexure – 1** to the Working Committee report.

Internal Financial Control

The Council has a proper and adequate internal control system commensurate with its nature of activities and meets the following objectives:

- providing assurance regarding the effectiveness and efficiency of operations;
- efficient use and safeguarding of resources;
- compliance with policies, procedures and applicable laws and regulations; and
- transactions being accurately recorded and promptly reported.

The members of the Working Committee regularly review the adequacy of internal control system.

Committee Responsibility Statement

As stipulated in section 134(3)(c) of the Companies Act, 2013, your Committee subscribes to the “Committee Responsibility Statement” and confirms as under:

- 1) That in the preparation of the Annual Accounts for the financial year ended March 31, 2019, the applicable accounting standards have been followed and there are no material departures;
- 2) That the committee has selected such accounting policies and applied consistently and made judgments and estimates that are responsible and prudent so as to give a true and fair view of the state of affairs of the council at the end of the financial year and of the Surplus of the Council for the year ended on that period;
- 3) That the committee has taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013 for safeguarding the assets of the Council and for preventing and detecting fraud and other irregularities
- 4) That the committee has prepared the Annual Accounts of the Council on a going concern basis;
- 5) That the committee has laid down internal financial controls to be followed by the Council and such internal financial controls are adequate and were operating effectively; and
- 6) That the committee has devised proper systems to ensure proper compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.

Auditors and Auditors' Report

Statutory auditors

The Council's Auditors, M/s.S. Saraogi & Co., Chartered Accountants, who were appointed with your approval at the 59th AGM for a period of five years, will complete their present term on conclusion of the ensuing 64th AGM of the Council.

The Working Committee recommended for the approval of the members, the appointment of M/s. Ranjit Jain & Co., Chartered Accountants, as the statutory auditors of the Council for a period five consecutive years from the conclusion of the ensuing 64th AGM till the conclusion of the 69th AGM. The Board also recommended for the approval of the Members, the remuneration of M/s. Ranjit Jain & Co for the financial year 2019-20. Appropriate resolution seeking your approval to the appointment and remuneration of M/s. Ranjit Jain & Co. is appearing in the Notice convening the 64th AGM of the Council.

During the year, the statutory auditors have confirmed that they satisfy the independence criteria required under the Companies Act, 2013 and Code of ethics issued by the Institute of Chartered Accountants of India.

Committee's Comment on the Auditors' Report

The observations of the Statutory Auditors, when read together with the relevant notes to the accounts and accounting policies are self explanatory. There are no qualification, reservation or adverse remark or disclaimer made by the said auditors in their report.

Cost records and cost audit:

Maintenance of cost records and requirement of cost audit as prescribed under the provisions of Section 148 (1) of the Companies Act, 2013 are not applicable for the activities carried out by the Council.

Number of meetings of the Working Committee

During the year, the Council held three Working Committee Meetings on 31st May 2018, 5th September 2018 and 7th December 2018 respectively. The intervening gap between any two meetings was within the period prescribed by the Companies Act, 2013.

Significant and Material Orders, if any

During the year, there were no significant and material orders passed by the regulators or courts or tribunals impacting the going concern status and the Council's operation in future.

Prevention of Sexual Harassment at Workplace

As per requirement of The Sexual Harassment of Women at Workplace (Prevention, Prohibition & Redressal) Act, 2013 and Rules made thereunder, your Council has constituted Internal Complaints Committee (ICC). During the year, No complaints were received by the Council.

Compliance with Secretarial Standards:

The Council is in compliance with the applicable Secretarial Standards issued by the Institute of Company Secretaries of India and approved by the Central Government under section 118(10) of the Act.

Particulars of Employees

There was no employee of the council who received remuneration in excess of the limit prescribed under section 197 of the Companies Act, 1956 read with Rule 5 of the Companies (Appointment and Remuneration) Rules, 2014.

Green Initiatives

Electronic copies of the Annual Report 2018-19 and Notice of the 64th Annual General Meeting are sent to all the members to that email ID registered with EEPC India. The Physical copies of the aforesaid documents will also be available at all the offices of EEPC India for inspection during normal business hours on working days. Also, the printed copies of the same will be made available on specific requisition.

Appreciations and Acknowledgements

We are grateful to the members for their co-operation, fruitful suggestions and guidance from time to time.

We also thank the Government of India, particularly the Ministry of Commerce, the Ministry of Finance, the Ministry of Corporate Affairs, the Income Tax Department, the Reserve Bank of India and other government agencies for their support, and look forward to their continued support in the future.

On behalf of the Working Committee

Sd/-

Ravindra Prakash Sehgal

Chairman

DIN: 0000119477

Date : 30th August, 2019

Place : Kolkata

ANNEXURE TO THE WORKING COMMITTEE REPORT

Annexure -1 – Extract of Annual Return Form No.MGT-9

EXTRACT OF ANNUAL RETURN AS ON THE FINANCIAL YEAR ENDED ON 31ST MARCH, 2019

[Pursuant to section 92(3) of the Companies Act, 2013 and rule 12(1) of the Companies (Management and Administration) Rules, 2014]

I. REGISTRATION AND OTHER DETAILS:

i.	CIN	U51900WB1955NPL022644
ii.	Registration Date	21-09-1955
iii.	Name of the Company	EEPC INDIA
iv.	Category/Sub-Category of the Company	COMPANY LIMITED BY GURANTEE
v.	Address of the Registered office and contact details	1/1, WOOD STREET KOLKATA - 700016
vi.	Whether listed company	No
vii.	Name, Address and Contact details of Registrar and Transfer Agent, if any	NA

II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

All the business activities contributing 10% or more of the total turnover of the company shall be stated:-

Sl. No.	Name and Description of main products/ services	NIC Code of the product/ service	% to total turnover of the company
1	Promoting Exports of Engineering goods & services		100
2			
3			

III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

Sl. No.	Name and Address of the Company	CIN/GLN	Holding/ Subsidiary /Associate	% of shares held	Applicable Section
1.	NA	NA	NA	NA	NA
2.					
3.					
4.					

IV. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

i. Category-wise Share Holding

Category of Shareholders	No. of Shares held at the beginning of the year				No. of Shares held at the end of the year				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
A. Promoter									
1) Indian	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
a) Individual/ HUF									
b) Central Govt									
c) State Govt(s)									
d) Bodies Corp									
e) Banks / FI									
f) Any Other									
Sub-total(A)(1):-									
2) Foreign	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
g) NRIs-Individuals									
h) Other-Individuals									
i) Bodies Corp.									
j) Banks / FI									
k) Any Other....									
Sub-total(A)(2):-									
B. Public Shareholding	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
1. Institutions									
a) Mutual Funds									
b) Banks / FI									
c) Central Govt									
d) State Govt(s)									
e) Venture Capital Funds									
f) Insurance Companies									
g) FIIs									
h) Foreign Venture Capital Funds									

i) Others (specify)									
Sub-total(B)(1)									
2. Non Institutions	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
a) Bodies Corp.									
(i) Indian									
(ii) Overseas									
b) Individuals									
(i) Individual share holders holding nominal share capital upto Rs. 1 lakh									
(ii) Individual share holders holding nominal share capital in excess of Rs 1 lakh									
c) Others(Specify)									
Sub-total(B)(2)									
Total Public Shareholding (B)=(B)(1)+ (B)(2)									
C.Shares held by Custodian for GDRs & ADRs									
GrandTotal (A+B+C)									

ii. Shareholding of Promoters

Sl. No.	Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			
		No.of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	
1	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
2.								
3.								
	Total							

iii. Change in Promoters' Shareholding (please specify, if there is no change)

Sl. No.		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of shares	% of total shares of the company	No. of shares	% of total shares of the company
	At the beginning of the year	N.A.	N.A.	N.A.	N.A.
	Date wise Increase / Decrease in Promoters Share holding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus/ sweat equity etc)	N.A.	N.A.	N.A.	N.A.
	At the end of the year	N.A.	N.A.	N.A.	N.A.

V. INDEBTEDNESS

Indebtedness of the Company including interest outstanding/accrued but not due for payment

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
Indebtedness at the beginning of the financial year				
i) Principal Amount	N.A.	N.A.	N.A.	N.A.
ii) Interest due but not paid				
iii) Interest accrued but not due				
Total(i+ii+iii)				
Change in Indebtedness during the financial year				
- Addition	N.A.	N.A.	N.A.	N.A.
- Reduction				
Net Change	N.A.	N.A.	N.A.	N.A.
Indebtedness at the end of the financial year				
i) Principal Amount	N.A.	N.A.	N.A.	N.A.
ii) Interest due but not paid				
iii) Interest accrued but not due				
Total (i+ii+iii)				

VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

A. Remuneration to Managing Director, Whole-time Directors and/or Manager

Sl. No.	Particulars of Remuneration	Name of MD/WTD/ Manager				Total Amount
1.	Gross Salary (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 (b) Value of perquisites u/s 17(2) Income-tax Act, 1961 (c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	N.A.	N.A.	N.A.	N.A.	N.A.
2.	Stock Option	N.A.	N.A.	N.A.	N.A.	N.A.
3.	Sweat Equity	N.A.	N.A.	N.A.	N.A.	N.A.
4.	Commission - as % of profit - others, specify...	N.A.	N.A.	N.A.	N.A.	N.A.
5.	Others, please specify	N.A.	N.A.	N.A.	N.A.	N.A.
6.	Total(A) Ceiling as per the Act	N.A.	N.A.	N.A.	N.A.	N.A.

B. Remuneration to other Directors

Sl. No.	Particulars of Remuneration	Name of MD/WTD/ Manager				Total Amount
	Independent Directors • Fee for attending board committee meetings • Commission • Others, please specify	N.A.	N.A.	N.A.	N.A.	N.A.
	Total(1)					
	Other Non-Executive Directors • Fee for attending board committee meetings • Commission • Others, please specify	N.A.	N.A.	N.A.	N.A.	N.A.
	Total(2)					
	Total(B)=(1+2)					
	Total Managerial Remuneration	N.A.	N.A.	N.A.	N.A.	N.A.
	Overall Ceiling as per the Act	N.A.	N.A.	N.A.	N.A.	N.A.

C. Remuneration to Key Managerial Personnel Other Than MD/Manager/WTD

Sl. No.	Particulars of Remuneration	Key Managerial Personnel			
		CEO	Company Secretary	CFO	Total
1.	Gross Salary (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 (b) Value of perquisites u/s 17(2) Income-tax Act, 1961 (c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	N.A.	N.A.	N.A.	N.A.
2.	Stock Option	N.A.	N.A.	N.A.	N.A.
3.	Sweat Equity	N.A.	N.A.	N.A.	N.A.
4.	Commission - as % of profit - others, specify...	N.A.	N.A.	N.A.	N.A.
5.	Others, please specify	N.A.	N.A.	N.A.	N.A.
6.	Total				

VII. PENALTIES/PUNISHMENT/COMPOUNDING OF OFFENCES

Type	Section of the Companies Act	Brief Description	Details of Penalty/ Punishment/ Compounding Fees imposed	Authority (RD /NCLT /Court)	Appeal made if any (give details)
A. Company					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL
B. Directors					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL
C. Other Officers in Default					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL

The Working Committee of EEPC India has the pleasure in presenting its report on the activities of the Council for the year ended 31st March, 2019.

EXPORT PERFORMANCE

The Working Committee of EEPC INDIA has the pleasure in presenting its report on the activities of EEPC India for the year ended 31st March, 2019.

A. OVERALL EXPORTS UP BY 17.95% DURING APRIL-MARCH 2019

Based on the provisional data published by DGCI&S Cumulative value of exports for the period April-March 2018-19 was US\$ 330078.09 Million (Rs 2307726.19 crore) as against US\$ 303526.16 Million (Rs 1956515 crore) registering a positive growth of 8.75 per cent in Dollar terms and 17.95 per cent in Rupee terms over the same period last year.

B. PERFORMANCE OF ENGINEERING SECTOR IN FY 2018-19

According to the provisional data available from DGCI&S up to March 2019, India's export of engineering goods have registered a growth of 6.32 % in US \$ Mln during the financial year 2018-19 in comparison to the same period in the previous fiscal. The provisional data indicates that exports of engineering goods from India have reached 81017.29 US \$ Mln up to March 2019 in comparison to 76199.33 US \$ Mln in the previous fiscal.

In rupee terms India's export of engineering goods are valued at Rs. 554863.03 crores during April-March 2018-19 which is 15.2 % higher than Rs. 481636.39 crores during April-March 2017-18.

The engineering sector appears to retain its share around 24.55 % in overall export from the country, which is maximum in terms of sectoral contribution.

C. PERFORMANCE: COMMODITY-WISE

What's  : and **What's**  in March

In comparison to cumulative export performance in April-March 2017-18

What's up : Some of the major engineering sectors experiencing more than 20% growth in April-March 2018-19 as compared to same period last year include: Nickel and products, Industrial Machinery and Boilers, Air-Condition and Refrigerating machinery and parts, Ships, Boats and Floating Bodies, Railway, transport and Equipment, Electrodes and Accumulators, Accumulator and Batteries, Bicycle and parts, Cranes, Lifts and Winches, Office Equipment and parts, Prime Mica and Products.

What's down: Tin and products made of Tin, Iron and Steel, Aircrafts Spacecraft, Zinc and products made of zinc, Copper and products made of copper

Export Performance of Principal Commodities: for March - 2019

(Figures in US\$ Million Prov.)

Principal Commodity	Cumulative Exports 2017-18	Cumulative Exports 2018-19	% change over 2017-18
Iron and Steel	11212.37	9730.47	-13.22
Motor Vehicle/cars	8481.20	8511.55	0.36
Electric Machinery and Equipment	6701.49	8420.59	25.65
Products of Iron and Steel	6770.17	7260.36	7.24
Industrial Machinery	5344.48	5886.31	10.14
Auto Components/Part	5207.24	5785.02	11.10
Ships, Boats and Floating Structures	3074.82	5767.71	87.58
Aluminium and products made of Aluminium	4800.85	5730.94	19.37
IC Engines and Parts	2402.94	2755.46	14.67
OTHER MISC. ITEMS	2458.71	2711.70	10.29
Two and Three Wheelers	2001.08	2126.06	6.25
Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor	1294.63	1983.49	53.21
Aircrafts, Spacecrafts and Parts	2264.27	1709.09	-24.52
Medical and Scientific Instruments	1656.62	1686.55	1.81
Other Construction Machinery	1441.75	1657.77	14.98
Machinery for ATMs	1521.53	1630.06	7.13
Copper and products made of Copper	3481.26	1065.22	-69.40
Pumps of all types	966.99	1006.28	4.06
Nuclear Reactors, Industrial Boilers and Parts	606.55	819.29	35.07
Hand Tools, Cutting Tools and Implements made of Metals	711.60	764.90	7.49

Principal Commodity	Cumulative Exports 2017-18	Cumulative Exports 2018-19	% change over 2017-18
Zinc and products made of Zinc	955.66	602.97	-36.91
Other Non Ferrous Metals and their products	505.04	545.48	8.01
Cranes, Lifts & Winches	385.43	503.59	30.65
Machine Tools	468.65	491.45	4.86
Lead and products made of Lead	396.65	402.90	1.58
Bicycle & Parts	328.19	395.75	20.58
Railway Transport and Parts	286.67	377.16	31.57
Accumulator and Battery	271.89	375.32	38.04
Office Equipments	78.24	141.28	80.58
Nickel and products made of Nickel	46.52	73.55	58.10
Electrodes, Accumulators and Batteries	43.92	54.20	23.40
Prime Mica & Mica Products	20.77	34.32	65.20
Tin and products made of Tin	11.10	9.82	-11.53

D. TOP DESTINATIONS

Export performance to Top 20 Destinations for March 2019

(Figures in US\$ Million)

Importing Country	Cumulative Exports 2017-18	Cumulative Exports 2018-19	% Change Over 2017-18
U S A	10270.07	11906.72	15.94
UAE	4193.74	4304.10	2.63
SINGAPORE	1996.68	3483.68	74.47
GERMANY	3213.84	3244.87	0.97
NEPAL	2571.02	2977.76	15.82
BANGLADESH	2455.28	2864.24	16.66
U K	2854.01	2803.67	-1.76
MEXICO	2674.76	2505.32	-6.33
INDONESIA	1784.63	2362.65	32.39
ITALY	2462.27	2352.65	-4.45
CHINA	3223.71	1834.05	-43.11
MALAYSIA	2021.32	1757.94	-13.03
SRI LANKA	1579.13	1740.09	10.19
KOREA	1931.29	1734.49	-10.19
TURKEY	1761.22	1731.22	-1.70
THAILAND	1241.13	1619.35	30.47
BELGIUM	1406.74	1615.69	14.85
SOUTH AFRICA	1355.24	1553.77	14.65
SAUDI ARABIA	1271.80	1438.92	13.14
FRANCE	1422.59	1403.39	-1.35

(Source : DGCI&S Provisional Data, EEPC Member Returns)



E. TOP 5 DESTINATIONS: PRODUCT PERFORMANCE

Destinations	Substantial Growth
USA	Office Equipments, Railway Transport and Parts, Nickel and products of nickel, Motor Vehicle/cars, Electric Machinery and Equipment, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor, Cranes, Lifts & Winches, Other Construction Machinery, Machine Tools, Pumps of all types, Two and Three Wheelers, Machinery for ATMs, Industrial Machinery, Electrodes, Accumulators and Batteries
UAE	Zinc and products made of zinc, Machinery for ATMs, Injecting Moulding machinery, Valves, etc, Accumulator and Battery, Motor Vehicle/cars, Iron and Steel
SINGAPORE	Auto Components/Part, Ships, Boats and Floating Structures, Office Equipments, Railway Transport and Parts, Nuclear Reactors, Industrial Boilers and Parts, Electric Machinery and Equipment, Other Construction Machinery, Aluminium and products made of Aluminium, Lead and products made of Lead, Cranes Lifts & Winches, Accumulator and Battery, Machinery for ATMs, Electrodes, Products of Iron, Motor Vehicle/cars, Pumps of all types, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water Heaters and Centrifuges and Compressor
GERMANY	Tin and products made of Tin, Nuclear Reactors, Industrial Boilers and Parts, Other Construction Machinery, Cranes Lifts & Winches, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor, Railway Transport and Parts, Accumulator and Battery, Hand Tools, Cutting Tools and Implements made of Metals, Machinery for ATMs, Other Non Ferrous Metals and their products, Other Misc. Items, Iron and Steel, IC Engines and Parts
NEPAL	Ships, Boats and Floating Structures, Prime Mica & Mica Products, Tin and products made of Tin, IC Engines and Parts, Accumulator and Battery, Products of Iron and Steel, Electrodes, Accumulators and Batteries, Machinery for ATMs, Pumps of all types, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water Heaters and Centrifuges and Compressor, Iron and Steel, Machine Tools, Cranes Lifts & Winches, Other Non Ferrous Metals and their products, Medical and Scientific Instruments, Electric Machinery and Equipment

Source: DGCI&S Provisional Data, EEPC Member Returns

PROMOTIONAL ACTIVITIES

Variety is the spice of life. EEPC India with its booty of 22 Overseas and 5 domestic events across 18 nations during 2018-19 has done justice to this cliché. It included 2 INDEEs and 1 IEES and 4 RBSMs in India and 1 BSM abroad.

An elaboration:

Ongoing Publications

Monthly:

Indian Engineering Exports - ie²

EEPC INDIA has been publishing a 76 - 96 page colored monthly magazine Indian Engineering Exports which has both domestic and overseas circulation of over 13,000 copies covering Bureaucrats, Diplomats in India, Indian Embassies Abroad, Bankers, Trade Associations and overseas events. International and Special Editions on various countries and events are published with deliberations on event specific sectors along with detailed country report wherever and whenever the events are being held so that the focus report acted as a prelude to the event and as a ready reckon-er for the participants. There are on going articles on current economic issues by eminent experts and our in house policy team.

This year there were 22 events across 18 countries During the course of the year, the department had published 9 International Editions with worldviews on Germany, Sweden, Philippines, Colombia, Myanmar, Russia, UAE and Malaysia . SmartEngineering, Indian Engineering Exports, Medical Device, Indian Agricultural Machinery, Construction Machinery, Machine Tools and Indian Science were few of the themes this year. The magazine had also carried wonderful post event reports of mega events like IEES, INDEE and National and Regional Awards.



Covers of Indian Engineering Exports - ie²

This year quiz section was introduced to attract more readers.

It has also made significant contribution to the Council revenue mobilising more than 10-11 advertisements per edition. This year we had Filipino and Spanish (in Colombia) versions of this magazine

Generic for EEPC India Branding

EEPC INDIA at Work

This booklet was redone this year with the Technology angle to it. The book had pictorial depiction of all

- the key events including our Annual event - IESS - International Engineering Sourcing Show, INDEEs, Important Partner Country events like Hannover 2006 & 2015, INNOPROM 2016 and MSV Brno 2017;
- Silver, Golden and Diamond Jubilee celebrations
- National Awards
- Technology Centre opened in Bengaluru and the services that the current and future centres would offer
- Important Publications
- EEPC India Milestones

Indian Engineering Booklet

This hand out was also changed with a technology as focus. It showcases the top performing sectors including Coal, Steel, Electric Machinery, Two Wheelers, Automotive Market, MSME units, Machine Tools, Casting, Engineering R&D and movement to Automation as Industry 4.0. India's over all Engineering export performance is also narrated.

This year we made an English and Spanish version. The cover also changed from Electricity Transmission to Redefining Technology.



Indian Engineering Booklet - English Version



Indian Engineering Booklet - Spanish Version

Calendar

EEPC India, as the face of Indian Engineering, is pledged to promote contemporary Indian engineering products and processes. One of EEPC India's missions is to document and popularise the engineering feats down the ages, many of which are lost to time, to provide a historical record of India's engineering heritage.

The EEPC India Calendar has been used as a vehicle to pay tribute to our engineering marvels, extant and extinct.

2019 edition brought to us the 'known' and 'unknown' arenas of early Indian Engineering innovations and inventions, touching upon various fields of science – from Metrology and Architecture to Metallurgy, Machines and Science and Technology. It was very well appreciated by all quarters of readers including Bureaucrats, Diplomats, Industry Houses and our Members.



Doing Business Series in Philippines and Colombia

These handbooks were done detailing Country specific details enabling the Indian participants get a skeletal view of the country policies and economic and socio political ambience.

These two Doing Business series were done for INDEE Philippines and INDEE Colombia

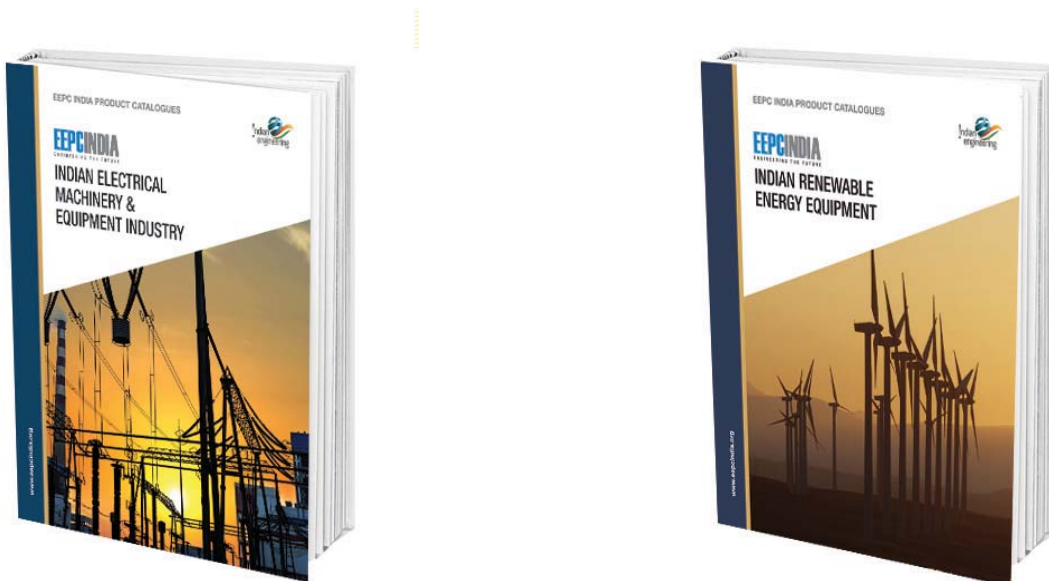


Product Catalogues

Product Catalogues on Electrical Machinery & Equipment Industry and Renewable Energy Equipment

EEPC India, under the aegis of Ministry of Commerce and Industry, Government of India, has identified the Electrical Machineries, Equipment and Components sector as one of the four focus sectors under 'Brand India Engineering'. 'Brand India Engineering' is an initiative being implemented by EEPC India under the aegis of the Ministry in close cooperation with the industry to increase Indian engineering exports, by highlighting and showcasing Indian products and their capabilities in the global market. The initiative involves a 360-degree approach in promoting the branding of Indian engineering products.

The Electrical Equipment product catalogue would serve as an overview on the sector and help you with our member contacts representing this segment.



The Renewable Energy Sector in India has become one of the most attractive sectors for investments. Renewable Energy Country Attractiveness Index compiled by the globally recognized consultancy from Ernst & Young (EY) ranks India as the fourth most attractive renewable energy market in the world. Renewable energy has a critical role to play in order to meet its exponentially growing energy demand in the long run on the back of rapidly reducing non-renewable resources like coal and oil & gas.

This product catalogue would serve as an overview on the sector and help you with our member contacts representing this segment.

EEPC India - Deloitte Joint study

EEPC India - Deloitte Joint study “Export India – Unleashing India’s Engineering Exports Potential” Deloitte joint study It was unveiled by Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India at IESS VIII

EEPC India had commissioned Deloitte India for preparing a strategy paper – “Export India – Unleashing India’s Engineering Exports Potential”. The proposed ‘Export India’ framework outlines a roadmap for Indian engineering exporters and provides an opportunity to unleash the country’s exports potential and achieve an aspirational target of USD 200 Billion for engineering exports by 2025, almost a threefold increase from actual exports during 2017-18. This target looks achievable considering the increasing trade flow of engineering products and provides India with an opportunity to attain leadership across various product categories.



Dr Anup Wadhawan, Union Commerce Secy, releasing the EEPC India-Deloitte Joint Strategy Paper, ‘Export India – Unleashing India’s Engineering Exports Potential.’ On the dais, (L to R) Mr Rakesh Shah, former Chairman and Chairman Publicity, Exhibition and Delegation Committee, EEPC India; Dato’ Madani Sahari, CEO, MARii; Dato’ Hidayat Abdul Hamid, Malaysian High Commissioner in India; Datuk K Talagavathi, Dy Secy Gen, Malaysian Ministry of International Trade & Industry; Mr Ravi Sehgal, Chairman, EEPC India; Mr B S Bhalla, Joint Secy, Dept of Commerce, Govt of India; Mr Dharmendra Pratap Yadav, Secy, MSME, Govt of Tamil Nadu; and Mr Mahesh K Desai, Sr Vice Chairman & Officiating Regional Chairman (SR), Mr Arun Garodia, Vice Chairman; and Mr Suranjan Gupta, Executive Director, EEPC India

Event Specific Publications

Participants profiles, Exhibitor Directories in Spanish and special publicity material including posters/standees, leaflets, jute bags, canvas bags, non-jute bags mugs, tee shirts, tissue paper holders, bottle, folders, dokra, bidriware, filigree, branded pens, etc were prepared and distributed during the following events where India Pavilions were set up by EEPC India or EEPC India had partaken at BSMs/ Catalogue Show as part of other events:

India Pavilions in major International exhibitions 2018 -19

In the reporting year, EEPC India also organised some other India pavilions at various International exhibitions. The details of the India Pavilions' are furnished below:

Sl. No.	Name of the Event	Date	Location	Products covered in the event
1	INDIA PAVILION at JIMEX 2018	09-12 April 2018	Amman, Jordan	Industrial Machines, Automation & Installation, Energy & Electrical Machines, Security & Monitoring Systems, Solar & Renewable Energy, HVAC, Refrigeration, Water & Gas Technology, Fire Figting & Safety Systems
2	India Pavilion at Hannover Messe 2018	23-27 April 2018	Hannover Germany	Industrial Supply - Subcontracting and Lightweight Construction; Development Design and Processes; Parts, Components & Systems; Power Generation and Supply; Transmission and Distribution; Conventional Energy: Oil, Gas, Coal and Nuclear Energy Renewable Energy: Solar energy/solar heating, biomass, biogas, bio-fuels, geothermal energy and hydroelectric power; Industrial Automation
3	India Pavilion at Automechanika Middle East Dubai	01-03 May 2018	Dubai, UAE	Automobile-Parts & Components, Electronics & Systems, Repair & Maintenance, Accessories & Customizing, Tyres & Batteries, Car Wash, Care & Reconditioning
4	India Pavilion At National Hardware Show	08 - 10 May 2018	Las Vegas, USA	Building Products, Farm & Ranch, Hardware & Tools, Homewares, International Sourcing, Inventors Spotlight, Lawn, Garden & Outdoor Living, Paint & Accessories, Pet Products, Plumbing & Electrical, Storage & Organization, Tailgate, Backyard, Emergency Preparedness, Energy Efficient products, Eco Friendly products, Smart Home

Sl. No.	Name of the Event	Date	Location	Products covered in the event
5	India Pavilion at SUBCON 2018	05-07 June 2018	Birmingham, UK	Assembly Work - Mechanical Assembly, Electro Mechanical Assembly, Complete Manufacturing Services, Metal Forming - Fabrications, CNC Machining, Aluminium Extrusions, Sheet Metal Work, Joining & Welding, Spinning, Tube Services, Casting & Forging, Surface Engineering - Abrasive Blasting, Anodising, Heat Treatment, Polishing, Plating, Plastic Moulding - Plastic Injection Moulding, Rotational Moulding, Thermoforming, Vacuum Forming, Plastic Components, Moulding, Electronics Manufacturing Services, and Cutting Services
6	India Pavilion at Construction Expo 2018	29 June - 1 July 2018	Colombo, Sri Lanka	Building automation systems and products, Construction Machinery & Equipments, Structural Steel Products, Building Machinery & Material, Paints, Wall finishes, Lightings and Fittings, Solar, Thermal Products, Safety and Security Systems, EPC Contractors, Landscaping, Consultancy, Electrical equipment and systems, Elevators, Locking systems, Maintenance Equipment, Plumbing, Scaffolding equipment, Showers & Shower Enclosures, HVAC&R, Construction tools, Roofing Systems, Doors, windows & facades, Reinforced Bars, Floor Tiles, Wall Tiles, Water heating systems, etc
7	INDEE Philippines 2018	22 - 25 August 2018	Manila, Philippines	Multiproduct
8	Exhibition cum BSM to Syria and Lebanon	7 - 15 September 2018	Syria and Lebanon	
9	India Pavilion in Automechanika Frankfurt 2018	11-15 September 2018	Frankfurt, Germany	Automobile- Parts & Components, Electronics & Systems, Repair & Maintenance, Accessories & Customizing, Tyres & Batteries, Car Wash, Care & Reconditioning

Sl. No.	Name of the Event	Date	Location	Products covered in the event
10	INDEE Colombia	24 - 28 September 2018	Bogota, Colombia	Multiproduct
11	Catalogue Show in MSV Brno Trade Fair	1 - 5 October 2018	Brno, Czech Republic	Machine tools, foundry, welding, plastics, surface technology, mining & metallurgy, metal working, other engineering products
12	India Pavilion in ITMA ASIA + CITME	15-19 October 2018	Shanghai, China	Machinery for spinning preparation, man-made fibre production, spinning, auxiliary machinery and accessories, Machinery for winding, texturing, twisting, auxiliary machinery and accessories, Machinery for web formation, bonding and finishing of nonwovens and felting, auxiliary machinery and accessories, Weaving preparatory machinery, weaving tufting machinery, auxiliary machinery and accessories, Knitting and hosiery machinery, auxiliary machinery and accessories, Printing machinery, digital printing, auxiliary machinery, inks and accessories, Garment making machinery, other textile processing machinery, auxiliary machinery and accessories, Laboratory testing and measuring equipment and accessories, Transport, handling, logistics, storing and packaging equipment and accessories, Equipment for recycling, waste reduction and pollution prevention and accessories, Software for design, data monitoring, processing and integrated production, Colourants and chemical auxiliaries for the textile industry, Embroidery machinery, auxiliary machinery and accessories, Braiding machinery and accessories, Washing, bleaching, dyeing, drying, finishing, cutting, rolling and folding machinery, auxiliary machinery and accessories, Services for the textile industry, Research and innovation

Sl. No.	Name of the Event	Date	Location	Products covered in the event
13	India Pavilion In Kenya Pharma Expo 2018	17-19 October 2018	Nairobi Kenya	"Pharma Processing Machineries (Tablet / Capsule / Liquid / Injectables / Ointment / Dry Syrup), Packaging Machineries, Packaging Materials & Consumables, Analytical & Biotech Instruments, LIMS, Glassware, Lab Reagents & Consumables, Labware, Clean Room (Panels, Equipments, Furniture & Services), Environment Control Equipment & Services, Water Treatment Plants, Water Management Services, Utilities Products & Services (Steam Generators, Heat Exchangers, Boilers, Filters – Air, Water, Flooring, BMS, Pumps, Electricals), API, Drugs Intermediates, Additives, Excipients, Bulk Drug Manufacturing Plants / Equipment, Pharma Finished Products, Formulations, Contract Manufacturing Research Organizations, Turn-key Contractors, Project Consultants"
14	India Pavilion In Global Expo 2018, Botswana	30 October - 2 November 2018	Gaborone, Botswana	Agro-industries, Textiles and garments, IT, Tourism, Mining, Construction, Automobiles, Electrical goods, Power and Renewable Energy, Manufacturing, Machinery, Leather products, Engineering, Chemicals and cosmetics, Consultancy services
15	India Pavilion In Elmia Subcontractor 2018	13-16 November 2018	Jonkoping, Sweden	Manufacturing Methods – Casting, Forging, Joining, Machining, Surface Treatment, Electric & Electronics Production; Products & Components – Bearings, Electro-mechanics, Electronics, Fasteners, Washers, Filters, Fittings, Locks, Glues, Hoses, Hydraulics/ Pneumatics, Internet of Things, Machine Components, Magnets, Optics, Packaging, Plugs, Seals, Springs, Tapes ; Tools & Fixtures – for cutting & processing metallic materials, injection moulding tools, powder technology, prototypes; tools

Sl. No.	Name of the Event	Date	Location	Products covered in the event
				for casting, cutting, forging, punching, pressing and plastic deformation; Material, Raw-material and Semi-finished products – Coating, Copper & red metals, Glass, Iron & Steel castings, Light & other metals, Natural material, Hybrids, Composites, Polymers, Plastics & Rubber, Powder Metals & Ceramics, Precious metals, Steel, Textile material & technical textile, Wood & wood fibres; Design & Development – CAD, CAM Documentation, Methods, Analysis, Simulations; Services, Maintenance & Management
16	India Pavilion In The Big Five 2017	26 - 29 November 2018	Dubai, UAE	Bathrooms, Kitchens & Sanitary Ware, Building Services, Plumbing/Water Technology, Safety & Security Equipment, HVAC, Landscaping Products & Services, Building Material Handling & Packaging, Construction Equip., Tools & Special Systems, Construction Machinery, Construction Vehicles, Cranes, Earthwork, Exterior Improvements, Lifting Appliances & Conveying Systems, Material Processing & Handling, Site Clearing, Relocation, Site Installation Equipment, Transmission Engineering & Fluid Technology
17	India Pavilion at Agri Myanmar	6 -8 December 2018	Yangon, Myanmar	Modern Agricultural Machineries & Equipment, Planting And Harvesting Machines Cultivators, Tillers & Milling Equipment, Feeds & Feed Additives, Animal Health & Livestock Production Equipment, Plant Protection & Plant Care Products, Aqua- production Equipment & Supplies, Packaging & Storage Systems, Silos, Crop Processing, Machineries, Sprayers, Hand Tools, Sowing And Planting Machineries, Conveying Equipment, Organic Farming & Farm Inputs, Biotechnology, Seeds & Fertilizers, Plant Protection, Precision Farming, Management Information Science, R&D

Sl. No.	Name of the Event	Date	Location	Products covered in the event
18	India Pavilion in Autotech 2018	14 - 16 December 2018	Cairo, Egypt	Automobile- Parts & Components, Electronics & Systems, Repair & Maintenance, Accessories & Customizing, Tyres & Batteries, Car Wash, Care & Reconditioning
19	India Pavilion in Arab Health 2019	28 - 31 January, 2018	Dubai, UAE	Medical Technology, Laboratory Equipment, Diagnostics, Physiotherapy and Orthopedic technology, Commodities and consumer goods for hospitals, Information and communication technology in healthcare, Surgical Products and services, Facility management, Medical disposables, Healthcare building technology, Medical services, Radiology, Consulting services in healthcare, Cardiology, Medical Publications.
20	India Pavilion in Asia Pharma 2019	31 January - 02 February 2019	Dhaka, Bangladesh	Pharma Processing Plants & Eqpts, Pharma Packaging Machinery & Materials, Clean-room & Environment Control Equipment & Services, Water Purification Plants & Services, Utility Eqpts, Services & Maintenance, Turnkey Contractors & Consultants, API, Bulk Drugs, Additives, Intermediates, API Manufacturing Plants & Machineries, Analytical & Biotech Lab Instruments, Glassware, Lab. Reagents & Consumables, Formulations & Contract Manufacturing, R&D, Biotechnology, CROs, Trade Associations & Trade Publications
21	India Pavilion at Aquatherm 2019	12 - 15 February 2019	Moscow Russia	Heating equipment, Water supply equipment, Pipes. Fittings & Valves, Control & Measuring Appliances, Automation Systems, Pools and equipment for pools and saunas, Engineering tools; Ventilation and air conditioning equipment, Heating, water supply and climate control systems design and installation services

Sl. No.	Name of the Event	Date	Location	Products covered in the event
22	India Pavilion in Middle East Electricity 2018	05 - 07 March 2018	Dubai, UAE	Automation & Control Systems, Cable Installation, Switch Cables & Cable Management Systems, Communication Equipment, Energy Management Systems, Energy Storage Devices, Electrical Distribution Equipment, Insulating Materials, Lighting - Lamps, Luminaries, LED, New & Renewable Energy, Nuclear Energy, Power Distribution Systems, Electronics, Electric / Power Generators, Power Transmission, Transformers, Utilities & Service providers
23	International Engineering Sourcing Show (IESS) – 8th Edition	14-16 March, 2019	Chennai, India	Multiproduct

Yearly Publications

EEPC India published its 63rd Annual Report for the year 2017-18 in English along with a Hindi version.



Yearly Publications



Mega Events where Publicity and Promotional Department had to make elaborate arrangements

1. INDEE Philippines 2018

INDEE Philippines coincided with the International Metalworking Expo which was scheduled from 22 – 25 August 2018. This is the largest metalworking exposition in Philippines and is being organized in partnership with The Die and Mould Association of Philippines (PDMA), the organizer of PDMEX, which is the largest and a focused metalworking show in Philippines. PDMA has organised eight editions of PDMEX till now. This year PDMEX was concurrent show with International Metalworking Expo 2018.

The 39th edition of EEPC India's largest multiproduct exhibition INDEE Philippines held over 22-25 August 2018 at the World Trade Centre, Manila, was inaugurated By Mr Jaideep Mazumdar, Ambassador of India to the Philippines.

Among the dignitaries present were Ms Sandra Tseng, Director, -Vision Exhibition Services Co. Ltd. (VESC); Mr Michael P Hsu, Taipei Economic and Cultural Office in the Philippines; Mr Jaideep Mazumdar, Ambassador of India to Philippines; Mr Hector U Villanueva, Jr President, the Die and Mold Association of Philippines; Ms Evaraste Cagayan, Director for Marketing Industry Services Board of Investment Philippines; Mr Mahesh K Desai, Sr Vice Chairman, EEPC India; Mr Arun Kumar Garodia, Vice Chairman, EEPC India and Mr Suranjan Gupta, Executive Director, EEPC India.

The four-day event witnessed participation of around 74 Indian companies and organisations and more than 2,000 focus trade visitors. The mega-event was organised with the support of the Ministry of Commerce and Industry, Government of India, Indian Embassy in Philippines and IBEF



Ribbon Cutting from left - Mr Suranjan Gupta, Executive Director, EEPC India, Mr Mahesh K Desai, Sr Vice Chairman, EEPC India; Ms Sandra Tseng, Director, - Vision Exhibition Services Co. Ltd. (VESC); Mr Michael P Hsu, Taipei Economic and Cultural Office in the Philippines; Mr Jaideep Mazumdar, Ambassador of India to Philippines; Mr Hector U Villanueva Jr, President, PDMA Inc (The Die and Mould Association of the Philippines); Ms Evaraste Cagayan Director for Marketing Industry Services Board of Investment, Philippines and Mr Arun Kumar Garodia, Vice Chairman, EEPC India

In his Welcome Address at the inauguration, Mr Mahesh K Desai, Sr Vice Chairman, EEPC India said, 'Till date EEPC India has organised 38 INDEEs over 41 years in 26 nations across six continents and Manila hosts the 39th INDEE in the 27th nation. Around 74 top Indian engineering companies will demonstrate the latest development in engineering before Philippines by displaying their products from different key segments including - smart manufacturing technologies, metal cutting machinery, industrial supply, industrial and electrical machinery, and sheet metal machinery, among others. It would be co - located with the largest metalworking exposition in the Philippines – International Metalworking Philippines (IMTP2018) and a concurrent metalworking show Philippine Die & Mould, Machineries and Equipment Exhibition. It is for the first time that this prestigious exposition is being held in the Philippines. Contributing significantly to India's total exports to the Philippines, the engineering exports are growing apace at shipments worth USD 670.43 million during 2017-18. "The focus of the bilateral commercial engagement has to be not only on trade but investment as well, he said". We are grateful to Indian Embassy in the Philippines for their cooperation, Embassy of the Philippines in India, organizers of International Metalworking Philippines (IMTP2018)- Vision Exhibition Services Co. Ltd. (VESC) and PDMA Inc (The Die and Mould Association of the Philippines), organisers of Philippine Die & Mould, Machineries and Equipment Exhibition (PDMEX) for their continuous support and patronage.

Mr Jaideep Mazumdar said in his remarks - the organisation of INDEE Philippines is rightly timed. The Business community in India and the Philippines are looking at opportunities in the two countries with renewed interest which is evident from an over 25% rise in the bilateral trade, last fiscal to reach USD 2.5 billion, said India's Ambassador to the Philippines.

An MOU was signed between EEPC India and Philippines – India Business Council with the objective of mutual facilitation of trade fairs, conference, seminars, exchange of information for a period of 3 years.

The Best Pavilion awards went to IDEMI Mumbai (Institute for Design of Electrical Measuring Instruments); Veljan Hydrair Ltd; Veer-O-Metals Pvt. Ltd. and Impress Apparel Machines Pvt. Ltd. under the Public Sector; Large, Medium and Small categories respectively. In order to stimulate more visitors a lottery was also drawn with more than 1000 participants.



The match-making of the Indian and Filipino businessmen was quite effective, generating enquiries of worth USD 20.52 Million and orders of worth USD 244,152 according to the feedback received from participating companies. More than 80 percent of the participants who sent in their feedback rated the B2B as good or excellent, and 98% appreciated the role of EEPC India as the organiser and evinced interest in participating in future EEPC India events:

- 47 participants submitted their feedback form by the last day of the show.
- Publicity and advertising for the show was more or less satisfactory as 34% of the respondent participants were new comers at INDEE Philippines 2018.
- 586 contacts were made by the respondent participants during the show. 91% of the contacts were new and the rest were old contacts.
- Only a few of the respondent participants disclosed the amount of orders booked by them during the show, the sum of which was US\$ 244,152.
- Again, a handful of the participants mentioned about the enquiries generated by them during the show and that amounted to US\$ 20.59 million.
- 36% of the respondents were able to appoint their distributor during the show while the rest answered in negative.

Pre – Event Publicity in India

A focussed publicity drive was carried out by EEPC India all over the country in order to create awareness about the Council's such effort in Philippines

Promotional Literature for mobilisation of the Exhibition in India was done

- Standee

External publicity



In-Show Publicity

A four page handout was prepared in English with names and product photographs of all the exhibitors and the same was given to all the visitors of India Pavilion. The detailed profile of Indian exhibitors along with the contact information and company/ product details was distributed in a book form among all the visitors. EEPC INDIA's introductory booklet was also distributed in giving an overview of the activities of the Council.

- Exhibitors' Directory
- le² – Special Edition on Philippines -Bilingual
- Certificates
- Business Cards Bilingual
- Writing pad cover
- Jute bag
- Lapel pin
- Posters
- Doing Business in Philippines 2018



Cover of the Exhibitors' Directory

Post event

- Media coverage

2/SI | Corporate News

BusinessWorld
FRIDAY-SATURDAY, AUGUST 24-25, 2018



In photo (from left to right): Mr. Nishikant Junde, Senior Joint Director; Mr. Suranjana Gupta, Executive Director; Mr. Mahesh K. Desai, Senior Vice Chairman; Mr. Arun K. Garodia, Vice Chairman; Mr. C.H. Nadiger, Regional Director; Mr. Manojesh Joshi, Senior Assistant

Team **EEPC INDIA** in Manila is carrying the flag of being unstopable in pursuing its quest of expanding trade borders in different countries and its first time to unfold its engineering industry by participating in the "International Metalworking Philippine Expo" slated from August 22-25, 2018 at the World Trade Center Metro Manila. About 75 Indian entrepreneurs joined this technology exposition to showcase

smart manufacturing technologies, metal cutting machineries, industrial supply, industrial and electrical machinery & sheet metal machinery.

The INDEE Philippines 2018 is not just metal work requirement embracing the build, build, and build program of the Philippines but a relationship that will mutually benefit both countries with focus on trade and investment. For more details, visit their website: www.eepcindia.org

FLI on track to complete 2nd office tower in Pampanga

CLARK, PAMPANGA — Filinvest Land, Inc. (FLI) is set to finish its second office tower within the group's 201-hectare tourism and leisure estate in Pampanga this year, as it seeks to cater to the business process outsourcing (BPO) firms flocking to the province.

The office tower called 2 Workplus offers a total gross leasable area (GLA) of 13,035.5 square meters (sq.m.) across five office floors, while there will be another floor dedicated to retail. The building also offers 171 parking slots for its employees.

2 Workplus is the second of six mid-rise buildings inside the estate's office complex called Workplus. The first building was completed in 2017, and has a GLA of 8,409.55 sq.m. The building is fully leased out to a combination of BPOs and Chinese gaming firms.

"The Chinese online gaming has been making a huge impact in the industry, especially in real estate. We have an office space in Pasay that they recently closed four buildings with... right now they're really moving to Clark," Filinvest Cyberzone Mimosa, Inc. Cesarine Janette B. Cordero said in a media briefing here on Thursday.

The company said one floor of 2 Workplus has already been taken up by flexible workspace operator Regus.

"That's a strategy actually of Filinvest, that we partnered up with Regus because we wanted to tap in the inter-

BPO spaces are filled with American, Australian companies. Now Chinese and Koreans are also making an impact. We feel like it's a good strategy that if you want to have a feel of Mimosa, then you can start with Regus," Ms. Cordero explained.

FLI expects to add four more office towers to the estate until 2021.

The Workplus office complex is part of the Filinvest group's Mimosa Leisure City in Clark Freeport Zone, Pampanga. The mixed-use development is being leased out to the group for a period of 50 years.

Aside from office spaces, Mimosa Leisure City will also house leisure components, including a golf course, Quest Hotel and Conference Center, a lifestyle mall, retail strip, and events grounds. The company will also develop residential properties to accommodate the employees working in the office spaces, as well as retirees.

FLI saw its net income attributable to the parent jump by eight percent to P1.21 billion in the second quarter of 2018, following revenues of P4.16 billion. This brought the company's attributable profit for the first half to P2.6 billion, seven percent higher year-on-year as revenues also rose nine percent to P10.06 billion.

Shares in FLI went up by a centavo or 0.66% to close at P1.53 each at the stock exchange on Thursday. — Arna B.

EDITOR: CATHY ROSE A. GARCIA

and Mindoro had 20%.

"The dramatic growth was principally due to the National Power Corporation, local government units and electric cooperative and their collective effort to address line issues in the missionary areas," DPC President Nestor D. Dasivas was quoted as saying in a statement.

DPC sold a total of 6157 GWh to Palawan Electric Cooperative (PALECO) during the first half, 30% higher than what it delivered in the same period a year ago. The company attributed the increase to Palawan's growing tourism industry.

Energy sales to Masbate Electric Cooperative (MASELCO) also went up 11% to 5330 GWh during the first half, as the company noted the expansion of commercial businesses in the area.

In Mindoro, 28.24 GWh were sold to Oriental Mindoro Electric Cooperative, 12% higher year-on-year. The company was able to maximize its plant capacity following Mindoro's rehabilitation of its 69MW transmission lines.

"With their continued rehabilitation of distribution lines, improvement of new interconnection facilities, DPC can supply more electricity to more communities in the next 12-18 months," the company said.

Aside from MASELCO, ORMECO, and PALECO, DPC also sells electricity to Sultan Kudarat Electric Cooperative. Founded in 2006, DPC provides electricity to areas not connected to the main transmission grid.

Earlier this year, DPC said it will be spending P160 million to acquire seven new diesel generating sets for its Masbate and Palawan operations. The new units will have a total capacity of 11.2 megawatts, raising its generation capacity in the two missionary areas to 90 MW, 14% higher than what it

the country's weak export performance. While the Philippines' Asean neighbors are seeing a healthy growth of their export

while exports of other Asean countries were posting growth of near 10 percent or higher. Indonesia and Singapore posted an export

As a result, Ang said the country's trade balance as a percentage of GDP was also the lowest in the region. The country's trade balance as a percentage of GDP declined 11 percent in the January-to-March period this year.

Its Asean peers, such as Singapore, Malaysia, and Vietnam saw trade balance as a percentage of GDP growth of 13.8 percent, 9.7 percent, and 6 percent, respectively.

Remittances

APART from weak exports, Ang said the recent decline of remittances from overseas Filipino workers (OFWs) is a first for the Philippines. He said, while remittances were expected to slow, it was not expected to decline or contract.

Ang noted OFW remittances declined almost 5 percent in June this year.

The main reason was a 5-percentage-point drop to 24 percent in the remittances coming from the Middle East where the majority of OFWs were located.

While deployment

"We know that its going to weaken because people are no longer—particularly the higher-income or the higher-skilled—going out, so they have a choice to work here. But the lower-income people are the ones leaving and the lowest skilled who are leaving are not getting higher pay, and, therefore, you already expect the remittances to go down," Ang explained.

"Even if there are more people leaving, it will go down. But I hope its just a blip otherwise it places a lot of pressure on the currency because this was our buffer for many years," he added.

Data from the BSP showed that cash remittances sent by land-based workers and sea-based workers rose by 2.5 percent and 3.4 percent to \$11.2 billion and \$3 billion, respectively. For June, however, total cash remittances fell by 4.5 percent year-on-year to \$2.4 billion. The countries that registered the biggest declines in cash remittances in June 2018 are the United Arab Emirates, Saudi Arabia and Kuwait.

"The overseas Filipino workers repatriation program of the government may have partly affected the remittance flows for the month," the BSP said in its statement on remittance data.

The BSP said in the first two months of 2018, a total of 4,149 OFWs were repatriated from the UAE, Saudi Arabia and Kuwait.

It added that, preliminary 2017 data from the Philippine Overseas Employment Administration (POEA) showed a decline in both land- and sea-based workers.

The deployed land-based workers dropped by 3.28 percent, or 1.61 million LBWs year-on-year, while that of the sea-based workers fell by 14.62 percent, or a decline of 378,072 SBWs.

and the economic opportunities for Filipinos, and narrow the gap of poverty and inequality in the country.

Under the National Tourism Development Plan of 2016-2022, the DOT is targeting 7.4 million foreign visitor arrivals, which will likely generate P407 billion in inbound tourism receipts this year.

Along with the rise in domestic travelers to 76.3 million, and an increase in tourism receipts to P2.13 trillion, employment in

Investments... CONTINUE

"We expect portfolio flows to emerging market countries to remain volatile as monetary policy accommodation in advanced economies is gradually withdrawn. But other flows, including FDI (foreign direct investments) and bank flows, will remain relatively strong overall," Moody's said.

FDI are usually the type of investment that is more coveted, as it stays longer in the economy and creates job opportunities for locals.

Latest data from the BSP also showed an improvement in the country's FDI flows, with the May level hitting \$1.645 billion, from the previous year's \$677 million.

The five month FDI total was also a 49-percent improvement to \$4.85 billion, from last year's \$3.25 billion.

FROM left, Mr. Nishikant Junde, Senior Joint Director; Mr. Suranjana Gupta, Executive Director; Mr. Mahesh K. Desai, Senior Vice Chairman; Mr. Arun K. Garodia, Vice Chairman; Mr. C.H. Nadiger, Regional Director; Mr. Manojesh Joshi, Senior Assistant. Team **EEPC INDIA** in Manila is carrying the flag of being unstopable in pursuing its quest of expanding trade borders in different countries and its first time to unfold its engineering industry by participating in the "International Metalworking Philippine Expo" slated from August 22 to 25, 2018 at the World Trade Center Metro Manila. About 75 Indian entrepreneurs joined this technology exposition to showcase smart manufacturing technologies, metal cutting machineries, industrial supply, industrial and electrical machinery & sheet metal machinery. The INDEE Philippines 2018 is not just metal work requirement embracing the build, build, and build program of the Philippines but a relationship that will mutually benefit both countries with focus on trade and investment. For more details, visit their web site www.eepcindia.org.

2. INDEE Colombia 2018

India participated in the 32nd edition of the Bogota International Trade Show or Feria Internacional de Bogota (FIB), this time significantly as Partner Country. The India Pavilion was organized by EEPC India as the 40th edition of its flagship event, INDEE (Indian Engineering Exhibition), under the aegis of the Ministry of Commerce & Industry, Government of India.

FIB and INDEE had grand opening on 24 September 2018 in Bogota, Colombia. This five-day event till 28 September saw more than 690 exhibitors and 50,000 professional visitors. Mr Suresh Prabhu, Hon'ble Indian Minister of Commerce and Industry, Government of India addressed the inauguration of 32nd FIB - Bogota International Trade Show by a video message. H.E. Mr Ravi Bangar, Indian Ambassador to Colombia and Ecuador. Mr Ravi Sehgal, Chairman, EEPC India represented India on the dais.

Ravi Sehgal, Chairman, EEPC India said at the inaugural address : EEPC India is happy lead a team of 77 SME Indian firms representing Light engineering products. The Indian Exhibitors are primarily manufactures/suppliers of Industrial Machinery, Auto Components, Heavy Construction Machinery, Energy, and Wire & Tubes. The exhibitors also include suppliers to auto majors Mahindra & Mahindra, Ashok Leyland, Volvo Eicher, and Isuzu Motors. We are looking for collaborations and more trade between the two countries in these Engineering products. Colombia is Latin America's oldest and most stable democracy.

With more than 46 million citizens, Colombia has the third largest population in South America, after Brazil, and the 28th largest in the world. Colombia is also home to the third largest Spanish-speaking population in the world, after Mexico and Spain. Colombia is a free market economy with major commercial and investment ties to countries around the world, including India. India's total engineering trade with Colombia stands 14.1% of India's total engineering trade with Latin American countries in 2017-18. Bilateral trade between the two countries rose by 11.13% to US\$1.53 billion in 2017-18 compared to 2016-17. Trade in engineering goods rose from US\$385.23 million in 2016-17 to \$509 million in 2017-18. Engineering exports to Colombia recorded 33% growth in 2017-18 to reach US\$483 million. Top engineering products exported from



Inauguration of INDEE Colombia from left :

*Mr Suranjan Gupta, Executive Director, EEPC India; Mr Roberto Vergara, Director- International Business, Corferias;
H.E. Mr Ravi Bangar, Indian Ambassador to Colombia and Ecuador. Mr Ravi Sehgal, Chairman, EEPC India.
Mr Aman Chadha, Former Chairman and Chairman of the LATAM Committee, EEPC India*

India to Colombia includes Two and Three wheelers, Aluminium and aluminium products, Products of Iron and Steel, Auto components/parts, Motor vehicles/cars, Iron & Steel, IC Engines and parts and Electrical machinery and Equipments while the main engineering import from Colombia includes Iron & Steel. This underscore the importance Colombia has in our trade with LATAM.

Mr Ravi Bangar, Indian Ambassador to Colombia and Ecuador, appreciating this endeavour, said: The relationship between India and Colombia will become stronger in the coming years as our economic, trade and commercial ties deepen. Hero Motocorp is the main Indian engineering presence in Colombia. It has its assembly plant for motorcycles in Villa Rica Free Zone, Cali in Colombia. It employs over 180 Colombian nationals and contributes to the revenues of the municipality, state and the federal government.

The 40th edition of EEPC India's largest multiproduct exhibition INDEE Philippines had a separate inauguration by Mr Ravi Bangar, Indian Ambassador to Colombia and Ecuador. Among the other dignitaries present were. Mr Ravi Sehgal, Chairman, EEPC India, Mr Aman Chadha, Former Chairman and Chairman of the LATAM Committee, EEPC India and EEPC India Executive Director, Mr Suranjan Gupta.

A special attraction of the show was the visit of Ms Laura Valdivieso Jimenez, Vice Minister of Foreign Trade, Colombia to the EEPC India booth, where she launched the bilingual edition of Indian Engineering Exports with Colombia as cover.

There was also a bilateral forum on India-Colombia – A Business Partnership for the Future where Mr Ravi Sehgal, Chairman, EEPC India said the economic partnership between India and Colombia will continue to grow from strength to strength. To achieve this, our businesses must continue to work together to promote deeper and stronger trade and business ties. Motocorp shared their success story in the session.

The Best Pavilion awards went to Bhalaria Metals Ltd; Gripwell Tools Industries and Electronica Mechatronic Systems under the Large, Medium and Small categories respectively .

The match-making of the Indian and Colombian businessmen was quite effective, generating orders of worth USD 3,303,700 (USD 3.3 million) and potential business enquiries of nearly USD 98,538,000 (USD 98.5 million) from 1102 possible business enquiries and according to the feedback received from participating companies. It may be mentioned that India's engineering exports to Colombia was USD 483 million in 2017-18 and our exhibitors have been able to garner nearly one fifth of last year's exports last week.

Some of the major projects that were signed are:

- USD One million Joint Venture by M/s Kandi Engineering Pvt Ltd, Mumbai for Steel pipes and electrodes. The products will be sent from India.
- USD 3.26 million Bauxite Calcination Plant firm Order for M/s Saboo Engineers, Jodhpur and a further USD 50 million of more such plants in discussion with different Colombian companies.

Apart from these exhibitors we also received the following feedback - Novelty Exports expects MOU and over USD 50,000 worth orders; Mizun -expects 1 Million Euro (USD 1.16 Million) worth order. Fortuner has identified two local partners and expects yearly business of around USD 5 Million and Maxpreci Machines–has almost finalized orders of worth USD 75,000 in INDEE Colombia 2018. Except one exhibitor, all the other exhibitors were saying that they were overwhelmed by the response of businesses here and were running short of business cards, samples and catalogues. The exhibition had visitors from not only the Latin American countries but also Africa.

Ie2 Special Bilingual edition Launch in EEPC India Booth by Colombian Vice Minister



Ms Laura Valdivieso Jimenez, Vice Minister of Foreign Trade, Colombia in EEPC India booth, launching the bilingual edition of Indian Engineering Exports with Colombia as cover in presence of Mr Andrew Lopez, CEO, Corferias; Dr Jaime Mantilla, President, Colombia India Chamber of Commerce and Industry; H.E. Mr Ravi Bangar, Indian Ambassador to Colombia and Ecuador and Mr Ravi Sehgal, Chairman, EEPC India

Pre – Event Publicity in India

A focussed publicity drive was carried out by EEPC INDIA all over the country in order to create awareness about Council's such effort in Colombia.

Promotional Literature for mobilisation of the Exhibition in India was done

- Standee

Show Publicity in Colombia

Extensive promotional activities were undertaken so to draw the Colombian business community to the EEPC India along with IBEF has initiated extensive publicity & Promotion for INDEE Colombia in Colombia. The event was well-publicised through advert

In-Show Publicity

A four page handout was prepared in English with names and product photographs of all the exhibitors and the same was given to all the visitors of India Pavilion. The detailed profile of Indian exhibitors along with the contact information and company/ product details was distributed in a book form among all the visitors. EEPC India's introductory booklet was also distributed in giving an overview of the activities of the Council.

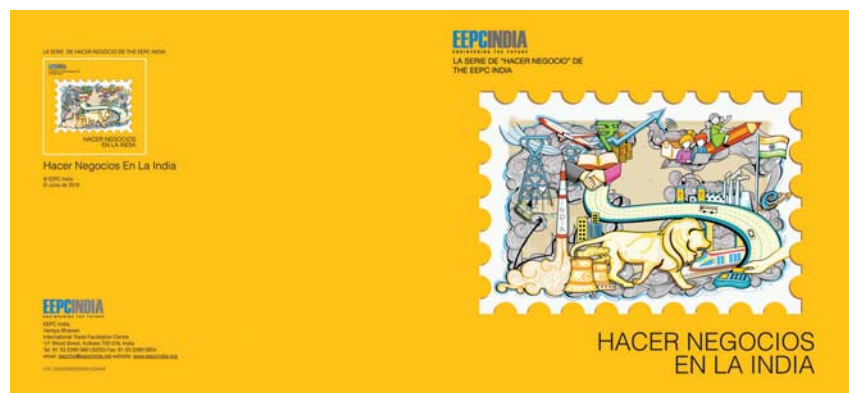
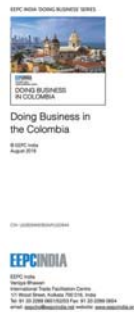
- Cover of the Exhibitors' Directory Bilingual
- Ie² – Special Edition on Colombia–Bilingual
- Certificates
- Business Cards Bilingual
- Jute bag



- Lapel pin
- Posters
- Doing Business in Colombia 2018
- Backdrop
- Doing Business in India – Bilingual
- Indian Engineering Booklet – Bilingual
- Doing Business in Colombia
- Post Event Report



Exhibitors' Directory Bilingual



Doing Business India 2018, Spanish version

Post event

- Media coverage

MAGAZIN Radio
950 AM
Talento en radio
DIRIGE Y CONDUCE
FERNANDO RINCON CHL
Sábados 12:00 a 2:00 PM

25 Septiembre, 2018 [Agenda Bogotá](#) [Noticias Tecnología](#) [No comments](#)

India fortalece lazos con Colombia en Feria Internacional Industrial de Bogotá

Con más de 75 empresas, una de las delegaciones que llega más fuerte a la XXXII edición de la Feria Internacional Industrial de Bogotá, FIB, es la de India.



Además, este año participan como país aliado de la feria. El evento, el cual se realiza en Corferias hasta el 28 de septiembre, cuenta con una alta presencia extranjera; son 26 los países que exponen sus productos e innovaciones en cerca de 4.000 metros cuadrados.

Ravi Sehgal, presidente de EEPC India, aseguró que "es un gran honor y oportunidad participar en la Feria Internacional Industrial de Bogotá, FIB, como país aliado. El pabellón indio es organizado por EEPC India e INDEE (Indian Engineering Exhibition), bajo los auspicios del Ministerio de Comercio e Industria, Gobierno de India".

Para las compañías que participan, Colombia se ha convertido en una gran oportunidad de negocios en Latinoamérica. "Las empresas indias están explorando alternativas de mercado. Colombia ha incrementado su seguridad, cuenta con una gran cantidad de recursos naturales y una clase media en aumento; lo que la convierte en un destino atractivo para los negocios indios", agregó Sehgal.

"Colombia es en gran parte un productor de café, cacao, azúcar y flores. En estos casos tienen una ventaja y el sector agrícola de la India podría beneficiarse de su experiencia y conocimientos. Por su parte, Colombia ha mostrado interés en aprender de la experiencia de la India en cosecha de agua, riego por goteo, pozos de polietileno e invernaderos", puntualizó Sehgal.

ENFOQUE
REVISTA

Menú principal
[Inicio / Economía y Finanzas / India, presente en la FIB](#)
Sáb, 09/22/2018 - 08:23



En la foto: Izquierda, Sr. Garvinder Singh- Director de Exhibiciones de EEPC y Christian Salamanca- Director Cámara Colombia India.

India, presente en la FIB

La Feria Internacional Industrial de Bogotá es el evento especializado dirigido a las nuevas tecnologías aplicadas a todas las industrias productivas del continente, y se convierte en el motor de desarrollo y centro de contactos empresariales e industriales que fomenta el intercambio comercial.

INFORMACIÓN

POR:
[Redacción Enfoque](#)

India estará como país asociado en la versión 32 de Feria Internacional Industrial de Bogotá (FIB), que comienza el lunes entrante. El pabellón indio es organizado por EEPC (Consejo de Promoción de Exportaciones de Ingeniería) e INDEE (Exposición de Ingeniería India), bajo la égida del Ministerio de Industria Comercio y el Gobierno de la India.

EEPC India ha sido la imagen de la India en la ingeniería de las exportaciones en un lapso de 63 años cuando la India creció de ser una nación exportadora de ingeniería de \$ 10 millones en 1955 a USD 76.2 millones (2017-18) y es considerada como el modelo EPC en la India por el Sindicato del Ministerio de Industria y comercio. EEPC India es la principal organización de promoción comercial y de inversión en la India.

La inauguración será este lunes 24 de septiembre a las 12 del día, en los pabellones 3, 4, 6 y 8 de Corferias. Este evento va hasta el viernes 28 y recibirá a más de **690 expositores y 50.000 visitantes profesionales**.

De la India acuden 77 firmas, que representan a fabricantes y proveedores de maquinaria industrial, autopartes, maquinaria pesada de construcción, petroquímica, herramientas de diamante industrial, automatización de procesos, plantas de oxígeno y de nitrógeno, equipos de prueba de petróleo, producción de acero estructural, energía y cables, al igual que tubos y válvulas para la construcción de obras públicas, entre la diversidad de la oferta. Los expositores también son proveedores de auto partes de marcas como Mahindra&Mahindra, AshokLeyland, Volvo Eicher Isuzu Motors.

Ravi Sehgal, Presidente de EEPC India (conformado por más de **13.000 miembros**), destacó el apoyo del gobierno colombiano a la visita de estos empresarios. A través de ProColombia se organizó un importante foro en la ciudad de Mumbai, resaltando las oportunidades de inversión en este país. Además, la embajadora Clemencia Forero y su equipo también brindaron asistencia en información a esta importante delegación empresarial.

RELACIONES COMERCIALES Y PRESENCIA EMPRESARIAL EN EL PAÍS

El comercio entre los dos países aumentó en un 11.13% (equivalente a US\$ 1,53 billones) en 2017-18 comparado con 2016-17. El comercio en productos de ingeniería aumentó de US\$ 385,23 millones en 2016-17 a \$ 509 millones en 2017-18.

El señor Ravi Sehgal agradeció el apoyo constante y la orientación de la Embajada de la India en Colombia, la Cámara de Comercio e Industria Colombia India y la marca de IBEF (India Brand Equity Foundation), entre otros aportes.

El Señor **Ravi Bangar, Embajador de India en Colombia y Ecuador**, augura que la relación entre la India y Colombia será más fuerte en los próximos años, y se profundizarán los vínculos comerciales.

India y Colombia han establecido vínculos muy especiales en agricultura, educación, ciencia, tecnología y medicina, entre otros. Estamos enfocándonos en alianzas estratégicas en agroindustria, metalmeccánica y servicios de ingeniería. La presencia india en la FIB es especial, al cumplirse 60 años de relaciones diplomáticas entre los dos países, dijo la **Embajadora de Colombia en la India, Clemencia Forero Ucedo**.

LATINPYME
CENTRO DE DESARROLLO EMPRESARIAL



INDIA FORTALECE LAZOS CON COLOMBIA EN FERIA INTERNACIONAL INDUSTRIAL DE BOGOTÁ

Publicado: 25 septiembre, 2018
[en Enfoque](#) [Noticias](#)

Con más de 75 empresas, una de las delegaciones que llega más fuerte a la XXXII edición de la Feria Internacional Industrial de Bogotá, FIB, es la de India. Además, este año participan como país aliado de la feria. El evento, el cual se

3. IESS VIII

IESS the 8th time!

International Engineering Sourcing Show, being organised by EEPC India with support from the Ministry of Commerce & Industry is India's largest display of engineering products and solutions.

'Smart Engineering' being the theme for this year, 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 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. It set new record with around 346 exhibitors, 400 overseas buyers and 10,000 trade visitors participating in the show held over 14-16 March, 2019 in Chennai for the third successive time!



Opening Ceremony- Dr Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry, Govt of India (5th from right); (on his right), Mr Ravi Sehgal, Chairman, EEPC India; Mr Dharmendra Pratap Yadav, Secretary, MSME, Govt of Tamil Nadu; Mr B S Bhalla, Joint Secetary, Dept of Commerce, Ministry of Commerce and Industry, Govt of India; Datuk K Talagavathi, Deputy Secretary General, Ministry of International Trade and Industry, Govt of Malaysia; H.E. Dato Hidayat Abdul Hamid, High Commissioner of Malaysia and Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARII). On the left of Comm Secy - Mr Mahesh K Desai, Sr Vice Chairman & Officiating as Regional Chairman (SR), EEPC India, Mr Arun Kumar Garodia, Vice Chairman, EEPC India, Mr Rakesh Shah, former Chairman and Chairman Publicity, Exhibition and Delegation Committee, EEPC India and Mr Suranjan Gupta, Executive Director, EEPC India

The three day show was inaugurated by Dr. Anup Wadhawan, Commerce Secretary, Government of India while a video message from Mr. Suresh Prabhu, Hon'ble Minister of Commerce and Industry, Government of India was played at the inauguration, in the presence of Mr B. S. Bhalla, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India; Mr. Dharmendra Pratap Yadav, Secretary, MSME, Government of Tamil Nadu; Datuk K. Talagavathi, Deputy Secretary General, Ministry of International Trade and Industry, Government of Malaysia; H.E. Dato' Hidayat Abdul Hamid, High Commissioner of Malaysia and Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARII). Mr. Ravi Sehgal, Chairman, EEPC India; H.E. Mr. Milan Hovorka, Ambassador of Czech Republic in India; Mr. Mahesh K. Desai, Sr. Vice Chairman & Officiating as Regional Chairman (SR), EEPC India; Mr. Arun Kumar Garodia, Vice Chairman, EEPC India, Mr. Rakesh Shah, Former Chairman and Chairman Publicity, Exhibition and Delegation Committee, EEPC India; Mr. Anupam Shah, Former Chairman; Mr. R. P. Jhalani, Former Chairman and Mr. Suranjan Gupta, Executive Director, EEPC India also joined the grand inaugural programme.

On this occasion, EEPC India – Deloitte joint study on "Export India – Unleashing India's Engineering Exports Potential" was unveiled by Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India. Releasing the paper, Commerce Secretary Dr. Anup Wadhawan said the Department of Commerce and EEPC India would "quickly examine the road-map suggested by the strategy paper and make all possible efforts to achieve the identified potential."



Lamp lighting by Dr. Anup Wadhawan, Commerce Secretary, Dept of Commerce, Ministry of Commerce and Industry, Govt of India; (on his right) Mr. Ravi Sehgal, Chairman, EEPC India; Mr. B. S. Bhalla, Joint Secretary, Dept of Commerce, Ministry of Commerce and Industry; Datuk K. Talagavathi, Deputy Secretary General, Ministry of International Trade & Industry, Govt. of Malaysia and Dato' Madani Sahari, CEO, Malaysia Automotive Robotics & IoT Institute (MARII) while H.E. Dato Hidayat Abdul Hamid, High Commissioner of Malaysia is looking on.

Two MoUs were signed. One between Malaysia Automotive Robotics & IoT Institute (MARii) and EEPC India and one between Malaysia Automotive Robotics & IoT Institute (MARii) and Government of Jharkhand.

This time close to 100 speakers addressed 17 sessions included:

- India Malaysia Business Forum
- A preparatory meeting on the 6th Indo–Czech JWG Meeting on Heavy Engineering and Advanced Manufacturing:
- Global Investment Forum -
- CEO FORUM -Innovation Nation: Increasing India's Ease of Doing Business
- Two Vendor Development Meet with 6 Indian PSUs were held
- Department of Heavy Industry supported three seminars at IESS VIII
 - Seminar on 5S for factory safety and increasing efficiency
 - Session on Industry 4.0 - the Indian perspective
 - Awareness Programme On Leveraging Trade Agreements To Boost Engineering Exports
- DSIR (Department of Scientific and Industrial Research, Government of India) co- organised the Seminar on "Promoting Smart Manufacturing In Clusters"
- 3 Global Sourcing Meets were held by Perodua (Malaysia based car manufacturer), ABB (Swiss-Swedish based digital technologies company and IPRO India (subsidiary of German based IPRO Group which provide innovative engineering concepts and services).
- Good Design Seminar & India Design mark awards 2019
- Ayurtech Roundtable - where technology serves Ayurveda industry interaction
- Two more seminars one on Session On Manufacturing Start Up + Venture Capital and Session on e Marketplace were organised
- Based on the feedback of 290 respondents out of over 346 Exhibitors, 14,042 new contacts were made out of which 1544 were old and 8986 were new contacts. USD 1.02 Million worth of orders were booked during the show and 593 enquiries were generated amounting USD 4.85 million. Around 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.

Pre – Event Publicity in India and abroad

A focussed publicity drive was carried out by EEPC India all over the country and abroad in order to create awareness about the Council's. To mobilise participation, many seminars, meetings and road shows were organised all over the country. Besides this, other forums, conferences and exhibitions were also used as a channel to promote the exhibition and distribute the promotional literature on IESS VIII. A dedicated website was created to facilitate online registration (www.iessshow.in)

Promotional Literature for mobilisation of the Exhibition in India was done

- Standee
- Flyer

Show Publicity in Chennai

The figures below reveal the scale and intensity of the campaign of the event:

- 200 Bus backs
- 100 Uber car body
- 41 hoardings
- Airport branding in Chennai and Coimbatore
- 16 lakh SMS
- 1.5 lakh emails
- News papers ads
- 10,000 letters by courier
- Two mobile van branding
- 500 posters around industrial estates
- 20 temporary hoardings in industrial estates. Students from 5 engineering colleges
- Social media campaign

Campaigns within India

Roadshows organised by EEPC India Regional Offices



Eastern Region



Northern Region



Southern Region



Western Region

Meeting to promote IESS VIII, Embassy of Paraguay in New Delhi



Mr Ruben Dario Benitez Palma, Minister, Dy Head of Mission, Embassy of Paraguay (left) meets Mr Deepak Thakur, Sr Assistant Director, EEPC India to discuss possibilities of participation at IESS VIII.

Campaigns Abroad

Malaysia



Ms Anima Pandey, Regional Director (ER) & Director (Membership), EEPC India and Mr Sooraj Dhawan, Director, Falcon Exhibitions Pvt Ltd meet SME Corp in Malaysia (SME Corporation Malaysia is a Central Coordinating Agency under the Ministry of International Trade and Industry Malaysia)



Briefing session on IESS VIII with all Industry Associations



Mr Madani Sahari, CEO, Malaysia Automotive Institute (MAI), is an agency under the Ministry of International Trade and Industry (MITI) meets Ms Anima Pandey, Regional Director (ER) & Director (Membership), EEPC India and Mr Sooraj Dhawan, Director, Falcon Exhibitions Pvt Ltd



Dr Rajat Srivastava, Regional Director (WR) & Director (Marketing & Sales), EEPC India also met Indian Embassy in NYC. At the inset we see Mr. Sandeep Chakraborty, Consul General of India to New York (5th from right); Mr. Shatrughna Sinha Dy. CG (1st from right) and Mr. DP Mishra, Consul (Trade) (2nd from left) are attending the Celebration of 149th Birth Anniversary of Mahatma Gandhi at NYC.

- TV advertisements in 6 Tamil channels and
- 2 radio channels
- 200 lamp poles
- 5000 fliers distribution at industrial estates
- 40000 stickers on Newspapers at Chennai airport

Advertisements in Print Media

Extensive advertising campaign was undertaken in the local print media prior to the exhibition.

Advertisements about the exhibition were published in the following 24 newspapers all over India since January 2019 till March 16th 2019

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

In-Show Publicity

A four page handout was prepared in English with names and product photographs of all the exhibitors and the same was given to all the visitors of IESS. The detailed profile of Indian exhibitors along with the contact information and company/ product details was distributed in a book form among all the visitors. EEPC India's introductory booklet was also distributed in giving an overview of the activities of the Council.

- Cover of the Exhibitors' Directory
- Ie² – Special Edition on IESS
- Certificates
- Business Cards
- Writing pad cover
- Jute bag
- Non-Jute Bags
- Lapel pin
- Posters
- T V Advert
- Badge and lanyard
- Theme Pavilion Posters
- Luggage Tag



*Three Day Programme
Booklet*



Invitation Card

- Lunch Coupon
- Tee Shirts and Full Sleeve Shirt
- Mugs
- Wrapping Paper
- Dinner and Lunch Invite
- Invitation Card
- Dinner and Lunch Menu
- 3 day programme booklet
- Best Pavilion Trophy
- Tissue Paper box
- Wrappers of Bottle
- Pens



Exhibitors' Directory



Lapel pin



Lunch Coupon



Show Daily - Day 1

Post Event

Press Release / Press Conferences

- A number of press releases were issued before and after all the major events organised during the fiscal year.
- EEPC INDIA organized a number of press meets during the year to highlight achievements on the overall engineering exports front and its efforts to promote engineering exports through its exclusive exhibitions, INDEE and IESS.
- Facts about EEPC INDIA's strategy to increase India's share in the global trade were also disseminated through a press conference.
- In most of press conferences, the National Chairman of EEPC INDIA briefed the press and electronic media through pictorial and DVD presentations.
- All Mega events INDEE Philippines and Colombia and IESS VIII received very wide publicity and media coverages

Media Coverage Pre Event

'Intl Engg sourcing show' to promote desi exports

DC CORRESPONDENT
CHENNAI MARCH 7

The Engineering Export Promotion Council of India organised International Engineering Sourcing Show (IESS), an initiative of the Union commerce and industry ministry, to building the brand 'Indian Engineering' into newer markets of the world.

This year 'Smart Engineering' will be the theme which showcases India as a Global Hub for Manufacturing and Technology. Tamil Nadu has been chosen as the host state for the third time with the help of the Department of Scientific Industrial Research (DSIR), Department of Heavy Industry,

Department of MSME, and National Institute of Design (NID).

Mahesh K. Desai, Sr Vice Chairman, EEPC, India said "EEPC India has chosen 'Subcontracting', 'Industrial Electrical Machinery', 'Future Factory' and 'Innovation Technology' as the 4 broad sub-themes in IESS VIII. Future Factory is the latest addition where we expect 'Smart Factory Design' and 'Industrial Internet of Things on display.' He further added the other two additions at IESS VIII is (a) how to judiciously use Ayurvedic science by employing technology (b) the role of Design in increasing productivity and competency in engineering."

Director, EEPC India, said "Engineering Exports is the largest commodity exports in India's accounting for 25 per cent of the total exports. In 2017-18, it achieved a record performance of USD 76.2 billion. Engineering exports registered 16.81 percent growth in 2017-18 as against 11.8 per cent growth in the previous fiscal. Currently, major markets like USA and EU account over 30 per cent of our exports."

Ayurveda will be introduced through a separate session called 'Ayur Tech'. This is a joint initiative of EEPC India, Service Export Promotion Council and ministry of Ayush, Government of India.

சென்னையில் சர்வதேச இன்ஜினியரிங் கண்காட்சி

சென்னை: இன்ஜினியரிங் எக்ஸ்போர்ட் ரமோஷன் கவுன்சில் சார்பில், சென்னையில் 'வதேச பொறியியல் செயலாக்க கண்காட்சி' ரும் 14ம் தேதி முதல் 16ம் தேதி வரை 3 டட்கள் நடைபெறவுள்ளது. இதுதொடர்பாக று, சிறு மற்றும் நடுத்தர தொழில் துறை செய ர் தர்மேந்திர பிரதாப் யாதவ், புரமோஷன் வுன்சில் முதுநிலை துணைத்தலைவர் மகேஷ் நாய் ஆகியோர் திருபுகளிடம் கூறியதாவது:

இந்தியா மற்றும் உலகம் முழுவதிலும் இருந்து முன்னணி பொறியியல் நிறுவனங்கள் த்த 3 நாள் கண்காட்சியில் பங்கு பெறுகின் ன். உற்பத்தி மற்றும் தொழில்நுட்பத்துக்கான லகளாவிய மையமாக இந்தியாவை எடுத்துக் றட்டும் வகையில் 'திறமையான பொறியியல்' ன்பதே இந்த ஆண்டுக்கான மையக் கருத்தா ம். அறிவியல் மற்றும் தொழில் ஆராய்ச்சித் றை, களரகத் தொழில்துறை, குறு சிறு மற்றும்

நடுத்தரத் தொழில்துறை, தேசிய வடிவமைப்பு நிறுவனம் ஆகியவை கண்காட்சிக்கு உறுது ணையாக இருப்பதற்கு உறுதி அளித்துள்ளன. சர்வதேச நாடுகளைச் சேர்ந்த 400க்கும் அதிகமான நிறுவனங்களின் பிரதிநிதிகள் இக்கண்காட்சியில் பங்கேற்கின்றனர்.

குறு சிறு மற்றும் நடுத்தரத் தொழில் துறை யினருக்கு அரசு பல திட்டங்களை செயல்படுத்தி வருகிறது. இந்நிலையில், கண்காட்சி மூலம் மிகப்பெரிய வணிக ரீதியான ஒருங்கிணைப்பு ஏற்படும். புதிய தொழில்துட்பங்களை தெரித் துகொள்ள வாய்ப்பு உருவாகும். கண்காட்சியில் 130 குறு சிறு தொழில் நிறுவனங்கள் பங்கேற் கின்றன. ஜவளி உட்பட எல்லா துறைகளில் தமிழகம் தலைசிறந்து விளங்குகிறது. தமிழகத் தில் தொழில் தொடங்க பலரும் விரும்புகின்றனர். இது தமிழகத்துக்கு பெரிய பலமாக உள்ளது. இவ்வாறு அவர்கள் கூறினர்.

Dina Malar

Deccan Chronicle

THE TIMES OF INDIA

Mari hopes India will be a key exporter of auto components

Shoukat Mohammed | TNN | Feb 13, 2019, 12:24 IST

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VISAKHAPATNAM: The Malaysia Automotive, Robotics & IoT Institute (MARI) is expecting to make India a key hub from where auto components and services can be exported to ASEAN countries and the rest of the world, Dato Madani Sahari, CEO of MARI, said.

In an exclusive interaction with Tol, Sahari—who is in India to

meet with ministers and officials of the Ministry of Commerce and Industry—said that MARI, an agency under the Ministry of International Trade & Industry, would be offering partnerships to the Indian MSME sector in the auto components industry.

"Malaysia has a strong presence in the auto components industry, and it supplies to car makers in the United States, Europe, Japan and China. We are hoping that Indian MSMEs will join with Malaysian companies to get the latest technology and expertise so that they can become an export base to ASEAN countries and beyond," Sahari said.

അന്താരാഷ്ട്ര എൻജിനീയറിങ് സോഴ്സിങ് മേള 14-ന് തുടങ്ങും

ചെന്നൈ ▶ കേന്ദ്രവ്യവസായ മന്ത്രാലയത്തിന്റെ സഹകരണത്തോടെ ഇ.ഇ.പി.സി. ഇന്ത്യ സംഘടിപ്പിക്കുന്ന എട്ടാമത് അന്താരാഷ്ട്ര എൻജിനീയറിങ് സോഴ്സിങ് മേള 14 മുതൽ 16 വരെ നന്ദംപാക്കം ചെന്നൈ ട്രേഡ് സെന്ററിൽ നടക്കും.

തമിഴ്നാട് ആതിഥ്യമരുളുന്ന സമ്മേളനത്തിന്റെ വിദേശ പാർട്ട്ണർ മലേഷ്യയാണ്. ഇന്ത്യയിലെ എൻജിനീയറിങ് മേഖലയും ഉത്പാദനവും തുരപ്പെടുത്തുക എന്ന ലക്ഷ്യത്തോടെയാണ് പരിപാടി സംഘടിപ്പിക്കുന്നതെന്ന് ഇ.ഇ.പി.സി ഇന്ത്യ സിനിയർ വൈസ് ചെയർമാൻ മഹേഷ് കേ. ഡേസി പത്രസമ്മേളനത്തിൽ പറഞ്ഞു. ചെറുകിട- ഇടത്തരം എൻജിനീയറിങ് സ്ഥാപനത്തിന് പ്രധാന പരിഗണന നൽകുന്നുണ്ട്. 400 കമ്പനികളുടെ സ്റ്റാളുകൾ ഉണ്ടായിരിക്കും.

Mathrubhumi

Engineering exports set to touch \$80 billion in FY19

EEPC aiding small, medium units to upgrade technology

SPECIAL CORRESPONDENT
CHENNAI

Engineering exports are set to touch an all-time high of \$80 billion during the current fiscal, said a top official of EEPC India. "Last fiscal (2017-18), we exported goods worth \$76.2 billion, which was a three-year high," said Mahesh K. Desai, senior vice-chairman, EEPC India. "We did exports of \$70.7 billion in 2014-15. This fiscal, it is expected to touch \$80 billion."

During fiscal 2017-18, India exported merchandise goods valued at \$302.8 billion of which engineering goods accounted for \$76.2 billion, said Chandrashek-



Mahesh K. Desai

har H. Nadiger, regional director, southern region, EEPC India.

Mr. Desai said that EEPC had been working on Industry 4.0 for the last two years for helping small and medium enterprises to equip themselves and overcome

the challenges in terms of upgrading the technology. Industry 4.0 was on the top of our agenda. Tamil Nadu was at the forefront of it.

Mentioning that southern region accounted for 22% of the country's total exports, Mr. Nadiger said Tamil Nadu led the chart, followed by Karnataka, Andhra Pradesh and Telangana. According to him, engineering exports from southern region for 2017-18 stood at \$17 billion of which Tamil Nadu accounted for \$11 billion. "This year too, the growth pattern would be similar. This is due to higher technology intervention adopted by the local industries," he said.

The Hindu

IANIS

Engineering goods exports in FY19 may cross \$76.2 billion

by IANIS — on Tuesday 05th March 2019, 05:52 PM



IANIS
Author

Chennai, March 5 (IANIS) Export of engineering goods in FY19 could cross the FY18 levels, said a senior official of EEPC India, here on Tuesday.

India exported \$76.2 billion engineering goods in 2017-18, said Mahesh K. Desai, Senior Vice-Chairman, EEPC India.



He was briefing reporters about the eighth edition of the International Engineering Sourcing Show (IESS), to be organised by EEPC India, from March 14-16. Leading global and domestic engineering companies are likely to take part in the event.

Desai said IESS is the largest engineering sourcing show in India. While Malaysia is the partner country, Flanders in Belgium is the focus region for this edition.

"As both Malaysia and India are moving towards a technology-driven automotive industry, equipped with shared mobility, connectivity, electrification and autonomous driving, this is an appropriate time for the Malaysia Automotive, Robotics and IoT Institute (MARII) to play a leading role in a global forum like the IESS," EEPC India said.

According to C.H. Nadiger, Regional Director, Southern Region, EEPC India, all the exhibition space has been sold out and 400 domestic and overseas exhibitors will showcase their products at the event.

More in
IANIS:
Fire at CQO
complex in
Delhi

Wednesday
06th March
2019

Indian-
origin Cisco
ex-director
arrested in
\$9.3mn
fraud in US

Wednesday
06th March
2019

While the main theme of the event is smart engineering, sub-themes are subcontracting, industrial and electrical machinery, future factory, and innovation and technology.

Malaysian carmakers Perodua and Proton will also exhibit their models at the event. Perodua will also explore manufacturing opportunities here, said Sooraj Dhawan, Consultant, IESS.

He said the company will also bring a delegation of its suppliers to the show.

-IANIS

vijam/pqj

(This story has not been edited by Newsd staff)

Newsd.in

Besides, EEPC India issued various Press Releases from time to time during the year to keep the media updated of its news and views on various issues including, Foreign Trade Policy, Union Budget and EEPC India's participation in international exhibitions in different parts of the world.

RBSM - Reverse Buyer Seller Meet

EEPC India organized following RBSMs during the year under review as indicated below:

RBSM at Advantage Healthcare India

4 - 6 December 2018, Bengaluru, India



RBSM at Vibrant Gujarat

18 – 20 January 2019, Gandhinagar, Gujarat, India



RBSM in Progress

*Dr Anup Wadhawan, Commerce Secretary,
MOC & I, Govt of India inaugurating RBSM at Vibrant Gujarat*

RBSM at IMTEX 2019

26-27 January 2019, Bengaluru, India



5th India International MSME & Start Up Expo 2018 & Laghu Udyog Vyapar Mela

22 - 24 June 2018, Pragati Maidan, New Delhi



EEPC India booth visited by Mr C. R. Chaudhary, Hon'ble Minister of State of Comm & Industry, GOI at the 5th India International MSME & Start Up Expo 2018 & Laghu Udyog Vyapar Mela at New Delhi. Mr Rakesh Suraj, Regional Director (NR), EEPC India is present

Buyer Seller Meet in Syria & Lebanon

8-14 Sept. 2018, Syria and Lebanon

EEPC India with the support of Indian Embassies in Syria and Lebanon organised Buyer Seller Meet in Damascus, Beirut and Tripoli between 8 to 14 Sept. 2018.



This is welcoming seminar where Indian Ambassador to Lebanon - Mr Sanjiv Arora (is third from left)



Syrian- Indian Business Forum at the 60th Damascus International Fair. Indian Ambassador to Syria Mr. Man Mohan Bhanot present prior B2B meeting

SIGNING OF MoUs

1. MoU between EEPC India and West Bengal State Export Promotion Society , under MSME & T Dept of Govt of West Bengal for setting up Export Facilitation Centre in engineering sector in the State of West Bengal 21st August 2018



Chairman EEPC India, Mr Ravi Sehgal exchanging MOU signed between EEPC India and West Bengal State Export Promotion Society of Govt of West Bengal in presence of State Finance Minister – Dr Amit Mitra and Additional Chief Secretary, Health and Family Welfare Dept, GoWB - Mr Rajiva Sinha . State Government to set up Export Facilitation Centre in EEPC India H.O. in Kolkata

2. EEPC India and Philippines-India Business Council in Manila, Philippines signed an MoU to maintain and further mutual cooperation and understanding for the purpose of promoting the development of business opportunities between India and Philippine the field of bilateral trade in goods and services, particularly in the engineering sectors of both countries, on the basis of equality and mutual benefit and shall determine by mutual agreement, the areas of such cooperation.



Seated from L - Mr Mahesh K Desai, Sr Vice Chairman , EEPC India signing an MoU with by Mr Johnny Chotrani, President, Indo - Philippines Business Council in presence of by Mr Jaideep Mazumdar, Ambassador of India to Philippines among other dignitary

3. MOU was signed between EEPC India and Mr Biswajit Sarkar, IP Attorney to provide guidance to the members of EEPC India Technology Centre on specific IPR related issues-September 20,2018



Mr Adhip Mitra, Additional Executive Director & Secretary, EEPC India (second from right) and Mr Biswajit Sarkar, IP Attorney (third from left) after signing the MOU . Mr Ravi Sehgal, Chairman, EEPC India and Mr Bhaskar Sarkar, Advisor, EEPC India Technology Centre; Ms Anima Pandey, Regional Director and Director (Membership), EEPC India and Mr Sunny Bose, Sr Assistant Director, EEPC India are seen

4. MoU was signed between CSIR-CMERI, Durgapur and EEPC India regarding technology upgradation.



L - Mr Dhrubojyoti Basu, Sr Jt Director, EEPC India; Dr Harish Hirani, Director, CSIR-CMERI and Mr Mahesh K Desai, Sr Vice Chairman, EEPC India and Mr Bhaskar Sarkar, Advisor, EEPC India Technolgy Centre

5. EEPC India and International Institute of Waste Management signed an MoU for Capacity Building



Exchange of Signed MOU between Mr Adhip Mitra, AED and Secretary, EEPC INDIA and Ms.P.Bineesha, ED, IIWM

SEMINARS/CONFERENCES /MEETINGS IN INDIA

Export Awareness Programme & Other Seminars

During the year under review, EEPC India Regional Offices organized seminars and meetings for the benefit of the members at various locations under their jurisdiction. The seminars and workshop were well attended by the member firms. Representatives of various services sectors and Government departments participated and briefed about their services for the growth of exports. The office-wise and date-wise details of the same are furnished chronologically in **Annexure-I**.

Meeting with Government Officials/Agencies/Open House Meetings

The officials of various EEPC India Offices attend a number of meetings and seminars and gave presentations/lectures about the Council and its promotional activities during the reporting year. They also organized Open House Meets on specific areas of interest. Such activities region-wise and furnished in **Annexure - II**.

Training Programme

In the reporting year, EEPC India organized various Training Programmes for the benefit of the senior executives of the member firms on various topic. The details of the same are given in **Annexure - III**.

AWARD FUNCTIONS

National Award

The 49th National Award was held on May 31, 2019 in New Delhi where 110 member exporters were rewarded in 8 categories by Mr C R Chaudhary, Minister of State for Commerce & Industry. Ms Rita Teatota, Commerce Secretary, Ministry of Commerce & Industry, Government of India was the Special Invitee. Mr Bhupinder Singh Bhalla, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India; Mr Ravi Sehgal, Chairman, EEPC India; Mr Mahesh K Desai, Sr Vice Chairman, EEPC India; Ms. Kamna Raj Aggarwalla, Regional Chairperson (NR), EEPC India and Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India were present.



Mr C R Chaudhury, Hon'ble Minister of State, Ministry of Commerce and Industry, Government of India presenting the awards From L TO R - Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India; Mr Mahesh K Desai, Sr Vice Chairman, EEPC India; Mr Ravi Sehgal, Chairman, EEPC India; ;Ms Rita Teatota, Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India; Mr B S Bhalla, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India; Ms Kamna Raj Aggarwalla, Regional Chairperson (NR), EEPC India and Mr Arun Kumar Garodia, Vice Chairman, EEPC India

Eastern Regional Export Excellence Award Function 2015-16 in Kolkata

The Regional Office organized the 34th Eastern Regional Export Excellence Award Function 2015-16 on 28th November, 2018 at Crystal Hall, Taj Bengal, Kolkata. H.E. Mr. Keshari Nath Tripathi, Hon'ble Governor of West Bengal had graced the occasion as the Chief Guest and presented the Trophies to the outstanding members for their meritorious performance in export for Engineering Goods and Services during the year 2015-16. H.E. Ms. Patti Hoffman, The Consul General of USA in Kolkata was the Guest of Honour at the function. Mr. B. D. Agarwal, Regional Chairman (ER), EEPC India; Mr. Ravi Sehgal, National Chairman, EEPC India; Mr. A. K. Garodia, National Vice Chairman, EEPC India; Mr. G. K. Madhogaria, Dy. Regional Chairman (ER), EEPC India, Mr. L. P. Gupta, Dy. Regional Chairman (ER), EEPC India, Mr. Rakesh Shah, Former Chairman, EEPC India; Mr. Anupam Shah, Former Chairman, EEPC India; Mr. Suranjan Gupta, Executive Director, EEPC India and Mrs Anima Pandey, Regional Director & Director (Membership), EEPC India were also present during the function. 47 Members from Eastern Region received the Awards. Mr. G. K. Madhogaria, Deputy Regional Chairman, EEPC India (ER) proposed the Vote of Thanks.



H.E. Mr Keshari Nath Tripathi, Honourable Governor of West Bengal presenting Award to Mr. B.D Agarwal, Regional Chairman (ER), EEPC India. From L - Mr. Girish Kumar Madhogaria, Dy. Regional Chairman (ER), EEPC India; Ms Patti Hoffman, Honourable U. S. Consul General in Kolkata; Mr Ravi Sehgal, Chairman, EEPC India; Mr. Arun Kumar Garodia, Vice Chairman, EEPC India and Mr. L.P Gupta, Dy. Regional Chairman (ER), EEPC India

Southern Regional 41st Export Excellence Award Function in Thiruvananthapuram

The Regional Office organized the 41st Southern Regional Export Excellence Award Function 2016-17 on December 28, 2018 at Hotel Taj Coromandel, Chennai. Shri Mahesh K Desai, Sr. Vice Chairman and Officiating as Regional Chairman of EEPC India (SR)



Chief Guest H.E.Mr Banwarilal Purohit, Hon'ble Governor of Tamil Nadu presenting the award. From left – Mr K S Mani, Dy Regional Chairman (SR), EEPC India; Mr Ravi Sehgal, Chairman, EEPC India; Mr Mahesh K Desai, Sr Vice Chairman and officiating as Regional Chairman (SR), EEPC India and Mr C H Nadiger, Regional Director (SR), EEPC India

delivered Welcome Address. Shri Ravi Sehgal, National Chairman of EEPC India delivered Key-note Address. Shri Banwarilal Purohit, Hon'ble Governor of Tamil Nadu was the Chief Guest and honoured the Award Winners by presenting Trophies to 78 Award Winners under different categories. Vote of Thanks was given by Shri K. S. Mani, Deputy Regional Chairman & Chairman of the Award Committee, EEPC India (SR). There were large gathering during the Award Presentation Function.

Western Regional Export Excellence Award Function 2016-17 in Mumbai

The Regional Office organized the 35th Western Regional Export Excellence Award Function 2016-17 on 3rd Feb 2019 at Taj Mahal Palace Hotel, Mumbai. - H.E. Mr Banwarilal Purohit, Hon'ble Governor of Tamil Nadu was the Chief Guest and presented the award. Mr Ravi Sehgal, Chairman, EEPC India, delivered the keynote address Mr K.L.Dhingra, Regional Chairman (WR), EEPC India; Mr Sarabhjit Singh Bhasin, Dy Regional Chairman (WR), EEPC India, Mr Anoop Marwaha, Dy Regional Chairman (WR), EEPC India and Dr Rajat Srivastava, Regional Director (WR) & Director (Marketing & Sales), EEPC India were present.



Mr Ravi Sehgal, Chairman, EEPC India, delivering the keynote address and on the dais Chief Guest, Mr Sudhir Mungatiwar, Hon'ble Minister of Finance & Planning and Forests, Govt of Maharashtra; Mr K.L.Dhingra, Regional Chairman (WR), EEPC India; Mr Sarabhjit Singh Bhasin, Dy Regional Chairman (WR), EEPC India and Dr Rajat Srivastava, Regional Director (WR) & Director (Marketing & Sales), EEPC India.

Northern Regional Export Excellence Award Function 2015-16 in Dehradun

The Regional Office organized the 48th Northern Regional Export Excellence Award Function 2015-16 on 4th July, 2018 at Hotel Regenta, Dehradun, Uttarakhand. Mr. Trivendra Singh Rawat, Hon'ble Chief Minister of Uttarakhand, had graced the occasion as the Chief Guest and presented the Trophies to the outstanding members for their meritorious performance in export for Engineering Goods and Services during the year 2015-16. Mr. Ravi Sehgal, Chairman, EEPC India, Mrs. Kamna Raj Aggarwalla, Regional Chairperson (NR), EEPC India; Mr. Pradeep Kumar Aggarwal, Dy. Regional Chairman (NR), EEPC India; and Mr. Suranjan Gupta, Executive Director and Mr. Rakesh Suraj, Regional Director (NR), EEPC India were also present during the function. 90 Members from Northern Region received the Awards. Mr. Pradeep Kumar Aggarwal, Deputy Regional Chairman, EEPC India (NR) proposed the Vote of Thanks.



The Chief Guest, Mr. Trivendra Singh Rawat, Hon'ble Chief Minister of Uttarakhand presenting the awards. To his right – Mr Ravi Sehgal, Chairman, EEPC India (to the left of the Hon'ble Chief Minister of Uttarakhand) Ms. Kamna Raj Aggarwalla, Regional Chairperson (NR), EEPC India and (to the right of the Hon'ble Chief Minister of Uttarakhand) Mr. Pradeep Kumar Aggarwal, Dy. Regional Chairman (NR), EEPC India are present

TRADE INFORMATION DIVISION

During the year, Trade Information Division continued its efforts to provide information to the exporting community, Government and in-house in the areas of marketing intelligence, export potential of Indian engineering products and services. This included

- Mailing of EEPC India Weekly Newsletter - Engineering Export INFO Bulletin : The online weekly newsletter on a regular basis, Info-Bulletin containing the information about EEPC India's recent activities, global tenders, enquiries, reports, Government notifications/circulars, steel price, shipping information, trade fair etc. are circulated to all members of EEPC India and hosted in EEPC India's website.
- Mailing of EEPC India Territorial Newsletters - EEPC India preparing various Newsletters on territory wise such as Africa, Latin America, North America, Europe, ASEAN=5 CIS South Asia, Middle East and West Asia on monthly basis and mailing to all members of EEPC India and also hosted on website.
- Bulk Mailing Campaigns : The Bulk Mailing Campaigns were carried out to all members for Government Circulars, Notifications, Public Notices, Invitation Mailer for INDEE, The India Shows and also for EEPC India's various promotional activities.
- Video Conferencing : Implemented in EEPC India's offices in Kolkata, Mumbai, Chennai, New Delhi, Hyderabad, Bangalore, Ahmedabad and Jalandhar. A live session on Union Budget 2019 was organized and also other meetings such as Panel meetings, various Committee meetings, where the Chairman of EEPC India along with Working Committee members, Regional Committee members from different regions participated.
- Country Profile/Market Surveys Reports : Prepared reports of various countries. There were published in the Weekly Newsletter (EEIB) and hosted in our website.

- Trade Enquiry : Trade enquiries received through Indian Embassies/Missions abroad, direct from the party had been provided to all members of EEPC India from time to time. In this regard, this division developed a format for verification purpose before publishing/disseminating the same to the members.
- Marketing of EEPC India's Information Portal : EEPC India's website updated regularly by the TID Department by hosting the day to day information and various activities. The department also provides hyper-linking service to its member by which members can get worldwide coverage of Indian Engineering Sector through EEPC India's website by hosting/hyper-linking their website.
- Database of Foreign Buyers/Distributors/Importers : Database of foreign buyers, distributors, importers of various countries relating to EEPC India's promotional events as well as members requirement were prepared and provided for mailing campaigns.

EEPC India developed a "Technology Portal Microsite" on EEPC India homepage. The objective of the dedicated microsite is to provide a simple & comprehensive online platform to the industry and access to global technologies in engineering.

ACTIVITIES OF PANELS AND COMMITTEES

During the reporting year, Commodity Panels, Territorial and other Committees, comprising member-exporters and representatives from services organizations, ably assisted the Council on various trade related aspects. These Panels and Committees met regularly, identified constraints faced by exporters, suggested suitable remedial measures and resolved local issues. The details of the Panel meeting held during the year are furnished in Annexure IV.

POLICY MATTERS

EEPC India has undertaken a large number of policy issues impacting engineering exporters and members of the Council. We present below some of the major issues that have been taken up :

Inter-Governmental Committee (IGC) meeting between India and Nepal - April, 2018

With the introduction of GST, the earlier system of ARE-1 form was dispensed by the GST Act. The Nepal Rashtra Bank, there upon notified that in place of ARE1, exporter shall provide.

Tax invoice showing zero integrated goods and service tax (IGST free) mentioning letter of undertaking (LUT) / bond no. And quoting our documentary credit number and its date. In case of non-submission of above document payment shall be made in equivalent Indian currency only without any argument

However, under the GST Rule, the Indian Exporter has two options of raising the export invoice

1. With ZERO tax under LUT/Bond
2. Charging IGST (which in general for industrial raw material and steel product is 18%)

Under option 2 Exporter shall charge IGST on Export Invoice. IGST charged on Export Invoice shall be adjusted with the Input credit available. Indian Government shall refund the amount of IGST charged in the Export Invoice to the exporter. The refund of IGST charged on Export Invoice will be much easier and faster for exporter than the refund of input credit. Thus for the exporter it is better and preferred option for the exporter to charge IGST on Export Invoice and claim refund.

Nepal importer however is not required to pay any GST amount even though charged in the Invoice. This is for the purpose of refund of GST amount involved in the exported goods.

Unfortunately, the notification of Nepal Rashtra Bank is silent on Export Invoice issued charging IGST and allows only LUT based exports for payments in foreign currency. As a result, we have some cases, where the Export refund has got stuck because the exporter exported by paying IGST, instead of LUT.

Accordingly, EEPC India requested the Government to take up this issue with the Nepalese side and urge them to request the Nepal Rashtra Bank to include even IGST based payment for foreign exchange payments, since the Nepalese importer does not have to pay the IGST. In fact, the NRB notification may be modified as follows:

Tax invoice showing zero integrated goods and service tax (IGST free) mentioning letter of undertaking (LUT) / bond no. Or tax invoice charging applicable rate of IGST and quoting our documentary credit number and its date. In case of non-submission of above document payment shall be made in equivalent Indian currency only without any argument.

NITI Aayog's Development Strategy for 2022: Chapter on Exports – April 2018

EEPC India recommended following issues and suggestions to make with specific reference to engineering product exports that account for nearly 25% of Indian total exports.

- We are witnessing the beginning of trade wars between major trading partners and India seems to be becoming a “collateral damage” country in this trade wars. Already, our exports of steel products and aluminium products have faced higher customs duty in USA and safeguard duty investigation have begun in the EU in case of a whole range of steel products, despite the domestic EU industry not complaining with respect to our exports. This kind phenomenon are likely to have a deleterious impact on our exports and the exports strategy must provide guidance on such protectionism in major markets of our exports;
- In case of engineering products, the raw material pricing of critical inputs like pig iron, steel and aluminium are not conducive for value added production and thereby its exports. Unless, we have an export conducive raw material policy for our downstream engineering units, we will perennially be exporting raw materials and less of value added engineering products;
- There are huge shipping related issues as foreign shipping liners do not fall under Indian laws. Thus, even on issues pertaining to GST refunds, exporters are facing problems because the EGMs are not being correctly filled by the Shipping lines;
- Our Export promotion schemes have been challenged in the WTO by USA. We need to devise WTO compatible export promotion schemes;
- For diversifying markets we need to have FTAs with countries with similar levels of manufacturing and technology development. There are many countries/regions in Latin America, Africa, GCC and CIS for such trade agreements.

Meeting with Foundry Development Council

EEPC India is a member of Foundry Development Council and participated at a meeting chaired by the Secretary, DIPPI on 25th April 2018. The Council presented its views on the export promotion for the Casting Industry.

Issues pertaining to Increase in Bicycle Price Import

A meeting was arranged with Dr S S Gupta, Sr. Development Officer, DIPPI, with regard to the issues pertaining to increase in Bicycle and parts import, on 1st May, 2018 which was attended by the Panel Convenor of Bicycle and parts, Shri Pradeep Kumar Aggarwal and discussed the pressing problems of Bicycle imports.

This apart regional level meetings were also organised by EEPC to promote engineering exports from the states as well.

Meeting on the issues of aluminium industry chaired by secretary, Department of Industrial Policy and Promotion to be held on 5th June 2018.

EEPC India recommended following for the above meeting:

- QRs on scrap at 70 to 80% annual average imports of last 5 years has no rationale given the fact that the US Action has been only in March 23rd. Our view is that if there is evidence of surge, we should impose appropriate safeguard duty or selectively raise customs duty only for the USA.
- Metal scrap including Aluminium scrap is energy saving and is used by downstream aluminium producers and should not be discouraged if they conform to the quality certifications. We feel that Aluminium scrap duty should not be enhanced immediately and until and unless there is a surge.

- It needs to be seen how end use restriction is defined and we have no objection to domestic scrap utilization.
- Preferences on domestic Aluminium may be looked at. It may be mentioned that there are contradictions between the producers and users. In fact, the fear of cartelization of the primary producers has been expressed both by Secondary Manufacturers and MRAI.
- The recommendation of MRAI of carrying out a survey of best aluminium recycling practices and a scrap collecting ecosystem may be looked at.

Strategy for Doubling Exports by 2025: Meeting on August 27, 2018 under the Chairmanship of Union Commerce and Industry Minister, Shri Suresh Prabhu.

Shri Suresh Prabhu, Hon'ble Commerce and Industry Minister chaired a meeting to discuss a strategy for revitalizing India's exports and doubling the country's exports by 2025. The meeting was attended by the Hon'ble Minister of State, Union Commerce Secretary, Senior officials of the DOC and all the representatives of the EPCs. The Minister said that this is necessary in view of challenges like uncertainty of global trade, rigid approach of banks affecting availability of credit, high logistics cost and productivity standards and qualities. Exports create jobs, bring in foreign exchange and validate India's international competitiveness. Minister of State, C R Chaudhary will be the chairperson of this mission and will regularly review the work of different export promotion councils and divisions of the Ministry of Commerce.

The Commerce Minister said that apart from traditional markets India must also look at boosting trade with smaller countries and explore new territories like Africa which has 54 countries but accounts for only 8 % of exports from India. The Minister exhorted exporters to not miss the opportunity presented by China's consumer market and make the most of the world's mega import expo being held in China in November, 2018

Annexure I presents some of the suggestions that the EP (Engg) Division of the DOC has suggested as part of this Strategy. Members may like to comment on the same.

Trade with Iran

On November 5, 2018, the United States fully re-imposed the sanctions on Iran that had been lifted or waived under the JCPOA. However, the US has granted exemptions to eight countries allowing them to temporarily continue buying Iranian oil. The eight countries include China, India, Greece, Italy, Taiwan, Japan, Turkey and South Korea. However, Trump's decision to re-impose sanctions calls for reflection about trade between Iran and India, and India's involvement in the Chabahar SEZ. The uncertainty that arises from the sanctions imposed is not specifically on trade itself, but how it pressurises financial institutions to cut all ties with sanctioned companies, greatly restricting financial mechanisms from building an economic relationship. Most importantly, the sanctions disallow access to the US financial system for any foreign, or domestic entity that conducts business with the expansive list of sanctioned Iranian companies/banks. This has led to situations where countries like India may be willing to trade or invest in Iran, but have no financial institutions willing to insure the shipments themselves.

As per the feedback received from members, it seems that many Indian companies,, who are dealing with IRAN for substantial value and if they continue to trade with IRAN, then the chances are there for such companies to be black listed, and their total Dollar transaction will get frozen.

Imposition of 25% on Steel Products and 10% on Aluminium products by the USA

As members are aware, the USA has imposed the above tariffs under Section 232 of the US Trade Defence Act in March 2018. The Department of Commerce and the Ministry of Steel have been negotiating with the USG to waive these tariffs. India too has retaliated by imposing higher BCD on certain tariff lines from the USA.

The USA side offered to impose 70% quota based on last three years volume imports. EEPC India and its exporting members met the Secretary Steel and other senior officials of the Department of Commerce. Based on the inputs received from our members, EEPC India has communicated to GOI that they should tell the USG negotiators that we are not willing to accept any quota and seek 100% exemption from the increased duties and if that is agreeable, we can live with the increased duties.

Our members have pointed out that the main problem with the US when it comes to steel is the very high AD and CVD imposed. Even in July 2018, a CVD over 500% was imposed on Steel pipes under HS 7305.

US GSP for India

The decision of US President Donald Trump to end preferential trade treatment for India under the Generalised System of Preferences (GSP) post a 60-day notice period, will hit Indian exports hard particularly in few sectors such as engineering goods, chemical products and other labor intensive sectors. India was the largest beneficiary of the programme in 2017 with \$5.6 billion worth of exports to the US, according to a Congressional Research Service report. According to The Washington Post, while the US remains India's top export partner, receiving more than \$48 billion in goods from the country in 2017, just over 10% of imports from India benefit from the programme.

India and the US' total bilateral trade in goods and service has increased from a mere USD 20 billion in the year 2000 to billion in the year 2000 to over USD 126.1 billion in the year 2017. The two countries have set a target of taking the total bilateral trade to USD 500 billion. In order to achieve the above target enhancing exports of Indian engineering goods is the need of the hour.

As per the DoC-NAFTA Div. letter dated 18th March 2019 regarding impact of GSP withdrawal on various tariff lines and the subsequent meeting held on 27th March 2019 at Udyog Bhawan to discuss the impact and way forward to mitigate the same. EEPC India have examined the tariff line wise exports to USA under GSP programme during the period Jan-Nov 2018 and found that Indian exports of engineering products was approx. \$ 2.7 billion under the GSP programme which accounts for approx. 50% of the total \$5.6 billion worth of exports from India which was given duty-free status. India is enjoying the concessions on total of approx. 3,500 products while India made use of the concession for just 1,784 products. The duty concession ranges from 2-8% in majority of engineering products under GSP programme, which on withdrawal will hinder the industry's export capacity. Thus, the removal of these duty concessions would make the majority of products relatively uncompetitive in terms of prices in the US market compared to exports from other developing countries.

Our exporter members are exporting these products representing staggering 50% of the share of exports which has been hit by the decision. As per the feedback by our member exporters, the margin ranges from 7 to 8% and if GSP of 2 to 3% goes, their margin will fall upto 40%. Thus, to support the industry, support package may be provided to offset this increased duty burden on our exporter members.

On behalf of EEPC India we are proposing for an increase of MEIS benefits to the minimum of 2%, 3% and 5% on 22, 24 and 29 tariff lines under low, medium and high impact categories respectively, which in totality (75) are just 4% of the 1784 tariff lines where India made use of GSP programme but accounts for approx. 2 bn USD. In order to maintain the exports with the US at the current level, support of Government is imperative for these 75 tariff lines forthwith.

EU safeguard investigation with respect Steel products

The EU has launched a safeguard investigation with respect to certain steel products. The most affected amongst our members are those belonging to the Stainless Steel exports. On July 18, 2018, the EU announced Global Tariff Rate Quotas (TRQ) on certain steel products. For India, 14 product sectors have come under this Global TRQ.

EEPC India has sought the kind intervention of the Department of Commerce and Ministry of Steel to address the following:

- a) What will be the conditions for acceptance of declaration for free circulation filed by importers in the EU? How does the European Commission plan to control the import of product concerned in huge quantities by single exporter / country subject to the provisional measures? The GOI may kindly seek the response of the EC on this issue.

- b) How the import quotas will be administered by the Indian Customs for dispatches made after July 17, 2018? Whether the exporters be allowed to export the goods without any permit?
- c) Whether a global quota or a country specific quota is agreeable for specific product categories? For example, product A is exported to EU in 100,000 MT and India has more than 50% market share, it may be wise to request a country specific quota. In Product No. 14, for instance, dealing with Stainless Bars and Light Sections and where India's exports is 80% of the total EU imports, we may ask for country specific quota

We understand that GOI will be meeting the EU side this month and Public Hearing will also be held in Brussels where our members will be making their presentation.

Problem of Rising Steel: Steel Consumers Meeting: June 29, 2018

EEPC India members have been regularly raising their concern over the volatility of Steel prices. The Senior Officers bearers of the met various representative of the Ministry of Steel and Department of Commerce. A meeting was also chaired by the then Union Commerce Secretary alongwith JS, DOC, Mr B S Bhalla and JS, Ms Ruchika Govil to look at the contention of EEPC India on our export prices of steel being lower than domestic prices.

Further, the Sr Vice Chairman, Mr Mahesh Desai attended the Steel Consumers Council Chaired by the Hon'ble Steel Minister on June 29, 2018 in Bengaluru where EEPC India along with other Steel consumers raised this issue before the Hon'ble Minister and senior officers of the Steel Ministry.

EEPC India has requested for a price monitoring mechanism even though the Ministry of Steel has stated that we are now in the decontrolled regime and the Ministry cannot do anything.

Increases on Ocean Freight Rates

On representation received from our members, EEPC India has written to the Union Commerce Secretary vide its letter dated August 1, 2018. We have pointed out the sudden increases in freight and imposition of GRI, Peak Surcharges and Sulphur charges making our exports uncompetitive in the world market. We have requested for a Shipping Regulator. The Department of Commerce has forwarded our letter to DG Shipping for comments. Further developments will be intimated in due course.

Problem of GST Refunds

The problem of GST refunds, while much less than earlier this year, still remains. The Central Board of Indirect Taxes and Customs (CBIC) has conducted three Export Refund Camps so far. After huge success of first two refund fortnights, the CBIC conducted a third Export Refund Fortnight from 16th July 2018 to August 1, 2018. Helpdesks were set up in three EPCs, including an Export Refund Helpdesk in EEPC India Mumbai Office which caters to over 4000 members. The Export Refund Helpdesk in EEPC India Mumbai Office was manned by officials from CBIC and EEPC India officers helped them to process refunds. The EEPC India Helpdesk in Mumbai was much appreciated by the member exporters who took the benefit of the camp.

There are still problems with regard to GST refunds and many members have intimated problems with regard to scroll being generated but refunds not coming and similar such issues. We have taken up these issues with GSTN, ICEGATE as well CBIC and will continue to pursue these matters.

This apart, we have received a large number of complaints from members regarding the problem of not getting GST refund in the transition period of July-September 2017 because they had taken the higher drawback. We have taken this matter with the CBIC and have been intimated that this will take time to get resolved.

Review of review of All Industry Rates of Duty Drawback for 2018-19

The CBIC has begun the exercise of revising the All Industry Rates of Duty Drawback for 2018-19. EEPC India, along with other Export Promotion bodies, also helped the Drawback Department to meet our members in different cities. This apart, on the request of Mr. Pradeep Aggarwal, Panel Convenor of the Bicycle and Parts panel, a meeting with Mr N K Sinha, Joint Secretary, Drawback was organized on July 30, 2018 where the Panel Convener alongwith other Panel members presented their case to the Joint Secretary.

Further, members are requested to submit their data to the Drawback Department in the format that has been circulated by the Council for this purpose.

Pending Duty Drawback Claims at LCS Raxaul & LCS Jogbani on 27 July 2018 at Patna Customs

The Office of the Commissioner of Customs (Preventive), Patna called a meeting on 27 July, 2018 at 3.00 pm at the Conference Hall, 4th Floor, Central Revenue Building, B. C. Patel Path, Patna to discuss the pending Duty Drawback problem so that drawback claims can be sanctioned by LCS Raxaul & LCS Jogbani in an expeditious manner.

A Report filed by our EEPC India RO Kolkata office at this meeting is given below:

- The Commissioner of Customs (Preventive), Patna referring the CBIC Circular No. 609/59/2012-DBK dated 27.11.2015, said that it is a mandate to use the online RBI-BRC module for monitoring of realisation of export proceeds in EDI for all shipping bills where LEO was granted on or after 01 April 2014.
- He also added that as per RBI Circular No.101 dated 14 February 2014 and 109 dated 28 February 2014 all the AD Banks are supposed to update the RBI-EDPMS with the data of export proceeds but it has been noticed that the AD Banks are updating the bank realisation data only in DGFT Website but not updating in RBI's EDPMS.
- The Commissioner of Customs (Preventive), Patna strictly informed that E-BRC downloaded from DGFT Site will not be entertained at LCS for drawback disbursal.
- It was requested by EEPC India to the Commissioner of Customs (Preventive), Patna to release at least the DBKs prior to 01 April 2014 accepting the copy of e-BRC downloaded from DGFT Website as that time EDI System was not there.
- The RBI representatives informed that they have already issued a guideline to their AD Banks to compulsorily upload the bank realisation data of exports in RBI-EDPMS Systems. They also advised the exporters that if their S/B wise bank realisation data are not reflected in EDPMS due to non-uploading the same by AD Bank in EDPMS or have been uploaded in DGFT Site but not in EDPMS, the exporters must lodge a complaint with concerned AD Bank giving reference of S/Bs and a copy of the same should also be marked to RBI.
- The RBI representatives informed that without specific complaint from the exporters for non-compliance of RBI instructions by the AD Banks, RBI won't be able to take any action from their end against concerned AD Bank.

WTO Compliant Export Promotion Measures under FTP

As intimated earlier, the DOC had set up a Committee under the Chairmanship of DGFT to look at the possibility of having a set up measures that would WTO compatible. EEPC India was also a member of the Committee. The recommendation of the Committee have been finalized and was presented to the then Commerce Secretary Mrs Rita Teatia. It was decided at the meeting to take up the recommendations further up the decision making machinery so that they can be implemented when the time comes.

The main recommendation of the Committee was to refund back unrebated taxes in the production chain. The rate refunds would vary depending upon the taxes which remain unrebated both at the Centre and State levels. Further details will be communicated when the Government announces the same.

Meeting with Prof Vijay Raghavan, Principal Scientific Advisor to the Prime Minister on June 1, 2018

Chairman met Prof Vijay Raghavan, PSA to the PM on June 1, 2018 to discuss issues pertaining to Technology Development in the engineering sector. Chairman and the PSA discussed various options for technology development in the MSME sector. Chairman also mentioned that rising prices of steel which is making value addition in the engineering sector difficult and requested that a balanced policy of protection be followed. Further, the PSA mentioned the Government's intention to provide MSMEs of used machinery with life from the well-known PSUs. A working Group for this has been formed and the ED, EEPC India is a member of this Working Group.

Enhancement of MEIS rates for certain items

The DGFT has issued a Public Notice No.28/2015-2020 dated 8th August 2018 intimating the MEIS rates for certain items has been enhanced for exports made on or after 01.11.2017

ITC HS CODE NO.	MEIS SL.No.	CURRENT RATE	ENHANCE RATES UNDER MEIS FOR EXPORTS
73231000	5239	3%	5%
73230110	5240	2%	4%
73239310	5245	3%	5%
73239390	5246	3%	5%
73239410	5247	2%	4%
73239910	5252	2%	4%
73239920	5253	3%	5%

Steel and Steel Products (Quality Control) Order, 2018

The Ministry of Steel, Government of India, New Delhi has issued a Steel and Steel Products (Quality Control) Order 2018 dated 20th June 2018 in consultation with Bureau pertaining to conformity to Indian Standards. The Council has circulated this information on 25th June 2018 to all members for their reference.

Encouraging formalization of MSME Sector

The Reserve Bank of India (RBI) has issued a Notification No.DBR.No.BP.BC.108/21.04.048/2017-18 dated June 06, 2018 with regard to the input credit linkages and ancillary affiliations, the RBI has now decided to temporarily allow banks and NBFCs to classify their exposure, as per the 180 days past due criterion, to all MSMEs, including those not registered under GST, as a standard' asset, subject to the following conditions:

- i) The aggregate exposure, including non-fund based facilities, of banks and NBFCs to the borrower does not exceed Rs.250 million as on May 31, 2018.
- ii) The borrower's account was standard as on August 31, 2017.
- iii) The payments due from the borrower as on September 01, 2017 and falling due thereafter upto December 31, 2018 were/ are paid not later than 180 days from their original due date.

- iv) In respect of dues payable by GST-registered MSMEs from January 01, 2019 onwards, the 180 days past due criterion shall be aligned to the extant IRAC norms in a phased manner, as given in the Annex. However, for MSMEs that are not registered under GST as on December 31, 2018, the asset classification in respect of dues payable from January 01, 2019 onwards shall immediately revert to the extant IRAC norms.
- v) The other terms and conditions of the circular dated February 07, 2018 remain unchanged.

Annex

Period during which any payment falls due	Time permitted
September 01, 2017 – December 31, 2018	180 days
January 01, 2019 – February 28, 2019	150 days
March 01, 2019 to April 30, 2019	120 days
May 01, 2019 onwards	90 days

Reconciling realizations on EDPMS up to September 30, 2018

The exemption for Caution Listing of the exporters have been extended upto 30th September 2018, but the number of shipping bills and exporters whose realization is pending over 2 years is very huge.

In order to resolve this issue, The Commerce Secretary took a meeting with the RBI, IBA, leading bankers, EEPC, FIEO and other organizations. RBI informed in the meeting that of all the shipping bills pending, in most of the cases, the exporters have not realized payments. RBI in its rule specifies the realization of exports within 9 months else extension can be sought from the Authorized Dealer (Banks)/RBI as the case may be.

Exporters may, therefore, reconcile their realizations, if received in a time bound manner. In case the bank has not updated the same in EDPMS even after submitting the documents, the details of such banks along with branch may be forwarded to EEPC so as to take up with the bank/RBI. In cases where payments have not realized, exporters should seek the facility of self write off on write off from banks following the specified procedure.

In case of imports also, the RBI was of the view that documents have not been submitted to the AD Banks. If members have paid advances for imports and have not submitted the documents to the AD banks or the AD Banks have not updated the same in IDPMS (Import Data Processing and Monitoring System), the members may check and see that the advance for imports have been updated in the IDPMS.. In case, member faces any problem in regard to the above issues, they may approach to the EEPC to help in this matter.

EEPC India comments on Structure of India's import basket and policy implications

As per the LEI's Section letter dated 30.01.2019 regarding position paper on "Structure of India's import basket and policy implications", EEPC India has examined tariff line wise trade figures and furnished analytical views and some policy suggestions on the aforesaid matter. Based on the analysis, it is also pertinent to mention that the adverse impact on the cost structure of domestic producers due to high import duty on certain intermediate products will affect the competitiveness of the domestic producers in global markets, where China and Taiwan and other countries enjoy cost advantages. We have analysed that the respective tariff lines varies from 7.5% to 10%, while steel products including structure and parts of steel incur 25% customs tariff.

On behalf of EEPC India, we feel that reducing import duty on such products will facilitate in increasing the domestic production and exports of such items that will help in reducing the raw material cost of the product. China has increased the refund on value-added tax (VAT) on nearly 400 products without raising the actual tax. These include many engineering products including steel bars, nuts, bolts, safety pins, rivets, photo frames and wooden products to “improve the export tax rebate policy” in the last few months. India competes with China on many such items in addition to facing the disadvantage of higher steel prices. It is suggested that to counter this Chinese strategy, the MEIS rates on all engineering products should be raised by another 3%. We need to do this quickly so that it is possible to reverse the declining trend in engineering exports in recent months.

Pre-Budget Proposals for the year 2019-20

The Council has received an Office Memorandum dated 2nd Nov 2018 from the Ministry of Commerce & Industry, Department of Commerce, Trade Finance Section, Government of India, New Delhi along with Proforma I & II seeking suggestions in relation to export-import duty/GST related matter. A circular has been issued to all Members of the Council requesting them for submission of the inputs in the prescribed proforma so that we can compile the same and forward to the Department of Commerce for their consideration.

The member inputs majorly pertained to customs and GST. Under Customs, the proposal was pertained to continuation of import duty exemption under the EOU scheme for integrated wiring cable harness to keep the domestic manufacturers competitive in the global market. The GST proposals pertained to the adverse impact of the tax on manufacturers of machineries for hot rolling mills and exporters of railway spares.

EEPC India also submitted to proposals on its own to show the adverse impact of GST and TDS charged on participation charges to be paid for exhibitions/trade fairs on EEPC India accounts. It was requested to exempt participation charges for exhibitions and trade fairs from GST and TDS. These issues are expected to be taken up and addressed in Budget 2019-20.

Alleged dumping of stainless steel by China – February 2019

In response to the query raised by the economic advisor, Department of Commerce, EEPC India specifically mentioned that Stainless steel Flat Bar makers were unnecessary creating a bogey of increased imports just to block the imports of Stainless steel HR and CR coils.

There is a monopoly in India with Jindal Stainless Steel Ltd being the major Producer of HR and CR Stainless Steel and due to this monopolistic nature have actually raised the domestic prices which are currently more than 20 to 25% higher than the International Prices.

Since they enjoy Protection they are able to sell in domestic market at higher price so that's why their Exports are reduced since they enjoy more profits in domestic sales rather than compete in the International market

Also the Plant that has come up in Indonesia is selling major quantity back to China and since it is relatively recent plant there cannot be a comparison between previous year's figures since the Plant has recently started full production

MSME Sector which is a major employment sector is unable to compete in the International Market due to high Domestic raw material price and they are unable to use the Advance License route due to their low quantities and hence have to buy the high price domestic raw material from Jindal Stainless or their dealers

EEPC India very specifically requested the department to take up the issue with JS Commerce Ministry and make our view point heard

Strategy Paper on Engineering Exports

Engineering exports accounts for more than a fifth of India's engineering exports. Typically, the engineering sector for our purposes range from products under Chapter 72 to Chapter 94. This includes products starting from the Steel sector to ending with optical

instruments, etc. EEPC India's membership base comprises primarily of MSME sector belonging to the Light engineering segment as such Castings and foundry, Bicycle and parts, fasteners, hand tools, machine tools, pumps and valves, auto parts, medical devices, scientific instruments, among others. Thereafter, there is the Heavy engineering sector in the Power sector like equipment, industrial boilers, transformers, Electrical machinery, automobiles, etc. However, majority of our exports are in the low to medium scale value added exports and technology. Further, our exports constrained by many domestic and international factors as a result of which our engineering exports share in world exports is around 1%.

The technology intensity of India's engineering export portfolio has not changed significantly over the decade and India still primarily exports low and medium technology intensive engineering goods. The share of high tech goods is slightly more than 6% of the overall engineering export basket.

Other major challenges are lack of market awareness and limited access to finance, capability and capacity constraints along with limited hand holding and incentives to small engineering exporters etc. Some of the export incentives are likely to be withdrawn in future due to WTO non-compliance issue.

In this scenario the working committee of WTO felt the requirement of a strategy paper for next five years. Accordingly Deloitte India was commissioned for this purpose. Deloitte India prepared the strategy paper titled "Export India: Unleashing India's engineering exports potential and proposed 'Export India' framework which outlines a roadmap for Indian engineering exporters and provides an opportunity to unleash the country's exports potential and achieve an aspirational target of USD 200 Billion for engineering exports by 2025. The strategy paper was formally released by Dr Anup Wadhawan, Hon'ble Commerce Secretary, Ministry of Commerce & Industry, Govt. of India on 14th March 2019 during the inauguration of VIIIth edition of International Engineering Sourcing Show (IESS), flagship event of EEPC India.

Annexure I

Strategy for Enhancing Engineering Exports

Short Term Issue

In 2017, the roll-out of GST was a historic initiative to rationalize the existing taxation system in the Indian economy by merging several central and state taxes. A recent study by RBI (February 2018) shows that in the engineering sector, the Working Capital to Sales ratio is as high as 47%. Hence, delays in obtaining tax refunds under GST have locked up the funds of engineering exporters, affecting their ability to be competitive in international markets while raising compliance costs. Seamless tax refunds would resolve this issue.

Medium to Long Term Issues

1. Conducive Policies

Engineering exporters work on long term contracts, which requires stability in the basic framework of policies, in particular, the Foreign Trade Policy and the Exchange Rate. The Foreign Trade Policy be streamlined in line with GST, in order to provide a consistent and conducive policy environment for the exporting community.

2. A competitive Exchange Rate Policy

Much of Indian engineering exports is low value added and in the short run, the exchange rate against the USD matters for Indian engineering exports, especially if the competitors' currencies are either depreciating or appreciating less than the INR. An appreciating Real Effective Exchange Rate (REER) has led to imports being more in critical engineering raw materials and impacted our export competitiveness. This has also led to demands from various interest groups for protectionist measures, such as countervailing measures and raising the Customs Duty. A competitive REER will reverse this trend and enable Indian products to be globally competitive. It is suggested that the gap between the Nominal Exchange rate and the REER should not be more than 10 to 15% on average in every quarter.

3. ROL Package for Engineering Exports

Rebates on Levies (ROL) be granted on engineering product exports to offset indirect taxes levied by the States that are embedded in exports, like in the Apparel Sector.

A separate refund mechanism be put in place for all indirect taxes in export production chain. Some of these taxes, among others, are:

- Electricity Duty (very high in many states e.g 15% in West Bengal, exempted for SEZs)
- Taxes on Fuel
- Road Tax
- Property Tax
- Any other taxes not under GST, whether at Centre or State level

4. Concentration of Products and Markets - need for strengthening and diversification

Analyzing export trends, the following are the key product segments in engineering exports:

- A. **Primary raw materials like Iron and Steel** (semis like billets, ingots, Hot Rolled Coils, Cold Rolled Coils, Wire Rods, Pig Irons etc; Aluminium primaries like ingots, Copper products like Cathodes which are more in the intermediate range). The manufacturers of these products are generally in the large scale.
- B. **Products that are in the intermediate or slightly up the value chain which are made out of primary raw materials mentioned in A above.** These include products like those made of foundries-casting products; forging; fasteners; fabricated steel products; hand tools etc. These products are largely produced by MSMEs.
- C. **Industrial machinery and equipments:** wherein India exports a whole range of products—industrial boilers; IC engines; Pumps and Valves; industrial machinery for a range of industries like textiles; pharmaceuticals; agriculture; food processing, dairy and packaging.
- D. **Electrical Machinery:** this includes all electrical products, solar and other non-renewable products.
- E. **Auto and Auto components:** The Auto sector includes large players while the Auto components is dominated by the smaller players.
- F. **Aircrafts and Parts:** While the competitive advantage is in parts, often there are large imports and exports in this segment which is essentially due to MROs in Aircraft sector.
- G. **Shipbuilding and Parts:** India is competitive in both.

While over the years, the Department of Commerce has provided specific support to promote exports of these segments, the strategy would be to widen the product mix; become part of the production networks by moving up the global value chain and diversify the market of these products based on a whole set of factors.

5. Trade Policy Strategy

Action required in this respect includes:

- Optimally utilize the concessions in existing FTA/RTAs/CEPAs.
- FTAs/PTAs with high potential countries in Africa and Latin America.
- Red, Orange and Green lists of products, using industry inputs, to guide negotiations for trade agreements.
- MEIS and SEIS be replaced by WTO-compliant production incentives e.g. reimbursement of electricity duty as for many engineering segments including steel rolling mills, electricity is an important cost of production;
- There are a large number of Non-tariff barriers (NTBs) that impact the exports. Systematic action for addressing NTBs is needed. EEPC is working on building a database of NTBs for engineering products.
- Indian banks are not keen to handle payment received from countries with sanctions, leading to non-receipt of payment by exporters and RBI caution listing. Alternative payment mechanism for exports to these countries needs to be established.
- Equipment purchase in “indirect barter” and/or “Indian Rupee” form could be explored while negotiating trade agreements with countries with negative trade balance.

6. Strengthen the MAI Scheme for Promotion of Engineering Goods Abroad

For promotion of exports of engineering goods, hand-holding is critical. Some suggestions in this respect are:

- The provisions of WTO compliant MAI scheme be strengthened. More budgetary allocations for exhibitions, especially specific exhibitions, without mandating number of participants and liberal travel and space rental provisions to enthuse more domestic companies to take part in exhibitions. Organizations which have a track record of holding robust exhibitions could benefit from such liberal grants.
- Development of warehousing facility through the MAI Scheme for potential markets in Latin America and perhaps CIS countries.
- Continuous upgradation of quality through QCI and NACB and reaching out to more engineering clusters through EEPC.
- Grants for defending countervailing cases abroad be enhanced given the large number of such cases and high expenditure incurred.
- The reimbursement for Testing Certification for engineering products be strengthened and enhanced.

7. Meeting the Technology Challenge

One of the key challenges in the Engineering Exports is that while it is the largest component of India's export basket, it is increasingly felt that India is being pushed out from various markets on account of being at the low-end of the technologies and therefore on the low-end of the value chain. Only a fraction of our exports are of hi-tech and high value added products.

- In the last couple of years, Department of Commerce in partnership with EEPC India, is attempting to devise ways to move into higher technology space. One of the key initiatives is to enable upgradation of technology for boosting engineering exports. This is being attempted through bridging the gap between leading R&D Labs and industry for the development of cutting edge export-oriented technologies. EEPC India has identified important industrial clusters, where meetings of stakeholders are being organized for identifying the technology that needs to be developed by our research labs/academic institutions. The cutting edge technology would then be shared with the industry to enable them to match the best products

in the world. Department of Commerce has also funded EEPC's Technology Centre in Bengaluru (operationalised in June, 2017), which is aimed at being a Centre of Excellence providing a single window platform for all technology solutions for the engineering industry, especially MSMEs. The Centre is also looking at working in areas of Green Technologies and Renewables. A second Centre for Technology is in the process of implementation in Kolkata, which will be followed by similar institutions in some other key places in India. This effort to upgrade the technology of the MSME sector will enable India's diverse engineering sector to become part of the middle to upper levels of the Global Value Chain, cushioning it against fluctuations in global engineering trade.

- Different Ministries/departments of the Government have their own Technology Centres/ Common Facility Centres, such as those of the Ministry of Defence, Ministry of MSME, Department of Heavy Industry, Department of Industrial Policy and Promotion, etc. An integrated database of these Tech Centres/CFCs be made, with suitable details, and disseminated widely among industry, especially clusters so that they can utilize the facilities optimally.
- Department of Science and Technology is in the process of creating a portal which will be as a repository of R&D carried out in research institutions of DST. The database be expanded to cover all academic and research institutions of the country, and used for bridging the gap between industry and academia, along with providing requisite technologies for upgradation.
- The Steel Research & Technology Mission of India (SRTMI), set up under the joint initiative of the Steel Industry and Ministry of Steel, to identify the R&D needs of the Iron & Steel Sector.

8. Engineering Raw Material Prices need to be aligned to International prices: Need for Steel Price Monitoring Mechanism/Steel Regulator

- Engineering exporters have been consistently flagging that the engineering raw material prices like that of Pig Iron and Steel are borne by the domestic consumers but subsidise foreign buyers. There is a need to provide primary steel products to engineering exporters at international prices or at the export price of steel. A Steel Price Monitoring Mechanism be established towards this.
- Alternatively, in order to balance the interest of iron and steel, and products thereof, there is need for a Steel Regulator, for an independent and unbiased view of the prices in the steel sector.

9. Incentives for Project Exports:

There are tremendous opportunities for Project Exports and a separate set of incentives are needed for this. Some options are:

- A separate set of interest subvention for project exports;
- Availability of Long term buyers credit by Indian agencies to make it attractive to engage in project exports;
- Defray part of borrowing cost of EXIM Bank or provide refinancing to EXIM at soft rates via the Government / RBI.
- Extend project-tied credits as priority to certain infrastructure projects like power projects, which fulfil specific conditions including a life of 25-30 years during which it is a regular foreign exchange earner.
- Bundled Soft Financing: Issue of in-principle approval letter by the Government to Indian companies to offer soft credit for overseas projects.
- Independent Power Producers (IPPs) with 51 % ownership should be eligible for Buyer's credit with project recourse guarantees instead of Sovereign Guarantee.
- For project exports, part payment is the norm. However, benefits are given against a particular shipping bill only when eBRC is available. Banks do not provide eBRC unless entire amount is received. This issue needs to be addressed.

- Export incentives are restricted to the realization of payment. In project/engineering goods exports, generally 5 - 10% payment is retained by the customer and released after completion of the project, which may take 3 -5 years. Sometimes, this money is never received. Refund of availed incentives is sought if the payment is not realized within 1 year, with interest. 100% drawback and other incentives be provided to exporters even if they do not realize this retention money.

10. Branding Indian Engineering

- Promotion of Brand “Indian Engineering” be enhanced significantly through a comprehensive strategy.
- Currently, the promotion is being undertaken for pumps, textile machinery, electricals and medical devices through the help of IBEF. This promotion be extended gradually to other key engineering products, including capital goods, based on periodic assessment.
- Enhance digital efforts by building aggressive digital and social media centric campaigns that help in promoting the reach of the Indian manufacturers and exporters globally.

11. Focus on Industrial Design

Industrial Design is an important ingredient of value addition, along with Technology upgradation and quality control. MSME products need design intervention to improve the usability/ ergonomics of such products. Development of Design Clinics and certification of I-Mark (similar to the Japanese G-Mark) to MSME engineering products are proposed for this purpose.

12. Market Intelligence/Commercial Diplomacy

Indian Missions abroad may proactively identify and disseminate emerging market opportunities in the host country for the benefit of the Indian exporters, e.g., details of major exhibitions and events, projects, tenders, etc.

MEMBERSHIP DETAILS

During the reporting year, Region wise membership position of the Council was as follows :

	Membership as on 1-04-2018	New/ Revival in 2018-19	Resigned / Defaulter 2018-19	Membership as on 31-03-2019
Eastern	887	116	56	947
Northern	4194	446	919	3721
Western	5075	617	1254	4438
Southern	3042	359	454	2947
Total	13198	1538	2683	12053

LIST OF ANNEXURES

Details of Seminars/Meetings/Conferences/Technology Meet/Capacity Building for Upgradation of Quality – during the year 2018-19

Name of the Office	Event Details	Date	Venue
Ahmedabad	Seminar on opportunities for Export of Engineering Products with focus on 'Doing Business in Europe	09.05.2018	Ahmedabad
Ahmedabad	Organized New Members Meet	22.06.2018	Ahmedabad
Ahmedabad	Seminar on 'Doing Business in Latin American Countries (LAC) with focus on INDEE Philippines and Colombia	29.06.2018	Surat
Ahmedabad	Interactive Seminar on opportunities for exports of engineering products and export promotion scheme and incentives with focus on INDEE Philippines and Colombia	04.07.2018	Ahmedabad
Ahmedabad	Attended 19th meeting of Sub-committee of SLBC for Export Promotion (SECP)	18.07.2018	Ahmedabad
Ahmedabad	Organized New Members Meet	27.07.2018	Ahmedabad
Ahmedabad	Organized New Members Meet	31.08.2018	Ahmedabad
Ahmedabad	Participation at 15th National Conference and Technology Exhibition on Indian Medical Devices and Plastics Disposables / Implants Industry 2018	26.10.2018	Ahmedabad
Ahmedabad	Participation at the MSME Abhiyan launch campaign to support MSMEs and reach out to them through credit plus services	02.11.2018	Rajkot
Ahmedabad	Seminar on MSME Support & Outreach-2018 –Niryat Bandhu by RA-DGFT, Vadodara, Ease of doing exports through various incentives by DGFT and Customs-Business opportunities at IESS 2019, Currency risk management & Export Import finance – Yes Bank	29.11.2018	Vadodara
Ahmedabad	Seminar on MSME Support & Outreach, Niryat Bandhu by O/o. Jt. DGFT, Rajkot, East of doing export through various schemes by DGFT and Customs, Business Opportunities at IESS 2019, currency risk management and Export finance – Yes Bank	14.12.2018	Rajkot
Ahmedabad	EEPC India's exporters Interaction as a Precursor to 'Africa Day' during Vibrant Gujarat 2019	03.01.2019	Ahmedabad
Ahmedabad	EEPC India's exporters Interaction as a Precursor to 'Africa Day' during Vibrant Gujarat 2019	03.01.2019	Ahmedabad

Name of the Office	Event Details	Date	Venue
Ahmedabad	Seminar on MSME Support & Outreach, Niryat Bandhu by O/o. Addl. DGFT, Ahmedabad, East of doing export through various scheme by DGFT & Customs, Business opportunities at IESS 2019, Currency risk management and Export finance – Yes Bank	11.01.2019	Ahmedabad
Ahmedabad	Participation at the Vibrant Gujarat Exhibition	17.01.2019 to 22.01.2019	Gandhinagar
Ahmedabad	Reverse Buyer Seller Meet organized by EEPC India during Vibrant Gujarat 2019	18.01.2019 to 20.01.2019	Gandhinagar
Ahmedabad	Organized meeting with Senior Vice Chairman, EEPC India with members of EEPC India	12.02.2019	Ahmedabad
Ahmedabad	Organized meeting with Senior Vice Chairman, EEPC India with members of EEPC India	13.02.2019	Ahmedabad
Ahmedabad	Technology Meet – Technology Requirement and new technology presentations meet for brass manufacturing in association with Jamnagar Chamber of Commerce & Industry	14.02.2019	Jamnagar
Bengaluru	Organized an Interactive Session on SUBCON 2018 – Business Opportunities in UK and Export Import Finance Structuring & Solutions	26.04.2018	Bengaluru
Bengaluru	Regional Committee Meeting	28.04.2018	Bengaluru
Bengaluru	Session on 'Business Opportunities in Philippines and Colombia & Forex Risk Management	22.06.2018	Bengaluru
Bengaluru	One day industrial visit to Wipro 3D to experience the Metal Additive Manufacturing technology	18.05.2018	Bengaluru
Bengaluru	Organized an Interactive Session on Tracing Currency Markets and best practices in hedging strategies, trade finance and wealth management	25.05.2018	Bengaluru
Bengaluru	EEPC along with India with NID, Bengaluru organized a Good Design Seminar at NID	29.06.2018	Bengaluru
Bengaluru	Session on GST in Exports and Imports	21.08.2018	Bengaluru
Bengaluru	Regional Committee meeting for Technology Upgradation (SR)	01.09.2018	Bengaluru
Bengaluru	Workshop on Statistical process Control	28.09.2018	Bengaluru
Bengaluru	Conducted workshop on Productivity Improvement of Engineering Designs using Solid Works Advanced Modeling. The session was delivered by Conceptia team	30.10.2018	Bengaluru
Bengaluru	Organized Interactive Session with RBI	02.11.2019	Bengaluru
Bengaluru	Organized B2B meeting on Czech trade at FKCCI	27.11.2018	Bengaluru
Bengaluru	Technology Centre review meeting	27.11.2018	Bengaluru

Name of the Office	Event Details	Date	Venue
Bengaluru	Organized a session on Prudence of Export Finance and IESS VIII	06.12.2018	Bengaluru
Bengaluru	Organized Interactive Session on Foreign Trade Policy in association with World Trade Centre. Mr. J V Patil, ITS, Addl. DGFT was attended.	06.12.2018	Bengaluru
Bengaluru	MSME outreach programme with focus on exports in association with Addl. DGFT	10.01.2019	Bengaluru
Bengaluru	Organized RBSM at IMTEX 2019.	26.01.2019 & 27.01.2019	Bengaluru
Bengaluru	Meeting on Committee on Trade with CIS through Video Conference	30.01.2019	Bengaluru
Bengaluru	Workshop on 'Geometric Dimensioning and Tolerance Analysis	06.02.2019	Bengaluru
Bengaluru	Interactive Session with Additional DGFT and SME Growth on Hedging and Risk Management in exchange Platform	07.02.2019	Belagavi
Bengaluru	Organized seminar on Industrial Waste Management in association with International Institute of Waste Management (IIWM). A MoU was signing between EEPC India and IIWM	19.02.2019	Bengaluru
Bengaluru	Interactive Session on Role of EEPC in Enhancing Exports and Opportunities at IESS VIII	25.01.2019	Belgaum
Bengaluru	Workshop on Industrial Waste Management	19.02.2019	Bengaluru
Chennai	Organized Seminar on Opportunities for Engineering Products at U.K. & U.A.E.	18.04.2018	Chennai
Chennai	Organized Road Show for Subcon UK and Automechanika, Dubai	19.04.2018	Coimbatore
Chennai	Half day Workshop on 'GST E-way Bill, ITC Refund, impact on GST due to New Foreign Trade Policy review	25.05.2018	Chennai
Chennai	Seminar on Opportunities for Exports of Engineering products with focus on 'Dong Business with Colombia & Philippines	25.06.2018	Coimbatore
Chennai	Organized New Members Meet. Mr. Satya Rajashekar, Asst. DGFT, Zonal Jt. DGFT Chennai addressing the gathering	26.07.2018	Chennai
Chennai	1st Meeting of Reconstituted Regional Committee Meeting of Southern Region	27.07.2018	Chennai
Chennai	Workshop on 'shipping & Freight forwarding'	24.08.2018	Chennai
Chennai	Organized a session to develop strategy for engineering products	26.09.2018	Chennai
Chennai	Industry visit to RANE Madras along with Deloitte consultants to develop strategy for engineering products	26.09.2018	Chennai
Chennai	Session on Develop Strategy for Export Engineering Products	27.09.2018	Coimbatore
Chennai	Half Day Workshop on 'Authorized Economic Operator'	03.10.2018	Chennai
Chennai	Launching of MSME Outreach Programme Abhiyaan	02.11.2018	Coimbatore

Name of the Office	Event Details	Date	Venue
Chennai	Organized Cleaning Programme Outside Office as per Swachchata Pakwada	06.11.2018	Chennai
Chennai	Organized meeting of expoters with Trade Consul of Malaysia at Matrade office Chennai	06.11.2018	Chennai
Chennai	Organized Workshop on GST under Exports & Imports	23.11.2018	Coimbatore
Chennai	Session on Export Opportunity for engineering products	04.12.2018	Hosur
Chennai	Organized Seminar on Business & Export Opportunities for Engineering Products through EEPC India's Worldwide Exhibitions 2019 and IESS – VIII Edition	12.12.2018	Coimbatore
Chennai	MEME Outreach Abhyaan and Export Opportunities for engineering products at IESS VIII	18.12.2018	Chennai
Chennai	'Best Practice in Export' speech delivered at Vibrant Tamil Nadu Programme	22.12.2018	Madurai
Chennai	Attended programme on Exim Bank lines of credit for Project Exports	04.01.2019	Chennai
Chennai	Seminar on IESS – VIII Edition and MSME Outreach Abhyaan and Niryat Bandhu Scheme	09.01.2019	Hosur
Chennai	Road Show on 'IESS VIII and MSME Outreach Abhyaan	09.01.2019	Hosur
Chennai	Organized Road Show on EMO Hannover	21.01.2019	Chennai
Chennai	Organized Seminar on Exports from Tamil Nadu – Opportunities and Challenges. Mr. Ravi Sehgal, National Chairman and Dr. A Sakthivel, Chairman, FIEO, Dr. Ajay Sahai, Director General and CEO, FIEO, Dr. Shanmuga Sundaram, IAS, Development Commissioner, MEPZ & SEZ were present and addressed the gathering.	23.01.2019	Chennai
Chennai	MSME outreach Abhyaan, SME Funding, Demystifying Forex Risk and Export Opportunities for Engineering Products	24.01.2019	Chennai
Chennai	1st Meeting of the Committee on CIS through video conferencing	30.01.2019	Chennai
Chennai	Organized Road Show on GIFA	05.02.2019	Coimbatore
Chennai	Attended Interactive session of Commerce & Industry Minister with the Trade through video conferencing	18.02.2019	Chennai
Chennai	Half Day Workshop on 'Customs Process & Procedures for Exports & Imports	01.03.2019	Chennai
Chennai	Organized Press Conference on IESS – VIII Edition	05.03.2019	Chennai
Chennai	International Engineering Sourcing Show (IESS) – VIII Edition	14.03.2019 to 16.03.2019	Chennai
Hyderabad	Organized seminar on business opportunities for export of engineering products to Philippines and Colombia	28.06.2018	Secunderabad
Hyderabad	Workshop on Authorized Economic Operator Scheme	13.12.2018	Hyderabad
Hyderabad	Workshop on Niryat Bandhu Scheme at CIA Office Complex	17.12.2018	Hyderabad

Name of the Office	Event Details	Date	Venue
Hyderabad	Conducted a half-day seminar on 'Restriction of Hazardous Substances (RoHS). The session was delivered by Centre for Materials for Electronics Technology (C-MET), Hyderabad	24.01.2019	Hyderabad
Jalandhar	Organized awareness programme on Hardware Fair in US. Members of Hand Tools industry participated.	03.04.2018	Jalandhar
Jalandhar	Organized meeting with Alibaba for export promotion benefits	17.04.2018	Jalandhar
Jalandhar	Organized awareness programme with Small Industries Association of Phagwara on EEPC India membership benefit and export procedure and promotional events organize by EEPC India	02.05.2018	Phagwara
Jalandhar	Seminar in association with SC / ST Hub of NSIC on advantage of SC ST entrepreneurs for submitting tenders and participated in international events	10.05.2018	Jalandhar
Jalandhar	Interactive session with ECGC Jalandhar Branch on export benefits provided by ECGC	09.06.2018	Jalandhar
Jalandhar	Export awareness programme on INDEE Philippines and India Pavilion in Bogota in association with NSIC	20.06.2018	Jalandhar
Jalandhar	Participated in Live GST Chat show organized by Jalandhar Doordarshan with local farmers	23.07.2018	Jalandhar
Jalandhar	Workshop on how to find buyers online in association with JMA	31.07.2018	Jalandhar
Jalandhar	Attended export awareness programme on Global Networking International of Gujarat and JMA Jalandhar. Created awareness on role of EEPC India in starting exports and export incentives	29.08.2018	Jalandhar
Jalandhar	Organized Pre-Technology Meet. The main concern was technology upgradation and hand holding of ancillary units and marketing of the products and to create infrastructure for cycling and to encourage cycling meets to promote cycle industry	14.09.2018	Ludhiana
Jalandhar	Organized Technology meet on technology upgradation of the Bicycle Cluster. Mr. B. S. Bhalla, Joint Secretary, Ministry of Commerce & Industry, Government of India, Mr. P.K. Aggarwal, Dy. Regional Chairman (NR), EEPC India, Regional Director were present.	14.09.2018	Ludhiana
Jalandhar	Attended meeting under the Chairmanship of Mr Dharam Pal Gupta, DC Barnala and Mr. Vijoy Kumar, Joint Secretary of DOPT on PM's MSME Outreach programme of 100 days	01.11.2018	Barnala
Jalandhar	Interactive session on Prime Minister's Outreach programme on MSME. Officials of MSME, DGFT, CGST, EPFO and DIC were present at this occasion.	02.11.2018	Barnala
Jalandhar	Organized Prime Minister's MSME Outreach programme. Mrs. Kamna Raj Aggarwalla, Regional Chairperson (NR), Mr. Ankit Agarwal, Mr. Ajay Goswami, Working Committee Members also present and discussed on business opportunities at IESS VIII also discussed.	13.11.2018	Jalandhar

Name of the Office	Event Details	Date	Venue
Jalandhar	Awareness programme on PM's Outreach programme on MSME. DGFT, EPFO, SGST and the Department of MSME also addressed the gathering.	19.11.2018	Barnala
Jalandhar	Export awareness programme on PM's Outreach programme on MSME	03.12.2018	Jalandhar
Jalandhar	One-to-one interaction with Regional Director and participants of IESS VIII and INDEE Thailand	02.01.2019	Jalandhar
Jalandhar	Organized export awareness programme for SC/ST Hub of Punjab with DICCI collaboration and NSIC assistance. Mr. Rajiv Soni, Dy. DGFT was present and interact with the members.	16.01.2019	Jalandhar
Jalandhar	Organized export awareness seminar on Prime Minister's Outreach MSME programme with Hand tools and other industry	23.01.2019	Jalandhar
Jalandhar	Attended meeting on organized by DGFT on Niryat Bandhu Scheme of Government of India	25.03.2019	Baddi
Kolkata	Awareness Session on the changes in ISO 9001:2015 & Risk analysis	10.04.2018	Kolkata
Kolkata	Awareness Session on Authorized Economic Operator (AEO) by Kolkata Customs. The session was facilitated by Mr M A Ansari, Additional Commissioner of Customs (Port), Kolkata and Mr Samir Serel, Appraiser of Customs (Port), Kolkata. Mr Arun Kumar Garodia, Regional Chairman, ER, EEPC India and Regional Director (ER), EEPC India were present during the session.	26.04.2018	Kolkata
Kolkata	EEPC India (ER) in association with Kolkata DGFT & DGAD (Directorate General of Anti-Dumping And Allied Duties) organized an outreach seminar on Anti-Dumping and other Trade remedies available under WTO Framework to Indian Manufacturers in case of unfair trade practices adopted by exporters in other countries. Ms. Shubhra, Addl DGFT, DGAD; Ms Anindita Sengupta, Additional DGFT, Kolkata; Dr Rahul Singh, Dy DGFT, Kolkata and Mr. A K Pal, Director (Cost), DGAD facilitated the seminar. Mr Arun Kumar Garodia, the then Regional Chairman, , EEPC India (ER) and the Regional Director (ER), were also present during the meeting.	17.05.2018	Kolkata
Kolkata	Workshop on 'Accelerating Exports	18.06.2018	Kolkata
Kolkata	Awareness programme on the changes in ISO 9001:2015 & risk analysis at Kolkata	20.06.2018	Kolkata
Kolkata	Session on 'NSE Emerge – Gateway for Equity fund raising on India's Largest Exchange'	21.06.2018	Kolkata
Kolkata	Export Awareness session and Roadshow on INDEEs	29.06.2018	Bhilai
Kolkata	1st meeting of the Newly constituted Regional Committee	06.07.2018	Kolkata
Kolkata	Export Awareness session and Roadshow on INDEEs	12.07.2018	Rourkela

Name of the Office	Event Details	Date	Venue
Kolkata	Export Awareness session and Roadshow on INDEEs. Mr. L. N. Gupta, Additional Chief Secretary, MSME Department, Government of Odisha was the Chief Guest at the meeting. The other dignitaries were Mr. Sukhbir Singh Badhal, Dy. DGFT, Cuttack, Mr. Sanjaya Kr. Behera, Manager, ECGC Ltd., Mr. S. K. Jena, Director of Export Promotion & Marketing (DEPM) Odisha, Mr. Pawan Sureka, Chairman, Functional Committee on Export Awareness, EEPC India (ER) and the Regional Director.	17.07.2018	Bhubaneswar
Kolkata	Member Meet on upcoming promotional activities	02.08.2018	Kolkata
Kolkata	Organized Regional Functional Committee (ER) meeting	03.08.2018	Kolkata
Kolkata	EEPC India (ER) had run an Export Clinic-cum-Helpdesk at the State MSME Conclave (Synergy 2018) on 20 & 21 August 2018 at the Biswa Bangla Convention Centre, Kolkata	20.08.2018 & 21.08.2018	Kolkata
Kolkata	Thematic Session on “Export Orientation : Accessing Export Market” at the State MSME Conclave 2018	21.08.2018	Kolkata
Kolkata	Awareness Session on Authorized Economic Operator (AEO). The session was facilitated by Mr S K Mohapatra, Deputy Commissioner of Customs (Preventive), Kolkata; Mr S Serel, Superintendent of Customs (Preventive), Kolkata and Mr Pramod Kumar Srivastava, Director and CEO of PDP Group; National Vice President of NACFS and Convenor of AMTOI, Eastern Region and the Regional Director & Director (Membership).	24.08.2018	Kolkata
Kolkata	Organized meeting with Cisco Systems India Pvt. Ltd. On remote classroom	04.09.2018	Kolkata
Kolkata	Session on Bengal MSME’s Export Opportunities and challenges at IIM Kolkata	16.09.2018	Kolkata
Kolkata	Seminar on Export Finance	18.09.2018	Kolkata
Kolkata	Awareness session on Lean manufacturing	20.09.2018	Kolkata
Kolkata	Awareness session on ‘Bank Frauds & Cyber Crimes – A Growing threat to Day-to-day Life	04.10.2018	Kolkata
Kolkata	Validation Workshop on Engineering Export Strategy Paper	30.10.2018	Kolkata
Kolkata	Launching Ceremony of MSME Abhiyan	02.11.2018	Bokaro
Kolkata	Launching Ceremony of MSME Abhiyan	02.11.2018	Jamshedpur
Kolkata	Workshop on Export Credit by State level bankers Committee (SLBC)	16.11.2018	Kolkata
Kolkata	Interactive Session with ECGC Ltd. On Factoring Schemes and other Credit and Insurance Schemes	06.12.2018	Kolkata
Kolkata	MSME Support and Outreach Programme	14.12.2018	Jamshedpur
Kolkata	Member meet for IESS VIII	27.12.2018	Kolkata
Kolkata	Session on Engineering Exports and Business opportunity at IESS VIII	16.01.2019	Bhubaneswar

Name of the Office	Event Details	Date	Venue
Kolkata	MSME Outreach programme and business opportunities at IESS VIII	17.01.2019	Bhubaneswar
Kolkata	MSME Outreach Programme	18.01.2018	Bokaro
Kolkata	Organized Live Viewing Session of the Union Interim Budget 2019-20	01.02.2019	Kolkata
Kolkata	The Country Session with Italy during Bengal Global Business Summit 2019	07.02.2019	Kolkata
Kolkata	Organized an export awareness session under Niryat Bandhu Campaign and business opportunities at IESS VIII at Chennai	19.02.2019	Raipur
Kolkata	Interactive session with ECGC Ltd. And business opportunities at IESS VIII, Chennai under Government of Jharkhand Pavilion	22.02.2019	Jamshedpur
Mumbai	Open House Meeting with Mr. A. K. Jha and Mr. Dabhole, DGFT, Mum-bai attended by Mr. Pratap Singh representing 2 issues of M/s. Nylex Group and M/s. Flucon Equipment.	4.04.2018	Mumbai
Mumbai	Meeting with Addl. DGFT, Mumbai attended by Mr. Pratap Singh to rep-resent Nylex Group case regarding license issue	13.04.2018	Mumbai
Mumbai	Seminar on "Export Risks Management & Insurance Solutions"	25.05. 2018	Mumbai
Mumbai	Interactive session with Dept. of GST, Customs (DBK) and JNPT	25.05,2018	Mumbai
Mumbai	Full day Motivational programme on Reaching excellence @ Work place member exporters. Speaker was Mr. Raghu Pillai.	5.05.2018	Mumbai
Mumbai	New Member Meeting	29.06. 2018	Mumbai
Mumbai	Certification Course in Foreign Trade-Module 1 International Marketing by Mr. Arvind Khedkar	7.07. 2018	Mumbai
Mumbai	Certification Course in Foreign Trade-Module 2 International Trade Fi-nance by Mr. Eknath Birari.	14.07.2018	Mumbai
Mumbai	GST Refund Helpdesk at EEPC India, Mumbai office, Officials from JNPT, BPT & Air Cargo were invited to solve the refund issue.	27.07.-1.08. 2018.	Mumbai
Mumbai	Seminar on doing business with LAC with focus on Colombia	20.07. 2018	Mumbai
Mumbai	Certification Course in Foreign Trade-Module 4 on Foreign Trade Policy by Mr. A.N. Khedkar.	28.07. 2018	Mumbai
Mumbai	Export Awareness Seminar on ASEAN Countries with Focus on Phil-ippines	1.08.2018	Mumbai
Mumbai	Certification Course in Foreign Trade-Module 5 on Export Pricing and Costing by Mr. A.N. Khedkar & Mr. S.R. Binju	4.08. 2018	Mumbai
Mumbai	Accreditation Programme by NABCB	10.08. 2018	Nashik
Mumbai	Addressing Grievances of Members at EEPC India office chaired by Mr. K. L. Dhingra, Regional Chairman, EEPC India(WR)	24.12. 2018	Mumbai
Mumbai	Addressing Grievances of Members chaired by Mr. K. L. Dhingra, Re-gional Chairman, EEPC India (WR)	24.12. 2018	Mumbai
Mumbai	Workshop on Business Opportunities in Belgium	27.08. 2018	Pune

Name of the Office	Event Details	Date	Venue
Mumbai	Workshop on Business Opportunities in Belgium	31.12. 2018	Mumbai
Mumbai	Workshop on “Ease of Doing Business with Customs, DGFT & ECGC”	11.09. 2018	Mumbai.
	Visit of IIFT' New Delhi students attended by Mr. Mukesh Samtani	11.09. 2018	Mumbai
Mumbai	New Member Meeting	02.11.2018	Mumbai
Mumbai	Certification Course in Foreign Trade-Module 1 International Marketing by Mr. Arvind Khedkar	17.11. 2018	Mumbai
Mumbai	Certification Course in Foreign Trade-Module 2 Shipping & Logistic by Mr. S. R. Binju	24.11.2018	Mumbai
Mumbai	Certification Course in Foreign Trade-Module 3 International Trade Finance by Mr. Eknath Birari	1.12. 2018	Mumbai
Mumbai	Certification Course in Foreign Trade-Module 4 Foreign Trade Policy by Mr. A. N. Khedkar	8.12. 2018	Mumbai
Mumbai	Certification Course in Foreign Trade-Module 5 Export Pricing & Costing And Incoterms as Cost Cutting Techniques by Mr. A. N. Khedkar & Mr. S. R. Binju	15.12. 2018	Mumbai
Mumbai	Technology Meet Pune,	21.12. 2018	Pune
Mumbai	First Industry cluster meeting of Deloitte held at pune with M/s. KSB Pumps Ltd. in their office from 10.30 am to 11.30 am attended by Mr. Anil Rawat, Sr. Assistant, EEPC India.	25.10. 2018	Pune
Mumbai	Second Industry cluster meeting of Deloitte held at Pune with M/s. Kirloskar Ebara Pumps Ltd. in their office from 12.00 pm to 1.00 Pm at-tended by Mr. Anil Rawat, Sr. Assistant, EEPC INDIA.	25.10. 2018	Pune
Mumbai	Third Meeting held at Pune With M/s. Kirloskar Oil Engines Ltd. in their office from 3.30 pm to 4.30 pm attended by Mr. Anil Rawat, Sr. Assistant, EEPC India.	25.10. 2018	Pune
Mumbai	Second Meeting held at Pune with Association of Indian forging Industry at Keys Prima Hotel Parc Estique, Nagar Road, Pune. From 7.30pm to 8.30 pm. (attended by 29 participants)	26.10. 2018	Pune
Mumbai	2nd World Trade Expo 2018 at World Trade Centre Mumbai attended by Mr. Mukesh Samtani, Assistant Director, EEPC India, Mumbai and Mr. Jarvis Chettiar, Assistant, EEPC India, Mumbai	29 - 30. 10.2018	Mumbai
Mumbai	Workshop on Shop floor Leadership organized by Bombay Chamber of Commerce & Industry attended by Ms. Neela Panchal, Ms. Vandana Shelar and Ms. Sangita Oak.	29.10. 2018	Mumbai
Mumbai	Field Trip to Engineering Cluster (Pune) and Auto Cluster Development and Research Institute (Chinchwad), Govt. of Maharashtra Organized by World Trade Center attended by Mr. Jarvis Chettiar	31.10.2018,	Pune
Mumbai	Conference on Railways and Metro : Transforming India's Transport Sector attended by Mr. Rajat Srivastava, Regional Director	3.11. 2018	Pune

Name of the Office	Event Details	Date	Venue
Mumbai	Meeting on policy suggestions to improve the business Environment for Exporters / Merchant exporters/Traders chaired by Mr. Arun Kumar Garodia, Vice Chairmen, EEPC India.	16.11. 2018	Mumbai
Mumbai	Workshop / roundtable with Defense Equipment Manufacturers Association by Canadian delegates	26.11. 2018	Pune
Mumbai	Workshop / roundtable Overview of Indian Tooling Industry by Canadian delegates	28.11. 2018	Mumbai
Mumbai	Programme Invitation to Attend Panel Discussion on "Challenges faced by MSMEs at MACCIA Mumbai attended by Mr. Swapnil Bobhate	28.11. 2018	Mumbai
Mumbai	Swami Vivekanand Industrial Estate, Kudale Industries, Hadapsar, Pune convened a MSME Support & Outreach Camp in association with Bank of Maharashtra Pune, ESIC, EEPC India, DIC, EPF attended by Mr. Swapnil Bobhate	7.12. 2018	Pune
Mumbai	Interactive Session with Director General of Foreign Trade – Shri Alok Vardhan Chaturvedi attended by Mr. Swapnil Bobhate.	7.12.2018	Pune
Mumbai	Students from Export Import Workshop led by Mr. Ajit Shah visited EEPC India, Mumbai office attended by Ms. Varsha Baria	13.12. 2018	Mumbai
Mumbai	Field Trip to Engineering Cluster (Pune) and Auto Cluster Development and Research Institute (Chinchwad), Govt. of Maharashtra Organized by World Trade Center attended by Mr. Jarvis Chettiar	31.12.2018,	Pune
Mumbai	New Members Meeting	11.01. 2019	Mumbai
Mumbai	Interactive Session with Shri B. S. Bhalla (IAS), Addl. Secretary, Dept. of Commerce, Govt. of India	15.01, 2019	Mumbai
Mumbai	India Textile Machinery 2019 to promote EEPC Services attended by Varun Chulate (Sr. Executive Officer) and Swapnil Bobhate, Assistant.	18- 20 01. 2019	Mumbai
Mumbai	Regional Award function of Western Region. Shri Sudhir Mungantiwar, Hon'ble Minister for Finance and Planning & Forest, Govt. of Maharashtra was the Chief Guest.	3.02. 2019	Mumbai
Mumbai	GST Helpdesk in EEPC India, Mumbai. Mr. Rajesh Solanki, Superintendant and Mr. Sumit Kumar Preventive Officer from JNCH present.	6.02. 2019	Mumbai
Mumbai	Special Standard Conclave- Moving Forward with INSS-Developing a World Class Quality Ecosystem organized by CII attended by Mr. Pratap Singh.	8-9 .02. 2019	Mumbai
Mumbai	Meeting with Smt. Meeta Rajivlochan Addl. DGFT, Mumbai attended by Mr. Rajat Srivastava, Ms. Neetu Singh, Mr. Pratap Singh & Mr. Swapnil Bobhate	11.02. 2019	Mumbai
Mumbai	Meeting With Mr. Sudhir Mungantiwar, Minister for Finance & Planning and Forest, Govt. of Maharashtra attended by Mr. Rajat Srivastava, Mr. Pratap Singh, Mr. P. R. Venkatachalam, Mr. Anoop Marwaha, Mr. C.D. Shah and Mr. Rohington Engineers	11.02. 2019	Mumbai

Name of the Office	Event Details	Date	Venue
Mumbai	Interactive Session with Shri B. S. Bhalla (IAS), Addl. Secretary, Dept. of Commerce, Govt. of India	14.02. 2019	Pune
Mumbai	Interactive Session with Shri Smt Meeta Rajivlochan (IAS), Addl. DGFT, Mumbai	1.03. 2019	Mumbai
Mumbai	Workshop for exporters-importers by Addl. DGFT, Mumbai	26.03. 2019	Mumbai
Mumbai	New Members Meets	29.03. 2019	Mumbai
New Delhi	Seminar on opportunities for exports of engineering products with focus on doing business with United Kingdom. A special session was also organized by EXIM expert on Regulatory requirements for exports to UK and Europe.	23.04.2018	New Delhi
New Delhi	Export Awareness programme and seminar under Niryat Bandhu Scheme and International Business Opportunities	27.06.2018	Haridwar
New Delhi	Export Awareness programme and seminar under Niryat Bandhu Scheme and International Business Opportunities	27.06.2018	Dehradun
New Delhi	Press Conference on 49th Regional Awards ceremony of Northern Region in association with Indian Industry Association, Dehradun Chapter	03.07.2018	Dehradun
New Delhi	Export awareness programme in association with KGCCI and PHD Chamber of commerce and Industry on business opportunities in Latin America with focus on Colombia	05.07.2018	New Delhi
New Delhi	A Round-table meeting with the members and office bearers of SIIDCUL Manufacturing Association regarding EEPC India activities and export incentive and current Exim Policy	05.07.2018	Haridwar
New Delhi	Interactive session on opportunities for exports of engineering products with focus on doing business at Colombia. Ambassador of Colombia addressed the gathering.	27.07.2018	New Delhi
New Delhi	Regional Committee Meeting under the Chairpersonship of Ms. Kamna Raj Aggarwalla.	27.07.2018	New Delhi
New Delhi	Awareness programme jointly organized with NSIC on cluster development and networking. MSME Secretary also present at this programme.	03.08.2018	New Delhi
New Delhi	Organized awareness programme in association with British Business Forum of UK regarding finance. Leather Council and Sports Goods Council were also invited to attend the programme.	27.08.2018	New Delhi
New Delhi	Organized meeting in Udyog Bhavan on Short Term Strategy to promote export in the major product groups like Industrial Machinery, Iron & Steel, Electrical products, Automobile sectors. Mr. B. S. Bhalla, Joint Secretary, Department of Commerce has cheered the meeting.	19.09.2018	New Delhi
New Delhi	Interactive Session in association with Industry Association of Kathua, Samba on membership drive and participation in international events organized by EEPC India	26.09.2018	Jammu

Name of the Office	Event Details	Date	Venue
New Delhi	Organized Dehradun Industry Interaction Session along with Managing Director, SIIDCUL and Director Industries of Uttarakhand Government to review the INDEE Bogota participants and planning to participate in IESS VIII	03.10.2018	Dehradun
New Delhi	New Members Meet	16.10.2018	New Delhi
New Delhi	Awareness programme with Care Rating Agency to improve MSME rating and banking rating to enhance the credibility of companies in global market	18.10.2018	New Delhi
New Delhi	Export Awareness programme under Niryat Bandhu Scheme and international business opportunities. Mr. Nitish Suri, Dy. DGFT also present at this programme and delivered speech at the gathering.	24.10.2018	Faridabad
New Delhi	Seminar on Niryat Bandhu Scheme and international business opportunity	29.10.2018	Rohtak
New Delhi	Awareness programme on Prime Minister's programme launched to facilitate the MSME. Various industrial clusters, Okhla attended at this programme. Mrs. Sushma Swaraj, Hon'ble Minister of External Affairs, Government of India, Mr. Devesh Chaturvedi, Addl. Secretary, Department of Agriculture Cooperation also graded this occasion	02.11.2018	New Delhi
New Delhi	Organized PM's Outreach programme on MSME.	02.11.2018	New Delhi
New Delhi	Organized PM's Outreach programme on MSME. Mr. Rao Narvir Singh, PWD Minister, Government of Haryana was the Chief Guest and Ms. Rajni Sikri, Addl. Secretary, Ministry of Home Affairs was the Guest of Honor. International business opportunities also discussed.	02.11.2018	Gurgaon
New Delhi	Organized PM's Outreach programme on MSME. Mr. Gipul Goyal, Industry Minister, Government of Haryana was the Chief Guest and Mr. Shyamal Misra, Joint Secretary, Department of Commerce was the Guest of Honor. International business opportunities also discussed.	02.11.2018	Faridabad
New Delhi	Organized awareness programme on non-tariff and other trade related issue. Mr. Rajeev Kher, Former Commerce Secretary, Dr. Harsh Vardhan Singh, Former Dy. DG of WTO and Mr. T.S. Vishwanath, Director RIS and Mr. S. Gupta, Executive Direct of EEPC India also present and interacted with the participants.	05.11.2018	New Delhi
New Delhi	Seminar on PM's Outreach programme on MSME, Niryat Bandhu initiatives and IESS VIII.	14.11.2018	Sonipat
New Delhi	Organized export awareness programme on MSME Outreach, Niryat bandhu initiative and International Business Opportunities at IESS VIII	17.11.2018	New Delhi
New Delhi	Organized export awareness programme on MSME Outreach, Niryat bandhu initiative and International Business Opportunities at IESS VIII	19.11.2018	Jammu
New Delhi	Regional Office along with H.O. Cell organized Technology Upgradation programme on medical devices, surgical tools and clinical diagnostic instrument with the help of ASIIMA.	24.11.2018	Ambala

Name of the Office	Event Details	Date	Venue
New Delhi	New Members Meet	28.11.2018	New Delhi
New Delhi	Regional office along with Department of Commerce organized interactive session on invest and bilateral trade with South Carolina State, USA	03.12.2018	New Delhi
New Delhi	Organized awareness programme on business opportunities in outside the country, export documentation, compliance needed for export and establishing business outside India. Also PM's MSME support and Outreach programme and export finance and exim policy for MSME and business opportunity at IESS VIII	11.12.2018	New Delhi
New Delhi	New Members Meet	12.12.2018	New Delhi
New Delhi	Industry visit in AKGEC Skill Foundation to promote Industrial Automation and Robotics for manufacturing and fabrication by SMEs of the region.	18.12.2018	Ghaziabad
New Delhi	Organized export awareness programme on export documentation and procedure at MSME Office in Ludhiana	04.01.2019	Ludhiana
New Delhi	Organized export awareness programme on PM's MSME support and Outreach programme, business opportunity in IESS VIII along with interactive session on Export Finance and Exim Policy	09.01.2019	Manesar
New Delhi	Organized meeting on exporters problem regarding exports of goods. Mr. B. S. Bhalla, Joint Secretary, Department of Commerce had interact with the members and suggested some measures to improve the export market.	17.01.2019	Faridabad
New Delhi	New Members Meet	22.01.2019	New Delhi
New Delhi	Awareness programme on PM's MSME support and Outreach programme, business opportunity at IESS VIII and Export Finance and Exim Policy for MEME	05.02.2019	Faridabad
New Delhi	Organized Ghaziabad based members meeting on exporters problems in different parts of the Globe. Mr. B. S. Bhalla, Joint Secretary, Department of Commerce chaired the meeting.	20.02.2019	Ghaziabad
New Delhi	Awareness programme on the opportunities of exports as well as export documentation, compliance needed for exports and establishing business outside the country. Also organized Prime Minister's Outreach programme on MSME with interactive session on export finance and exim policy for MSME and Business opportunity at IESS VIII	06.03.2019	Agra
New Delhi	Participated exhibition at Udhm Samagam	29.03.2019 To 30.03.2019	Nagaur
New Delhi	Organized awareness programme on opportunities of exports as well as export documentation, compliances needed for export	29.03.2019	Nagaur

ANNEXURE - II

Details of Meetings with Government Officials/Agencies/Open House Meeting held during the year 2018-19

Eastern Region

- Meeting on Synergy MSME 2018, Kolkata called by Mr. Rajiva Sinha, Addl. Chief Secretary, MSME & Textiles Department, Government of West Bengal at Kolkata on April 18, 2018
- Interactive Session with Mr. Alok Vardhan Chaturvedi, IAS, DGFT organized by DGFT Kolkata on July 05, 2018 at Kolkata.
- Interactive Session with Mr. Vinit Kumar, IRSEE, Chairman, Kolkata Port Trust at Kolkata on January 09, 2019
- Meeting with Mr. Alapan Bandyopadhyay, IAS, Addl. Chief Secretary, MSME&T Department, Government of West Bengal regarding the Clinic-cum-Helpdesk at the State MSME Conclave 2018 at Kolkata on August 14, 2018.
- Meeting with Mr. Alapan Bandyopadhyay, IAS, Addl. Chief Secretary, MSME&T Department, Government of West Bengal regarding the Thematic Session at the State MSME Conclave 2018 at Kolkata on August 14, 2018.
- Meeting with Dr. Rangarajan, Head, IIFT, Kolkata regarding online certificate course jointly with EEPC India at Kolkata on September 04, 2018.
- Meeting with DGFT Kolkata on Quality Complain and Trade Dispute at Kolkata on September 11, 2018.
- Review Meet headed by Mrs. Alka Tiwari, Addl. Secretary, Department of Fertilizers, Government of India on MSME Outreach Programme at Jamshedpur on November 30, 2018.
- Meeting with Mr. Amit Dutta, Joint Secretary (Exports), Department of MSME & Textiles, Government of West Bengal at Kolkata on December 27, 2018.
- Meeting with Mr. Alapan Bandyopadhyay, IAS, Addl. Chief Secretary, MSME&T Department, Government of West Bengal at Kolkata on December 28, 2018.
- Meeting on Italy Country Session during BGBS 2019, called by Mr. Alapan Bandyopadhyay, IAS, Additional Chief Secretary, Department of MSME & Textiles, Government of West Bengal at Kolkata on January 24, 2019.
- Meeting on Italy Country Session during BGBS 2019, called by Dr. Krishna Gupta, IAS, Principal Resident Commissioner, Government of West Bengal at Kolkata on February 06, 2019.

Northern Region

- Meeting with Punjab Chamber of Commerce on cooperation in international events participation at Jalandhar on April 27, 2018.
- Meeting with Mr. K. S. Brar, Joint Director, Industries & Commerce, Government of Punjab on guidelines of the State subsidies for participation in the events organized by EEPC India at Chandigarh on May 04, 2018.

- Meeting with Mr. Satish Kumar, Addl. DG and Mr. Soni, Dy. DG for CQCTD to resolve trade disputes of exporters at Ludhiana on May 08, 2018.
- Meeting with Ms. Swajanya, IAS, Managing Director, SIIDCUL for submitting the proposal for Uttarakhand Pavilion at Bogota Trade Fair at Siidcul on June 08, 2018.
- Meeting with Mr. Trivendra Singh Rawat, Hon'ble Chief Minister of Uttarakhand for inviting him as the Chief Guest at 48th Northern Regional Award ceremony on June 08, 2018 at Dehradun.
- Meeting with Uttarakhand Government officials regarding Chief Minister's confirmation for attending on the occasion of Northern Regional Award ceremony on July 03, 2018 at Dehradun.
- Meeting with Dr. Anup Chandra Pandey, IAS, Chief Secretary, Government of Uttar Pradesh for ODOP Scheme at Lucknow on July 12, 2018.
- Meeting with Mr. Sunder Sham Arora, Industry Minister, Mr. K. S. Brar, Principal Secretary, Government of Punjab regarding Logistic Conclave to ease out exporters at Ludhiana on August 03, 2018.
- Meeting with Mr. Parampreet Rai, Assistant Commissioner and Mr. Naveen Kalotra, Superintendent of Customs, Ludhina on Authorized Economic Operators at Jalandhar on September 19, 2018.
- Meeting with J&K State Officials – Director of Industries and General Manager of Industries on IESS VIII at Jammu on September 24, 2018.
- Meeting with Director Industries and Managing Director of SIIDCUL regarding feedback of Bogota and planning for IESS VIII participation at Dehradun on October 25, 2018/.
- Meeting with Ms. Ravneet Kaur, IAS, MD, ITDC at DC office, Barnala detailing report of programmes organized on MEMS and other benefits of MSME at Barnala on December 07, 2018.
- Attended meeting organized by PSIC, Government of Punjab on RCEP Asean Free Trade with 16 member countries and apprehended MSME will not be benefitted if there is FTA without any preliminary talk with China on reduction in import duties at Chandigarh on January 25, 2019.
- Meeting with Mr. Naveen Rai Choudhry, Principal Secretary, Industries Department, Jammu & Kashmir and J&K Industry officials basically 3 cluster Jammu, Samba, Bari Brahma regarding explore the market and start exports and IESS participation at Jammu on March 07, 2019.
- Meeting with Mr. M. S. Dhillon, Addl. DGFT at Chandigarh on Export Promotion Councils' role. Representative of ECGC and ICICI Bank also present on March 08, 2019.

Western Region

- Consultative meeting for suggestions on export promotion schemes of Government of India with respect to WTO compliance at Industries Commissioner Office, Gandhinagar on May 18, 2018.
- 7th Meeting of Committee on Quality Complaints and Trade Dispute (CQCTD) at DGFT Office, Ahmedabad on June 13, 2018.
- Meeting of Committee on Quality Compliants and Trade Disputes (CQCTD) at DGFT Office, Ahmedabad on August 29, 2018.
- Meeting with National Institute of Design, Ahmedabad on design development for the engineering sector and for participation at IESS VIII at Ahmedabad on September 19, 2018.

- Meeting with Industries Commissioner's Office, Government of Gujarat on RBSM during Vibrant Gujarat at Gandhinagar on September 19, 2018.
- Meeting with Principal Secretary, Tourism, Gandhinagar on Vibrant Gujarat on December 19, 2018.
- Meeting with DGFT, Ahmedabad for organizing a seminar at Ahmedabad on MSME Outreach on December 20, 2018.
- Meeting on Assistant Commissioner, CGST, Ahmedabad for MSME Outreach programme on December 31, 2018.
- Meeting with Principal Secretary, Tourism and Industries Commissioner, Gandhinagar on Vibrant Gujarat on January 10, 2019.
- Attended the meeting along with member companies of Stakeholders Consultation on Trade in Goods/ Commitments under RCEP – Evolving an Indian Perspective organized by Centre for Regional Trade, New Delhi and Industries Commissionerate, Government of Gujarat on January 31, 2019.
- Meeting with IC Office and Indextb for the participation of Government of Gujarat at IESS 2019 at Gandhinagar on February 20, 2019.

Southern Region

- Meeting with Mr. T. Venkateswaran, Zonal Head – NSIC in connection with NSIC units for participation in IESS on November 14, 2018 at Chennai.
- Meeting with Trade Consul, Malaysia regarding participation in IESS – VIII November 06, 2018 at Chennai.
- Attended meeting organized by EXIM Bank regarding Exim Banking Line of credit for Project Exports on January 04, 2019 at Chennai.

ANNEXURE - III

Training Programme Organized during the year 2018-19

Eastern Region

- Programme on Intensive 20 Hrs. Training Programme on GST' from June 19, 2017 to July 03, 2017 at Kolkata.

Southern Region

- Software Training on SolidCam handled by Solidcam India team on April 13, 2018 at Bengaluru.
- One day Creo 4.0 CAD Software Training programme handled by Adroitec Engineering team on May 29, 2018 at Bengaluru.
- One day training programme on Solidworks 2017 Professional and Simulation Software in association with Conceptia Team on August 28, 2018 at Bengaluru.
- Organized 2-week SolidCam Software Training at Peenya Industrial Cluster during the month of September 2018 at Bengaluru. The session was delivered for 40 hours at Cadvin Technologies.
- Organized training programme on MasterCam Software on March 27, 2019 at Bengaluru.

Western Region

- Training Programme on Digital Marketing organized by FICCI in Mumbai attended by Ms. Neetu Singh, Mr. Varun Chulate, Ms. Varsha Baria & Mr. Jarvis Chettiar, 25th April, 2018, Mumbai

Northern Region

- Programme on "Internship" on June 05, 2018 at Jalandhar.

ANNEXURE-IV

Details of Panel Meetings held during 2017-18

Sl. No.	Name of the Panel	Date of Meeting	Place of Meeting
1.	Hand Tools (P-14)	03.04.2018	Jalandhar
2.	Iron and Steel (P-13)	11.04.2018	Mumbai
3.	Sanitary Castings including Builders Hardware (P-20)	18.04.2018	Kolkata
4.	Joint Meeting of All Panels	10.05.2018	Kolkata
5.	Bicycles Parts and similar products (P-8)	25.06.2018	Ludhiana
6.	Bicycles Parts and similar products (P-8)	14.09.2018	Ludhiana
7.	Bicycles Parts and similar products (P-8)	18.01.2019	Ludhiana

WORKING COMMITTEE

Sl. No.	Name of Members	Address	Name of the Panel
1.	Mr. K. Manickam Proprietor	M/s. Minimelt Engineers (India) No. 115, M.S.R. Nagar Chikka Maranahalli New Bel Road Bangalore 560 054	Renewable Energy Equipments.
2.	Mr. Pankaj Bajaj Managing Director	M/s. Bajaj Industries Pvt Ltd P/16 Sahitya Parishad Street Kolkata 700 006	Heavy Industries – Industrial Machinery for Paper, Cement, Chemicals and Textiles.
3.	Mr. Anoop Marwaha Partner	M/s. Marslon Industries 9-10-11 Neelam Bldg. (Ground Floor) 108, R. G. Thadani Road, Worli Mumbai 400 018	Food Processing Machinery.
4.	Mr. Tushar Jain General Manager	M/s. Basant International B-38, Industrial Development Colony Jalandhar 144 008	Agricultural Machinery
5.	Mr. Gireeshan Amban Nelliatt Director	M/s. Avon Seals Private Limited G-2, Ambattur Indl. Estate Chennai 600 058	Other Industrial Machinery
6.	Mr. Shafee A. Maniar Partner	M/s. Maniar And Company Ajit Mills, Maniar Trailer Road Rakhial Ahmedabad 380 023	Heavy & Light Motor Vehicles
7.	Mr. Sarabhjit Singh Bhasin CEO - Exports	M/s. Styr Exports # 103, Imperial Palace 45, Telly Park Road, Andheri (E), Mumbai – 400 068.	Auto Parts – Electrical and Others

Sl. No.	Name of Members	Address	Name of the Panel
8.	Mr. Pradeep Kumar Aggarwal	M/s. Spark Engineering Pvt. Ltd. 40/1, Site - IV, Sahibabad Industrial Area, Ghaziabad - 201 010. (U. P.)	Bicycles Parts and similar Products
9.	Mr. Amrit G. Jalavadia Partner	M/s. Sensitive Industries 1 Umakant Pandit Udhog Nagar MAVDI Plot Rajkot – 360 004, Gujarat	Internal Combustion Engines
10.	Mr. C D Shah Director	M/s. Nylex Traders B-804, 02, Near Minerva Industrial Estate Opp. Asha Nagar, Mulund (W) Mumbai – 400 080	Electrical Machinery
11.	Mr. Aman Chadha Partner	M/s. Harvinder & Co. Nikko House 399 Vithalbhai Patel Road Mumbai 400 004	Two Wheelers and Three Wheelers
12.	Mr. Sunil Krishna Khaitan Chairman & Managing Director	M/s. Khaitan Electricals Limited Everest House (20th Floor) 46C, J. L. Nehru Road Kolkata 700 071	Electrical and Home Appliances
13.	Mr. Pankaj Chadha Partner	M/s. Jyoti Steel Industries Opp. Gaiety Galaxy Cinema Kadad Bhavan (4th floor) 30th Road, Bandra (W) Mumbai 400050	Iron and Steel
14.	Mr. Binod Kumar Sarda	M/s. Sarda Magnetics Pvt. Ltd. S-7/1, Kasba Industrial Estate Kolkata 700 107	Machine Tools
15.	Mr. Ajay Kumar Partner	M/s. Ajay Manufacturing Company 1071, Urban Estate, Phase - 1 Jalandhar 144 001	Hand Tools
16.	Mr. Arun Kumar Garodia Managing Director	M/s. Corona Steel Industry Pvt. Ltd. P-34, India Exchange Place Shah House (3rd floor) Kolkata – 700 001	Fabricated Steel Structures including Transmission Line Towers

Sl. No.	Name of Members	Address	Name of the Panel
17.	Mr. Ankit Agarwal Director	M/s. Rawalwasia Ispat Udyog Pvt. Ltd. 11th K.M. Stone Delhi Road, Hisar 125 044 Haryana	Steel Pipes, Tubes and Fittings
18.	Mr. Nikhil Nevatia Executive Director	M/s. Nevatia Steel & Alloys Pvt. Ltd. 904, 9th Floor, Lodha Supremus Dr. E Moses Road, Worli, Mumbai 400 018	Steel Wire, Wire Products and Cables
19.	Mr. L. P. Gupta Managing Director	M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani Kumarpur, Asansol – 713 304 West Bengal	Bright Bars and Other Misc. Products
20.	Mr. Girish Kumar Madhogaria	M/s. NIF Ispat Limited P-260, Beneras Road Howrah 711 108	Sanitary Castings including Builders Hardware
21.	Mr. Ravindra Prakash Sehgal Managing Director	M/s. Carnation Industries Ltd. 222, A.J.C. Bose Road 1st Floor, Room No. 4 & 5 Kolkata 700 017	Ferrous Industrial Castings
22.	Mr. Yuvraj Malhotra, CMD	M/s. Hilton Metal Forging Ltd. 204, Tanisqua Commercial Building Akurli Industrial Estate Next to Growel Mall, Kandivali East Mumbai 400 101	Steel Forgings – all types.
23.	Mr. Vikram Jhunjhunwala Chairman & Managing Director	M/s. Century Extrusions Ltd 113, Park Street, Block-N, 2nd Floor Kolkata 700 016	Aluminium and Products (other than Castings)
24.	Mr. Ramesh Kr. Maheshwari Chairman	M/s. Leadstone Energy Ltd. 19, R.N Mukherjee Road 1st Floor, Kolkata 700 001	Other Non-Ferrous Metals & Manufactures thereof (Other than Aluminium)
25.	Mr. K. S. Mani Proprietor	M/s. Atlas Machine Tools "Atlas House" 14/568 (1) Kunnathurmedu, Palakkad – 678013, Kerala	Design, Technical and Consultancy Services
26.	Mr. P. R. Venkatachalam	M/s. Metro Exporters Pvt. Ltd. Kakad Chamber 132, Dr. Annie Besant Road Worli Mumbai 400 018	Super Star/Star/ Trading and Export House

Sl. No.	Name of Members	Address	Name of the Panel
27.	Mrs. Kamna Raj Aggarwalla Partner (Director Marketing)	M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004	Fasteners - all types
28.	Mr. Mahesh Kantilal. Desai MD & CEO	M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1056/ A&B, Industrial Area, Azamabad Hyderabad 500 020 (A.P.)	Pumps - all types.
29.	Mr. P. K. Shah Director	M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani, Kolkata 700 017	Project Exports
30.	Mr. Rakesh Shah Partner	M/s. Nipha Enterprises LLP 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Construction and Earthmoving Machinery
31.			Special Economic Zones and 100% Export Oriented Units
32.	Mr. Dilip Kumar Rajgarhia Director	M/s. Shree GR Export Pvt. Ltd 2A Pretoria Street, Kolkata 700071	Mica and other Mineral Products
33.	Mr. Tarvinder Singh Bhasin Partner	M/s. Bharat Parabolic Springs Pvt Ltd 37, Barrister Nath Pai Marg Cotton Green, Mumbai 400033	Office Equipment and Similar Products
34.	Mr. Krishanlal Dhingra Managing Director	M/s. Snowdrop Engineering Pvt. Ltd. C/1-51, 18C, Elco Arcade 46, Hill Road, Bandra West Mumbai 400 050	Small & Cutting Tools
35.	Mr. C. S. Shukla Director	M/s. Paramount Surgimed Ltd 31C, Pocket-B Siddhartha Extension, New Delhi 110 014	Industrial & Scientific Instruments
36.	Mr. Anupam Shah Director	M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani Kolkata 700 017	Railway and Related Products and Equipment
37.	Mr. Mahesh Chandra Keyal	M/s. Mortex (India) 1A, East India House 20 British Indian Street Kolkata 700 069	Ferro Alloys.

Sl. No.	Name of Members	Address	Name of the Panel
38.	Mr. Hitendra B. Bhalaria Managing Director	M/s. Bhalaria Metal Craft Pvt. Ltd. 401, Soni House, 4th Floor 4th Road, 19, Surana Nagar CHS JVPD Scheme, Vile Parle (E) Mumbai 400 056	Household and Kitchenware
39.	Mr. B. D. Agarwal Partner	M/s. Calcutta Export Co. 18, R.N. Mukherjee Road 4th Floor, Kolkata – 700 001	Builders Hardware including Hinges, Door Fittings, Locks, Pad Locks etc. of Base Metal.
40.	Mr. Rohinton R. Engineer Director	M/s. Industrial Boilers Ltd. 227-228, Vapi Indl. Township, G.I.D.C., Vapi-396 195 (Guj).	Industrial Equipments and Accessories
41.	Mr. Ratan Singhania Partner	M/s. Pharmachine India 52, Suyog Industrial Estate L.B.S. Marg, Vikhroli (W) Mumbai 400 083	Pharmaceutical Machinery, Medical and Surgical Equipments

NOMINEE OF GOVERNMENT OF INDIA (MOC)

42.	Mr. Bhupinder Singh Bhalla Additional Secretary	Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 162-B New Delhi – 110 011
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ALTERNATE

Ms. Padma Ganesh Deputy Secretary	Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 223-B New Delhi – 110 011
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NOMINEE OF GOVERNMENT OF INDIA (MEA)

43.	Mr. P. Harish Additional Secretary (ED & States)	Ministry of External Affairs Government of India Room No. 2125, B Wing, 3rd Floor Jawaharlal Nehru Bhawan, 23D, Janpath New Delhi 110 011
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MEMBER FROM THE SECRETARIAT

44.	Mr. S. Gupta Executive Director	EEPC India Vandhana Building (4th floor) 11, Tolstoy Marg New Delhi – 110 001
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Sl. No.	Name of Members	Address	Name of the Panel
SPECIAL INVITEES PAST CHAIRMEN			
45.	Mr. Ramesh Maheshwari Past Chairman, EEPC India	C/o. M/s. Texmaco Limited Birla Building, 6th floor 9/1, R. N. Mukherjee Road Kolkata – 700 001	
46.	Mr. G. D. Shah Past Chairman, EEPC India	C/o: M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani, Kolkata – 700 017	
47.	Mr. R. P. Jhalani Past Chairman, EEPC India	M/s. Aarvee Waxpol Tools (India) Pvt. Ltd. 49, Jorbagh, New Delhi – 110 003	
48.	Mr. M.C. Shah Past Chairman, EEPC India	M/s. Nipha Exports Pvt. Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata – 700 017	
49.	Mr. Satish Kumar Dhanda Partner	M/s. Sadem Industries 32 Club Road, Ludhiana 141 001	
50.	Mr. Jaspal Singh Bhasin Partner	M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green, Mumbai 400 033	
OTHERS			
51.	Mr. Mukul Khandelwal Chairman Committee on Trade with GCC Countries, EEPC India	C/o: M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani, Kumarpur Asansol – 713 304, West Bengal	
52.	Mr. Aakash Shah Chairman Committee on Trade with SAARC, EEPC India	C/o. : M/s. Nevatia Udyog 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	
53.	Mr. Om Prakash Agarwal Chairman Committee on Trade with Australia New Zealand, EEPC India	C/o. : M/s. RBA Ferro Industries Pvt. Ltd. Central Plaza, Suite # 606 2/6, Sarat Bose Road, Kolkata – 700 020	
54.	Mr. Pritesh C. Shah Chairman Committee on Trade with CIS Countries, EEPC India	C/o. M/s. NEE Components Pvt. Ltd. B-804, "O2" Commercial Tower Near Minerva Indl. Estate, Opp Asha Nagar. Mulund (W) Mumbai - 400 080.	

OFFICE BEARERS

Ravindra Prakash Sehgal	Chairman EEPC India	(Contact details given under Sl. No. 21)
Mahesh Kantilal Desai	Sr. Vice Chairman EEPC India	(Contact details given under Sl. No. 28)
Arun Kumar Garodia	Vice Chairman EEPC India	(Contact details given under Sl. No. 16)
Kamna Raj Aggarwalla	Regional Chairperson (NR), EEPC India	(Contact details given under Sl. No. 27)
B. D. Agarwal	Regional Chairman (ER), EEPC India	(Contact details given under Sl. No. 39)
Krishanlal Dhingra	Regional Chairman (WR), EEPC India	(Contact details given under Sl. No. 34)
K. S. Mani	Regional Chairman (SR), EEPC India	(Contact details given under Sl. No. 25)

EASTERN	1. Girish Kumar Madhogaria 2. L. P. Gupta	M/s. NIF Ispat Limited M/s. Eastern Anticorrosives Ltd.	Howrah Asansol	Dy. Regional Chairman Dy. Regional Chairman
NORTHERN	1. Pradeep Kumar Aggarwal 2. Gunit Rana	M/s. Spark Engineering Pvt. Ltd. M/s. Gripwell Forgings & Tools	Ghaziabad Jalandhar	Dy. Regional Chairman Dy. Regional Chairman
SOUTHERN	1. R. Seshagiri 2. D.Narayana Rao	M/s. Gears & Gear Drives Pvt. Ltd. M/s Volta Impex Pvt. Ltd	Bengaluru Hyderabad	Dy. Regional Chairman Dy. Regional Chairman
WESTERN	1. Sarabhjit Singh Bhasin 2. Anoop Marwaha	M/s. Styr Exports M/s. Marslon Industries	Mumbai Mumbai	Dy. Regional Chairman Dy. Regional Chairman

COMMITTEE OF ADMINISTRATION

Ravindra Prakash Sehgal Managing Director M/s. Carnation Industries Ltd. 222, A.J.C. Bose Road 1st Floor, Room No. 4 & 5 Kolkata 700 017	<i>Chairman</i>	Krishanlal Dhingra Managing Director M/s. Snowdrop Engineering Pvt. Ltd. C/1-51, 18C, Elco Arcade 46, Hill Road, Bandra West Mumbai 400 050	<i>Regional Chairman (WR)</i>
Mahesh Kantilal Desai MD & CEO M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1054/ A&B Industrial Area, Azamabad Hyderabad 500 020 (A.P.)	<i>Senior Vice Chairman</i>	K. S. Mani M/s. Atlas Machine Tools "Atlas House" 14/568 (1) Kunnathurmedu Palakkad - 678013, Kerala	<i>Regional Chairman (SR)</i>
Arun Kumar Garodia M/s. Corona Steel Industry (P) Ltd. (Formerly: Suiti Steel Pvt.Ltd.) P-34, India Exchange Place Shah House (3rd Floor) Kolkata – 700 001	<i>Vice Chairman</i>	Aman Chadha Partner M/s. Harvinder & Co. Nikko House, 399 Vithalbhai Patel Road Mumbai 400 004	<i>Member</i>
B. D. Agarwal Partner M/s. Calcutta Export Co. 18, R.N. Mukherjee Road 4th Floor Kolkata – 700 001	<i>Regional Chairman (ER)</i>	Anupam Shah Director M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani Kolkata 700 017	<i>Member</i>
Kamna Raj Aggarwalla Partner M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004 Punjab	<i>Regional Chairperson (NR)</i>	P. R. Venkatachalam M/s. Metro Exporters Pvt. Ltd. Kakad Chamber 132, Dr. Annie Besant Road, Worli Mumbai 400 018	<i>Member</i>
		Rakesh Shah M/s. Nipha Enterprises LLP 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	<i>Member</i>

Tarvinder Singh Bhasin

Member

Partner

M/s. Bharat Parabolic Springs Pvt. Ltd.

37, Barrister Nath Pai Marg

Cotton Green

Mumbai 400033

GOVERNMENT OF INDIA NOMINEE

Bhupinder Singh Bhalla

Member

Additional Secretary

Ministry of Commerce & Industry

Department of Commerce

Government of India

Udyog Bhavan, Room No. 162-B

New Delhi – 110 011

ALTERNATE GOVT. NOMINEE

Padma Ganesh

Deputy Secretary

Ministry of Commerce & Industry

Department of Commerce

Government of India

Udyog Bhavan, Room No. 223-B

New Delhi – 110 011

P. K. Shah

Special Invitee

Director

M/s. Nipha Exports (P) Ltd.

48, Ganga Jamuna Apartments

28/1, Shakespeare Sarani

Kolkata 700 017

INDEPENDENT AUDITOR'S REPORT & ACCOUNTS

Report on the Financial Statements

Opinion

I have audited the accompanying financial statements of EEPC INDIA(Company Limited by Guarantee)(“the Company”), which comprise the Balance Sheet as at March 31, 2019, and the Statement of Income & Expenditure and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information.

In my opinion and to the best of my information and according to the explanations given to me, the aforesaid financial statements give the information required by the Companies Act, 2013 ('Act') in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at March 31, 2019, its surplus and cash flows for the year ended on that date.

Basis for opinion

I conducted audit in accordance with the standards on auditing specified under section 143 (10) of the Companies Act, 2013. My responsibilities under those Standards are further described in the auditor's responsibilities for the audit of the financial statements section of my report. I am independent of the Company in accordance with the code of ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to my audit of the financial statements under the provisions of the Act and the rules thereunder, and I have fulfilled my other ethical responsibilities in accordance with these requirements and the code of ethics.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

Information other than the financial statements and auditors' report thereon

The Company's Committee of Administration is responsible for the preparation of the other information. The other information comprises the information, which may be included in any Report of the Committee of Administration but does not include the financial statements and my auditor's report thereon.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under section 143(3)(i) of the Companies Act, 2013, I am also responsible for expressing my opinion on whether the company has adequate internal financial controls system in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

I communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.

I also provide those charged with governance with a statement that I have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on my independence, and where applicable, related safeguards.

Report on Other Legal and Regulatory Requirements

1. This report does not include a statement on the matters specified in paragraph 3 and 4 of the Companies (Auditor's Report) Order, 2016, issued by the Central Government of India in terms of sub-section (11) of section 143 of the Companies Act, 2013, since in my opinion and according to the information and explanation given to me, the said order is not applicable to the Council, which is a Company licensed to operate under Section 25 of the Companies Act, 1956.

2. As required by Section 143 (3) of the Act, I report that:

- a) I have sought and obtained all the information and explanations which to the best of my knowledge and belief were necessary for the purposes of my audit;
- b) In my opinion, proper books of account as required by law have been kept by the Company so far as appears from my examination of those books;
- c) The Balance Sheet, the Statement of Income and Expenditure and the cash flow statement dealt with by this Report are in agreement with the books of account;
- d) In my opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014;
- e) As reported to me, I report that none of the members of the Committee of Administration is disqualified as on 31st March, 2019 from being appointed as a member of the Committee of Administration in terms of Section 164(2) of the Companies Act, 2013;
- f) With respect to the adequacy of the internal financial controls over financial reporting of the company and the operating effectiveness of such controls, refer to my separate report in Annexure - A; and
- g) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit & Auditors) Rules, 2014, in my opinion and to the best of my information and according to the explanations given to me:
 - i) The Council does not have any pending litigations which would impact its financial position.
 - ii) The Council did not have any such long-term contracts including derivatives contracts for which there were any material foreseeable losses.
 - iii) There were no amounts which required to be transferred to the Investor Education and Protection Fund by the Council.

Place: Kolkata

Date: 30th August, 2019

For **S. Saraogi & Co.**

Chartered Accountants

FRN 312196E

Sushil Kr. Jain

Proprietor

Mem. No. 050848

UDIN : 19050848AAAAAG6674

ANNEXURE-A TO THE AUDITORS' REPORT

Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act")

I have audited the internal financial controls over financial reporting of EEPC INDIA (Company Limited by Guarantee) ("the Company") as of 31st March, 2019 in conjunction with my audit of the financial statements of the Company for the year ended on that date.

Management's Responsibility for Internal Financial Controls

The Company's management is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls over Financial Reporting issued by the Institute of Chartered Accountants of India ('ICAI'). These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013.

Auditors' Responsibility

My responsibility is to express an opinion on the Council's internal financial controls over financial reporting based on my audit. I conducted my audit in accordance with the Guidance Note on Audit of Internal Financial Controls over Financial Reporting (the "Guidance Note") and the Standards on Auditing, issued by ICAI and deemed to be prescribed under section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls, both applicable to an audit of Internal Financial Controls and, both issued by the Institute of Chartered Accountants of India. Those Standards and the Guidance Note require that I comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.

My audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. My audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion on the Company's internal financial controls system over financial reporting.

Meaning of Internal Financial Controls over Financial Reporting

A company's internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal financial control over financial reporting includes those policies and procedures that

(1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company;

(2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorisations of management and directors of the company; and

(3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Inherent Limitations of Internal Financial Controls over Financial Reporting

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Opinion

In my opinion, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at 31 March 2019, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

Place: Kolkata
Date: 30th August, 2019

For **S. Saraogi & Co.**
Chartered Accountants
FRN 312196E
Sushil Kr. Jain
Proprietor
Mem. No. 050848
UDIN : 19050848AAAAAG6674

BALANCE SHEET as at 31st March, 2019

			(In ₹)
	Note No.	AS ON 31.03.2019	AS ON 31.03.2018
EQUITY AND LIABILITIES			
Funds			
(a) Reserves & Surplus	2.1	715,465,160	687,049,309
Non-current Liabilities			
(a) Long-term provisions	2.2	75,841,714	69,368,375
Current Liabilities			
(a) Trade Payables	2.3	44,795,683	55,770,753
(b) Other Current Liabilities	2.4	50,402,686	42,976,928
(c) Short-term provisions	2.5	6,779,450	10,144,667
TOTAL		893,284,693	865,310,032
ASSETS			
Non-current Assets			
(a) Fixed Assets			
(i) Tangible Assets	2.6	244,665,436	238,223,675
(b) Long-term Loans & Advances	2.7	10,312,708	12,056,156
Current Assets			
(a) Trade Receivables	2.8	59,437,981	53,524,637
(b) Cash & Cash Equivalents	2.9	486,841,390	522,048,747
(c) Short-term Loans & Advances	2.10	84,850,655	32,443,729
(d) Other Current Assets	2.11	7,176,523	7,013,088
TOTAL		893,284,693	865,310,032
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1		
OTHER EXPLANATORY INFORMATION	3		

Signed in terms of our audit report of even date.

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 30th August, 2019

For **S. SARAOGI & CO.**
Chartered Accountants
F. R. N. 312196 E
(SUSHIL KR. JAIN)
Proprietor
M. No. 050848
UDIN : 19050848AAAAAG6674

RAVINDRA PRAKASH SEHGAL
Chairman
DIN : 0000119477
ARUN KUMAR GARODIA
Vice Chairman
DIN : 0000011061
SURANJAN GUPTA
Executive Director
DIN : 0008156826
ADHIP MITRA
AED & Secretary

STATEMENT OF INCOME AND EXPENDITURE for the year ended 31st March, 2019

			(In ₹)
PARTICULARS	Note No.	2018-2019	2017-2018
INCOME			
Revenue from Operations	2.12	430,061,545	420,718,260
Grant-in-aid from Govt. of India	2.13	187,977,115	217,423,019
Other Income	2.14	36,671,783	30,337,613
Total Revenue		654,710,443	668,478,892
EXPENSES			
Employee benefits expense	2.15	180,672,082	184,874,416
Depreciation & Amortisation	2.16	18,165,385	16,730,951
Other expenses	2.17	438,214,194	441,821,912
Total Expenses		637,051,661	643,427,279
Surplus /(Deficit) for the year		17,658,782	25,051,613

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1
OTHER EXPLANATORY INFORMATION	3

Signed in terms of our audit report of even date.

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 30th August, 2019

For **S. SARAOGI & CO.**
Chartered Accountants
F. R. N. 312196 E
(SUSHIL KR. JAIN)
Proprietor
M. No. 050848
UDIN : 19050848AAAAAG6674

RAVINDRA PRAKASH SEHGAL
Chairman
DIN :0000119477
ARUN KUMAR GARODIA
Vice Chairman
DIN :0000011061
SURANJAN GUPTA
Executive Director
DIN :0008156826
ADHIP MITRA
AED & Secretary

NOTES ON ACCOUNTS

for the year ended March 31, 2019

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

(In ₹)

Particulars	As at 31.03.2019	As at 31.03.2018
NOTE: 2.1: RESERVES & SURPLUS		
General Reserve Fund		
As per last Balance Sheet	144,843,005	124,843,005
Add : Transferred from S. W. Fund	20,627,975	-
Add : Addition during the year	-	20,000,000
Closing Balance (A)	165,470,980	144,843,005
Export Development Fund		
As per last Balance Sheet	174,436,984	166,000,000
Add : Interest on earmarked Investments	10,757,069	8,436,984
Closing Balance (B)	185,194,053	174,436,984
S. W. Fund		
As per last Balance Sheet	20,627,975	19,719,846
Add : Addition during the year	-	908,129
	20,627,975	20,627,975
Less : Transferred to General Reserve Fund	20,627,975	-
Closing Balance (C)	-	20,627,975
Building Fund		
As per last Balance Sheet	272,594,381	246,652,475
Add : Addition during the year	15,000,000	15,000,000
Interest on earmarked Investments	-	10,941,906
Closing Balance (D)	287,594,381	272,594,381
Surplus		
As per last Balance Sheet	74,546,964	69,495,351
Add : Transferred from the Statement of Income and Expenditure	17,658,782	25,051,613
	92,205,746	94,546,964
Less : Transferred to Funds	15,000,000	20,000,000
Closing Balance (E)	77,205,746	74,546,964
Total (A) +(B) +(C)+(D) +(E)	715,465,160	687,049,309

NOTES ON ACCOUNTS

for the year ended March 31, 2019 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

(In ₹)		
Particulars	As at 31.03.2019	As at 31.03.2018
NOTE: 2.2: LONG-TERM PROVISIONS		
Staff Gratuity & Leave Encashment	75,841,714	69,368,375
NOTE: 2.3: TRADE PAYABLES		
Sundry Creditors for expenses	44,795,683	55,770,753
NOTE: 2.4: OTHER CURRENT LIABILITIES		
Outstanding Liabilities	13,288,912	9,640,402
GST Payable	6,452,864	4,677,730
Received-in-advance from members/participants	30,660,910	28,658,796
	50,402,686	42,976,928
NOTE: 2.5: SHORT TERM PROVISIONS		
Gratuity	6,181,201	8,822,884
Leave Encashment	598,249	1,321,783
	6,779,450	10,144,667

NOTES ON ACCOUNTS

for the year ended March 31, 2019 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

NOTE: 2.6: FIXED ASSETS

(In ₹)

Assets	GROSS BLOCK				DEPRECIATION AND AMORTIZATION				NET BLOCK	
	As on 31.03.2018	Additions During the year	Adjustments on Deduction	As on 31.03.2019	As on 31.03.2018	Provided for the year	Adjust- ment on Deduction	Up to 31.03.2019	As on 31.03.2019	As on 31.03.2018
A. TANGIBLES										
Land & Building	282,123,619	4,170,020	0	286,293,639	67,103,344	9,360,344	0	76,463,688	209,829,951	215,020,275
Furniture & Fittings	33,062,991	7,867,294	899,837	40,030,448	22,812,372	3,578,068	854,845	25,535,595	14,494,853	10,250,619
Office & Technological Equipments	29,540,835	1,870,002	268,193	31,142,644	27,264,424	1,017,359	238,961	28,042,822	3,099,822	2,276,411
Electrical Fittings	9,901,191	1,289,736	15,000	11,175,927	6,130,820	1,219,798	14,444	7,336,174	3,839,753	3,770,371
Motor Cars	6,700,594	1,967,060	3,052,171	5,615,483	4,494,560	981,519	2,649,589	2,826,490	2,788,993	2,206,034
Computers	18,276,665	7,929,691	164,345	26,042,011	16,111,008	1,336,917	155,050	17,292,875	8,749,136	2,165,657
Video Conferencing Equipments	4,975,139	0	0	4,975,139	2,644,987	618,524	0	3,263,511	1,711,628	2,330,152
Permanent Projection Centre	2,631,180	0	0	2,631,180	2,427,024	52,856	0	2,479,880	151,300	204,156
TOTAL	387,212,214	25,093,803	4,399,546	407,906,471	148,988,539	18,165,385	3,912,889	163,241,035	244,665,436	238,223,675
Previous Year	323,243,679	66,038,918	2,070,383	387,212,214	133,885,377	16,730,951	1,627,789	148,988,539	238,223,675	0

(In ₹)

Particulars	As at 31.03.2019	As at 31.03.2018
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NOTE: 2.7: LONG-TERM LOANS AND ADVANCES

A. Loans and Advances

(Secured and considered goods)

Employees towards House Building Advance	7,974,455	7,506,808
Employees towards purchase of Vehicles	794,005	659,958
Employees towards purchase of Computers	21,426	41,795

B. Security Deposits

Security Deposits	1,522,822	3,847,595
	10,312,708	12,056,156

NOTES ON ACCOUNTS

for the year ended March 31, 2019 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)
(In ₹)

Particulars	As at 31.03.2019	As at 31.03.2018
NOTE: 2.8: TRADE RECEIVABLE		
(Unsecured and considered goods)		
Receivables from Members/participants	59,437,981	53,524,637
NOTE: 2.9: CASH AND CASH EQUIVALENTS		
A. CASH AND CASH EQUIVALENTS		
Cash in Hand (as certified by the Management including Regional Offices Rs. 1,30,968 /- and Postage Stamps Rs.46,522/-)	186,032	268,912
Bank Balance with Scheduled Banks		
In Current Accounts		
In India		
Indian Rupees (including Auto Sweep facilities)	87,857,575	58,835,408
Foreign Currency	207,844	1,120,204
In Savings Accounts		
In India (including Auto Sweep facilities)	12,544,801	6,324,448
B. OTHER BANK BALANCES		
In Fixed Deposit Account		
Having maturity period of less than 12 months	325,565,717	402,591,961
Having maturity period of more than 12 months	40,617,724	15,112,417
Interest accrued on Fixed Deposits	19,861,697	37,795,397
	486,841,390	522,048,747
NOTE: 2.10: SHORT TERM LOANS AND ADVANCES		
Income Tax refund receivable	34,714,062	22,024,099
GST Credit Receivable	5,065,262	-
Others including Advance for events	45,071,331	10,419,630
	84,850,655	32,443,729
NOTE: 2.11: OTHER CURRENT ASSETS		
Units in Franking Machine	133,175	47,016
Govt. Grant receivable	2,515,001	2,515,001
Interest accrued on Loans & Advances	4,528,347	4,451,071
	7,176,523	7,013,088

NOTES ON ACCOUNTS

for the year ended March 31, 2019 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

(In ₹)

Particulars	2018-2019	2017-2018
NOTE: 2.12: REVENUE FROM OPERATIONS		
INCOME FROM MEMBERS		
Membership Subscription	205,066,010	194,978,714
Subscription for Panel	6,274,575	5,495,140
Contribution from Participating Members	218,720,960	220,244,406
	<u>430,061,545</u>	<u>420,718,260</u>
NOTE: 2.13: GRANT-IN-AID FROM GOVT. OF INDIA		
For the year	<u>187,977,115</u>	<u>217,423,019</u>
NOTE: 2.14: OTHER INCOME		
Advertisement	964,878	1,350,396
Other Receipts	2,723,437	2,209,586
Participation/Sponsorship from others	16,134,442	10,706,046
Interest Income	16,849,026	16,071,585
	<u>36,671,783</u>	<u>30,337,613</u>
NOTE: 2.15: EMPLOYEE BENEFITS EXPENSE		
Salaries, Allowances & Exgratia	152,987,436	149,005,059
Contribution to Provident Fund & Superannuation Fund	12,150,368	11,921,871
Staff Welfare Expenses	10,260,438	10,804,178
Provision for Gratuity & Leave Encashment	5,273,840	13,143,308
	<u>180,672,082</u>	<u>184,874,416</u>
NOTE: 2.16: DEPRECIATION AND AMORTIZATION		
Depreciation	<u>18,165,385</u>	<u>16,730,951</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2019 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)
(In ₹)

Particulars	2018-2019	2017-2018
NOTE: 2.17: OTHER EXPENSES		
Expenses on COUNCIL'S Offices		
Rent	5,170,743	11,624,797
Property Tax	1,876,300	1,446,501
Printing & Stationary, Postage & Telegram, Telephone	4,358,240	3,274,225
Building Maintenance incl. Electricity	10,826,605	14,090,004
Travelling & Conveyance Charges	2,241,589	1,966,616
Motor Car Up- keep	1,698,466	2,322,780
Election Expenses	100,000	579,000
Audit Fees	450,000	450,000
Internal Auditors' remuneration	300,000	300,000
Professional Fees	2,423,816	2,540,130
Service Tax	8,255,704	-
Legal Expenses	2,444,315	2,236,379
Loss on sale of assets	343,745	-
Miscellaneous Expenses	8,385,402	8,861,973
Export Promotion Expenses		
Internal Publicity/Subscription to Journals	730,132	1,103,615
Seminars, Exhibitions, Technology Meet, RBSM in India	93,991,034	79,889,668
Award Function Expenses (Net)	3,707,800	1,947,565
Trade Information Division incl. cost of Publications	9,695,408	8,754,474
Airfare reimbursement expenses	6,934,764	-
ISO Series Expenses	791,032	250,908
ERP maintenance expenses	1,155,931	1,069,650
Publications/Websites for use Abroad	7,489,599	9,916,835
Technology Centres	3,280,416	2,236,876
Strategy Papers	5,984,957	1,528,500
Exhibitions/BSM Abroad including Publicity	255,578,196	285,431,416
TOTAL	438,214,194	441,821,912

NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2019 AND STATEMENT OF INCOME & EXPENDITURE FOR THE YEAR ENDED ON THAT DATE.

NOTE-1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

- 1.1. Expenses/Income, especially those relating to specific projects, are accounted for in the year for which budget approval has been granted and not necessarily in the year of incurrence of expenditure. Any payment/receipt on that account is kept under advances/liabilities till the year of budget approval.
- 1.2. Expenditure related to various Code and other specific activities are booked under those functional heads to conform to the budgets approved by the Government of India. As such, expenses shown under various natural heads are not necessarily the total expenditure incurred under these particular heads.
- 1.3. The subscription income from members is not taken into account unless received except in cases where the GST invoice was raised for such subscription.
- 1.4. Items of printing and stationery are charged to Statement of Income & Expenditure of the year in which the same are purchased.
- 1.5. Pursuant to the policy adopted by the management in 1982-83, the expenditure on Publication is directly charged to Income & Expenditure account and no stock of publications at the end of the year is accounted for, as these are considered purely export promotional literature.
- 1.6. The interest received/accrued on the earmarked fixed deposits of Export Development Fund with banks has been directly credited to the Export Development Fund.
- 1.7. Provision for Gratuity & Leave Encashment is based on actuarial valuation on the present value of future liability which includes Rs.76,89,476/- being interest on earmarked investments of Gratuity & Leave Encashment fund directly credited to the Provision for Gratuity & Leave Encashment Account.
- 1.8. Till 31.03.2014, the depreciation was being provided under the W.D.V. method at the rates prescribed under schedule XIV of the Companies Act, 1956. From the financial year 2014-15. The depreciation is being provided on the basis of the useful lives of the fixed assets prescribed under Schedule II of the Companies Act, 2013.
- 1.9. Foreign Currency Transaction:
Transactions through the foreign currency bank accounts maintained by the Council have been transacted at the standard fixed rates adopted for the year and not at the actual rate prevailing on the date of transaction. The other transactions in foreign currency have been accounted for at the actual rates prevailing on the date of transaction.

NOTE-3: OTHER EXPLANATORY INFORMATION

- 3.1. Every member of the Council other than the Officials of Government undertakes to contribute to the assets of the Council in the event of the same being wound up during the time that he was a member or within one year afterwards, for payment of the debts and liabilities of the Council contracted prior to the date on which he ceases to be a member and the costs, charges and expenses of winding up the same and the adjustment of the right of the contributories among themselves, such amount as may be required not exceeding Rs.1,000/- in the case of Ordinary Members and Rs.50/- in the case of Associate Members.
- 3.2. Secured Loans to employees for house building and purchase of vehicles include cases where mortgage/lien could not be created on the year end.
- 3.3. The Council is separately maintaining bank accounts (including deposit accounts) in connection with EEPC Pension Fund, International Price Reimbursement Scheme etc. as a custodian only, which are not forming part of the Council's accounts.
- 3.4.
 - a) The Council is maintaining a Joint Bank Account for making joint payments on behalf of itself and other occupants in relation to the office space acquired in the International Trade Facilitation Centre at Kolkata. As the Council is only acting as a custodian of this bank account, the same does not form part of its accounts.
 - b) The said bank account was opened for the convenience of these occupants in making those payments which are common in nature, such as, premises maintenance expenses, security services, electricity, water supply, lift maintenance etc. The funds required for such expenses are contributed by all these occupants on a mutually agreed basis.
- 3.5. No provision for Income Tax has been made in the accounts as the Council does not expect any liability on this account.
- 3.6. Contribution from participating members as shown in Note 2.12 includes amounts towards exhibitions, publicity, conferences etc.
- 3.7. In the absence of confirmation from the parties, various accounts like Loans & Advances, Deposits, Sundry Creditors etc. remain unconfirmed.
- 3.8. Previous year's figures have been regrouped/rearranged and nomenclature changed to make them comparable, as far as practicable, with those of current year.

NOTE-3: OTHER EXPLANATORY INFORMATION *(Contd.)*

3.9	Earnings in Foreign Exchange :	2018 – 2019
		(In ₹)
	(i) Participation ch. for events	12,734,443
		(6,513,729)
	(ii) Others	0
		(0)
3.10.	Expenditure in Foreign Currency :	
	(i) Exhibitions, Buyer-Seller Meets	211,279,526
		(256,168,231)
	(ii) Others	14,127,697
		(9,582,274)

* Notes: Figures in brackets are for previous year.

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 30th August, 2019

For **S. SARAOGI & CO.**
Chartered Accountants
F. R. N. 312196 E
(SUSHIL KR. JAIN)
Proprietor
M. No. 050848
UDIN : 19050848AAAAAG6674

RAVINDRA PRAKASH SEHGAL
Chairman
DIN :0000119477
ARUN KUMAR GARODIA
Vice Chairman
DIN :0000011061
SURANJAN GUPTA
Executive Director
DIN :0008156826
ADHIP MITRA
AED & Secretary

CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2019

(In ₹)

Particulars	2018 - 2019		2017 - 2018	
CASH FLOW FROM OPERATING ACTIVITIES:				
Surplus/(Deficit) as per Statement of Income & Expenditure		17,658,782		25,051,613
Adjustment for :				
Depreciation	18,165,385		16,730,951	
(Profit)/Loss on Sale of Fixed Assets	343,745		(64,687)	
Interest Income	(16,849,026)		(16,071,585)	
Membership Subscription credited to Building Fund Account	-		15,000,000	
		1,660,104		15,594,679
Operating Profit before Working Capital Changes		19,318,886		40,646,292
Adjustments for :				
(Increase) / Decrease in Trade Receivables	(5,913,344)		(27,983,534)	
(Increase) / Decrease in Loans & Advances and Other Receivables	(38,136,951)		(2,726,961)	
Increase / (Decrease) in Liabilities and Provision	(441,190)	(44,491,485)	32,873,298	2,162,803
		(25,172,599)		42,809,095
Less : Income Tax Paid (Net of Refund)		12,689,963		(4,170,249)
[A]		(37,862,562)		46,979,344
CASH FLOW FROM INVESTING ACTIVITIES:				
Purchase of Fixed Assets	(25,093,803)		(66,038,918)	
Sale Proceeds of Fixed Assets	142,912		507,282	
Investment in deposits with banks	51,520,937		(22,320,528)	
Interest Income directly credited to Fund Accounts	10,757,069		20,287,019	
Interest Received	34,782,726	72,109,841	24,173,392	(43,391,753)
[B]		72,109,841		(43,391,753)

CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2018 (Contd.)

(In ₹)

Particulars	2017 - 2018		2016 - 2017	
CASH FLOW FROM FINANCING ACTIVITIES:				
[C]		-		-
Net Increase in Cash & Cash Equivalents (A+B+C)		34,247,279		3,587,590
Opening Cash & Cash Equivalents		66,548,972		62,961,382
Closing Cash & Cash Equivalents		100,796,252		66,548,972
Notes:				
Cash & Cash Equivalents:				
Cash		186,032		268,912
Balance with Scheduled Banks:				
In Savings Account		88,065,419		6,324,448
In Current Account		12,544,801		59,955,612
		100,796,252		66,548,972

Signed in terms of our audit report of even date.

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 30th August, 2019

For **S. SARAOGI & CO.**
Chartered Accountants
F. R. N. 312196 E
(SUSHIL KR. JAIN)
Proprietor
M. No. 050848
UDIN : 19050848AAAAAG6674

RAVINDRA PRAKASH SEHGAL
Chairman
DIN :0000119477
ARUN KUMAR GARODIA
Vice Chairman
DIN :0000011061
SURANJAN GUPTA
Executive Director
DIN :0008156826
ADHIP MITRA
AED & Secretary

NOTES
