

36th EASTERN REGIONAL AWARD FOR EXCELLENCE IN EXPORTS SCHEME FOR THE YEAR 2017-18

A. CATEGORIES, TYPES OF AWARD & NUMBERS:

The Award Scheme will have the following categories and numbers:

| Categories | Number of Awards |
|---|--|
| 1. Top Exporter for the Year 2017-18 | 23 |
| Of which: | |
| A. Gold Trophy | 5 |
| B. Silver Trophy | 5 |
| C. Special Trophy for Excellence in Exports of High-Technology Products (Annexure III) | 5 |
| D. Special Trophy for Excellence in Exports of MEIS Items 2015-20 (Annexure I and Annexure IV) | 5 |
| E. Special Trophy for Excellence in Export of Engineering Services (Annexure V) | 3 |
| 2. Award for Star Performers in Product Groups for 2017-18 (Annexure II) | 105 |
| 3. Award for Special Contribution in Highest Growth in Exports | 4 (For large, Medium, Small enterprise and Merchant exporter) |
| 4. Award for Maximum Participation in EEPC INDIA's Promotional Activities in 2017-18 (Annexure VI) | 3 (For Large, Medium and Small enterprise) |
| Total | 135 |

B. DEFINITIONS:

(a) General definitions: For the purpose of awards, the applicants are defined in the following categories:

- **Micro Enterprises:** Members falling under the category under the provisions of The Micro, Small and Medium Enterprises Development Act, 2006, Government of India.
- **Small Enterprises:** Members falling under the category under the provisions of The Micro, Small and Medium Enterprises Development Act, 2006, Government of India.
- **Medium Enterprises:** Members falling under the category under the provisions of The Micro, Small and Medium Enterprises Development Act, 2006, Government of India
- **Large Enterprises:** All other manufacturer exporters
- **Merchant Exporters:** Members having their registration as 'Merchant Exporter' in the RCMC of EEPC INDIA

Important Note: To substantiate classification as Micro, Small and Medium Enterprises, the applicants are mandatorily required to submit a copy of balance sheet with details of investment in plant and machinery as on 31st March 2018 duly certified by a Chartered Accountant. For this, the candidate has to submit individual unit wise investment in Plant and Machinery (Gross Block) for the year 2017-18. No certificate regarding MSME/SSI/or Certificate from Directorate of Industries will be considered as valid without above balance sheet and in that case the Award Application will be considered as incomplete and liable to be rejected.

Exporters registered as Merchant-cum-Manufacturers:

Merchant-cum-manufacturer exporters would be categorized according to their performances in the 'manufacturer' and 'merchant' category. Companies having exports predominantly in manufacturing category would be classified under the provisions of the MSMED Act 2006. Otherwise, they would be treated as a merchant exporter and relevant provisions would be applied.

(b) Definitions of Micro, Small and Medium Enterprises as per the MSMED Act 2006:

(a) In the case of the enterprises engaged in the manufacture or production of goods pertaining to any industry specified in the First Schedule to the Industries (Development and Regulation) Act, 1951—

(i) Micro Enterprise:

A) The enterprise comprises of single unit:

In above case the investment in Plant and Machinery of the unit should not exceed 25 Lakh rupees.

B) the enterprise comprises of more than one unit:

In above case the investment of any of the existing units should not exceed 25 Lakh rupees.

(ii) Small Enterprise:

A) The enterprise comprises of single unit:

In above case the investment in Plant and Machinery of the unit should be more than 25 Lakh but does not exceed five Crore Rupees.

B) The enterprise comprises of more than one unit:

In above case there should exist at least one unit whose investment in Plant and Machinery should be more than 25 Lakh rupees but should not exceed five Crore rupees. However, the investment of any of the existing units should not exceed five Crore rupees..

(iii) Medium Enterprise:

A) The enterprise comprises of single unit:

In above case the investment in Plant and Machinery of the unit should be more than five Crore but does not exceed ten Crore.

B) The enterprise comprises of more than one unit:

In above case there should exist at least one unit whose investment in Plant and Machinery will be more than five Crore rupees but does not exceed ten Crore rupees. However, the investment of any of the existing units should not exceed ten Crore rupees.

(b) In the case of the enterprises engaged in providing or rendering of services (INCLUDING MERCHANT EXPORTER)

(i) **Micro Enterprise:** where the investment in equipment does not exceed ten lakh rupees;

(ii) **Small Enterprise:** where the investment in equipment is more than ten lakh rupees but does not exceed two crore rupees; or

(iii) **Medium Enterprise:** where the investment in equipment is more than two crore rupees but does not exceed five crore rupees.

(c) Definitions for the Top Exporter Awards: The General Definitions would apply to the Top Exporters Award with the following conditions.

For the applicant defined as a manufacturer exporter in large, medium, small and micro category, the overall export performance will be considered for evaluating the applicant for top exporter award however for a merchant exporter only merchant export performance will be taken into account for evaluation.

(d) Definitions for the Star Performer Awards: The General Definitions would apply to the Star Performer Awards, with the following exceptions:

(i) The Star Performer awards would be distributed to three categories (a) Small Enterprises; (b) Medium Enterprises and (c) Large Enterprises.

(ii) Micro and Small Enterprises would be clubbed together under the head of Small Enterprises for the purpose of the Star Performer Awards. However, the Micro Enterprises would get a double-weightage for the purpose over the Small Enterprises.

(iii) For the purpose of Star Performer Awards, Merchant exporters having export turnover upto Rs 150 crore (total engineering export turnover across groups and not only for the specific Star Performer Group) would be categorized as Medium Enterprises. Merchant exporters with a higher turnover would be categorized as Large Enterprises.

(iv) For Star Performer Awards, after categorization, exporters other than Merchant Exporters in the Large and Medium Enterprises categories would get double-weightage in calculation of export performance over the Merchant Exporters.

(v) For awards under various 'Star Performer' groups, export turnover of the relevant products falling under the group, and not the entire export turnover, will only be considered.

(e) **Definition of Special Trophy for Excellence in Exports of MEIS Items 2015-20:** Department of Commerce has announced Rewards for export of notified goods to notified markets under 'Merchandise Exports from India Scheme (MEIS) in the Foreign Trade policy 2015-20. Export turnover of relevant products falling under MEIS Group to notified markets, not the entire export turnover, will only be considered.

(f) **Definition of Special Trophy for Excellence in export of Engineering services:** List of Engineering Services and code specified for those services is given in the **Annexure V**. For awards under different engineering and related services, export turnover falling under the groups of Engineering Services and not the entire export turnover will be considered.

(g) **Definition of Award for Maximum Participation in Promotional Activities of EEPC India:**

EEPC members who participate in different promotional events of EEPC INDIA for the year 2017-18 may apply for this Award. The score attached to each of the events are given below. For Awards under this group only total score, not the export turnover will be considered.

| Details | Score |
|--|-------|
| Participation in India Engineering Exhibition (INDEE)/ India Show/ India Engineering Sourcing Show | 3 |
| Participation in EEPC India's Other Events Overseas – including participation BSMs, delegations, catalogue shows etc | 2 |
| Participation in Events in India – including participation in newspaper supplements, contribution in EEPC Publications etc | 1 |

C. ELIGIBILITY CRITERIA

(i) **For the Trophy for Top Exporters:**

The following threshold limits would be applicable for the Top Exporter Trophies and for the Award for Special Contribution – Highest Growth in Exports:

Rs 150 crore for Large Enterprises
Rs 75 crore for Medium Enterprises
Rs 5 crore for Small Enterprises
Rs 1 crore for Micro Enterprises
Rs 100 crore Merchant Exporters

An applicant should have some exports to his credit since 2015-16, ie last three years.

The applicant company should not appear in the 'Denied Entity List' of the O/o the DGFT at the time of finalization of the list of award winners.

In case applications matching the threshold limits are not received for any particular category, the Award Committee may adjust the threshold limits.

(ii) For all other awards:

To compete in any category, the minimum export performance required is Rs 1 crore.

However, Micro Enterprises do not have any minimum export performance requirement.

Merchant exporters can compete only in the Medium and Large Enterprises categories in the Star Performer awards.

An applicant should have some exports to his credit since 2015-16, ie last three years. However, no minimum export performance is required to apply for the award for participation in Promotional Activities of EEPC INDIA.

The applicant should not appear in the 'Denied Entity List' of the O/o the DGFT at the time of finalization of the list of award winners.

D. Award Categories:

| Award Categories | Number of Awards | |
|--|------------------|-------------|
| | Category Total | Group Total |
| | | |
| 1. Top Exporter for the Year 2017-18 | | 23 |
| | | |
| A. Gold Trophy | 5 | |
| | | |
| Large Enterprises | | |
| Medium Enterprises | | |
| Small Enterprises | | |
| Micro Enterprises | | |
| Merchant Exporters | | |
| | | |
| B. Silver Trophy | 5 | |
| | | |
| Large Enterprises | | |
| Medium Enterprises | | |
| Small Enterprises | | |
| Micro Enterprises | | |
| Merchant Exporters | | |
| | | |
| C. Special Trophy for Excellence in Exports of High-Technology Products – See Annexure III | 5 | |

| | | |
|---|---|-----|
| | | |
| Large Enterprises | | |
| Medium Enterprises | | |
| Small Enterprises | | |
| Micro Enterprises | | |
| Merchant Exporters | | |
| | | |
| D. Special Trophy for Excellence in Exports of MEIS ITEMS - See Annexure I and IV | 5 | |
| | | |
| Large Enterprises | | |
| Medium Enterprises | | |
| Small Enterprises | | |
| Micro Enterprises | | |
| Merchant Exporters | | |
| | | |
| E. Special Trophy for Excellence in Export of Engineering services (Annexure V) | 3 | |
| | | |
| Large enterprises | | |
| Medium Enterprises | | |
| Small Enterprises | | |
| | | |
| 2. Awards for Star Performers in Product Groups for 2016-17 (one each for Large, Medium and Small Enterprises (Annexure II) | | 105 |
| | | |
| Basic iron and steel | 3 | |
| Rolled, drawn and folded products of iron and steel | 3 | |
| Ferro alloys | 3 | |
| Sanitary and industrial castings | 3 | |
| Steel forgings | 3 | |
| Tubes, pipes and hollow profiles, and tube or pipe fittings, of iron or steel | 3 | |
| Aluminium and articles thereof | 3 | |
| Non-ferrous metals (excl aluminium) and articles thereof | 3 | |
| Domestic metal products | 3 | |
| Hand tools | 3 | |
| Metal fasteners, springs and allied articles | 3 | |
| Other fabricated metal products excl machinery and equipment | 3 | |
| Engines and turbines and parts | 3 | |
| Pumps, compressors, hydraulic and pneumatic power engines and parts | 3 | |
| Bearings, gears, gearing and driving elements, and parts | 3 | |

| | | |
|---|---|-----|
| Miscellaneous general-purpose machinery | 3 | |
| Machine-tools and parts and accessories | 3 | |
| Agricultural tractors | 3 | |
| Other agricultural or forestry machinery and parts | 3 | |
| Machinery for mining, quarrying and construction, and parts | 3 | |
| Miscellaneous special-purpose machinery (incl. metallurgy, food and textile) and parts | 3 | |
| Domestic appliances and parts | 3 | |
| Electric motors, generators and transformers, and parts | 3 | |
| Mica and other mineral-based articles used mainly for electrical purposes | 3 | |
| Miscellaneous electrical machinery and apparatus (incl. electricity distribution and control apparatus) | 3 | |
| Medical and surgical equipment and orthopedic appliances | 3 | |
| Miscellaneous instruments and appliances | 3 | |
| Motor vehicles | 3 | |
| Automobile components | 3 | |
| Two/three wheelers and parts | 3 | |
| Bicycles and parts | 3 | |
| Miscellaneous transport equipment and parts | 3 | |
| Project exports (H S CODE 4444) | 3 | |
| Miscellaneous engineering goods | 3 | |
| Defense Related items | 3 | |
| 3. Award for Special Contribution in Highest Growth in Exports (one each for Large, Medium, Small and Merchant Enterprises) | | 4 |
| 4. Award for Maximum Participation in Council's Promotional Activities in 2017-18 (One each for Large, Medium and Small Enterprises) (Annexure VI) | | 3 |
| Total | | 135 |

E. Notes:

The Award Committee of EEPC INDIA, constituted from time to time by the Chairman of EEPC INDIA, would decide on the category of applicants and awards based on documentary evidences available with the award application.

The decisions taken by the Award Committee will be final and binding.

All applications would have to be mandatorily submitted hardcopy along with necessary supporting documents to the Regional Director (ER) & Director (Membership) at the EEPC India Regional office at Vanijya Bhavan, 2nd Floor, 1/1 Wood Street, Kolkata 700 016. In case the applicant finds any difficulty in filling-up the Application Form or any query regarding the Award Scheme, Mr Kousik Bhattacharjee at EEPC India, Regional Office, Kolkata can be contacted for help.

For consideration of Award of EEPC INDIA, only direct exports of engineering goods and services of the applicant will be taken into account, as also indirect exports when the final exporter surrenders its claim in favour of the applicant.

Exporters of engineering goods (both merchant exporters and others), projects and services are required to fill in the respective portions of the application form, failing which the application would be liable to be rejected.

The total export turnover needs to be mentioned in the application form. The application form needs to be certified by a Chartered Accountant.

For Star Performer Awards, if an applicant is found eligible to compete in more than one product category, export turnover of only the relevant products would be taken into account. Also, while all Engineering Codes have been included in Annexure II, as per DGCIS classification for engineering goods, in case some codes are still left out, they will be included in the "Miscellaneous Engineering Goods" category of Annexure II (category 34).

Not More Than One Award will be offered to any Award Applicants.

(i) A firm qualified for "Top Exporter for the Year 2017-18" award will not get "Star Performers Award" for the Group or "Award for Maximum Participation in Promotional Activities of EEPC INDIA " or any other Awards at All India Level for the same year.

(ii) Any exporter getting any Award at All India Level will not be considered for the same category of Award at Regional Level. Specifically the Top Exporter at all India level will not be considered eligible for any Award in the Regional level. However, name of such exporters will be published in the respective Regional Award Brochures.

(iii) Supplies falling under the purview of Chapter 8 of the Foreign Trade Policy of the Government of India and termed as Deemed Exports will not be taken into account for the purpose of Export Awards of EEPC INDIA.

(iv) All applicants are required to clearly mention the award(s) applied for in the application form, failing which the applications would be liable to be rejected.

F. Documents to be submitted along with the application form:

1. Application form duly filled up and certified by a Chartered Accountant;
2. IEC Certificate showing PAN;
3. Registration-cum-Membership Certificate of EEPC;
4. Important Note: To substantiate classification as Micro, Small and Medium Enterprises, the applicants are mandatorily required to submit the copy of the part of the balance sheet with details of investment in plant and machinery as on 31st March 2018 duly certified by a Chartered Accountant. For this, the candidate has to submit individual unit wise investment in Plant and Machinery (Gross Block) for the year 2017-18. No certificate regarding MSME/SSI/or Certificate from Directorate of Industries will be considered as valid without above balance sheet and in that case the Award Application will be considered as incomplete and liable to be rejected.
5. The applicants are also required to submit a copy of the Certificate issued under the MSME Act 2006 certifying the applicant as Micro, Small or Medium Enterprise.
6. A declaration in the letterhead of the Organization stating that the company is not in the 'Denied Entity List' at the time of submission of the award application.
7. A No-Objection Certificate in case of indirect exports.

N.B

- In the event, of any Award offered to any Exporter is found to be in appropriate, Award Committee will decide for corrective action. In the reverse case that is if the Award Application is found to be incorrect after the award is offered, Award Committee may request for withdrawal and return the same Award to its Regional or Head Office as per their convenience.
- The Award Applications would be collected from the Head Office for selection of Award Winners at the Regional Level for the same year as considered for All India Level.