

65TH

ANNUAL REPORT

2019 - 2020



ENGINEERING THE FUTURE

Chairman

Mahesh Kantilal Desai

Vice Chairman

Arun Kumar Garodia

Executive Director

Suranjan Gupta

Addl. Executive Director & Secretary

Adhip Mitra

Auditors

M/s. Ranjit Jain & Co.
Diamond Heritage, Unit No.H605A,
6th Floor, 16 Strand Road
Kolkata 700001

Registered & Head Office

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

EEPC INDIA OFFICES

Suranjan Gupta

Executive Director

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Adhip Mitra

Addl. Executive Director & Secretary

Registered & Head Office

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Regional Director

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Kolkata

Anima Pandey

Regional Director & Director (Membership)

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Dr. Rajat Srivastava

Regional Director & Director (Marketing and Sales)

EEPC INDIA

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New Delhi

Rakesh Suraj

Regional Director

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Sudhakaran C.K. Nair

Deputy Director

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J.V. Raja Gopal Rao

Sr. Deputy Director

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V. C. Ravish

Assistant Director

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Jalandhar

Pranab Kumar Singh

Assistant Director

EEPC INDIA

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Website : www.eepcindia.org

CIN : U51900WB1955NPL022644

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Former Chairmen of EEPC India

1955-56	Late D.N. Jalan	1979-82	G. D. Shah
1956-57	Late K. L. Chowdhary	1982-83	Late T.A.S. Balagopal
1957-58	Late S. L. Kirloskar	1983-85	R. P. Jhalani
1958-60	Late B. S. Agarwal	1985-90	M. C. Shah
1960-62	Late A. K. Bhattacharya	1990-94	Late J. S. Bhasin
1962-64	Late S. L. Kirloskar	1994-1999	P. K. Shah
1964-66	Late R. H. Mody	1999-02	Late J. S. Bhasin
1966-68	Late R. L. Rajgarhia	2002-04	Late Satish K. Dhanda
1968-70	Late K. L. Chowdhary	2004-08	Rakesh Shah
1970-72	Late Raunaq Singh	2008-13	Aman Chadha
1972-74	Late Dr. B. V. Bhoota	2013-15	Anupam Shah
1974-77	R. C. Maheshwari	2015-2017	T. S. Bhasin
1977-78	Late Suresh Mehta	2017-2020	Ravi Sehgal
1978-79	Late V. P. Punj	2020-	Mahesh Desai

REPORT OF THE WORKING COMMITTEE

To the Members of EEPC India

Your Committee is pleased to present its 65th Annual Report for the financial year ended 31st March 2020 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 31.03.2019 was 12053 and as on 31.03.2020 was 11279.

The details are as under:-

	As on 31.03.2020	As on 31.03.2019
Ordinary Members	3537	3791
Associate Members	7694	8202
Nominated & Affiliated Members	48	60
Total:	11279	12053

Financial Status

Summary of Income & Expenditure Account

	2019-2020	2018-2019
Income from Members' & Other Income	395,981,718	449,884,302
Grant – in – Aid from Govt. of India	244,085,890	187,977,115
Interest	19,921,732	16,849,026
Total Income	659,989,340	654,710,443
Total Expenses	652,573,828	637,051,661
Surplus / (Deficit) for the year	7,415,512	17,658,782

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 2019-20, the foreign exchange earnings of the Council amounted to **Rs.11749925** as against **Rs.12734443** in the previous year. The expenditure in foreign exchange during the financial year was **Rs. 28311062** as compared to **Rs. 225407223** 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 2.7& 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, 2020 in Form MGT-9 is appended as **Annexure – 1** to the Working Committee Report.

Internal Financial Control and Its Adequacy:

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.

Corporate Social Responsibility (CSR)

The Council has voluntarily undertaken CSR activity and has made expenditure/contribution of Rs.21,00,000 for such activity during the financial year 2020-2021 besides organizing camp for free distribution of face mask and sanitizers.

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, 2020, 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

Under Section 139 of the Companies Act, 2013 and the Rules made thereunder, it is mandatory to rotate the statutory auditors on completion of the maximum term permitted under the provisions of Companies Act, 2013. In line with the requirements of the Companies Act, 2013, 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 to be held in the year 2024. The requirement for the annual ratification of auditors’ appointment at the AGM has been omitted pursuant to Companies (Amendment) Act, 2017 notified on May 7, 2018.

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 four Working Committee Meetings on 12th June 2019, 30th August, 2019, 10th December 2019 and 4th March, 2020 respectively. The necessary quorum was present for all the meetings. 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.

Reporting of Frauds by Auditors

During the year under review, the Auditor had not reported to the Working Committee any matter under Section 143 (12) of the Companies Act, 2013, any instances of fraud committed against the Company by its officers or employees, the details of which would need to be mentioned in the Report of Working committee [i.e. the Board].

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.

Global health pandemic from COVID-19

The World Health Organization declared a global pandemic of the Novel Coronavirus disease (COVID-19) on February 11, 2020. In enforcing social distancing to contain the spread of the disease, our offices all over India have been operating with minimal or no staff for extended periods of time. In keeping with its employee-safety first approach, the Company quickly instituted measures to trace all employees and be assured of their well-being. Our teams reacted with speed and efficiency, and quickly leveraged technology to shift the workforce to an entirely new 'work-from-home' model. Proactive preparations were done in our work locations during this transition to ensure our offices and technology centers were safe. Policy changes related to working from home and IT infrastructure support were rolled out overnight to help our employees shift to this new work paradigm. Continuous communication on the latest updates played a key role in enabling our employees to stay on top of the evolving situation.

There are many unknowns today and hence, the near-term outlook is extremely uncertain. We stand united with the nation in the fight against COVID-19 as we navigate our way through these dynamic uncertain times together. Our focus remains on safety of our people, taking necessary steps to protect and promote exports of engineering products from the country. Despite the near-term ambiguity, we remain confident of the medium to long-term growth prospects of the Engineering sector. We are working closely with Governments to ensure that we overcome this global health crisis together.

As a responsible member of the communities that it operates in, EEPC India has contributed to various COVID-19 relief and monitoring programmes in India. Contributions made here will be channelized through suitable government agencies.

The Company's focus on liquidity, supported by a strong balance sheet and acceleration in cost optimization initiatives, would help in navigating any near-term challenges in the demand environment.

Green Initiatives

Electronic copies of the Annual Report 2019-20 and Notice of the 65th 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/-

Mahesh Kantilal Desai

Chairman

DIN: 00119477

Date : 4th December, 2020

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:-

SI. 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

SI. 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			% change in share holding during 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, 2020.

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, 2020.

A. OVERALL EXPORTS DOWN BY 3.69% DURING APRIL-MARCH 2020

Based on the provisional data published by DGCI&S Cumulative value of exports for the period April-March 2019-20 was US\$ 313361.04 Million (Rs.2222356.5 Crore) as against US\$ 330078.09 Million (Rs.2307575.95 Crore) registering a negative growth of 5.06 per cent in Dollar terms and 3.69 per cent in Rupee terms over the same period last year.

B. PERFORMANCE OF ENGINEERING SECTOR IN FY 2019-20

According to the provisional data available from DGCI&S up to March 2020, India's export of engineering goods have registered a negative growth of 5.78 % in US\$ million during the financial year 2019-20 in comparison to the same period in the previous fiscal. The provisional data indicates the exports of engineering goods from India have reached 76275.54 US\$ million up to March 2020 in comparison to 80955.54 US\$ million in the previous fiscal.

In rupee terms India's export of engineering goods are valued at Rs.540946.1 Crores during April-March 2019-20 which is 4.42% lower than Rs.565960.2 Crores during April-March 2018-19.

The engineering sector appears to retain its share around 23.11% 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 2018-19

What's up : Nickel and products made of nickel, Office Equipments, Prime Mica & Mica Products, Cranes Lifts & Winches, Accumulator and Battery.

What's down: Motor Vehicle/cars, Auto Components/Part, Aluminium and products made of aluminium, Machine Tools, Copper and products made of copper, Other Construction Machinery, Aircrafts, Spacecrafts and parts, Ships, Boats and Floating structures, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor, Railway Transport and Parts.

Export Performance of Principal Commodities: for March - 2020

(Figures in US\$ Million Prov.)

Principal Commodity	Cumulative Exports 2018-19	Cumulative Exports 2019-20	Growth %
Iron and Steel	9731.16	9260.74	-4.83
Electric Machinery and Equipment	8415.06	8958.81	6.46
Motor Vehicle/cars	8510.5	7810.65	-8.22
Products of Iron and Steel	7259.37	7004.58	-3.51
Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc	5884.8	5674.27	-3.58
Auto components/parts	5784.5	5304.39	-8.30
Aluminium and products made of Aluminium	5730.87	5114.52	-10.75
Ships, Boats and Floating Structures	5699.6	4563.9	-19.93
Other miscellaneous items	2710.39	2817.68	3.96
IC Engines and Parts	2759.32	2555.68	-7.38
Two and Three Wheelers	2126.31	2110.78	-0.73
Medical and Scientific Instruments	1684.87	1768.37	4.96
Machinery for atms, Injecting Moulding machinery, valves, etc	1631.24	1761.4	7.98
Aircrafts, Spacecrafts and Parts	1715.28	1427.19	-16.80
Other construction machinery	1660.78	1406.39	-15.32
Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor	1983.63	1383.08	-30.28
Pumps of all types	1002.73	959.07	-4.35
Copper and products made of copper	1067.18	918.11	-13.97
Nuclear Reactors, Industrial Boilers and Parts	824.42	815.68	-1.06
Hand Tools, Cutting Tools and Implements made of Metals	764.48	752.45	-1.57
Zinc and products made of zinc	603.01	569.07	-5.63

Principal Commodity	Cumulative Exports 2017-18	Cumulative Exports 2018-19	% change over 2017-18
Cranes, lifts & winches	503.66	566.34	12.44
Other Non Ferrous Metals and their products	545.67	546.37	0.13
Machine tools	491.84	438.54	-10.84
Accumulator and Battery	375.37	410.83	9.45
Bicycle & parts	396.28	373.15	-5.84
Lead and products made of Lead	402.9	372.06	-7.65
Railway Transport and Parts	377.14	238.95	-36.64
Office equipments	141.27	189.24	33.96
Nickel and products made of Nickel	73.55	98.74	34.25
Electrodes, Accumulators and Batteries	54.2	55.22	1.88
Prime mica & mica products	34.33	39.43	14.86
Tin and products made of Tin	9.83	9.86	0.31



D. TOP DESTINATIONS

Export performance to Top 20 Destinations for March 2020

(Figures in US\$ Million)

Importing Country	Cumulative Exports 2018-19	Cumulative Exports 2019-2020	Growth %
U S A	11905.72	11929.38	0.199
UAE	4303.60	4465.50	3.762
GERMANY	3244.12	2988.93	-7.866
NEPAL	2992.34	2633.93	-11.978
U K	2801.10	2598.18	-7.244
BANGLADESH PR	2864.80	2452.78	-14.382
MEXICO	2505.31	2348.44	-6.262
MALAYSIA	1759.35	2327.67	32.303
SINGAPORE	3483.59	2259.70	-35.133
CHINA P RP	1834.60	2124.58	15.806
ITALY	2352.39	1937.29	-17.646
KOREA RP	1734.49	1887.65	8.830
VIETNAM SOC REP	1179.44	1752.21	48.563
NIGERIA	1338.10	1743.97	30.333
SAUDI ARAB	1438.95	1646.14	14.398
INDONESIA	2362.64	1618.40	-31.500
THAILAND	1619.36	1599.75	-1.211
SOUTH AFRICA	1553.84	1527.70	-1.682
FRANCE	1402.41	1360.89	-2.961
SRI LANKA DSR	1740.10	1222.18	-29.764



E. TOP 5 DESTINATIONS: PRODUCT PERFORMANCE

Destinations	Substantial Growth
U S A	Office Equipments, Accumulator and Battery, Cranes Lifts & Winches, Electric Machinery and equipment, Other Misc. Items, Electrodes Accumulators and Battery
UAE	Aircrafts, Spacecrafts and Parts, Office Equipments, OTHER MISC. ITEMS, Industrial Machinery, Motor Vehicle/cars, Hand Tools, Cutting Tools and Implements made of Metals, Machinery for ATMs, Pumps of all types, Accumulator and Battery
GERMANY	Ships, Boats and Floating Structures, Prime Mica & Mica Products, Office Equipments, Tin and products made of tin
NEPAL	Ships, Boats and Floating Structures , Aircrafts, Spacecrafts and Parts , Nuclear Reactors, Industrial Boilers and Parts, Nickel and products made of nickel, Aluminium and products made of aluminium, Tin and products made of tin, Medical and Scientific Instruments
UK	Ships, Boats and Floating Structures, Two and Three Wheelers, Office Equipments, Cranes Lifts & Winches



PROMOTIONAL ACTIVITIES

2019 – 20 witnessed 25 Overseas events across 20 nations and 2 domestic event including 41st edition of INDEE, 9th edition of IESS and 1 RBSM and 2 BSMs abroad, The 20 countries included Germany, USA, Ethiopia, Guatemala, Honduras, Chile, Peru, UAE, Bangladesh, Vietnam, Czech Republic, Kazakhstan, Nigeria, Malaysia, Australia, Jordan, Egypt, Botswana, Indonesia, Nepal.

An elaboration:

Regular Publications

Monthly:

Indian Engineering Exports - ie²

EEPC INDIA has been publishing a 76 - 96 page coloured monthly magazine *Indian Engineering Exports* which has both domestic and overseas circulation of over 13,000 copies covering our members, 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 acts as a prelude to the event and as a ready reckoner for the participants. A special column on Technological Upgradation in Engineering Sector in India by Experts from different reputed Educational Institutions and R & D Organisations have added a different dimension to the magazine.

There are also specialised economic policy oriented columns by Financial Experts and monthly detailed engineering export analysis by our in house Policy Team.



Covers of Indian Engineering Exports - ie²

This year there were 25 events across 20 countries. During the course of the year, the department had published 11 International Editions with worldviews on Germany, Sri Lanka, Botswana, Nigeria, Ethiopia, Bangladesh, Malaysia, Poland, Russia. Electrical Equipments, Machine Tools, Smart Engineering, Green Technology, Construction Machinery, Subcontracting, Textile Machinery, Engineering Technology, US GSP Withdrawal, Rubber & Plastics Machinery were few of the themes this year. The magazine had also carried wonderful post event reports of mega events like IESS, INDEE and National and Regional Awards.

It has also made significant contribution to the Council's revenue mobilising more than 9-10 advertisements per edition. This year we had Bengali version of this magazine

Generic for EEPC India Branding

EEPC INDIA at Work

This booklet was done synchronising with Smart Engineering theme of IESS IX. 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
- Golden Jubilee of National Awards
- Technology Centre opened in Bengaluru and Kolkata and the services that the current and future centres would offer
- 13 Chapters in 13 States which were opened during the year May 2019 onwards.
- Important Publications
- EEPC India Milestones

Indian Engineering Booklet

This hand out was also changed with E-Vehicle 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 a Bengali version with the 2019 edition theme of the booklet. The cover of the Bengali version was Redefining Technology 2020 version has the theme – Electrifying Growth



Calendar

Indian Scientists and Philosophers have made significant contributions to the developments of modern scientific thought and praxis the world over. EEPC India pays tribute to some of these brilliant minds whose works form the basis of various innovations in modern technology, engineering and many other fields and continue to do so even today.

It was very well appreciated by all quarters of readers including Bureaucrats, Diplomats, Industry Houses and our Members.



Doing Business Series in India 2019 and 2020

Doing Business in India series is done with the sole purpose to provide a ready reckoner to the probable Investors in India. It provides an overall update on India covering the key areas including, Taxation, FDI rules and Limits, SEZ policy at the backdrop of Macroeconomic changes. The engineering export sector along with the latest achievements and updates are also detailed. This series was updated twice during 2019-20 after Budget, prior to INDEE Bangladesh and IESS IX. A Bengali version is also done.



Doing Business Series in Bangladesh

This handbook was done detailing country specific details enabling the Indian participants get a skeletal view of the country policies and economic and socio political ambience



Product Catalogues

Focus sectors in IESS IX were chosen and Product Booklets were done on these five sectors Auto Components, Casting, Electrical Machinery, Pumps and Valves and Textile Machinery.



Event Specific Publications

Participant's profiles, Exhibitor Directories in Bengali and special publicity material including posters/standees, leaflets, jute bags, canvas bags, non- jute bags mugs, tee shirts, tissue paper holders, bottle, folders, dokra, 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:

Sl. No.	Name of the Event	Date	Location	Products covered in the event
1	India Pavilion in Hannover Fair 2019	01-05 April, 2019	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
2	India Pavilion in JIMEX 2019	08-11 April, 2019	Amman, Jordan	Industrial machines, Automation & Installation, Energy & Electrical Machines, Security & Monitoring systems, Solar & Renewable energy, HVAC, Refrigeration, Water & Gas Technology, Fire Figting & Safety Syatems
3	India Pavilion in BAUMA 2019	08-14 April, 2019	Munich, Germany	Construction vehicles, Lifting appliances and conveyors, Construction equipment, Handling & processing concrete, Mortar at construction sites, Formworks and scaffolds, Site installation, concrete products and prefabricated components, asphalt, dry mortar, plaster, screed and hardware store products, lime sandstone and building products using power plant residue, Building material handling and packaging

Sl. No.	Name of the Event	Date	Location	Products covered in the event
4	India Pavilion in International	11-17 May, 2019	Serbia	Agricultural machinery, equipment and parts, Tractor, Agricultural Implements, Combine harvesters - Mowers - Machines for soil preparation, Garden Tools, Machinery and equipment for food processing industry, Commercial structures and facilities for processing, Greenhouse structures, Packaging Machinery, Water Pumps, Irrigation Equipments, Milking Machines / Seeders, Silos, Mills, Conveyors, Breeding Equipment, Machines and equipment for orchards
5	India Pavilion in National Manufacturing Week 2019	14-17 May, 2019	Melbourne, Australia	Metal Cutting, Electronics & Electronic Components, General Manufacturing Engineering Products, Forgings, Refrigeration, Airconditioning & HVAC Products, Safety Equipments, Plant Service & Maintenance, Sustainable Manufacturing Solutions, Pumps , Pipes Valves and Fittings, Automobile Garage and Service Equipments, Mining and Construction Equipments, Agriculture Farm Machinery and Medical Devices and equipments, Surface Finishing
6	India Pavilion in Automechanika Middle East 2019	10-12 June, 2019	Dubai, UAE	Automobile- Parts & Components, Electronics & Systems, Repair & Maintenance, Accessories & Customizing, Tyres & Batteries, Car Wash, Care & Reconditioning
7	India Pavilion in GIFA 2019	25-29 June, 2019	Dusseldorf, Germany	Foundry and Melting Plants, Refractories Technology, Casting Machines, Control Systems and Automation, Environmental Protection and Waste Removal; Casting and Forming Steel, Environmental Protection, Waste Removal and Gas Purification, IT, Rolling Mills and Steel Mills; Ferrous Metal Castings, Non-Ferrous Metal Castings Services,

Sl. No.	Name of the Event	Date	Location	Products covered in the event
8	India Pavilion in Global Expo 2019, Botswana	06 - 09 August 2019	Gaborone, Botswana	Agro-industries, Textiles and garments, IT, Tourism, Power and Renewable Energy, Manufacturing, Machinery, Leather products, Mining, Construction, Automobiles, Electrical goods, Chemicals and cosmetics, Consultancy services
9	India Pavilion in Nigeria Pharma Manufacturers Expo 2019	28-29 Aug, 2019	Lagos Nigeria	Pharma Formulations, Cosmetics, Healthcare Products & Services, Pharma Bulk Actives, Additives, Processing Machineries, Packaging Machineries & Materials, Lab Equipments, Environment Control Equipments & Services, HVAC, Water Filtration, Environment Control Equipment, Filters, Distribution Systems
10	India Pavilion in Asian Utility Week & Power Gen 2019	03-05 Sep, 2019	Kuala Lumpur Malaysia	Power Generation, Transmission & Distribution, CRM & Billing, Customer Engagement, Solar Control Systems, Energy Storage, Renewable Integration, Future Energy Systems, Block chain Trading Systems, Virtual Power Plants, Micro grids, Energy Transition Consultants, Energy Services and Energy Management, Cloud Solutions, Artificial Intelligence, AMI Infrastructure, Big Data Analytics, Digital Enterprise, IOT, Mobility Transformation, Digital Transformation, Predictive Analytics, Field Service Management, Geospatial Information Systems, Drones & Unmanned Aerial Vehicle, Asset Management
11	India Pavilion in Kaz Build & Aquatherm 2019	4-6 Sep, 2019	Kazakhstan	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, HVAC, Landscaping Products & Services, Building Material Handling

Sl. No.	Name of the Event	Date	Location	Products covered in the event
				& Packaging, Construction Equip., Tools & Special Systems, Construction Machinery, Construction Vehicles, Cranes, Earthwork, Exterior Improvements
12	Power Pavilion in WEC 2019	9-12 Sept, 2019	Abu Dhabi, UAE	With over 150 countries represented, it is the world's largest and most influential energy event covering all aspects of the energy agenda. Running since 1924, the triennial World Energy Congress enables dialogue amongst Ministers, CEOs, policy-makers and industry practitioners on critical developments in the energy sector.
13	India Pavilion in International Fastener Expo	17-19 Sep, 2019	Las Vegas, USA	Fasteners, Production Machinery, Tool & Die, Supplies, Inspection / Testing Packaging Equipment, Specialty Fasteners and Tooling, Plant Maintenance & Safety Supplies Fastener Technology and Services
14	Expo in Edifica, Chile and BSM in Peru	02-05 Oct, 2019	Chile & Peru	Tools and machinery for construction, Constructive solutions, Equipments for construction, Product and materials for architects, Hardware and tools, Finishing materials
15.	India Pavilion in MSV Brno 2019	07 -11 Oct, 2019	Czech Republic	Machine tools, foundry, welding, plastics, surface technology, mining & metallurgy, metal working, other engineering products
16.	India Pavilion in Metalex 2019	10 -12 Oct, 2019	Ho Chi Minh City Vietnam	Machine Tools and Machining Centers, EDM Machine, Machine Accessories, Sheet Metalworking, Mold and Die, Cutting Tools, Bearings and parts, Abrasives, Metrology / Control Measurement, Surface Treatment, Material Handling, Fluid Power, Foundry, Pump & Valve, Industrial Robot, Metal Components & parts, Electrical & Electronics equipment, Automotive components, Motors & Vehicles, Ship Building & Marine Engineering, Telecommunication equipment,

Sl. No.	Name of the Event	Date	Location	Products covered in the event
17.	Expo in Ferret Expo Guatemala and BSM in Honduras	07-10 Nov, 2019	Guatemala & Honduras	<p>Building & Construction machinery, Material handling equipment & parts, Agricultural and construction tools, Electric and pneumatic tools, Automotive tools, Ironmongery and Hardware, Materials and Electrical Accessories, Plumbing, Valves and Connections. Faucets & Accessories, Decorative paints and finishes, dyes, waterproofing, Gardening, pumps, hoses, clippers, tools. Accessories and Automotive Parts, Abrasives, Steels and wires, Welding equipment, Lubricants and additives, Parts for motorcycles and cars, Spare parts for brakes, Rubber and silicone gaskets and bushings, Materials and Equipment for Construction, Doors, Windows and Hardware for them, Locks, Equipment for industrial safety, Pumps for water, Vehicles and Transport, Aluminum and magnesium rings, Electric and gasoline pressure washing machines, Furniture for stores, signs, displays and shelves for storage, Builders hardware including Hinges , Door Fittings , Household and Kitchenware, Industrial Equipments and Accessories</p>
18.	India Pavilion at MACTECH	13-16 Nov, 2019	Cairo, Egypt	<p>Sheet Metal Working Machines, Wire and Tube Forming Machines, Milling Machines and Machining Centers, Grinding and Polishing Machines, Drilling and Boring Machines, Laser Machines, CNC Router & Laser Engraving Machines, Robotic Process and Automation, Horizontal and Vertical Lathes, Metrology Equipment, Wood Working Machines, Sheet Metal Working Machines, Industrial Bearings, Industrial Belts, Moulds and Dies, CAD/CAM System and Software, Drive & Transmission, Chains</p>

Sl. No.	Name of the Event	Date	Location	Products covered in the event
				& Sprockets, Seals, Clutches & Couplings, Gearboxes and Lubrication; Industrial Belts, Moulds and Dies, Clutches & Couplings, Gearboxes and Lubrication; Welding Machines, Plasma Cutting Machines, Water jet Cutting Machines, Welding Electrodes and Wires, Plasma Torches and Accessories Spare, Hand Tools, Power Tools, Precision Tools, Pneumatic and Hydro – Pneumatic Tools, Industrial Fasteners, Abrasive and Adhesives, Airless Spray Equipment & Coating Technology, Generators Technology & Accessories
19.	India Pavilion in BIG FIVE 2019 Exhibition	25-28 Nov, 2019	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
20.	Catalogue Show at Manufacturing Indonesia	4 - 7 Dec 2019	Jakarta, Indonesia	Machinery Equipment, materials and services
21.	India Pavilion in Healthcare Supply Chain Show / Nepal Medical Show 2019	13-15 Dec, 2019	Nepal	Medical & surgical, clinical diagnostic & analysis, hospital infrastructure, consultancy, medical tourism, analytical & lab technology, biotechnology & life sciences, chemical methods & processing, drug discovery & research, education & training, research & development, environmental science, food & agriculture, testing & measuring, and forensic science. Concurrent event Healthcare Supply Chain Show was organized to link

Sl. No.	Name of the Event	Date	Location	Products covered in the event
				medicines, equipment's, infrastructure, suppliers, vendors and hospitals for efficient and effective utilization of resources at various associated segments
22.	Indian Engineering Exhibition (INDEE)	22-24 Jan, 2020	Dhaka, Bangladesh	Multiple Engineering Products
23.	RBSM at Imtex & Tooltech 2020	24-25 Jan, 2020	Bengaluru, India	Machine Tools
24.	India Pavilion in Arab Health 2020	27-30 Jan, 2020	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.
25	Indian Engineering Pavilion In Ethiopia 2020 coinciding with ITME Africa 2020	14-16 Feb, 2020	Addis Ababa, Ethiopia	Iron and Steel, Auto Components, Pumps & Valves, Electrical Equipment & Tools, Machinery, Vehicles, Aluminium and articles, Food Process Machinery, waste reduction, Pollution prevention and accessories, Other Utility Machinery & Equipments, Spinning Machinery, Winding, Texturising, Machinery Related to Technical Textiles, Weaving Preparatory Machinery, Knitting and Hosiery Machinery and Auxiliary Machinery, Embroidery Machinery, Washing, Bleaching, Finishing Machinery, and Related Auxiliary Machinery, Printing & Digital Printing Machinery, Garment Making Machinery and Related Auxiliary Machinery, Laboratory Testing and Measuring Equipment, Logistic Transportation, Material Handling, Storage and Packing Equipment, Data Monitoring and Processing, Integrated

Sl. No.	Name of the Event	Date	Location	Products covered in the event
26.	India Pavilion in Asia Pharma 2020	28 Feb -1 March 2020	Dhaka, Bangladesh	Production, ERP Package & Web Base Solution Textile Industry 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
27.	India Pavilion in Middle East Energy	03-05 March, 2020	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
28	International Engineering Sourcing Show (IESS - IX)	4 - 6 March, 2020	Coimbatore, India	Industrial Supply and sourcing

Yearly Publications

EEPC INDIA published its 64th Annual Report for the year 2018-19 in English along with a Hindi version.



Event specific Publications :

Two Post Event reports were published INDEE Bangladesh 2020 and IESS IX.

Post Show Reports



INDEE Bangladesh

IESS IX

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

1. INDEE Bangladesh 2020

22-24 January 2020, Dhaka, Bangladesh

EEPC INDIA organized its 41st Indian Engineering Exhibition (INDEE) Bangladesh successfully during 22-24 January, ICCB (International Conventional City Bashundhara), Bangladesh EEPC India's largest engineering exhibition INDEE in its 43rd year made a successful revisit to Bangladesh. The 41st edition was held over 22-24 January, 2020 in Dhaka, Bangladesh and saw overwhelming response from around 120 Indian Participants, more than 3000 focus trade visitors. Indian Oil Corporation and Bharat Earth Movers Ltd were the key Indian Participants at the event from among PSUs in India.

The event was organised with the support of Union Ministry of Commerce and Industry, Government of India; Indian High Commission in Bangladesh; Bangladesh High Commission in India, and leading local associations in Bangladesh - FBCCI (The Federation of Bangladesh Chambers of Commerce and Industry), BEMMA (Bangladesh Electrical Merchandise Manufacturers' Association), BEIOA (The Bangladesh Engineering Industry Owners Association) and IBCCI (India Bangladesh Chamber of Commerce and Industry) among other supporters.

The three day event was inaugurated by H.E. Nurul Majid Mahmud Humayun; Hon'ble Minister of Industries, Government of Bangladesh, in the august presence of H.E. Ms Riva Ganguly Das, Indian High Commissioner to Bangladesh and Md. Muntakin Ashraf, Sr Vice President, FBCCI. Mr Ravi Sehgal, Chairman EEPC India; Mr Mahesh K Desai, Senior Vice Chairman and Mr Suranjan Gupta, Executive Director of EEPC India also addressed the inaugural ceremony .



Mr Ravi Sehgal, Chairman, EEPC India delivering the welcome address and on the dais from left Mr. Suranjan Gupta, Executive Director, EEPC India; Md. Muntakin Ashraf, Sr. Vice President, FBCCI (The Federation of Bangladesh Chambers of Commerce and Industry); The Chief Guest, H. E. Mr Nurul Majid Mahmud Humayun, Hon'ble Minister of Industries, Government of Bangladesh.; H. E. Ms Riva Ganguly Das, High Commissioner of India at Dhaka, Bangladesh

Welcoming the audience to the second edition of INDEE in Bangladesh, Mr Ravi Sehgal Chairman, EEPC India, said, the trade show aimed to seek Bangladesh as partner in global supply chain and also to increase awareness on India's rapid progress in the engineering sector across the globe. Bangladesh has emerged as India's major trading partner with bilateral trade exceeding USD 10 Billion along with Bangladesh exports crossing the one billion USD mark in the year 2019. Statistics speak for the success of our previous INDEE in Bangladesh. India and Bangladesh set a merchandise trade target of USD 10 billion to be met by 2018. Our maiden INDEE in Bangladesh was organized in November 2017 and India's engineering exports, constituting 30 percent of India's total merchandise exports to Bangladesh, grew by 30 percent between 2016-17 and 2018-19 to take total merchandise trade to USD 10.2 billion. Clearly INDEE was one of the key drivers that helped India to meet the said target. He added that Bangladesh is our most embraced neighbour with 4096.7 km. of shared border and as much as 60 bilateral institutional mechanism between us. It is one of the largest trading partners of India across the globe and the largest in South Asian region with ever strengthening trade volume.

H.E. Nurul Majid Mahmud Humayun, Hon'ble Minister of Industries, Government of Bangladesh while inaugurating the event said 'we had been pursuing a liberal investment and industrial policy for both the local and foreign investors. Our Government is setting up 100 economic zones with huge fascinating incentive package. Bangladesh achieved 8.15 % GDP growth in the fiscal 2018-19, exceeding all the previous records. Per capita income has risen to USD 1,909. As a result Bangladesh is now globally recognized as a 'role model' for development. Our Government is giving more thrust on the establishment of knowledge based high-tech green industries. Indian investment which reached USD 3.11 billion as of now, would help increase export of multipurpose products from Bangladesh to India apart from reducing the trade gap between the two countries'.



Mr Ravi Sehgal, Chairman, EEPC India presenting a memento to the Chief Guest, H. E. Mr Nurul Majid Mahmud Humayun, Hon'ble Minister of Industries, Government of Bangladesh, H. E. Ms Riva Ganguly Das, High Commissioner of India at Dhaka, Bangladesh is to the left of Hon'ble Minister and Md. Muntakin Ashraf, Sr. Vice President, FBCCI (The Federation of Bangladesh Chambers of Commerce and Industry) is on the far left

The Hon'ble Minister called upon the Indian entrepreneurs to invest in the country's special economic zones (SEZs) as Bangladesh is providing all sorts of policy support to the both local and foreign investors. Bangladesh's economy is growing fast in line with other rising economies of Emerging Asia under the visionary leadership of Hon'ble Prime Minister Sheikh Hasina. After recent graduation to lower middle income country status, Bangladesh is now on right track to become middle income, digital Bangladesh by the year 2021 and a developed nation by the year 2041.

He mentioned that 'Hon'ble Prime Minister Sheikh Hasina announced the 'Light Engineering Goods' as the 'Product of the Year' for 2020. So government is giving special emphasis on sustainable growth and development of light engineering sector'.

H.E. Ms Riva Ganguly Das, Indian High Commissioner to Bangladesh said Bangladesh and India will work jointly on the formation and integration of global supply chains in various fields. Besides, she said, there is an opportunity for India to supply machinery to the country's leading export sector- readymade garment. She also added that INDEE Bangladesh 2020 is giving an excellent platform to get connected with the engineering equipment and machinery providers of India and Bangladesh. She also pointed out that India and Bangladesh can jointly build a global supply chain and integration in a host of sectors. For instance, since Bangladesh has emerged as a leading exporter of apparels, India could be a partner in supply of textile machinery.



At the EEPC India Theme Pavilion - Post Inauguration the Chief Guest H. E. Mr Nurul Majid Mahmud Humayun, Hon'ble Minister of Industries, Government of Bangladesh (5th from left). To his right - H. E. Ms Riva Ganguly Das, High Commissioner of India at Dhaka, Bangladesh. Mr Ravi Sehgal, Chairman, EEPC India, Mr Mahesh K Desai, Sr Vice Chairman, EEPC India and Mr Suranjan Gupta, Executive Director, EEPC India. From Right - Mr Debasish Chakraborty, Sr Assistant Director, EEPC India (2nd), Mr Gurvinder Singh, Director (Exhibitions), EEPC India (3rd) and Ms Pallavi Saha, Sr Deputy Director, EEPC India (4th) also seen along with Indian exhibitors

Mr. Abdul Matlub Ahmed, President IBCCI organized a close interaction with the exhibitors of INDEE Bangladesh on 24th Jan 2020 where he discussed the policies and procedures on Doing Business in Bangladesh, the duty regime, investment policy, taxes etc.

The match making of the Indian and Bangladeshi businessmen were very effective generating 54 enquiries valued at US 96,993. The event was well attended and saw the footfall of over 3000 trade visitors from Bangladesh. A few business contracts were also signed during the exhibitions and many of the exhibitors have appointed their agents and distributors during the show. Many of the Indian companies which have participated at the show are planning JVs and investments in Bangladesh. In view of the overwhelming response, EEPC India will organise the 3rd edition of INDEE Bangladesh from 11-13 February 2021 at ICCB, Dhaka.

Feedback Analysis

- 80 participants submitted their feedback form during the event.
- Information dissemination for INDEE Bangladesh 2020 was very much satisfactory as 61% of the participants were new comers.
- 61 participants provided information about the contacts made by them during the show and the total number of contacts were 1558 with an average of around 26 contacts per participants. Out of the total contacts made, over 80% were new contacts.
- Only a handful of respondents readily disclosed information on orders booked or enquiries generated by them during the event. The total number of enquiries generated by the respondent participants were 54 while the amount of enquiry generated was USD 96,993.
- This is really impressive that nearly 54% of the respondents were able to identify/appoint their agent/distributor during the show.

Key Takeaways from INDEE Bangladesh 2020

1. Quality of business visitors in INDEE Bangladesh 2020 was up to the mark as 54% found it far higher than average (either good or excellent or satisfactory).
2. 82% of the respondents were satisfied with buyer/delegates turnout during the show.



3. Design and Planning for the entire exhibition was extremely impressive as 84% of the respondents found it either good or excellent.

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. In order to mobilise participation, many seminars and road shows were organised all over the country. Besides these, other forums, conferences and exhibitions were also used as a channel to promote the exhibition and distribute the promotional literature on INDEE Bangladesh. A dedicated website was created to facilitate online registration.

Promotional Literature for mobilisation of the Exhibition in India was done

- Standee

Show Publicity in Bangladesh

Extensive promotional activities were undertaken so to draw the Bangladeshi business community to the

EEPC India had initiated extensive Publicity & Promotion for INDEE Bangladesh in Dhaka. The event was well-publicised through advert.

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.

scanned copies of the following :

- Cover of the Exhibitors' Directory bilingual
- Ie² – Special edition on Bangladesh - bilingual
- Certificates
- Business cards bilingual
- Jute bag (both sides)
- Lapel pin
- Posters
- Doing Business in Bangladesh 2020
- Backdrop
- Doing Business in India – bilingual
- Indian Engineering Booklet – bilingual



Cover of the Exhibitors' Directory - bilingual



Certificate



Jute bag (both sides view)



Ie² – Special edition on Bangladesh - Bilingual

Post event

- Media coverage

Indian engineering trade show begins in Dhaka

Industries minister urges Indian entrepreneurs to invest in SEZs

Niaz Mahmud

A three-day Indian engineering trade show, styled 'INDEE Bangladesh 2020' began yesterday in the capital, seeking to forge global supply chain with partners from Bangladesh.

Industries Minister Nurul Majid Mahmud Humayun inaugurated the show at the International Convention City Bashundhara (ICCB).

Over 120 leading Indian companies including public sector undertakings (PSUs) like Indian Oil Corporation and Bharat Earth Movers, among others, are taking part in the event.



Industries Minister Nurul Majid Mahmud Humayun along with others visits stalls of the INDEE Bangladesh 2020 fair after its inauguration in Dhaka yesterday

COURTESY

>> B2 COLUMN 2

The Dhaka Tribune -23.1.2020

ভারতীয় উদ্যোক্তাদের বাংলাদেশে বিনিয়োগের আহ্বান শিল্পমন্ত্রীর

নিজস্ব প্রতিবেদক >

ভারতীয় উদ্যোক্তাদের জন্য বাংলাদেশে একটি পৃথক অর্থনৈতিক অঞ্চলের সুবিধা দেওয়া হবে। এ অর্থনৈতিক অঞ্চলে বিনিয়োগ করে উৎপাদিত পণ্য ভারতে রপ্তানির সুবিধা নিতে ভারতের উদ্যোক্তাদের প্রতি আহ্বান জানান শিল্পমন্ত্রী নুরুল মজিদ মাহমুদ হুমায়ুন। গতকাল তিন দিনের ভারতীয় ইঞ্জিনিয়ারিং পণ্য প্রদর্শনী 'ইন্ডি বাংলাদেশ ২০২০'-এর উদ্বোধনকালে প্রধান অতিথির বক্তব্যে এ আহ্বান জানান। রাজধানীর ইন্টারন্যাশনাল কনভেনশন সিটি বঙ্গবন্ধু এ প্রদর্শনীর

আয়োজন করা হয়। বাংলাদেশে ভারতীয় হাইকমিশনের সহায়তায় ভারতের ইঞ্জিনিয়ারিং এক্সপোর্ট প্রমোশন কাউন্সিলের (ইইপিসি) আয়োজন করে। অনুষ্ঠানে বাংলাদেশে নিযুক্ত ভারতের হাইকমিশনার রিডা গান্ধুলি দাস, ফেডারেশন অব বাংলাদেশ চেম্বার অব কমার্স অ্যান্ড ইন্ডাস্ট্রির (এফবিসিসিআই) সিনিয়র ভাইস প্রেসিডেন্ট মুনতাকিন আশরাফ, ভারতের ইঞ্জিনিয়ারিং এক্সপোর্ট প্রমোশন কাউন্সিলের চেয়ারম্যান রুডি শেহগাল ও সিনিয়র ভাইস চেয়ারম্যান মহেশ কে দেশাই বক্তব্য দেন।

The Kaler Kantho -23.1.2020



GTV



Nagorik TV

2. IESS IX

4-6 March 2020 in Coimbatore

IESS's 9th take

India's leading and EEPC India's annual engineering sourcing show – IESS outshined the Corona challenge and has opened the gateway for a 15 to 40% shift of world's Industrial sourcing to India.

The three day Engineering display and deliberation spread over 4-5-6- March, 2020 was held in Coimbatore with over 410 exhibitors, around 400 delegates from over 40 countries, over 50 speakers covering 10 Thematic Sessions comprising Vendor Development Meets with India's top PSUs, Global Sourcing Meets with top MNCs – Cameron – a Schlumberger (USA Company) and SAGE Group (Australia). Value added sessions on current areas of interest to the industry like Industry 4.0, Green Manufacturing, E-mobility and technology upgradation.

Around 50 companies from Malaysia, 125 from Tamil Nadu, 41 Companies from Partner State Pavilion (U.P.), 25 from Haryana, 3 from Jharkhand, 10- Uttarakhand, 7-West Bengal, 6- Karnataka, 12 Himachal Pradesh, 15 from Madhya Pradesh had booked their spaces along with a separate display pavilion from the respective State Governments.

This year - Malaysia as the Partner Country for the second time, Tamil Nadu as the Host State, Flanders from Belgium as Focus Region and UP as Partner State – each having their 4th presence and Haryana, Jharkhand, Uttarakhand, West Bengal, Madhya Pradesh, Karnataka, Himachal Pradesh, Gujarat and Jammu Kashmir are the Focus States /UTs and the over all support of the Department of Commerce, Union Ministry of Commerce and Industry underscore the internationalisation of this domestic event. Besides Commerce, Department of Heavy Industry, Ministry of MSME and Department of Atomic Energy



Lamp lighting from left Thiru K Rajamani, I.A.S. District Collector and District Magistrate in Coimbatore District, Government of Tamil Nadu; Mr. Mahesh K Desai, Sr. Vice Chairman, EEPC India, Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu, Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu, Dr. Rajendra Kumar, Principal Secretary, MSME Department, Government of Tamil Nadu; Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India, Mr. Ravi Sehgal, Chairman, EEPC India, Mr Azhar Taib, Deputy CEO, MARii (Malaysia Automotive, Robotics & IoT Institute), Mr. Arun Kumar Garodia, Vice Chairman, EEPC India and Mr. Rakesh Shah, Former Chairman and Chairman - Publicity Exhibition & Delegation Committee, EEPC India

supported the event. Office of Principal Adviser to the Government of India was also associated with the show.

The broad theme of this IESS was Smart Engineering with four pillars: “Subcontracting”; “Industrial & Electrical Machinery”; “Metal & Shop Floor” and “Innovation and Technology”. While Smart Engineering was the theme, IESS IX advocated the 4th Industrial Revolution in Indian engineering with its technology-centric events. Technology and Manufacturing are the two prime areas of IESS IX, Manufacturing included Metals and Tools this time. A dedicated Technology & Innovation Pavilion is one of the major highlights of the event. Spread in an area of over 400 sqm, the technology & innovation pavilion saw the participation from major IIT, institutes, Institutions in the area of R & D, Colleges and Universities etc. to name a few. The major participation at the Technology & Innovation Pavilion was from AIA-IIT D, ARAI, ARCI, Bhabha Atomic Research Centre, Board of Radiation & Isotope Technology, C4i4 Lab, CMTI, CSIR CEERI, CSIR NEERI, ECIL, ERDA, FIIT, FCRI. Heavy Water Board, IIT Bombay, IISc, NRDC, Nuclear Fuel Complex, Panacea Biotech, PSG College of Technology, Raja Ramana Centre for Advanced Technology, BEE, MSME Tool Room and Sharda University.



Front row from left Thiru K Rajamani, I.A.S. District Collector and District Magistrate in Coimbatore District, Government of Tamil Nadu; Dr. Rajendra Kumar, Principal Secretary, MSME Department, Government of Tamil Nadu; Mr. Ravi Sehgal, Chairman, EEPC India; Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu; Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu, Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India; Mr Azhar Taib, Deputy CEO, MARii (Malaysia Automotive, Robotics & IoT Institute), (on the second row,) Former Chairmen, EEPC India- Mr P. K. Shah (3rd from left), to his left- Mr Aman Chadha & Mr T S Bhasin and Mr Suranjan Gupta, Executive Director, EEPC India (far right)



Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu receiving memento from EEPC India, Chairman, Mr. Ravi Sehgal. On the Dais from left - Mr. Rakesh Shah, Former Chairman and Chairman, Publicity-Exhibition & Delegation Committee, EEPC India; Thiru K Rajamani, I.A.S. District Collector and District Magistrate in Coimbatore District, Government of Tamil Nadu; Mr. Mahesh K Desai, Sr. Vice Chairman, EEPC India; Dr. Rajendra Kumar, Principal Secretary, MSME Department, Government of Tamil Nadu; Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu; Dr. Anup Wadhawan, Commerce Secretary, Department of Commerce, Government of India; Mr Azhar Taib, Deputy CEO, MARii (Malaysia Automotive, Robotics & IoT Institute); Mr. Arun Kumar Garodia, Vice Chairman, EEPC India and Mr Suranjan Gupta, Executive Director, EEPC India.

The three day show was inaugurated by Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu & Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu and Dr. Anup Wadhawan, Commerce Secretary, Government of India, in the presence of; Dr. Rajendra Kumar, Principal Secretary to Government, MSME Department, Government of Tamil Nadu, Mr Azhar Taib, Deputy CEO, Malaysia Automotive Robotics & IoT Institute (MARii); Mr. Ravi Sehgal, Chairman, EEPC India; Mr. Mahesh K. Desai, Sr. Vice Chairman, 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.

Economic slowdown is not affecting Tamil Nadu. Tamil Nadu continues to be the best state to start an Industry said Thiru M. C. Sampath, Hon'ble Minister for Industries, Government of Tamil Nadu. He added-'On behalf of the State Government we thank the industrialists for conducting industrial exhibitions. Coimbatore continues to witness rapid growth in various manufacturing sectors, such as automobile components, motor pump sets, castings etc. Industrialists have started showing more interest in aerospace components, electric vehicle components manufacturing etc. which is highly appreciable. The Government is also helping the industrialists in every way. Next to Chennai, we give more priority to Coimbatore in industry related initiatives. More than INR 8,000 Crores (USD 1.08 billion) worth of investments have been approved to our State following our Chief Minister's visit to foreign countries, which will provide employment opportunities to more than 25,000 people. The Government is planning to develop an industrial estate at Perundurai through the State Industries Promotion Corporation of Tamil Nadu (SIPCOT). Thiru P. Benjamin, Hon'ble Minister for Rural Industries and MSME, Government of Tamil Nadu on establishing industrial estates exclusively for micro industries said, 'Tamil Nadu Government was planning to set up industrial parks in Chennai, Kancheepuram

and Tiruvallur for micro enterprises. The State Government has taken several steps to benefit MSMEs. The two Global investors' summits that were held in the State have attracted INR 15,710 Crores (USD 210 million) investments from 11,058 MSMEs. Since May 2018, when the MSME single window portal was launched, 54 approvals have been provided online'.

Union Commerce Secretary, Dr Anup Wadhawan said that 'IESS has moved to one of the fastest growing Tier II cities with respect to engineering. He added- 'for the country to achieve the USD 1 trillion export target, collective efforts were needed. The country should have an investor and manufacturing sector friendly environment. The Central government had taken steps to improve the ease of doing business. Special Economic Zones had been a success for some sectors. Similar state-of-the-art facilities were needed for manufacturing as well, he said. The Centre had recently engaged with export promotion councils to discuss the impact of COVID-19. If there were any threats to the supply chain, the Councils should address them, work jointly and source the required materials for their members', he said.

Dr. Rajendra Kumar, Principal Secretary to Government, MSME Department, Government of Tamil Nadu, said "We have seen a significant jump in the new MSMEs in the State this year. Tamil Nadu is the prime destination for investments".

Welcoming all, EEPC India Chairman Mr. Ravi Sehgal said – 'In the Southern Region, this would be the fourth in a row. The companies who are participating as exhibitors would not only be showcasing their technological strength, but also sharing the best contemporary manufacturing trends. The event has four main themes : "Subcontracting"; "Industrial & Electrical Machinery", "Future Factory" and "Innovation and Technology" which are critical components of the engineering value chain. This year's IESS is taking place in the background of challenging global economic environment. However, it would provide an opportunity for the participants to brainstorm and come up with out of the box solutions to meet headwinds like impact of Coronavirus on trade, economic slowdown and protectionist measures being resorted by several leading economies of the world.

The key takeaways of the session were the 4 MOUs signed between MARIi & PSG College of Technology, MARIi and SSEM (Society for Smart E-mobility) ; MARIi and TiE and Forge and the fourth between EEPC India and IIW (Indian Institute of Welding).

11 Thematic sessions were held were over 50 Speakers addressed

• Global Investment Forum–

The session on Global Investment Forum – Seminar on Inbound and Outbound Investment Opportunities and included Presentation on the specific investment opportunities. These included presentation from partner Country Malaysia, Focus Region Flanders, Partner State- Uttar Pradesh and Host State- Tamil Nadu.

• Two Vendor Development Meet with Indian PSUs were held

The participating six Indian PSUs: Konkan Railway (Indian Railways), Southern Railways (Indian Railways), Ordnance Factory Tiruchirapalli (OFT) (Functioning under the Ordnance Factory Board of the Ministry of Defence, Government of India); Garden Reach Ship Builders & Engineers Ltd –GRSE (owned by Government of India), Vizag Steel, (Under Ministry of Steel), BHEL –Bharat Heavy Electricals Ltd (India's largest power generation equipment manufacturer under Government of India) and Goa Shipyard Ltd (Public Sector under Ministry of Defence) made presentations on aspects like listing of MSMEs as Vendors, their empanelment etc.



Special Address by Partner Country - Mr Roswaidin Mohd Zain, Director, MIDA (Malaysian Investment Development Authority), Chennai, delivering the Special Address by Partner Country at the Global Investment Forum

• **3 Global Sourcing Meets were held by Australian, Malaysia and Schlumberger (U.S.A.) Companies**

Australia

South Australian Leaders is an association that represents the business leaders, helping them to build knowledge, network, find funding and resources. Sage Group Holdings Ltd., was the 1st of the business leaders from Australia who spoke on the needs of Australian businesses and how India could supply those needs, creating a win win situation. Derby Rubber introduced the over 50 years old company which manufactures advanced industrial rubber products for diverse markets. Ariera spoke on the need to have a strong, appealing website.

Electrical Techniques reiterated the need for quality, competitive pricing and preliminary research before investing in Australia.

The time difference was an added advantage.

Malaysia

Delloyd Ventures Sdn Bhd is a manufacturing company with Joint ventures in Thailand, Indonesia and with companies in Malaysia.

Betamek has the vision of becoming a world class vendor in Automotive Electronics and Infotainment Systems. EXIM Bank is wholly owned by the Malaysian Govt. and Miti, which is the Stakeholder Ministry and is headquartered in KL.

• **USA**

Cameron – Schlumberger Company deals with oil and gas business for a period of more than 9 decades. Their suppliers in India are mainly concentrated in Southern and Western parts of India. The company is looking for expansion in India for which they need more suppliers and that they can get through IESS IX.

Sessions on latest trends in the Industry- A series of seminars and conferences were held to highlight the latest trends in the industry which can also help the manufacturing sector to move up the value chain and increase their productivity. These include:

• **Session on Industry 4.0**

EEPC India in association of Department of Heavy industry (DHI) is raising awareness on the 4th Industrial Revolution to drive the Indian manufacturing to a 'Smart and intelligent Manufacturing' Hub, by series of awareness raising sessions across various engineering clusters in India.

• **Session on e Mobility**

The interest that e-vehicles and e-mobility is attracting from the industry and common people was evident at IESS Show IX, Coimbatore as the session on e-mobility and a panel discussion on India as a key player in global e-mobility attracted a full house.



Mr BD Agarwal, Regional Chairman (ER), EEPC India, delivering the welcome address. On his left, Ms Anima Pandey, Regional Director (ER) & Director (Membership), EEPC India; Ms. Natasha Malani, CEO, South Australian Leaders, Australia, Mr Andrew Downs, Founder and Executive Director, Sage Group Holdings Ltd, Australia; and Mr GK Madhogaria, Dy Regional Chairman (ER), EEPC India

- **Roundtable on Green and Sustainable Manufacturing Technologies – the way forward**

The IXth edition adopted ‘Green & Sustainable Manufacturing- Way Forward’ as one of its key theme of a session, to highlight the emerging significance of such technologies in the Indian engineering manufacturing landscape.

- **Technology Forum**

The technology forum was organised with the support from Office of PSA to Government of India to handhold the Indian MSMEs for upgradating their technology and move up the value chain with technology intervention.

- **Open Industrial Innovation- Unleashing Technology and Talent for transformation –TiE Coimbatore + Forge (Partner Incubator)**

EEPC India in association with TiE Coimbatore and Forge organised a session on Open Industrial Innovation- Unleashing Technology and Talent for transformation. The session also saw the signing of Letter of Understanding by TiE Coimbatore and Forge Accelerator.

USD 743.2 million of prospective business were generated from over 300 B2B meetings were held with delegates representing from over 40 nations.

The closing ceremony announced the Best Pavilion Awards to Indian Exhibitors including Roots Industries India Limited under Large Enterprise Category;Geco Special Machiners under Small Enterprise Category, MSME Tools Room under Public Sector Unit, Uttar Pradesh and Haryana under State Category and Garudan Unmaned Services Pvt Ltd under Start Up category. Malaysia Pavilion won the award among Overseas Exhibitors.

87% rated the seminars and workshops at IESS IX were excellent or good, 86% found the information dissemination of the event was excellent or good,83% found B2B sessions was excellent or good. The analysis reveals 10,203 new contacts were made averaging 45 contacts per exhibitor. 61% of the contacts were new and USD 0.51 million worth of spot orders were booked.



The panellists at the TiE & Forge Session: Ms Anima Pandey, Regional Director (ER) & Director (Membership), and Mr K Manickam, Working Committee Member, EEPC India; Ms Deepika Ramesh, Programme Chair & Charter Member, TiE, Coimbatore; Dr N Manickam, CMD, Sakthi Auto Components, Charter Member, TiE Coimbatore; Mr Vish Sahasranamam, Co-founder & CEO, Forge; Ms Hema Annamalai, Founder, Ampere Vehicles, Chair, TiE Woman, President, TiE Coimbatore; Mr Ilango, MD, RSM Autokast; Mr Rajesh Doraiswamy, JMD, Salzer Electronics; among others

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. To mobilise participation, many seminars , meetings and road shows were organised all over the country. Besides these, other forums, conferences and exhibitions were also used as a channel to promote the exhibition and distribute the promotional literature on IESS IX. A dedicated website was created to facilitate online registration (www.iesshow.in).

Promotional Literature for mobilisation of the Exhibition in India was done

- Standee
- Flyer

Show Publicity in Chennai, Bangalore, Coimbatore

- Bus backs
- Uber car body
- hoardings
- Airport branding in Chennai and Coimbatore.

Overseas Flyer

Domestic Flyer

- SMS
- News papers ads
- Letters by courier
- Two mobile van branding
- 500 Posters around industrial estates
- Social media campaign
- TV advertisements in 6 Tamil channels and
- Radio channels
- Lamp poles
- 5000 Fliers distribution at industrial estates
- 99000 Stickers on Newspapers at Chennai Bangalore, Madurai, Trichy, Cochin.

Stande

EXTENDING HORIZONS #SMART ENGINEERING

www.iesshow.in

iess IX
COIMBATORE

International Engineering Sourcing Show IX

4 - 5 - 6 March 2020
Codissia Trade Fair Complex
Coimbatore, India

The ninth edition of India's truly global engineering sourcing exhibition

EPC India invites participation

Focus Products	
1 Subcontracting	3 Metal & Shop Floor
2 Industrial & Electrical Machinery	4 Innovation & Technology

The past eight editions of IESS have had six partner countries/regions; more than 11 Indian States; an average of 150 speakers across 15 thematic sessions; 300 delegates from 60 countries and 300 exhibitors and over 700 B2B meetings.

WHAT TO EXPECT

- 500 delegates from over 60 countries
- 10000 trade buyers
- 400 exhibitors
- About 15 thematic sessions
- Close to 100 speakers
- More than 700 B2B sessions
- Dedicated procurement shows
- Hi-tech engineering products at the Technology Pavilion

UNDER THE AUSPICES OF
Ministry of Commerce & Industry
Government of India

ORGANISOR
EPCINDIA
ENGINEERING THE FUTURE

ufi
Accredited
Event

Indian engineering

Domestic Flyer- Tamil Version

iess IX சர்வதேச பொறியியல் உறப்புத்தி கண்காட்சி

4-5-6 மார்ச், 2020 காணல் 10 மணி முதல் மாணல் 6 மணி வரை, கொடிசியா வர்த்தக கண்காட்சி வளங்கம், கோவை

நுழைவு கட்டணம் - இலவசம்

300 க்கும் மேற்பட்ட பங்கேற்பாளர்கள், 500 க்கும் மேற்பட்ட பிரதிநிதிகள், 50 க்கும் மேற்பட்ட பேசாளர்களைக் கொண்ட, 10 க்கும் மேற்பட்ட துறைகள்.

சிறப்பு துறைகள்

தொழில்நுட்பம் மற்றும் பழமறை கருவிகள் உள்ளது
ENR, DAE, IIT B, BARC, NRC, ARCL, ERDA, IIS, ARAL, CMC, CMC, CHL, FCRI, PSG கலெஜர், NRIIC, WICAT, EDIL, BRIT மற்றும் பல திறமைகள்

இ போட்டலர்த்து 16 மணி - சிறப்பு உள்ளது

புதுமைத் தொழில் திறமைகளில் அறிவிப்புகள்

முன் பதிவு செய்ய www.iesshow.in வலைத்தளத்தை பார்க்கவும்.

முன் பதிவு தவிரியம்

தொலைபேசி எண்
191 441 2829501/5502

COINDIA

Advertisements in Print Media

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

Adverts in Tamil and English languages were designed and also for local papers in the WR, UP

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 (both sides)
- Non Jute Bags
- Lapel Pin
- Posters
- TV Advert
- Badge and Lanyard
- Theme Pavilion Posters
- Luggage Tag
- Lunch Coupon
- Tee Shirts and Full Sleeve Shirt
- Mugs
- Wrapping Paper
- Dinner and Lunch Invite
- Invitation Card



Exhibitors' Directory IESS IX



Tamil version of the Advert



A TOI feature was published on the date of the event

- Dinner and Lunch Menu
- 3 day Programme Booklet
- Best Pavilion Trophy
- Tissue Paper Box
- Pens
- Gifts
- Speak Mementoes
- VIP Car stickers

Additionally for prevention from COVID 2019, few posters were done



Invitation Card



Non Jute Bag



Lunch Coupon

Posters

EEPC INDIA EXPANDS
Apart from 10 offices in eight cities, EEPC India has opened 13 Chapters with eight more to be opened this year to bolster engineering exports.

Map locations: JALANDHAR, NEW DELHI, AHMEDABAD, MUMBAI, BANGALURU, CHENNAI, HYDRABAD, KOLKATA.

Legend: EEPC India's office (red dot), EEPC India's chapter (orange dot).

www.eepcindia.org India's premier trade and investment promotion body

EEPC INDIA'S TECH DRIVE
EEPC India, as an implementation agency of the Government of India's Technological Upgradation drive, is the first export promotion council to open in-house Technology Centres in Bengaluru and Kolkata.

www.eepcindia.org India's premier trade and investment promotion body

EEPC INDIA & MSMEs
The 63.4 million MSME units in India contribute around 6.11% of the manufacturing GDP and 24.63% of GDP from service activities.
The sector has consistently maintained a growth rate of over 10%. About 51.25% of the MSMEs are in rural areas.

www.eepcindia.org India's premier trade and investment promotion body

Posters for prevention from COVID 2019

Reduce the risk of Coronavirus infection
Follow these important precautions

- 1** Avoid travel if you are suffering from fever and cough.
- 2** Wash your hands frequently with soap and water.
- 3** Share your travel history with your health worker (ASHA/ ANM).

Stay protected!

If you have cough, fever or difficulty in breathing, contact a doctor immediately.

+91-11-23978046

www.mohfw.in, www.dga.gov.in, www.pncindia.gov.in, @mohfw_india, @ASHA_FHW_INDIA, @Director_NCDC

ess IX

Greet with a NAMASTE, not a HANDSHAKE

EPCINDIA
ENGINEERING THE FUTURE

Post Event

Post Event Report of IESS IX

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 Bangladesh and IESS IX received very wide publicity and media coverages

Media Coverage Pre Event



Dinamalar Aug 4th 2019



Dinamani

IN 2020

EEPC, India to host engineering expo at Kovai

EXPRESS NEWS SERVICE
@Coimbatore

ENGINEERING Exports Promotion Council of India (EEPC) would conducting an engineering expo for the first time in the city in March 2020.

EEPC India Executive Director Suranjan Gupta, Director (publicity and exhibitions) Shah, Coimbatore chapter president S Chandrasekar, while addressing media persons on Tuesday said, "So far we have successfully conducted five engineering shows at Mumbai and three at Chennai. Now, for the first time we have decided to conduct our expo in a non metro city. The expo will be held at Codissia Trade fair complex between March 4 and March 6."

Apart from the Ministry of Commerce and Industry, the expo would be jointly conducted by Department of Scientific and Industrial Research (DSIR), Department of Heavy Industry and Department of MSME. CSIR labs, Indian Institute of Technologies(IIT) in Delhi, Mumbai, Chennai and Ropar, they said.

New Indian Express Aug 1st 2019

Media Coverage Post Event

₹80 cr bio-tech park to come up at TNAU

COIMBATORE: A biotechnology park will soon be set up at the Tamil Nadu Agricultural University (TNAU) campus here, Industries minister M.C. Sampath said on Wednesday.

The 12-floor facility will also have an information technology segment and Chief Minister K. Palaniswami will inaugurate it soon, he told reporters here.

To a query on the progress of the Defence Corridor project here, Sampath said a special cell would be formed to look into it. Stressing the point that the government was planning to set up another industrial park around Perambalur, the minister said it could accommodate small industries from Coimbatore region.

Asked about the impact on coir exports from Pollachi, due to coronavirus, Sampath said the issue was taken up with the Chief Minister. Sampath was here to inaugurate the three-day ninth International Engineering Sourcing Show organised by Engineering Export Promotion Coa-

neil. He claimed that despite global economic slowdown, Tamil Nadu was attracting more investments and become a preferred destination. To another question, Sampath said investments worth Rs 8,055 crore from 41 firms were attracted after Chief Minister's foreign tour, resulting in creation of over 26,000 jobs.

Earlier, addressing the show, Sampath noted that the state stands third in engineering exports and the government was focusing on developing MSME sector to boost exports. The state has signed 304 MoUs for various projects during the Global Investors Meet 2019, out of which 269 are under operation, he added. In his speech, Tamil Nadu Rural Industries and MSME minister, P Benjamin, said small industries have witnessed an investment of Rs 17,810 crore by 11,500 industries, benefiting more than 1 lakh employees. Of the 36 industrial parks announced in the last nine years, 23 had become functional, he added.

-PTI

Kovai hosts 9th edition of IESS

DC CORRESPONDENT
COIMBATORE, MARCH 4

The ninth edition of International Engineering Sourcing Show (IESS) began at Coimbatore trade fair complex here on Wednesday.

The three-day event organised by Engineering Export Promotion Council (EEPC) was inaugurated by Minister for Industries M.C. Sampath and Minister for Rural Industries and MSME, P Benjamin.

Speaking at the event, EEPC India chairman Ravi Sengupta said, "In the Southern region, this would be the fourth in a row. Schedulers of the UK, NAAC Group of Australia and Indian PRIs including Vengal Rao, USSE and the Indian Railways would be actively participating in the event.

"They are not only showcasing their technological strength but also sharing the best and contemporary manufacturing trends."

According to Ravi Sengupta, the event has four main themes of subcontracting, industrial electrical machinery and automation and precision technology which are critical components of the engineering value chain.

He said, "This year's IESS is taking place in the backdrop of challenging global economic envi-



Minister for Industries, M.C. Sampath and Minister for Rural Industries and MSME, P Benjamin, at the inauguration of the International Engineering Sourcing Show (IESS) at Coimbatore trade fair complex in Coimbatore on Wednesday.

ronment. However, it would provide an opportunity for the participants to brainstorm and come up with out of box solutions to meet local needs. The impact of Coronavirus on trade, economic slowdown and protectionist measures being reported by several leading economies of the world."

Commenting on the importance of the Coimbatore industry, Ravi said, "The city has emerged as the major engineering industrial hub of the country. Known as the 'little capital' or the 'Manchester of South', Coimbatore has also built its reputation as 'Temp city', contributing 50 percent of the national motor and pump supply and 20 percent of auto component requirements of auto majors like Maruti and Tata Motors."

He also said, "Around 10 companies from Malaysia,

Deccan Chronicle March 5th

Deccan Chronicle March 5th

கோவையில் சர்வதேச இன்ஜினியரிங் கண்காட்சி

ராணுவ தளவாட பொருட்கள் உட்பட அரங்குகள் அசுத்தம்

பெரியளவு அளவு
தேவையின்மை

கோவையில் சர்வதேச இன்ஜினியரிங் கண்காட்சி (IESS) இன்று தொடங்கியது. இது மூன்று நாட்கள் நடைபெறும். இது மூன்று நாட்கள் நடைபெறும். இது மூன்று நாட்கள் நடைபெறும்.

இது மூன்று நாட்கள் நடைபெறும். இது மூன்று நாட்கள் நடைபெறும். இது மூன்று நாட்கள் நடைபெறும்.

இது மூன்று நாட்கள் நடைபெறும். இது மூன்று நாட்கள் நடைபெறும். இது மூன்று நாட்கள் நடைபெறும்.

Dinamalar March 5th

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.



ET coverage on Issues communicated to Hon'ble Minister by EEPC India on behalf of the Exporters

The Hindu - New Delhi, December 11, 2019, Page 13

Exports contract for fourth month in a row Imports see steeper decline at 12.7%

PRESS TRUST OF INDIA
NEW DELHI

India's exports contracted for the fourth month in a row in November, dipping 0.34% to \$25.98 billion, mainly on account of poor shipments of petroleum, gems & jewellery and leather products. Imports too declined by 12.7% to \$38.11 billion in November, narrowing the trade deficit to \$12.12 billion, according to government data released on Friday.

Gold imports increased by 6.59% to \$2.94 billion in the month. Trade deficit stood at \$17.58 billion in November 2018. Out of the 30 key sectors, as many as 17 segments showed contraction in exports during the month under review.

Shipments of petroleum products, gems and jewellery, fruits and vegetables,

leather and leather products and readymade garments of all textiles contracted by 13.12%, 8.14%, 15.10%, 5.29% and 6.52%, respectively. In November, oil imports declined 18.17% to \$11.06 billion, while non-oil imports contracted 10.26% to \$27.04 billion.

Cumulatively, during April-November 2019, exports declined 1.99% to \$211.93 billion while imports contracted 8.91% to \$318.78 billion.

Trade deficit for the period narrowed to \$54.06 billion as against \$82.47 billion in April-November 2018-19.

EEPC India Chairman Ravi Sehgal said though engineering exports had put up a reasonably good show with 6.32% growth in November 2019, the external trade environment remains challenging and subdued.

ET media coverage - MSV Brno 2019

EEPC India brings daily Newsletters on all working days collating news relevant for Indian Engineering Manufacturers and Exporters



Friday, 27-Nov-2020

Growth Outlook Better but Risks Remain: Das

Economic Times - 27 Nov 2020

Central bank governor Shaktikanta Das said India's growth outlook has improved through phase-wise relaxations after the lockdown, backed by a pace of recovery that likely exceeded initial estimates, but fresh Covid infections and demand per...

[Read More](#)

Green Energy Business Potential \$20 b a Yr: PM

Economic Times - 27 Nov 2020

Renewable energy will generate business worth \$20 billion a year over the next decade in India, which aspires to become the global manufacturing hub in the sector, Prime Minister Narendra Modi said on Thursday. Modi invited global investors...

[Read More](#)

PLI Scheme: Handset Cos May Seek More Time to Meet Targets for 1st Yr

Economic Times - 27 Nov 2020

The handset makers, reeling from an acute component shortage of chipsets and pandemic-related delays in capacity expansion, want a 2-3 month extension to meet the investment and the production targets for the first year under the government...

[Read More](#)

Big Auto Rides a Rural Wave Fuelled by Higher Income

Economic Times - 27 Nov 2020

Automakers in India are on a marathon upcountry drive with a mission — to promote "inclusive growth" in car ownership. And the effects are showing. The so-called Bimaru belt— of Bihar, Madhya Pradesh, Rajasthan and Uttar Pradesh — is leadin...

[Read More](#)

Sequentially, GDP may Show 20% Rise in Q2

Economic Times - 27 Nov 2020

India will be among those countries showing highest sequential economic improvement in the second quarter of 2020-21 over the previous quarter, though by the year-on-year measure followed in India, it will still show a deep contraction. Eco...

[Read More](#)

Foreign Players may be Allowed to Own Stake in India-



India net exporter of agri-machinery equipment to some advanced countries

PTI (Carried by Business Today) - 23 Nov 2020

EEPC India vice chairman Arun Garodia says tractors are the largest component of the agri-machinery export from the country, accounting for 66 per cent shipments.

[Read More](#)

India net Exporter of Agri-Machinery Equipment to Some Advanced Countries: EEPC

BUSINESSWORLD - 23 Nov 2020

Engineering Export Promotion Council(EEPC) India vice vice chairman Arun Garodia said in a statement, tractors are the largest component of the agri-machinery export from the country

[Read More](#)

India net Exporter of Agri-Machinery Equipment to Some Advanced Countries: EEPC

PTI (Carried by Devidiscourse - 23 Nov 2020

EPC India vice chairman Arun Garodia says tractors are the largest component of the agri-machinery export from the country, accounting for 66 per cent shipments.

[Read More](#)

India net Exporter of Agri-Machinery Equipment to Some Advanced Countries, Says EEPC India

The Economic Times - 23 Nov 2020

EEPC India Chairman Mahesh Desia said India has been a consistent net exporter of agricultural machineries.

[Read More](#)

India net Exporter of Agri-Machinery Equipment to Some Advanced Countries

India News Republic - 23 Nov 2020

Arun Garodia, Vice Chairman of the Engineering Export Promotion Council (EEPC) India,said in a statement that tractors are the largest component of the agricultural machinery export from the country, accounting for 66 per cent shipments.

[Read More](#)

India net Exporter of Agri-Machinery Equipment to Some Advanced Countries: EEPC

PTI (Carried by Outlook) - 23 Nov 2020

SIGNING OF MoUs

1. Memorandum of Understanding was signed between EEPC India and CSIR-NML, June 24, 2019



MOU being signed between EEPC India and CSIR- NML, Jamshedpur. Mr Adhip Mitra, Additional Executive Director & Secretary,EEPC India (left seated) and Dr Amitava Mitra, Chief Scientist & Head, CSIR-NML, Jamshedpur (seated on the right). Standing behind from left - Mr B D Agarwal, Regional Chairman (ER), EEPC India, Mr Mahesh K Desai, Sr Vice Chairman, EEPC India,Mr Ravi Sehgal, Chairman, EEPC India, Mr Arun Kumar Garodia, Vice Chairman, EEPC India, Dr Indranil Chatteraj, Director, CSIR -NML, Jamshedpur and Mr Bhaskar Sarkar, Advisor, EEPC India Technology Centre

2. Memorandum of Understanding was signed between Windsor Essex Economic Development Corporation and Canadian Association of Mold Makers and EEPC India for Promoting Technology Development, Trade and Investment between Canada and India

3. Memorandum of Understanding (MoU) for CSIR-AMPRI and EEPC India, July 19,2019



EEPC India inks MOU with CSIR-AMPRI - Mr AdhipMitra , Additional Executive Director & Secretary, EEPC India (6th from right) and Dr S K S Rathore, Senior Principal Scientist, CSIR- AMPRI (third from left). The rest from L to R- Mr Mahesh K Desai, Sr Vice Chairman, EEPC India; Dr Avanish Kumar Srivastava, Director, CSIR-AMPRI,Bhopal, Mr Bhaskar Sarkar, Advisor, EEPC India Technology Centre, Mr Ravi Sehgal, Chairman, EEPC India, Mr Arun Kumar Garodia, Vice Chairman, EEPC India, Mr B D Agarwal, Regional Chairman (ER), EEPC India and Mr G K Madhogaria, Dy Regional Chairman (ER), EEPC India

4. Memorandum of Understanding (MoU) between World Trade Centre Bhubaneshwar (WTC Bhubaneshwar) and EEPC India.

5. Memorandum of Understanding signed between Global Manufacturing Organisation Limited and EEPC India, 13 November, 2019



Mr Suranjan Gupta, Executive Director, EEPC India (left) is shaking hands with Mr NamirHourani, MD of GMIS after signing an MoU between Global Manufacturing Organisation Limited (GMOL) to partake in GMIS 2020 & Hannover Messe and other events.

6. Memorandum of Understanding was signed between Council of Scientific & Industrial Research (CSIR-NIIST) and EEPC India., 27 november, 2019, The Assemblage, Kolkata



Mr. Adhip Mitra, Addl. Executive Director & Secretary inked MoU on behalf of EEPC India with Dr S Savithri, Chief Scientist, CSIR-NIIST on future collaboration between EEPC India Technology Centre and CSIR-NIIST. From right Mr. Bhaskar Sarkar, Advisor, EEPC India Technology Centre, Mr. Suranjan Gupta, Executive Director, EEPC India; Mr. Ravi Sehgal, Chairman, EEPC India ; Mr. D.J. Basu, Sr. Jt. Director (Personnel & Administration), EEPC India, Mr. Maksudur Rahaman Molla, Design Engineer, EEPC India Technology Centre

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 Awards - 50th National Awards for the year 2017-18-held on December 10, 2019 at Hyatt Regency, New Delhi

2019 marked the Golden Jubilee year of EEPC India's National Awards for Export Excellence where we toasted to celebrate with 111 National Award winners across 8 categories and over 32 products along with 7 Winners from EEPC India – QCI Quality Awards assessing the Quality control compliance of the recipients. Mr Hardeep Singh Puri, Hon'ble Minister of State of Commerce and Industry, Government of India was the Chief Guest Mr B S Bhalla, Additional Secretary, Ministry of Commerce and Industry, Government of India, Mr Ravi Sehgal, Chairman, EEPC India; Mr Mahesh K Desai, Sr Vice Chairman, EEPC India, Mr Arun K Garodia, Vice Chairman, EEPC India and Ms Kamna Raj Aggarwalla, Regional Chairperson (NR), EEPC India were present



From Left Mr. Mahesh K Desai, Sr. Vice Chairman, EEPC India, Mr. B.S. Bhalla, Additional Secretary, Ministry of Commerce and Industry, Government of India, Mr. Ravi Sehgal, Chairman, EEPC India, Mr. Hardeep Singh Puri, Hon'ble Minister of State of Commerce and Industry, Government of India, Ms Kamna Raj Aggarwalla, Regional Chairperson(NR), EEPC India, Mr. Suranjan Gupta, Executive Director, EEPC India, Mr. Arun K Garodia, Vice Chairman, EEPC India

Eastern Regional 35th Export Excellence Award Function in Kolkata

The Regional Office organized the 35th Eastern Regional Export Excellence Award Function 2016-17 on August 31, 2019 at Grand Hotel, Kolkata. H.E. Mr. Jagdeep Dhankhar, 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 2016-17. Mr. Ravi Sehgal, Chairman, EEPC India; Mr. Arun K. Garodia, National Vice Chairman, EEPC India; Mr. B. D. Agarwal, Regional Chairman (ER), EEPC India; Mr. G. D. Shah, Former Chairman, EEPC India; Mr. Suranjan Gupta, Executive Director, EEPC India and Mrs Anima Pandey, Regional Director (ER) & Director (Membership), EEPC India were also present during the function. 49 Members from Eastern Region received the Awards. Mr. L. P. Gupta, Dy. Regional Chairman, EEPC India (ER) proposed the Vote of Thanks.



Mr Ravi Sehgal, Chairman, EEPC India addressing the house and on the dais H.E. Mr Jagdeep Dhankhar, Hon'ble Governor of West Bengal H.E. (5th from left), from Left - Ms Anima Pandey, Regional Director (ER) & Director, Membership, Mr L P Gupta, Dy Regional Chairman (ER), EEPC India; Mr B D Agarwal, Regional Chairman (ER), EEPC India; Mr G D Shah, Former Chairman, EEPC India, Mr Arun Kumar Garodia, Vice Chairman, EEPC India and Mr Suranjan Gupta, Executive Director, EEPC India

Southern Regional 42nd Export Excellence Award Function in Hyderabad

The Regional Office organized the 42nd Southern Regional Export Excellence Award Function 2017-18 on February 12, 2020 at Hotel Park Hyatt, Hyderabad. Shri K. S. Mani, Regional Chairman of EEPC India (SR) delivered Welcome Address. Shri Mahesh Desai, Sr. Vice Chairman of EEPC India delivered Key-note Address. H.E. Dr. Tamilsai Soundararajan, Hon'ble Governor of Telangana was the Chief Guest and honoured the Award Winners by presenting Trophies to 85 Award Winners under different categories. Vote of Thanks was given by Shri D. N. Rao, Deputy Regional Chairman, EEPC India (SR). There were large gathering during the Award Presentation Function.



H.E. Ms Tamilsai Soundararajan, Hon'ble Governor of Telangana , the Chief Guest at the event delivering the keynote address and the on the dais from L- Mr D N Rao, Deputy Regional Chairman (SR), EEPC India; Mr K S Mani, Regional Chairman (SR), EEPC India; Mr Mahesh Bhatt, Chairman, EEPC India and Mr C H Nadiger, Regional Director (SR), EEPC India

Western Regional Export Excellence Award Function 2016-17 in Mumbai

EEPC INDIA, Western Region felicitated meritorious exporters for their excellent export performance at the 35th Western Region Award Function for the year 2016-17 on 03rd February 2019 at Taj Mahal Palace, Mumbai. EEPC India has played a significant role in promoting in export of engineering goods, projects and services from India. EEPC India Western Region contributed around 41% of the total exports of Engineering Goods and Services during the year 2016-17. The engineering sector is one of the largest contributors to exports accounting for 24% of the total exports during 2016 – 17. India's engineering exports in 2016 – 17 was US \$58.78 Billion. Indian Engineering Industry has made rapid strides in development and modernization of manufacturing facilities, thus offering world class engineering products and contribution towards "Brand India" and "Make in India". Around 100 winners were proud recipients of the award. Recognition is the greatest motivator and wards instil a spirit of healthy competition.



Chief Guest, Shri Sudhir Mungantiwar, Hon'ble Minister of Finance & Planning and Forests, Government of Maharashtra with the memento from EEPC India. On his right : Mr. Ravi Sehgal, Chairman (EEPC India); Mr. Anoop Marwaha, Dy. Regional Chairman (WR), EEPC India and Dr. Rajat Srivastava, Regional Director (WR) & Director (Marketing & Sales), EEPC India. On his left: Mr. Sarabhjit Singh Bhasin, Dy. Regional Chairman (WR), EEPC India; Mr. K. L. Dhingra, Regional Chairman (WR), EEPC India

Northern Regional Export Excellence Award Function 2016-17 in Shimla

The Regional Office organized the 49th Northern Regional Export Excellence Award Function 2016-17 on 20th July, 2019 at The Peterhof Hotel, Shimla, Himachal Pradesh. Mr. Jai Ram Thakur, Hon'ble Chief Minister of Himachal Pradesh, 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; Mr. Suranjan Gupta, Executive Director and Mr. Rakesh Suraj, Regional Director (NR), EEPC India were also present during the function. 85 Members from Northern Region received the Awards. Mr. Pradeep Kumar Aggarwal proposed the Vote of Thanks.



Hon'ble Chief Minister of Himachal Pradesh, Mr Jai Ram Thakur presenting the awards. Also on the dais- EEPC India Chairman- Mr Ravi Sehgal, (on his right), Ms Kamna Raj Aggarwalla, Regional Chairperson (NR), EEPC India, (on his left). From left - Mr Pradeep Kumar Aggarwal, Dy Regional Chairman (NR), EEPC India Mr Gunit Rana, Dy Regional Chairman (NR), EEPC India; Mr Suranjan Gupta, Executive Director, EEPC India.

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 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 2020 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. Those 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 sector.

- With an objective to promote the concept of automation and digitization among the Indian industry, EEPC India with the support of Department of Heavy Industry, Government of India initiated a series of awareness programmes on "Industry 4.0". The first such programme was organized in Chennai on 15 March 2019 to coincide with IESS.
- EEPC India is working consistently to promote the cause of technology upgradation among the Indian industry. In this context, EEPC India is working closely with the Office of Principal Scientific Advisor to Government of India to build a connect between the engineering manufacturing clusters with relevant CSIR Labs.

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

1. RCEP Negotiation

- The Regional Comprehensive Economic Partnership Agreement (RCEP) is a proposed free trade agreement (FTA) between the ten member states of the Association of Southeast Asian Nations (ASEAN) (Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand, Vietnam) and its six FTA partners (China, Japan, India, South Korea, Australia and New Zealand). RCEP negotiations were formally launched in November 2012 at the ASEAN Summit in Cambodia.
- The 8th Inter-sessional Ministerial Meeting was held in Beijing during 2nd and 3rd August 2019 and prior to that the Commerce and Industry Minister, Mr. Piyush Goyal carried out a series of consultations with different stakeholders to understand their respective concerns. EEPC India was present in three of such meetings in Mumbai and Delhi respectively. While many issues were discussed, our main contention with respect to RCEP could be summed up as follows:
 - RCEP is essentially becoming a Free Trade Agreement between India and China. We believe the RCEP will be used by China to have such an agreement as otherwise India would never agree to a bilateral trade agreement. We already have a FTA with ASEAN and comprehensive economic arrangements with Japan, Korea, Singapore, and Malaysia in the RCEP region. Australia and New Zealand, we are already in discussion on some form of trade agreement but from the perspective of Industry, these are not make or break agreements;
 - We have a huge trade deficit in the RCEP region, particularly, with China and the ASEAN countries. Industry fears that dropping of tariffs will exacerbate the trade deficit from China, in particular, and thereby put water into Prime Minister's call for Make in India. We have, therefore, suggested a cautious approach of back loading tariff drops, if at all the Government signs RCEP. A differential tariff schedule for China is a must and the number of lines under tariff lines should be much lower than the rest of the countries;
 - We need clarity on liberalization of tariffs chapter wise. Our suggestion is that raw materials should be opened first, then intermediate products and thereafter final goods to promote Make in India and prevent inverted duties being exacerbated further. Moreover, all tariff line wise import substitution measures taken since 2014 should be in the exclusion list; and
 - Last but not the least, the Rules of Origin should be the same as that of ASEAN FTA to prevent spaghetti bowl effects for exporters.

2. State Specific Issues:

The Department of Commerce asked for state specific issues on exports where some action was required to eliminate any bottleneck to exports. EEPC India submitted a state-wise compilation of such issues faced by our member exporters on exporting from the states as per the feedback received from members from different states.

3. Pending IGST refunds for the months of May & June 2019

EEPC India has received representations from our member exporters particularly, from Kolkata, Gujarat and Delhi, stating that they are not receiving their IGST refunds for the months of May and June 2019 respectively, despite the Shipping Bills being processed and there is no "Error" in the entire filing process. EEPC India has forwarded few such cases to Chairman, Central Board of Indirect Taxes & Customs (CBIC) requested his intervention in this regard.

4. NTBs faced by Indian exporters in the Oceania region

Oceania region consists of 12 countries including Australia, Fiji, Kiribati, Nauru, New Zealand, Papua New Guinea, Samoa, Timor Leste, Tonga, Tuvalu and Vanuatu Republic. Of all the 12 countries, Australia and New Zealand play key roles in steering the economy of the region. EEPC India requested its members regarding NTBs faced by them in the Oceania region. Following issues were received and forwarded to the Department of Commerce.

- Competition with China: According to one of EEPC members who export Trailer parts (HS code 87169010) and leaf springs (HS code 73201011) to Australia, while Indian imports are charged at 5% import duty, Chinese imports are zero-rated under China-Australia bilateral FTA. This has affected competition of Indian exporters in the Australian market for the past 3 years. The industry requests the government to consider this issue while negotiating the bilateral FTA with Australia or in the RCEP forum;
- Another of our members exporting pressure cookers to Australia mentioned that every time they export, the Australian importer asks for fumigation certificate and also packaging declaration. Fumigating the consignments increases the transaction cost and giving packaging declaration along with the fumigation certificate increases the documentation work and causes delay. The industry also requests the government to consider this issue in future negotiations;
- Steel testing standards: In December 2013, Australia brought in steel testing standards for iron, steel and non-ferrous metal products.

5. Boosting of exports to China and US

- The MoCI felt that there are potential opportunity for India in Chinese and US markets arising out of US-China trade standoff requested EEPC India to provide inputs. For US, the council has recommended following sectors as potential:
 - Ferrous Castings, Industrial Fasteners, Flanges, Seamless Pipes and Tubes (excluding O&G application), Fabricated Steel Products, Pumps, Industrial Valves, Fabricated Steel Products, Machine Tools, Electric Rotating Machines, Electrical products like Transformers, Switchgears, Cables, Auto components, Renewable Equipments and Medical Devices.
- Following sectors were recommended as potential for China:
 - Steel Forgings, Machine Tools, Non-Ferrous Products, Bearing housings for machinery, Transmission elements: shafts and cranks.

6. Review of EPCG Scheme

- The Department of Commerce sought views of EEPC India regarding Review of EPCG Scheme. According to DGFT, engineering Goods account for nearly 50% of the EPCG licenses issued. Thus, EEPC India felt withdrawing of the EPCG scheme, if at all contemplated by the Government, should not be carried through. This is because the EPCG Scheme has played a pivotal role in upgrading technology in Indian industry irrespective of the scale of operation. Further, there are a lot of Capital Goods which are not manufactured in India and EPCG Scheme is a good way of importing these technologies by actual exporters. While it is true that there were some aberrations in the scheme, these have been addressed by the

DGFT from time to time to ensure that misuse of the said scheme is substantially reduced. The council also felt that EPCG Scheme should be modified to ensure that greater flexibility be provided so that at a time of global volatility in trade, member exporters are able to adjust their export obligation by ratifying the adjustment with their respective Registration Authorities. EEPC India urged the government to not to do away with EPCG Scheme given the need to boost our exports and upgrade our technology. This would also help in promoting technology intensive exports.

Alternatively, a lower customs duty on capital goods may be applied based on the quantum of investments made in any project without attaching any export obligation. Another possibility could be to permit duty-free imports of capital goods for manufacturing units located in the Towns of Export Excellence. This also need to be extended to this be also extended to MSME units especially for critical engineering capital goods such as Machine Tools, Environmental and Energy related capital goods.

7. Study of value Chain for inverted duty analysis

- EEPC has undertaken a product-wise study of value chain to find out the presence of inverted duty in engineering products across sectors. The study has been done for ASEAN, Japan, Korea, China and Latin American Countries in response to queries from the concerned FT division of the ministry. EEPC has found several such products where presence of inverted duty is causing damage to domestic manufacturers.

8. Action points on GST and Customs related issues

- EEPC prepared a set of action points for resolving GST and customs related issues as per the feedback of our exporters and submitted before DoC, Government of India. Along with this, a set of action points has also been prepared and submitted before DoC on other issue related to boosting exports.

9. Foreign Trade Policy Statement (FTP) 2020-24

In response to the requirement from the DoC, EEPC prepared its inputs for the FTP Statement 2020-24 for engineering sectors and submitted to the department. To provide continuity in the policy regime, the current FTP valid till 31st March 2020, has been extended till 31st March 2021 by DGFT*.

10. Compliance report on the directions given by Hon'ble CIM

In response to a requirement from FT Asian Division, EEPC prepared a detailed note on export potential by analyzing product wise export, import and tariff for the selected products in the Proforma provided by the Commodity Division.

11. Union Budget 2020-21

Hon'ble Finance Minister had announced two important policy aspects for exporters: Nirvik Scheme for lowering the cost of export credit and the RODTEP scheme for un-refunded taxes in electricity duty and VAT on POL products. EEPC India had compiled the following issues after the budget:

A. Remission of Duties and Taxes on Exported Products (RoDTEP)

This scheme should be introduced at the earliest. There was no allocation of fund for RODTEP in the Expenditure Budget though the Hon'ble FM had in September 2019 announced that it would be capped at Rs. 50000 crore. The Government have authorised all the export bodies and councils to seek information with respect to un-rebated taxes/ duties/levies used in the manufacture of export product(s) in prescribed formats. EEPC India have already initiated the process. Once again all the exporters also requested that information regarding RODTEP Scheme need to be circulated widely and the scheme be initiated at the earliest.

* Vide DGFT notification no. 57 dated 31st March, 2020.

B. Nirvik Scheme

On behalf of EEPC India we welcome the announcement of the Nirvik Scheme for lowering the cost of export credit. What will be the future of the Interest Equalization Scheme?

C. Tax collected at source (TCS): SEC 206C (1H)

The issue is with regard to insertion of sub-section 1H of section 206C of the Income Tax Act which require any seller of goods, who is receiving payment exceeding Rs.50 lacs, to deduct 0.1% as TCS from the buyer and in case, the buyer fails to provide PAN/Aadhar number, the TCS amount should be 1% by which the amount exceeds Rs.50 lacs. While few categories have been excluded, the exporters receiving remittance from a buyer abroad have not been included in the excluded categories.

The foreign buyer will neither have PAN or Aadhar and deducting of 1% TCS by Indian exporters would be a cost loaded to such exporters only. Therefore, EEPC India, requested the Government to issue necessary clarification or to add exporter's receiving money from buyers abroad in the exempted categories.

12. Availability of Steel to MSMEs at 'Export Parity Price'

EEPC India has been for some time demanding that steel be provided to MSME engineering exporters at the export parity price.

13. Merchant Exporters

With respect to Merchant Exporters, like exports under AA, EPCG or LUT, are allowed to export under LUT only and not under IGST paid shipping bill. It was felt that they should also be provided the facility to export under IGST paid Shipping Bill for faster refund. EEPC India had already sent representations to CBIC for taking necessary action to resolve the issue.

14. Input Credit for Tools and Dies

An exporter mentioned that often exporters import tools and dies which are used for production but not exported out and do not get Input Tax Credit. It was suggested that this issue be highlighted before the GST Council.

15. Risky Exporter

According to members' feedback, no proper procedure is being followed with respect to risky exporters' categorization. There is no kind of information being communicated to the affected exporters, such as Show Causes and only when the exporters go to check as to why their drawback and GST refund are not being received, they are informed to check the 'risky exporters list'. However, this has reduced considerably.

16. Problem of GSTR

Members mentioned that they were facing considerable problems in matching GSTR 1 and GSTR 2A, as often their suppliers would delete their invoices as a result of which reconciliation was becoming difficult. Members suggested that the filing of GST return should be quarterly or half-yearly, rather than every month. According to him, this change in procedure would save a lot of time and cost of the exporting community.

17. Bank charges for e-BRCs

Enormous amount for supplying EBRC's even though that a Govt. requirement and mandatory for filing MEIS Scheme, these charges must be lowered considerably.

18. E-Wallet

GST Council in October 2017 has agreed on E wallet. Implementation of the same it has been deferred Twice for 6 months. We request for the implementation of the same which shall solve the problem of Exporters. They shall neither pay tax in cash nor seek the refund, hence the issue of liquidity blockade and transaction cost will be resolved. At the same time department will also not require to make any refunds and this shall also take care of misuse of the refund (Revenue has reported a few cases of export frauds)

19. Customs Examination

Container examination on pan India basis has once again on peak. Even the e-sealed containers are put for examination. Exporter whose containers has been examined for more than 10 times and not reported any adverse remarks by customs are even subject to examination. This is not restricted to certain product or exporter.

This examination is not yielding much to department but exporter is subject to

- additional cost for examination which varied from 7000/15000 per container
- risk of cargo getting damaged in respect of quality or packing based on its nature
- risk of missing the vessel

Liberal approach should be there for export under LUT as no IGST Refund is involved.

We request this should be bare minimum and software should be designed to have bare minimum or no examination where no adverse comments or remarks are mentioned by customs in the last 3 or 4 examinations.

20. Technology Upgradation Fund

EEPC India had welcomed the announcement of Technology Upgradation Fund for Auto components and requested that the same could be extended to other engineering sectors too.

21. Export Credit

With respect to the suggestion made by the Hon'ble Minister to dispense with Interest Equalization and make available Pre Shipment and Post-Shipment Credit in foreign exchange to all exporters at LIBOR+ 200 basis point, EEPC, as per the views of its member exporters, suggested to keep both the option of PCFC Libor plus 2% or better still the RBI Gold Card Scheme of LIBOR + 0.75 per cent as also perhaps the provision of Rupee Export Credit at the Repo rate for all MSMEs at least, if we have to move from a regime of Interest Subvention/Equalization Regime, so that issues of access to Foreign Currency Credit do not become a problem in different parts of the country. A choice may be given to exporters to decide.

22. Import of Second Hand Capital Goods

EEPC India had requested the Government that a holistic view be taken before deciding on a policy on second hand capital goods. It needs to be noted that MSME sector depends on second hand capital goods and this should continue to be imported at the MFN or FTA rates.

23. Enhancing MSME Limits

The EEPC suggestion in this context included that the investment in Plant and machinery limits should be raised to Rs 50 crore or the Turnover based definition of MSME should be introduced as soon as possible. The Union Government in its 'Atmanirbhar Package' redefined MSMEs.

24. Extension of Sabka Vishwas (Legacy Dispute Resolution) Scheme, 2019 to EPCG and Advance Authorisation Holders

It is suggested that the EPCG and AA Schemes too should be brought under the Sabka Vishwas (Legacy Dispute Resolution) Scheme, 2019 as this will give immense relief to the licence holders of these schemes. In line with the Vivad se Vishwas Scheme, amnesty should also be granted for non-fulfilment of EO under EPCG and AA scheme due to the downturn in global trade cycle.

25. Extending Duty Drawback Benefits for supplies from DTA to SEZ against payment in INR

At present, the benefit of duty drawback can be availed by a DTA unit supplies to an SEZ Unit only if exports are made in freely convertible currency. In case the payment is INR, the DBK benefit is not given, though duty drawback is available in case of supply to an SEZ developer or co-developer even if the payment is realised in rupees.

Many of our member exporters, who are in the DTA Units and supply to SEZ units do so against payment in Rupees, have requested for extending the duty drawback benefits in Special Economic Zones (SEZs) against payment in rupees for encouraging SEZ units to procure from domestic suppliers and ensure that they are able to maintain export competitiveness. Several manufacturers in SEZs also prefer to source some of their inputs from the domestic tariff area (DTA) when suppliers are competitive and can adhere to stringent global standards, instead of going in for duty-free imports. When inputs are sourced domestically, they are not affected by movements in foreign currency. The realisations for the DTA units also become volatile if sales are denominated in foreign currency due to fluctuating exchange rates. Further, inputs sourced domestically saves foreign exchange involved in import of goods which the SEZ would have resorted to in the absence of appropriate domestic supplies.

26. Digital Signature

For every on line activity be it in DGFT, GST, Ports, Ministry of Company Affairs etc., separate Digital signatures are required and there is only one issuing authority. EEPC India had suggested that once a Digital signature was taken by an exporter should be made applicable for all registration and verification purposes.

27. Concessional tax for manufacturing domestic companies under section 115ba and 115ab

The Taxation Laws (Amendment) Act, 2019, inserted section 115 BAA and section 115 BAB in the Income Tax Act, 1961, to provide certain domestic manufacturing companies to be taxed at a concessional tax rates. The newly inserted section 115 BAB provides that only a company registered on or after 01.10.2019 will be qualified for this section to be taxed at a concessional rate of 15%. EEPC India had requested the Government to extend this benefit to all the companies under the MSME sector.

LIST OF ANNEXURES

ANNEXURE – I

Details of Seminars / Meetings / Conferences /Technology Meet / Capacity Building for Upgradation of Quality – during the year 2019-20

Name of the Office	Event Details	Date	Venue
Ahmedabad	Seminar on Foreign Trade Policy – Manual v/s. Digitization – Facilities and Benefits	26.04.2019	Ahmedabad
Ahmedabad	Organized New Members Meet	28.05.2019	Ahmedabad
Ahmedabad	Organized New Members Meet	14.06.2019	Ahmedabad
Ahmedabad	Internal Audit by AQL Systems & Consultants	14.06.2019	Ahmedabad
Ahmedabad	Organized New Members Meet	28.06.2019	Ahmedabad
Ahmedabad	Organized meeting with Uganda delegation team visited at EEPC India Sub-Regional Office, Ahmedabad along with the Indian distributor for interacting with EEPC India and looking for exporters of Food Processing Machineries from India	17.07.2019	Ahmedabad
Ahmedabad	Organized New Members Meet	30.07.2019	Ahmedabad
Ahmedabad	Visited to Kathwada and Naroda GIDC for meeting companies for new membership and mobilization of international events	14.08.2019	Ahmedabad
Ahmedabad	Visited PharmaTech Expo and LabTech Expo 2019 at Gujarat University Convention Centre, Ahmedabad for meeting exhibitors to promote EEPC India's activities and events	21.08.2019	Ahmedabad
Ahmedabad	Organized New Members Meet	22.08.2019	Ahmedabad
Ahmedabad	Workshop on Strategic Leadership Masterclass for CEOs – Recipe for sustainable Growth	13.09.2019	Ahmedabad
Ahmedabad	Organized New Members Meet	30.09.2019	Ahmedabad
Ahmedabad	Awareness Workshop on Factoring as an excellent and an appropriate finance product / finance option for the exporters in the engineering industry	10.10.2019	Ahmedabad
Ahmedabad	Celebration and pledge ceremony on the occasion of National Unity Day at various places in Ahmedabad	31.10.2019	Ahmedabad
Ahmedabad	Seminar on 'The Invoice Finance Advantage: Collateral-Free Trade Finance made Easy by Drop Capital' and Business Opportunities at International Engineering Sourcing Show 2020	07.11.2019	Ahmedabad

Name of the Office	Event Details	Date	Venue
Ahmedabad	Swachhta Pakhwada Campaign organized at Ahmedabad	08.11.2019	Ahmedabad
Ahmedabad	Organized New Members Meet	15.11.2019	Ahmedabad
Ahmedabad	Observation of Communal Harmony Week by spreading the word through standees and distribution of stamps, circulation of information across the members during the Communal Harmony Week	19.11.2019 to 25.11.2019	Ahmedabad
Ahmedabad	Industrial plant visit of Air Control & Chemical Engineering Co. Ltd., Barejadi, Ahmedabad to interact with the members to inform about various benefits / incentives / subsidies provided by EEPC India from time to time and brief on the forthcoming International events and IESS 2020	21.11.2019	Barejadi
Ahmedabad	Industrial plant visit of Rhino Machines Pvt. Ltd. Vitthal Udyog Nagar to interact with the member to inform about various benefits / incentives / subsidies provided by EEPC India from time to time and brief on the forthcoming International events and IESS 2020	26.11.2019	Vitthal Udyog Nagar
Ahmedabad	Interactive meeting with Engineering Industries and Association at Vitthal Udyog Nagar to brief on the activities of EEPC India and various benefits/ incentives / subsidies provided by EEPC India	26.11.2019	Vitthal Udyog Nagar
Ahmedabad	Reading of Preamble ceremony on the occasion of 'Constitution Day'	26.11.2019	Ahmedabad
Ahmedabad	Seminar on Building a World Class Organization and Export Opportunities at International Engineering Sourcing Show 2020 at ENGIMACH Exhibition at Gandhinagar	05.12.2019	Gandhinagar
Ahmedabad	Participation at ENGIMACH Exhibition for mobilization of IESS 2020	04.12.2019 to 08.12.2019	Gandhinagar
Ahmedabad	Organized New Members Meet	23.12.2019	Ahmedabad
Ahmedabad	Attended programme organized by EDI and presentation given on EEPC India activities and IESS-IX 2020 by EEPC India officials	06.01.2020	Gandhinagar
Ahmedabad	Visited Industrial plant of Rollepaa Engineering India Pvt. Ltd. Ashwamegh Industrial Estate, Changodar and Ashutosh Power TransBelts Ltd., Dholeshwar Industrial Estate, Changodar to interact with the members to inform about various benefits/ incentives/ subsidies provided by EEPC India from time to time and promote IESS 2020	10.01.2020	Ahmedabad
Ahmedabad	Organized New Members Meet	17.01.2020	Ahmedabad
Ahmedabad	EEPC India in association with Ankleshwar Industries Association organized a seminar on 'How to Increase Engineering Export Worldwide' and Business Opportunities at International Engineering Sourcing Show 2020 at Ankleshwar Industries Association, Ankleshwar	24.01.2020	Ankleshwar
Ahmedabad	Organized an Interactive meeting with members for participation at IESS 2020	05.02.2020	Ahmedabad

Name of the Office	Event Details	Date	Venue
Ahmedabad	Visited industrial plant of Chicago Blower (India) Pvt. Ltd. Village Aklacha, Mahemdabad and Draftair (India) Pvt. Ltd., GIDC, Vatva, Ahmedabad to interact with the members to inform about various benefits/ incentives/ subsidies provided by EEPC India from time to time and promote the forthcoming IESS 2020	13.02.2020	Aklacha & Vatva
Ahmedabad	Organized New Members Meet	14.02.2020	Ahmedabad
Ahmedabad	Attended seminar organized by MSME- DI, Ahmedabad on Export Promotion for Foundry Cluster in association with the Institute of India Foundrymen (IIF)	03.03.2020	Ahmedabad
Bengaluru	Roundtable discussion on IPR and challenges faced by MSMEs with O/o. Principal Scientific Advisor to brief on draft patent amendment rules 2018 and to understand challenges faced by MSMEs.	16.04.2019	Bengaluru
Bengaluru	New Members Meet and awareness programme on Export Incentives and Services of EEPC India	10.05.2019	Bengaluru
Bengaluru	Attended meeting at KASSIA and delivered speech on role of EEPC and the FTP incentives provided to exporters	30.05.2019	Bengaluru
Bengaluru	Organized Internal Quality Audit with special focus on Tech Centre, Bengaluru	02.07.2019	Bengaluru
Bengaluru	Inauguration of EEPC India Belagavi Chapter	23.07.2019	Belagavi
Bengaluru	Organized a Tech Meet for Electrical, Industrial, Electronics, Automotive and Aero Clusters in association with O/o. PSA	02.08.2019	Bengaluru
Bengaluru	Seminar on using Internet and Digital Media for Global Market Search and penetration	18.10.2019	Bengaluru
Bengaluru	Outreach programme for Belagavi District Export Hut	20.11.2019	Belagavi
Bengaluru	Organized Internal Quality Audit with special focus on Tech Centre, Bengaluru	06.12.2019	Bengaluru
Bengaluru	Interactive session on 'GST in Exports'	17.12.2019	Bengaluru
Bengaluru	Participated SME Outreach programme organized by JD, DIC Government of Karnataka along with the Office of the DGFT at Doddaballapur Textile Integrated Park	21.01.2020	Doddaballapur
Bengaluru	Organized RBSM at IMTEX Forming 2020	24.01.2020 to 25.01.2020	Bengaluru
Bengaluru	Organized an interactive session on exports, IESS 2020 and SME listing. The key speaker was Mr. Himanshu Srivastava, National Stock Exchange, Mr. Thejas, NSDL, Ms. Prachi Mittal, FedSec and EEPC India officials	28.01.2020	Mangalore
Bengaluru	Inauguration of EEPC India Chapter in Kerala	19.02.2020	Kerala
Chennai	Organized New Members Meet	26.04.2019	Chennai
Chennai	Organized inauguration of EEPC India Coimbatore Chapter	11.05.2019	Coimbatore

Name of the Office	Event Details	Date	Venue
Chennai	Discussion Session on Logistics Performance Index and export opportunities in Vietnam	19.06.2019	Coimbatore
Chennai	Awareness seminar on opportunities and procedure for exports	26.06.2019	Chennai
Chennai	Organized seminar on International Trade – opportunities and challenges exports and exports opportunities for engineering products through worldwide events with focus on doing business with Vietnam	16.07.2019	Chennai
Chennai	Organized Workshop on Exports and Imports Procedures at SIEMA	24.07.2019	Coimbatore
Chennai	Awareness seminar on export market and interaction with various stakeholders relating to exports at SIEMA	21.08.2019	Coimbatore
Chennai	Workshop on using Internet and Digital Media for global market search and penetration	29.08.2019	Chennai
Chennai	MSME Membership Drive	07.09.2019	Chennai
Chennai	Internet & Digital Media for global market search and penetration	19.09.2019	Chennai
Chennai	Internet & Digital Media for global market search and penetration at SIEMA	27.09.2019	Coimbatore
Chennai	Organized seminar on Business and Export Opportunities	27.09.2019	Chennai
Chennai	Organized Half-day workshop on Customs Process and Procedures for exports and imports	31.10.2019	Chennai
Chennai	Organized session on exports opportunities for engineering products in Europe through Flanders Region	26.11.2019	Chennai
Chennai	Industry visit with Delegates from Flanders	26.11.2019	Chennai
Chennai	Organized session on exports opportunities for engineering products in Europe through Flanders Region. Mr. K. S. Mani, Regional Chairman (SR), EEPC India, Mr. Mark Van Den Vreken, Consul General of Belgium and other officials of EEPC India were present.	27.11.2019	Coimbatore
Chennai	Export opportunities for engineering products at IESS IX	28.11.2019	Chennai
Chennai	Organized session on Latest Amendments in GST for EXIM Trade	28.11.2019	Chennai
Chennai	EEPC India Membership Drive at Kanjikode Industries Forum	27.12.2019	Palakkad, Kerala
Chennai	Organized IESS IX Advisory Committee meeting	09.01.2020	Coimbatore
Chennai	Session on Export and opportunities at IESS IX and SME Listing – Hedging & Risk Management at Exchange Platform	28.01.2020	Mangalore
Chennai	Attended Export Awareness programme organized by MSME DI	31.01.2020	Chennai
Chennai	Organized session on export opportunities for engineering products at IESS IX at SIEMA	05.02.2020	Coimbatore
Chennai	Curtain Raiser and Press Conference in Connection with IESS IX	28.02.2020	Coimbatore
Hyderabad	Organized New Members Meet	15.05.2019	Hyderabad
Hyderabad	Organized session on GST – Goods & Services Tax – Issues, Challenges and opportunities for exports	12.06.2019	Secunderabad

Name of the Office	Event Details	Date	Venue
Hyderabad	Seminar on Business Export Opportunities at overseas market with focus on doing business with Vietnam	28.06.2019	Secunderabad
Hyderabad	Organized Internal Quality Audit	01.07.2019	Secunderabad
Hyderabad	Seminar on Export opportunities for MSMEs. EEPC India as Technical Partner	10.07.2019	Secunderabad
Hyderabad	Organized session on Letters of Credit & Discrepancy Management in International Trade	11.09.2019	Secunderabad
Hyderabad	Inauguration of EEPC India Visakhapatnam, Andhra Pradesh Chapter	19.09.2019	Visakhapatnam
Hyderabad	Organized session on Advance Incoterms	15.10.2019	Secunderabad
Hyderabad	Organized seminar on International Trade Opportunities & Challenges for MSMEs	14.11.2019	Hyderabad
Hyderabad	Seminar on using internet and digital media for global market search and penetration	04.12.2019	Secunderabad
Hyderabad	Attended ICC MSME Linkages 2019 2nd Edition, Sector – Aerospace, Defence and Railways	12.12.2019	Hyderabad
Hyderabad	New Members Meet	27.02.2020	Hyderabad
Hyderabad	Industrial Motivational Campaign	28.02.2020	Hyderabad
Jalandhar	Organized awareness programme on International Business Opportunities	05.04.2019	Jalandhar
Jalandhar	Participated Pharma Tech and Lab Expo 2019	19.04.2019	Chandigarh
Jalandhar	Participated India Medical Show (IMS 2019)	26.04.2019	Chandigarh
Jalandhar	Interactive session on GST issues, Steel price, ICE Gate, Export market and Government support. Mr. Ravi Sehgal, Chairman, Ms. Kamna Raj Aggarwalla, Regional Chairperson (NR), Mr. Ajay Goswami W.C. Member, Mr. Gunit Rana, Dy. Regional Chairman (NR), Mr. S. Gupta, Executive Director, EEPC India were present.	04.05.2019	Jalandhar
Jalandhar	Seminar on Life after GSP and opportunities in new markets like Vietnam and Kazakhstan and EEPC India's events	07.06.2019	Jalandhar
Jalandhar	Export awareness programme on Finance and FTP for MSME in association with Bhiwadi Chamber of Commerce & Industry	15.07.2019	Bhiwadi
Jalandhar	Attended meeting on CQCTD and addressed quality and trade issues of the exporters at DGFT Ludhiana	12.09.2019	Jalandhar
Jalandhar	Export Awareness programme on International Business Opportunities through EEPC and investment / business opportunities in Greece and Cyprus. Dr. Param Preet Rai, DC Customs, Mr. Rajiv Soni, Dy. DGFT Ludhiana, and Mr. Naveen Kalhotra, Supdt. Customs AEO attended the programme	13.09.2019	Ludhiana
Jalandhar	Organized seminar on Industry 4.0 in association with DHI and different Industry Associations and Institutions	28.11.2019	Jalandhar

Name of the Office	Event Details	Date	Venue
Jalandhar	Organized Trade Meet with exporters and Banking and Finance Association in association with PHD Chamber of Commerce & Industry Chandigarh	04.12.2019	Jalandhar
Jalandhar	Participated at Industrial Motivation Campaign on export promotion and awareness in association with DIC Nahan an Pharma Machinery Manufacturer Association Cluster.	06.12.2019	Sirmour
Jalandhar	Meeting with Mr. Gurpal Singh ZGM of NSIC Ludhiana on IESS 2020 participation	10.12.2019	Ludhiana
Jalandhar	Attended meeting of MSME Export Promotion Committee in Ludhiana where DGFT was also present	10.12.2019	Ludhiana
Jalandhar	Meeting with Dr. Parampreet Rai, Customs DC, Mr. Baljeet Singh, Supdt. Customs at Sahnewal Customs to solve IGST related issues of the members	10.12.2019	Ludhiana
Jalandhar	Organized Export Awareness programme with ECGC and DGFT on export related issues	26.12.2019	Phagwara
Jalandhar	Interactive session in association with DIC Ghaziabad, Government of U.P. on Global Opportunities at IESS 2020, Coimbatore	09.01.2020	Ghaziabad
Jalandhar	Export awareness programme with DGFT and MSME. Mrs. Kamna Raj Aggarwalla, Regional Chairperson (NR) was chaired the programme. Mr. Ajay Goswami, Convener, Hand Tools Panel & W. C. Member, Mr. Tushar Jain, Convener, Agricultural Machinery Panel & W.C. Member and other EEPC India officials were present and presented global opportunities through IESS 2020.	10.01.2020	Jalandhar
Jalandhar	Export Awareness programme in association with Karnal Agricultural Implements Manufacturers Association on export benefits and how to product competitive for export market, raw materials for MSME. MAI scheme also discussed in this programme.	21.01.2020	Karnal
Jalandhar	Organized Bicycle Technology Seminar. Mr. Pradeep Aggarwal, Panel Convener chaired the seminar and discuss on policy, technology, standards branding etc. of bicycle industry and launched 'Lets Resolve' moto.	17.02.2020	Ludhiana
Kolkata	Organized discussion meeting of Senior Office Bearers on submission of proposals to the Government on State Level Taxes	02.04.2019	Kolkata
Kolkata	Organized Regional Award Committee Meeting 2016-17	02.04.2019	Kolkata
Kolkata	Organized seminar on Intellectual Property Rights	26.04.2019	Kolkata
Kolkata	Organized meeting of Senior Office Bearers for discussion on Chapter Office under EEPC India (ER)	03.05.2019	Kolkata
Kolkata	Awareness session on Importance of Packaging in Engineering Industry and Financing Options for MSMEs	17.05.2019	Kolkata

Name of the Office	Event Details	Date	Venue
Kolkata	Awareness session on Circular Economy for Productivity and Sustainability	30.05.2019	Kolkata
Kolkata	Organized meeting on Rebate of State Levies (RoSL) discussion	17.06.2019	Kolkata
Kolkata	Opening Ceremony of EEPC India Bhilai (Chhattisgarh) Chapter and Export Awareness Session. Mr. Anurag Pandey, IAS, Director, Directorate of Industries, Chhattisgarh graded the occasion. Mr. Ravi Dubey, Asst. Manager, ECGC Ltd. Raipur, Mr. Pradosh Rout, Zonal Head, Odisha and Chhattisgarh, ICICI Bank Ltd. and EEPC India Officials were present.	20.06.2019	Bhilai
Kolkata	Seminar on 'Materials Science and Engineering' followed by a mini book fair on 'Science and Technology'. Mr. Ravi Sehgal, National Chairman, Dr. Indranil Chatteraj, Director, CSIR-NML, Jamshedpur, Mr. Mahesh Desai, Sr. Vice Chairman, Mr. A. K. Garodia, Vice Chairman, Mr. B. D. Agarwal, Regional Chairman (ER), Mr. A. Mitra, Addl. Executive Director & Secretary, EEPC India, Dr. Amitava Mitra, Chief Scientist & Head, CSIR-NML, Jamshedpur and other officials of EEPC India were also present. A MoU was signed between EEPC India and CSIR-NML, Jamshedpur.	24.06.2019	Kolkata
Kolkata	Brainstorming Session on Export Opportunities from West Bengal organized jointly with MSME-DI, Kolkata	28.06.2019	Kolkata
Kolkata	Opening Ceremony of EEPC India Jamshedpur (Jharkhand) Chapter and Export Awareness Session focusing on Export Finance at Jamshedpur	03.07.2019	Jamshedpur
Kolkata	Live viewing session of the Union Budget 2019-20	05.07.2019	Kolkata
Kolkata	Organized seminar on Alternative Material	19.07.2019	Kolkata
Kolkata	Organized Regional Committee Meeting	23.07.2019	Kolkata
Kolkata	Opening Ceremony of EEPC India Asansol (West Bengal) Chapter and Export Awareness session. Mr. Moley Ghatak, Hon'ble Minister in Charge (Labour, ESI, Judicial and Law Department), Government of West Bengal graded the occasion as Chief Guest. Other dignitaries were also present.	03.08.2019	Asansol
Kolkata	Interactive Session on 'Transition from 2D to 3D Design'	07.08.2019	Kolkata
Kolkata	Awareness session on Industry 4.0 organized in collaboration with Department of Heavy Industries (DHI), Government of India	08.08.2019	Kolkata
Kolkata	Inauguration of EEPC India Technology Centre, Kolkata followed by Interactive Session with Dr. Anup Wadhawan, IAS, Commerce Secretary, Ministry of Commerce & Industry, Government of India. Dr. Wadhawan was the Chief Guest and Mr. B. S. Bhalla, Addl. Secretary, Department of Commerce was Guest of Honour at the occasion	14.08.2019	Kolkata
Kolkata	Interactive Meet with Mr. Sharad Kumar Saraf, President of FIEO	26.08.2019	Kolkata

Name of the Office	Event Details	Date	Venue
Kolkata	Organized seminar on 'Advance Manufacturing'. Mr. Ravi Sengal, National Chairman, Mr. Mahesh Desai, Sr. Vice Chairman, Mr. A. Mitra, Addl. Executive Director & Secretary and other officials of EEPC India were present. Dr. Suresh Kumar K., Scientist 'F', O/o. PSA, Government had joint the session through Webinar.	13.09.2019	Kolkata
Kolkata	Session on Energy Conservation, Management and Audit of Electrical & Thermal Utilities. The session was facilitated by Mr. Arbind Sinha, Asst. Director, National Productivity Council, Regional Directorate, Kolkata, Ms. Padma Ganesh, Dy. Secretary, Department of Commerce. Mr. Ravi Sehgal, Chairman, Mr. A. K. Garodia, Vice Chairman, Mr. G. K. Madhogaria, Dy. Regional Chairman (ER), and other EEPC officials were present during the session	26.09.2019	Kolkata
Kolkata	New Members' Meet on Indee Bangladesh and IESS IX 2020	24.10.2019	Kolkata
Kolkata	Rashtriya Ekta Diwas Celebration and Pledge taking Ceremony	31.10.2019	Kolkata
Kolkata	Niryat Bandhu Workshop and session on Efficient Logistics Management, Online Digital Platform and Smart Financing. The key dignitaries were Mr. Anand Mishra, Dy. DGFT, Kolkata, Dr. Deepankar Sinha, Professor, Trade Operations and Logistics, IIFT, Kolkata, Mr. S.S. Chouhan, Dy. Director, Export Inspection Agency, Kolkata, Mr. Siddhartha Mukherjee, Zonal Head, ECGC (East, Mr. Ravi Sehgal, Chairman, Mr. A. K. Garodia, Vice Chairman, Mr. B. D. Agarwal, Regional Chairman (ER), Mr. G. K. Madhogaria, Dy. Regional Chairman (ER) and other officials of EEPC India were present.	31.10.2019	Kolkata
Kolkata	Attended session on Exports – Pathway to Mission 5 Trillion' organized by Indian Electrical and Electronics Manufacturers Association (IEEMA)	01.11.2019	Kolkata
Kolkata	Organized Export Clinic-cum-Help Desk at 8th International Mining Exhibition 2019	06.11.2019 to 09.11.2019	Kolkata
Kolkata	Workshop on Alternative Materials	06.11.2019	Kolkata
Kolkata	Opening ceremony of EEPC India Cuttack (Odisha) Chapter and Export Awareness session	08.11.2019	Bhubaneswar
Kolkata	Seminar on 'Benefits of simulation software for foundries'	27.11.2019	Kolkata
Kolkata	Session on Export Finance Management and Roadshow on global market opportunities at IESS IX 2020	29.11.2019	Bhilai
Kolkata	Interactive session on New Processes for the Foundry	05.12.2019	Kolkata
Kolkata	Export Awareness session under Niryat Bandhu Campaign by DGFT and Roadshow on Global Business Opportunities at IESS IX 2020	13.12.2019	Rourkela
Kolkata	Roadshow on Global Business Opportunities at IESS IX 2020	18.12.2019	Kolkata
Kolkata	Organized Regional Committee Meeting	07.01.2020	Kolkata

Name of the Office	Event Details	Date	Venue
Kolkata	Attended Odisha MSME International Trade Fair 2020	08.01.2020 to 12.01.2020	Bhubaneswar
Kolkata	Organized seminar on 'Ease of Doing Business and Sustenance of MSMEs' at the Odisha MSME International Trade Fair 2020	11.01.2020	Bhubaneswar
Kolkata	Export awareness session under Niryat Bandhu Campaign by DGFT and Roadshow on Global Business Opportunities at IESS IX 2020. The key dignitaries at the session were Mr. Anand Mohan Mishra, ITS, Dy. DGFT, Kolkata, Mr. Inder Agarwal, Convener, Jamshedpur (Jharkhand) Chapter, Mr. Praveen Gutgutia, Dy. Convener, Jamshedpur (Jharkhand) Chapter and other EEPC officials.	20.01.2020	Jamshedpur
Kolkata	Organized Live Viewing Session of the Union Budget 2020-21	01.02.2020	Kolkata
Kolkata	Organized awareness programme on 'Cyber Security and Smart Currency Hedging Practices	07.02.2020	Kolkata
Kolkata	Interactive session on Input Tax Credit and New GST Returns. The dignitaries present were Mr. Partha Santra, Superintendent, CGST & Central Excise, Mr. Ankan Bose, Superintendent, CGST & Central Excise and other EEPC India officials	14.02.2020	Kolkata
Kolkata	Export Awareness session under Niryat Bandhu Campaign by DGFT & Roadshow on Global Business Opportunities at IESS IX 2020	17.02.2020	Balasore
Mumbai	Attended EODC Camp at O/o. Addl. DGFT regarding Advance Authorizations & EPCG License issue	25.04.2019	Mumbai
Mumbai	MSME Seminar on Doing Business with USA AND Alternate Source of Finance by Drip Capital and GST Audit	03.05.2019	Mumbai
Mumbai	Organized Buyer-Seller Meet for member-exporters with Mr. Fabricio Bernal, General Director, Mueller Commercial from Mexico	03.05.2019	Mumbai
Mumbai	Seminar organized by Mumbai University Kalina Campus on 'emerging Opportunities of Multiple Trade Segments in Africa. Dr. R. Srivastava, Director (Mktg. & Sales) & Regional Director, EEPC India, Mumbai was the guest speaker.	04.05.2019	Mumbai
Mumbai	Participated 'Mega Business Conclave' by Saturday Club Global Trust & Manufacturing Association of Satara (MAS). EEPC India official educate and shed the light on international trade investments, opportunities in exports for MSME manufacturers of Satara region	10.05.2019	Satara
Mumbai	Technical Seminar on Process Capability Analysis	14.05.2019	Mumbai
Mumbai	EEPC India was official invited as special guest by Saturday Club Global Trust (SCGT) for the interaction and export benefit session	05.06.2019	Mumbai
Mumbai	Attended World Trade Day 2019 organized by World Trade Centre, Mumbai	13.06.2019	Aurangabad

Name of the Office	Event Details	Date	Venue
Mumbai	Organized Internal Audit for Mumbai office by AQL Systems & Consultants	17.06.2019 to 18.06.2019	Mumbai
Mumbai	Attended World Trade Day 2019 organized by World Trade Centre, Mumbai	18.06.2019	Kolhapur
Mumbai	Organized Technology Meet in association with CSIR	19.06.2019	Aurangabad
Mumbai	Export Awareness Seminar for MSME Support Niryat Bandhu Initiatives of DGFT and engineering export opportunities	28.06.2019	Indore
Mumbai	South African delegates visited Regional Office, Mumbai and met with Mr. K. L. Dhingra, Regional Chairman (WR), EEPC India and other members.	19.07.2019	Mumbai
Mumbai	Organized Seminar on 'Doing Business with Africa with a focus on Ethiopia and Collateral-Free Trade Finance made Easy by Drip Capital	26.07.2019	Pune
Mumbai	Visited to Kathwada and Naroda GIDC for meeting with companies for new membership and mobilization to participate at Mactech 2019	14.08.2019	Kathwada & Naroda
Mumbai	Turkish delegation led by Mr. Zafar Arabul, Board Member, Electrical and Electronics Exporters' Association, Turkey, Mr. Ali Kaldirimci, Asst. Manager, Electrical and Electronics Exporters' Association, Turkey, Ms. Buket Aktas, Asst. Expert, Electrical and Electronics Exporters' Association, Turkey visited Regional Office Mumbai and met with Mr. C.D. Shah, Panel Convener (P-10) & W.C. Member and other EEPC India officials	22.08.2019	Mumbai
Mumbai	Inauguration of Indore Chapter and organized Export Awareness Seminar	24.08.2019	Indore
Mumbai	Attended Workshop on Trade Notice organized by DGFT, Mumbai. The workshop conducted by MD. Moin Afaque, Dy. DGFT, O/o. DGFT, New Delhi and personnel from TCS to ensure that exporters' feedback were duly incorporated in the new software design process.	30.08.2019	Mumbai
Mumbai	New Members Meet	30.08.2019	Mumbai
Mumbai	Attended meeting on Territorial Committee on North America over video conferencing. The meeting was chaired by Mr. Anupam Shah, Chairman of this Committee and W.C. member	20.09.2019	Mumbai
Mumbai	Participated in Bearing Expo 2019	15.10.2019 to	Mumbai
Mumbai	Inauguration of Aurangabad Chapter and organized awareness seminar	18.10.2019	Aurangabad
Mumbai	Celebration and pledge ceremony on the occasion of National Unity Day at NSCI Club, Sardar Vallabhbhai Patel Stadium	31.10.2019	Mumbai
Mumbai	Attended meeting with Mr. Umesh Tayade, Chairman of Additional Ambarnath Manufacturers Association for mobilization of new members	05.11.2019	Ambarnath

Name of the Office	Event Details	Date	Venue
Mumbai	Swachhta Pakhwada Campaign organized at Mumbai	08.11.2019	Mumbai
Mumbai	Programme on new proposed scheme for Remission of Duties and Taxes on exported products (RoDTEP)	11.11.2019	Mumbai
Mumbai	Participated at 3rd Edition of World Trade Expo (WTE) organized by MVIRDC World Trade Centre, Mumbai and All India Association of Industries in association with Maharashtra Industry, Trade and Investor Facilitation Cell (MAITRI), Government of Maharashtra	13.11.2019 to 14.11.2019	Mumbai
Mumbai	Attended Udyogdindi 2019 Exhibition organized by Saturday Club Global Trust	18.11.2019	Pune
Mumbai	Meetings with various new member companies	19.11.2019	Pune
Mumbai	Observed of Communal Harmony Week by spreading the word through standees and distribution of stamps, circulation of information across the members during the Communal Harmony Week to volunteer themselves to contribute for the noble cause directly to the NFCH Account	19.11.2019 to 25.11.2019	Mumbai
Mumbai	Awareness programme on Doing Business with Ethiopia and Bangladesh and export opportunities during IESS – IX	29.11.2019	Mumbai
Mumbai	Visited to engineering exporters (MSME industry) based in GOA Industrial Area	08.12.2019 to 15.12.2019	Goa
Mumbai	Participated an Outreach Programme for District Export Hubs organization by District Industries Centre, Raigad in association with the O/o. DGFT Mumbai	19.12.2019	Raigad
Mumbai	Participated Advantage Maharashtra Expo 2020	09.01.2020 to 12.01.2020	Aurangabad
Mumbai	Meeting with Mr. Umesh Tayade, Chairman of Additional Ambarnath Manufacturers Association for mobilization of new members and to conduct seminar	28.01.2020	Ambarnath
Mumbai	New Members Meet	31.01.2020	Mumbai
Mumbai	Seminar on Export Incentives and Global export opportunities in International Engineering Sourcing Show (IESS)	06.02.2020	Thane
Mumbai	Attended awareness programme on Cyber Security organized by EEPC India Head Office, Kolkata over video conference	07.02.2020	Mumbai
Mumbai	Meeting with Industrial Steel Rolling Mill & Co. Ambarnath	08.02.2020	Thane
Mumbai	Meeting with Hibson Enterprise, Ambarnath	11.02.2020	Thane
Mumbai	Logistics Alliance Germany delegation visited Regional Office and discuss on logistic made in Germany	26.02.2020	Mumbai

Name of the Office	Event Details	Date	Venue
New Delhi	Organized Symposium on Globalization of Technologies and Standards for Light E-Vehicle market in India in support with DGFT. Representative of O/o. PSA Department of Science and Technology, BIS, IIT Delhi and Mr. Hans Neupart from Germany has participated as a key speaker in this seminar	02.04.2019	New Delhi
New Delhi	Organized New Members Meet and discussed different export incentives, benefits and other global business opportunities all over the world	16.04.2019	New Delhi
New Delhi	Meeting with Kalambh Industrial Area with Himachal Drug Manufacturer Association (HDMA) on Himachal Pradesh export policy and potential market and scope of export.	09.07.2019	Himachal pradesh
New Delhi	Meeting with Himachal Chamber of Commerce and Industry regarding EEPC India's activities and focused for the export awareness for MSME	09.07.2019	Sirmour
New Delhi	Meeting with Baddi Barotiwai Nalagarh Industrial Association on EEPC India Chapter	10.07.2019	Baddi
New Delhi	Meeting with Mr. Harpal Singh, MD & Chairman, Sterling Thirslington regarding forthcoming Regional Award function	10.07.2019	Baddi
New Delhi	Meeting with SBP Group for mobilizing membership as well as forthcoming Award function	10.07.2019	Baddi
New Delhi	Meeting with Mr. Prashant, SDM Nalagarh regarding Award function	17.07.2019	Nalagarh
New Delhi	Meeting with MSME DI Solan for Award function	17.07.2019	Nalagarh
New Delhi	Meeting with Solan Industrial Area with Himachal Drug Manufacture Association member regarding EEPC India's activities and mobilizing participation for EEPC India events.	18.07.2019	Solan
New Delhi	Meeting with Ms. Debshweta Banik, IAS, MD, HPMC and Mr. Devesh Kumar, MD, Himachal Pradesh Power Corporation regarding EEPC India's activities and invite forthcoming Award Function	18.07.2019	Solan
New Delhi	Organized Press briefing meet at Shimla	19.07.2019	Shimla
New Delhi	Interactive session with Dr. Nitin Seth, Professor and Dr. Ankit Kesharwani, Asst. Profession in Marketing, Centre for Trade Facilitation and Logistics, IIFT on Logistics Problems and solutions	26.07.2019	New Delhi
New Delhi	Attended Stakeholders workshop on Export Strategy and Export Policy of Uttarkhand organized by Directorate of Industries	02.08.2019	Dehradun
New Delhi	Inaguration of Chapter – Baddi. Mr. Ravi Sehgal, Chairman, Ms. Kamna Raj Aggarwalla, Regional Chairperson (NR), Mr. S. Gupta, Executive Director, EEPC India and other EEPC India officials were present	10.08.2019	Baddi
New Delhi	Export awareness programme on Niryat Bandhu Scheme. Global Business Opportunities at IESS and interactive ssion on Invoice Finance Advantage : Collateral-Free Finance made Easy	28.08.2019	Faridabad

Name of the Office	Event Details	Date	Venue
New Delhi	Attended Industrial Motivation Campaign for benefit of MSME Entrepreneurs organized by MSME Development Institute, Jaipur in association with SSI Association, Kota	13.09.2019	Kota
New Delhi	Interactive session on IESS IX and International exhibitions and mobilizing participation.	18.09.2019	Greater Noida
New Delhi	An Awareness programme on export awareness and credit linked subsidy scheme specially focused on the challenges and opportunities in the field of export and finance partially in the state of Jammu and Kashmir for industrial sector organized in association with MSME DI and Bari Brahmna Industries Association. Smt. Anoo Malhotra, Director Industries and Commerce, Jammu was the Chief Guest.	19.09.2019	Jammu
New Delhi	Participated 2-day ODOP Udyam Samagam. Mr. Udaybhan Singh, Minister of State for MSME was inaugurated the programme.	27.09.2019 to 28.09.2019	Ghaziabad
New Delhi	New members meet	30.09.2019	New Delhi
New Delhi	EEPC India and DGFT jointly organized an Export awareness programme on Niryat Bandhu Scheme and business opportunities at IESS IX and interactive session on the Invoice Finance Advantage: Collateral-Free Trade Finance made Easy.	16.10.2019	New Delhi
New Delhi	Attended meeting for participants at 'Rising Himachal Global Investors Meet'	19.10.2019	Shimla
New Delhi	Attended Business interaction with delegates of Panama Government on behalf of National Investment promotion Agency, Ministry of Commerce and Industry, Republic of Panama organized by Indo Latin American Chamber of Commerce	21.10.2019	New Delhi
New Delhi	Organized Roadshow on IESS IX along with Foundry Association, Ball Bearing Association, Tube & Wire Association and DIC Jaipur.	01.11.2019	Jaipur
New Delhi	Participated in Cable and Wire Exhibition. Mr. S. Gupta, Executive Director, EEPC India was the Special Guest and shared the dais with Former Union Minister Mr. Suresh Prabhu.	06.11.2019 to 08.11.2019	New Delhi
New Delhi	Participated at Rising Himachal Summit 2019 and mobilizing participants for IESS IX and other events	07.11.2019	Dharamshala
New Delhi	Meeting with Dharamshala Industrial Association for membership drive	08.11.2019	Dharamshala
New Delhi	Jaipur Chapter Inauguration programme. Mr. Ravi Sehgal, Chairman, Mr. C. K. Mishra, Jt. DGFT, Jaipur, Mr. Vikram Jain, President (Mktg.) Universal Auto Foundry Ltd., Jaipur, Chapter Convener and Mr. Lalit Ahuja, Dy. Chapter Convener and other dignitaries along with EEPC India officials were present at this occasion	09.11.2019	Jaipur

Name of the Office	Event Details	Date	Venue
New Delhi	Participated as an advisory Council to discuss about the engineering products logistic concern and the solutions. EEPC India was the associate partner for Logistic Conclave and Conference with Logistics Division of the Ministry of Commerce as well as they have launched together a Compendium	19.11.2019 to 20.11.2019	New Delhi
New Delhi	Press meet regarding Dehradun Chapter office	21.11.2019	Dehradun
New Delhi	Inauguration of Dehradun Chapter Office	22.11.2019	Dehradun
New Delhi	Organized Technology meet	27.11.2019	New Delhi
New Delhi	Meeting with Industries Department and SIDCO on incentive schemes	17.12.2019	Jammu
New Delhi	Organized seminar in association with Industrial Manufacturers Association, Ghaziabad on global opportunities at IESS 2020 and Indee Bangladesh 2020. Also discussed the benefits to participate in EEPC India's event.	18.12.2019	Ghaziabad
New Delhi	Export Awareness Programme on 'Designing a District Export Strategy' in Faridabad in association with O/o. Addl. DGFT (CLA) and IAMSME	23.12.2019	Faridabad
New Delhi	Organized New Members Meet	24.12.2019	New Delhi
New Delhi	Organized Export Awareness Seminar in association with Indian Industries Association (IIA) Shamli Chapters on export benefits, product competitive for export market, raw material for MSME.	16.01.2020	Shamli
New Delhi	Organized a meeting with members and Turkey delegation with the help of Turkey Embassy for automotive parts, electrical machinery, electronics equipment, wire and cable and generator.	21.01.2020	New Delhi
New Delhi	Interactive session organized with Industrial Area Manufacturer Association (IAMA) on IESS IX	22.01.2020	Ghaziabad
New Delhi	New Members Meet	24.01.2020	New Delhi
New Delhi	Interactive session organized with Anand Industrial Area Manufacturer Association on IESS IX, Coimbatore	24.01.2020	Ghaziabad
New Delhi	Attended seminar on Haryana State Government's constituted District Level Export Promotion Committee in Rohtak under the Chairmanship of Deputy Commissioner for identification of potential export products from the District and to prepare a District Export Promotion action plan alongwith draft frame work and quantifiable results of the export performance.	03.02.2020	Rohtak
New Delhi	Organized export awareness programme on IESS 2020, Coimbatore in association with Industries Association of Uttarakhand.	05.02.2020	Haridwar
New Delhi	Organized Industrial Motivation Campaign on Export for MSMEs jointly with MSME Development Institute, Jaipur and Jodhpur Industries Association.	16.02.2020	Jodhpur

Details of Meetings with Government Officials/Agencies/Open House Meeting held during the year 2019-20

Eastern Region

- Interaction of exporters and importers with Hon'ble Chairman and Deputy Chairman of KoPT at Kolkata on April 17, 2019.
- Meeting of Customs Clearance Facilitation Committee (CCFC) of Kolkata Customs at Kolkata on May 29, 2019.
- Meeting with DGFT Kolkata on 'New prospects and emerging scenario for Indian industry in view of China-US Trade War at Kolkata on July 26, 2019.
- Stakeholders meeting for Operationalisation of ICD (Inland Container Depot) at Adityapur Auto Cluster, Jamshedpur on August 27, 2019.
- Interactive session with Hon'ble Union Minister of Finance, Smt. Nirmala Sitharaman at Kolkata on September 06, 2019.
- Consultative meeting called by West Bengal State Government on 'Bengal Business Conclave' at Digha, West Bengal on November 06, 2019.
- Meeting with Mr. K. Ravi Kumar, Secretary, Department of Industry, Government of Jharkhand for promoting IESS IX 2020 at Jharkhand on December 16, 2019.
- Attended meeting on MCCI Insurance Forum 2019 at Kolkata on December 18, 2019.
- Meeting on export potential and areas of Government intervention for MSMEs of the State in Kolkata on January 06, 2020.
- Attended Stakeholders' Consultation on West Bengal Export Strategy called by WBIDC – Export Promotion Cell at Kolkata on January 27, 2020.
- Interactive session with Mr. Unmesh Sharad Wagh, IRS, Commissioner (Port), Kolkata Customs in Kolkata on February 19, 2020.

Northern Region

- Interactive session with Mr. Sudhir Nautiyal, Director Industries, Government of Uttarkhand regarding for participating events organized by EEPC India at Dehradun on May 24, 2019.
- Meeting with Mr. Jairam Thakur, Hon'ble Chief Minister, Government of Himachal Pradesh regarding Regional Award function and invite as Chief Guest at Himachal Sadan, Delhi on May 28, 2019.
- Meeting with Mr. B. S. Bhalla, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India regarding exporters problems and bottleneck faced by exporters and solutions at New Delhi on June 12, 2019.
- Meeting with Mr. D.D. Shjarma, HPTDC for organizing 49th Regional Award Function at Shimla on June 27, 2019.

- Meeting with Dr. Raj Krishan Pruthi, IAS, Deputy Commissioner, on branding and promotions for the Award Function at Nahan, H.P. on July 09, 2019.
- Meeting with Mr. Srikant Badli, Principal Secretary, PS to Industry Minister, Mr. Manoj Kumar, Addl. Chief Secretary, Mr. Abid Hussain, Special Secretary, Industry for inviting Award function. They have invited for Road Show / Seminar during the HP Investor Summit at Shimla on July 19, 2019.
- Meeting with Ms. G. Anupama, IAS, Commissioner, Faridabad Division on IESS at Faridabad on August 27, 2019.
- Meeting with RBI Chandigarh in the case of Good Good Manufacturer vs Kotak Bank at Chandigarh on November 13, 2019.
- Meeting with MSME, NSIC and DGFT Ludhiana regarding IESS 2020 and Hardware fair Germany at Ludhiana on November 15, 2019.
- Meeting with Principal Secretary, Jammu & Kashmir along with Director of Industries Jammu regarding proposal to Government of Jammu & Kashmir to participate at IESS 2020 AT Jammu on December 16, 2019.

Western Region

- Meeting with DGFT on Export Obligation Discharge Certificate (EODC) Camp at DGFT Ahmedabad Office on May 06 – 10, 2019.
- Interactive session about MEIS application for OFAC sanctioned Countries' organized by DGFT, Mumbai on July 22, 2019 at Mumbai.
- Stakeholder meeting on RCEP wherein Hon'ble Commerce and Industry Minister, Mr. Piyush Goyal was Chief Guest on July 22, 2019 at Mumbai.
- Meeting in Indian Institute of Packaging chaired by Mrs. Meeta Rajivlochan, IAS, Addl. DGFT, Mumbai to help the Packing Industry in India from Chinese export on August 02, 2019 at Mumbai.
- State Export Advisory Committee meeting organized by DGFT, Mumbai chaired by Meeta Rajivlochan, Addl. DGFT on August 29, 2019 at Mumbai.
- Interactive Session with Dr. Anup Wadhawan, IAS, Commerce Secretary on September 13, 2019 at Mumbai.
- Consultative meeting for Export & Export promotion under the Chairmanship of Industries Commissioner at Gandhinagar on October 11, 2019.
- State Export Advisory Committee meeting at O/o. Development Commissioner, Dahej, SEZ, Ahmedabad on October 21, 2019.
- Meeting with Md. Lutfor Rahman, Dy. High Commissioner, Bangladesh for inviting seminar on November 07, 2019 at Mumbai.
- State Export Advisory Committee meeting at O/o. Development Commissioner, Dahej, SEZ, Ahmedabad on December 16, 2019.
- 20th meeting of Sub-Committee of State level Banking Committee (SLBC) for Export Promotion (SCEP) at Ahmedabad on December 24, 2019.
- Meeting with indextb, Government of Gujarat for the participation in IESS 2020 at Gandhinagar on January 28, 2020.

Southern Region

- Interactive session with Customs Officials on AEO and eSanchit on September 12, 2019 at Bengaluru.
- Interactive session on export and import issues with DGFT, Customs, GST, Ports and RBI and export opportunities for engineering products on December 18, 2019 at Chennai.

ANNEXURE – III

Training Programme Organized during the year 2019-20 Eastern Region

- Half day training programme on 'Product Market Identification and Market Entry Strategies' on May 24, 2019.
- Half day training programme on 'Labour Laws – Recent Amendments and its implications on September 19, 2019.
- Programme on 'Entry into Export Market : Process and Documentation" on November 29, 2019.
- Programme on E-Invoicing in GST System and Session on ERP and Digital Transformation on December 18, 2019.

Southern Region

- Training session on 'Procedure to claim incentive and GST refund' on June 07, 2019 at Bengaluru.
- SolidCAM Software training programme on June 26, 2019 at Bengaluru.
- One day training programme on Engineering Statistics for Six Sigma – (Batch1) on July 17, 2019 at Bengaluru.
- One day training programme on Engineering Statistics for Six Sigma – (Batch2) on August 28, 2019 at Bengaluru.
- Organized training programme on Design for Manufacturing, Assembly and Excellence – (Batch -1) on September 27, 2019 at Bengaluru.
- Organized training programme on Design for Manufacturing, Assembly and Excellence – (Batch -2) on October 23, 2019 at Bengaluru.
- Training programme on Value Stream Mapping – (Batch1) on December 18, 2019 at Bengaluru.
- Training programme on Value Stream Mapping – (Batch2) on December 20, 2019 at Bengaluru.
- Training programme on Autodesk Inventor Sheet Metal Design on January 21, 2020 at Bengaluru.

Western Region

- Certification Course in Foreign Trade – Module 1 International Marketing by Mr. Arvind Khedkar on April 12, 2019 at Mumbai.
- Certification Course in Foreign Trade – Module 2 Shipping & Logistics by Mr. S. R. Binju on April 13, 2019 at Mumbai.
- Certification Course in Foreign Trade – Module 3 on Foreign Trade Policy by Mr. A. N. Khedkar on April 20, 2019 at Mumbai.
- Certification Course in Foreign Trade – Module 4 on International Payment Term & L/C by Mr. Eknath Birari on April 25, 2019 at Mumbai.

- Certification Course in Foreign Trade – Module 5 on Export Pricing and Costing by Mr. A. N. Khedkar and Mr. S. R. Binju on April 27, 2019 at Mumbai.
- Training programme on International Marketing by Mr. Arvind Khedkar on July 12, 2019 at Mumbai.
- Training programme on Shipping & Logistics by Mr. S. R. Binju on July 13, 2019 at Mumbai.
- Training programme on International Payment Terms & L/C by Professor Eknath Birari on July 19, 2019 at Mumbai.
- Training programme on Foreign Trade Policy by Mr. Arvind Khedkar on July 20, 2019 at Mumbai.
- Training programme on Export Pricing and Costing by Mr. Arvind Khedkar and Mr. S. R. Binju on July 27, 2019 at Mumbai.
- Training programme on International Marketing by Mr. Arvind Khedkar on October 04, 2019 at Mumbai.
- Training programme on International Payment Terms & L/C by Prof. Eknath Birari on October 05, 2019 at Mumbai.
- Training programme on Foreign Trade Policy by Mr. Arvind Khedkar on October 11, 2019 at Mumbai.
- Training programme on Shipping & Logistics by Mr. S. R. Binju on October 12, 2019 at Mumbai.
- Training programme on Export Pricing and Costing by Mr. Arvind Khedkar and Mr. S. R. Binju on October 19, 2019 at Mumbai.
- Half-day training programme on Understanding GST and refund for exporters by CA Kapil Bansal and CA Arifa Gumani on November 22, 2019 at Mumbai.
- Training programme on International Marketing by Mr. Arvind Khedkar on January 10, 2020 at Mumbai.
- Training programme on International Payment Terms & L/C by Mr. Eknath Birari on January 11, 2020 at Mumbai.
- Training programme on Foreign Trade Policy by Mr. Arvind Khedkar on January 17, 2020 at Mumbai.
- One day training programme on How to Successful in Export & Understanding International Business and Export Documentations and Export Incentives by Mr. Mihir Shah on January 17, 2020 at Mumbai.
- Training programme on Shipping & Logistic by Mr. S. R. Binju on January 18 at Mumbai.
- Training programme on Export Pricing & Costing by Mr. Arvind Khedkar and Mr. S. R. Binju on January 25, 2020 at Mumbai.
- Training session on how to be successful in export, understanding basis of international trade by Mr. Mihir Shah on January 31, 2019 at Indore.

Northern Region

- Programme on “Internship” on June 05, 2018 at Jalandhar.

ANNEXURE-IV

Details of Panel Meetings Held during 2019-20

Sl. No.	Name of the Panel	Date of Meeting	Place of Meeting
1.	Electrical Machinery (P-10)	20.12.2019	Ahmedabad
2.	Iron and Steel (P-13)	25.04.2019	Mumbai
3.	Fabricated Steel Structures including Transmission Line Towers (P-16)	09.07.2019	Kolkata
4.	Machine Tools (P-14)	31.07.2019	Kolkata
5.	Joint meeting of Sanitary Castings including Builders Hardware (P-20) and Ferrous Industrial Castings (P-21)	07.08.2019	Kolkata
6.	Hand Tools (P15)	04.09.2019	Jalandhar
7.	Iron and Steel (P-13)	06.09.2019	Mumbai
8.	Fastners – all types (P-27)	13.09.2019	Jalandhar
9.	Agricultural Machinery (P-04)	27.09.2019	Ludhiana
10.	Bright Bars and other Misc. products (P-19)	27.09.2019	Kolkata
11.	Iron and Steel (P-13)	07.11.2019	Mumbai
12.	Joint meeting of Sanitary Castings including Builders Hardware (P-20) and Ferrous Industrial Castings (P-21)	11.11.2019	Kolkata
13.	Agricultural Machinery (P-04)	18.11.2019	Ludhiana
14.	Electrical Machinery (P-10)	20.12.2019	Mumbai
15.	Bicycle Parts and similar products (P-08)	23.12.2019	Ludhiana
16.	Iron and Steel (P-13)	24.02.2020	Mumbai
17.	Machine Tools (P-14)	18.03.2020	Bengaluru

WORKING COMMITTEE

Sl. No.	Name of Members	Address	Name of the Panel
1.	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.	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.	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.	Tushar Jain General Manager	M/s. Basant International B-38, Industrial Development Colony Jalandhar 144 008	Agricultural Machinery
5.	Gireeshan Amban Nelliatt Director	M/s. Avon Seals Private Limited G-2, Ambattur Indl. Estate Chennai 600 058	Other Industrial Machinery
6.	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
7.	Amrit G. Jalavadia Partner	M/s. Sensitive Industries 1 Umakant Pandit Udhog Nagar MAVDI Plot Rajkot – 360 004, Gujarat	Internal Combustion Engines
8.	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

Sl. No.	Name of Members	Address	Name of the Panel
9	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
10	Binod Kumar Sarda	M/s. Sarda Magnetics Pvt. Ltd. S-7/1, Kasba Industrial Estate Kolkata 700 107	Machine Tools
11	Ajay Kumar Partner	M/s. Ajay Manufacturing Company 1071, Urban Estate, Phase - 1 Jalandhar 144 001	Hand Tools
12	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
13	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
14	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
15	Girish Kumar Madhogaria	M/s. NIF Ispat Limited P-260, Beneras Road Howrah 711 108	Sanitary Castings including Builders Hardware
16	Ravi 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
17	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.
18	Vikram Jhunjunwala Chairman & Managing Director	M/s. Century Extrusions Ltd 113, Park Street Block-N, 2nd Floor Kolkata 700 016	Aluminium and Products (other than Castings)

Sl. No.	Name of Members	Address	Name of the Panel
19	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)
20	K. S. Mani Proprietor	M/s. Atlas Machine Tools "Atlas House" 14/568 (1) Kunnathurmedu Palakkad – 678013, Kerala	Design, Technical and Consultancy Services
21	Kamna Raj Aggarwalla Partner (Director Marketing)	M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004	Fasteners - all types
22	Mahesh 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.
23	P. K. Shah Director	M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Project Exports
24	Rakesh Shah Partner	M/s. Nipha Enterprises LLP 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Construction and Earthmoving Machinery
25	Dilip Kumar Rajgarhia Director	M/s. Shree GR Export Pvt. Ltd 2A Pretoria Street, Kolkata 700071	Mica and other Mineral Products
26	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
27	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
28	C. S. Shukla Director	M/s. Paramount Surgimed Ltd 31C, Pocket-B Siddhartha Extension, New Delhi 110 014	Industrial & Scientific Instruments
29	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

Sl. No.	Name of Members	Address	Name of the Panel
30	Mahesh Chandra Keyal	M/s. Mortex (India) 1A, East India House 20 British Indian Street Kolkata 700 069	Ferro Alloys.
31	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
32	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.
33	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
34	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

35	Dr. Srikar K. Reddy Joint Secretary	Department of Commerce Ministry of Commerce & Industry Government of India Udyog Bhavan, Room No. 247 New Delhi – 110 011
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ALTERNATE

	Durga Sakthi Nagpal Deputy Secretary	Department of Commerce Ministry of Commerce & Industry Government of India Udyog Bhavan, Room No.280 New Delhi – 110 011
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MEMBER FROM THE SECRETARIAT

36	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

SPECIAL INVITEES – PAST CHAIRMEN (Not Otherwise Represented)

37	Ramesh Maheshwari
38	G. D. Shah
39	R. P. Jhalani
40	M.C. Shah
41	Aman Chadha

OTHERS – TERRITORIAL COMMITTEE CHAIRMEN (Not Otherwise Represented)

42	Mukul Khandelwal	Committee on Trade with GCC Countries
43	Aakash Shah	Committee on Trade with SAARC,
44	Om Prakash Agarwal	Committee on Trade with Australia, New Zealand
45	Pritesh C. Shah	Committee on Trade with CIS Countries

OFFICE BEARERS

Mahesh Desai	Chairman EEPC India	(Contact details given under Sl. No. 22)
Arun Kumar Garodia	Vice Chairman EEPC India	(Contact details given under Sl. No. 12)
Kamna Raj Aggarwalla	Regional Chairperson (NR), EEPC India	(Contact details given under Sl. No. 21)
B. D. Agarwal	Regional Chairman (ER), EEPC India	(Contact details given under Sl. No. 32)
Krishanlal Dhingra	Regional Chairman (WR), EEPC India	(Contact details given under Sl. No. 27)
K. S. Mani	Regional Chairman (SR), EEPC India	(Contact details given under Sl. No. 20)

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

Mahesh Desai	Chairman
Arun Kumar Garodia	Vice Chairman
B. D. Agarwal	Regional Chairman (ER)
Kamna Raj Aggarwalla	Regional Chairperson (NR)
Krishanlal Dhingra	Regional Chairman (WR)
K. S. Mani	Regional Chairman (SR)
Anupam Shah	Member
Rakesh Shah	Member
Tarvinder Singh Bhasin	Member
Dr. Srikar K Reddy	Government Nominee
Ms. Durga Sakthi Nagpal	Alternate of Government Nominee
P. K. Shah	Special Invitee
Aman Chadha	Special Invitee
Ravi Sehgal	Immediate Past Chairman

INDEPENDENT AUDITOR'S REPORT & ACCOUNTS

Report on the Financial Statements

Opinion

We have audited the accompanying financial statements of EEPC INDIA (Company Limited by Guarantee) ("the Council") which comprise the Balance Sheet as at March 31, 2020, the Statement of Income & Expenditure and the Cash Flow Statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

In our opinion and to the best of our information and according to the explanations given to us, 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 Council as at March 31, 2020, its surplus and Cash Flows for the year ended on that date.

Basis for opinion

We conducted our audit in accordance with the standards on auditing specified under section 143 (10) of the Companies Act, 2013. Our responsibilities under those Standards are further described in the auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the Council 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 our audit of the financial statements under the provisions of the Act and the rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the code of ethics.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Reporting of key audit matters as per SA 701, Key Audit Matters are not applicable to the Council as it is an unlisted company.

Information other than the financial statements and auditors' report thereon

The Council's Working Committee is responsible for the preparation of the other information. The other information comprises the information included in the Report of the Working Committee including Annexures to Report of the Working Committee's Report but does not include the financial statements and our auditors' report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the standalone financial statements or our knowledge obtained during the course of our audit or otherwise appears to be materially mis-stated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of Management and Those Charged With Governance for the Financial Statements

The Council's Working Committee is responsible for the matters stated in section 134(5) of the Companies Act, 2013 ("the Act") with respect to the preparation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Council in accordance with the accounting principles generally accepted in India, including the accounting standards specified under section 133 of the Act. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Council and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statement that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Council's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Council or to cease operations, or has no realistic alternative but to do so.

The Council's Working Committee is also responsible for overseeing the Council's financial reporting process.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- 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, we are also responsible for expressing our opinion on whether the Council 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 Council's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Council 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.

We 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 we identify during our audit.

We also provide those charged with governance with a statement that we 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 our 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 our opinion and according to the information and explanation given to us, 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, we report that:
 - a) We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;
 - b) In our opinion, proper books of account as required by law have been kept by the Council so far as appears from our 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 our 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 us, we report that none of the members of the Working Committee is disqualified as on 31st March, 2020 from being appointed as a member of the Working Committee 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 Council and the operating effectiveness of such controls, refer to our 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 our opinion and to the best of our information and according to the explanations given to us:
 - 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: 4th December 2020

Diamond Heritage, Unit No.H605A
6th Floor, 16 Strand Road, Kolkata 700001

For **RANJIT JAIN & CO.**
Chartered Accountants
FRN:322505E
(RANJIT JAIN)
PARTNER

Mem. No. 056597
UDIN : 20056597AAAACM3796

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")

We have audited the internal financial controls over financial reporting of EEPC INDIA (Company Limited by Guarantee) ("the Council") as of 31st March, 2020 in conjunction with our audit of the financial statements of the Council for the year ended on that date.

Management's Responsibility for Internal Financial Controls

The Council's management is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Council 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 Council'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

Our responsibility is to express an opinion on the Council's internal financial controls over financial reporting based on our audit. We conducted our 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 we 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.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our 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.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Council's internal financial controls system over financial reporting.

Meaning of Internal Financial Controls over Financial Reporting

A Council'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 Council'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 Council;

- (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 Council are being made only in accordance with authorisations of management and working committee of the Council; and
- (3) Provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the Council'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 our opinion, the Council 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, 2020, based on the internal control over financial reporting criteria established by the Council 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: 4th December 2020

For **RANJIT JAIN & CO.**
Chartered Accountants
FRN:322505E
(RANJIT JAIN)
Partner
Mem. No. 056597
UDIN : 20056597AAAACM3796

BALANCE SHEET as at 31st March, 2020

		AS ON 31.03.2020	AS ON 31.03.2019
(In ₹)			
<hr/>			
EQUITY AND LIABILITIES			
Funds			
(a) Reserves & Surplus	2.1	732,310,501	715,465,160
Non-current Liabilities			
(a) Long-term provisions	2.2	81,386,423	75,841,714
Current Liabilities			
(a) Trade Payables	2.3	80,744,704	44,795,683
(b) Other Current Liabilities	2.4	62,467,074	50,402,686
(c) Short-term provisions	2.5	8,475,731	6,779,450
TOTAL		965,384,433	893,284,693
<hr/>			
ASSETS			
Non-current Assets			
(a) Property, Plant and Equipment			
(i) Tangible Assets	2.6	230,536,637	244,665,436
(b) Long-term Loans & Advances	2.7	8,533,486	10,312,708
Current Assets			
(a) Trade Receivables	2.8	47,019,554	59,437,981
(b) Cash & Cash Equivalents	2.9	528,784,103	466,979,693
(c) Short-term Loans & Advances	2.10	49,481,920	84,850,655
(d) Other Current Assets	2.11	101,028,733	27,038,220
TOTAL		965,384,433	893,284,693
<hr/>			
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1		
OTHER EXPLANATORY INFORMATION	3		

Signed in terms of our audit report of even date.

For **Ranjit Jain & Co.**
Chartered Accountants
F. R. N. 322505 E
(Ranjit Jain)
Partner
M. No. 56597

UDIN : 20056597AAAACM3796

MAHESH KANTILAL DESAI
Chairman
DIN :0000199020
ARUN KUMAR GARODIA
Vice Chairman
DIN :0000011061
SURANJAN GUPTA
Executive Director
DIN :0008156826
ADHIP MITRA
AED & Secretary

Dated : 4th December 2020

STATEMENT OF INCOME AND EXPENDITURE for the year ended 31st March, 2020

PARTICULARS	Note No.	2019-2020	2018-2019
(In ₹)			
INCOME			
Revenue from Operations	2.12	376,406,771	430,061,545
Grant-in-aid from Govt. of India	2.13	244,085,890	187,977,115
Other Income	2.14	39,496,679	36,671,783
Total Revenue		659,989,340	654,710,443
EXPENSES			
Employee benefits expense	2.15	196,706,979	180,672,082
Depreciation & Amortisation	2.16	24,292,810	18,165,385
Other expenses	2.17	431,574,039	438,214,194
Total Expenses		652,573,828	637,051,661
Surplus /(Deficit) for the year		7,415,512	17,658,782

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1
OTHER EXPLANATORY INFORMATION	3

Signed in terms of our audit report of even date.

For **Ranjit Jain & Co.**
Chartered Accountants
F. R. N. 322505 E
(Ranjit Jain)
Partner

M. No. 56597
UDIN : 20056597AAAACM3796

MAHESH KANTILAL DESAI
Chairman
DIN: 0000199020

ARUN KUMAR GARODIA
Vice Chairman
DIN: 0000011061

SURANJAN GUPTA
Executive Director
DIN: 0008156826

ADHIP MITRA
AED & Secretary

Dated : 4th December 2020

NOTES ON ACCOUNTS for the year ended March 31, 2020

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

(In ₹)

Particulars	As at 31.03.2020	As at 31.03.2019
NOTE: 2.1: RESERVES & SURPLUS		
General Reserve Fund		
As per last Balance Sheet	165,470,980	165,470,980
(A)	<u>165,470,980</u>	<u>165,470,980</u>
Export Development Fund		
As per last Balance Sheet	185,194,053	174,436,984
Add : Interest on earmarked Investments	9,429,829	10,757,069
Add: Addition during the year	-	-
(B)	<u>194,623,882</u>	<u>185,194,053</u>
Building Fund		
As per last Balance Sheet	287,594,381	272,594,381
Add : Addition during the year	-	15,000,000
(C)	<u>287,594,381</u>	<u>287,594,381</u>
Surplus		
As per last Balance Sheet	77,205,746	74,546,964
Add : Transferred from the Statement of Income and Expenditure	7,415,512	17,658,782
	84,621,258	92,205,746
Less : Transferred to Funds	-	15,000,000
Closing Balance	<u>84,621,258</u>	<u>77,205,746</u>
(D)		
Total (A) +(B) +(C)+(D)	<u>732,310,501</u>	<u>715,465,160</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2020 (Contd.)

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

Particulars	As at 31.03.2020	As at 31.03.2019
(In ₹)		
NOTE: 2.2: LONG-TERM PROVISIONS		
Staff Gratuity & Leave Encashment	81,386,423	75,841,714
NOTE: 2.3: TRADE PAYABLES		
(i) Total outstanding dues of micro enterprises and small enterprises	4,802,498	628,034
(ii) Total outstanding dues of creditor other than micro enterprises and small enterprises	75,942,206	44,167,649
	80,744,704	44,795,683
NOTE: 2.4: OTHER CURRENT LIABILITIES		
Outstanding Liabilities	10,765,986	13,288,912
GST Payable	6,009,164	6,452,864
Received-in-advance/Refundable to Government	15,192,916	-
Received-in-advance/Refundable to members/participants	30,499,008	30,660,910
	62,467,074	50,402,686
NOTE: 2.5: SHORT TERM PROVISIONS		
Gratuity	7,875,779	6,181,201
Leave Encashment	599,952	598,249
	8,475,731	6,779,450

NOTES ON ACCOUNTS

for the year ended March 31, 2020 (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 31.03.2019	Additions During the year	Adjustments on Deduction	As on 31.03.2020	As on 31.03.2019	Provided for the year	Adjust- ment on Deduction	Up to 31.03.2020	As on 31.03.2020	As on 31.03.2019
A. TANGIBLES										
Land & Building	282,006,071	-	-	282,006,071	76,395,905	10,010,672	-	86,406,577	195,599,494	205,610,166
Furniture & Fittings	33,646,883	102,625	13,255	33,736,253	24,163,437	1,437,527	9,379	25,591,585	8,144,668	9,483,447
Office & Technological Equipments	28,808,028	305,422	-	29,113,450	27,341,254	1,187,538	-	28,528,792	584,658	1,466,774
Electrical Fittings	10,096,417	-	-	10,096,417	6,910,346	789,238	-	7,699,584	2,396,833	3,186,071
Motor Cars	5,615,483	559,483	-	6,174,966	2,826,490	997,023	-	3,823,513	2,351,453	2,788,993
Computers	19,688,638	752,989	111,875	20,329,752	17,062,902	1,564,180	105,972	18,521,110	1,808,642	2,625,736
Video Conferencing Equipments	4,975,139	4,753,324	-	9,728,463	3,263,511	1,369,149	-	4,632,660	5,095,803	1,711,628
Permanent Projection Centre	2,631,180	-	-	2,631,180	2,479,880	39,172	-	2,519,052	112,128	151,300
Techology Center	20,438,632	3,699,947	-	24,138,579	2,797,311	6,898,311	-	9,695,622	14,442,957	17,641,321
TOTAL	407,906,471	10,173,790	125,130	417,955,131	163,241,036	24,292,810	115,351	187,418,495	230,536,637	244,665,436
Previous Year	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	0

(In ₹)

Particulars

**As at
31.03.2020**

**As at
31.03.2019**

NOTE: 2.7: LONG-TERM LOANS AND ADVANCES

A. Loans and Advances

(Secured and considered goods)

Employees towards House Building Advance	6,347,539	7,974,455
Employees towards purchase of Vehicles	658,769	794,005
Employees towards purchase of Computers	6,956	21,426

B. Security Deposits

Security Deposits	1,520,222	1,522,822
	<u>8,533,486</u>	<u>10,312,708</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2020 (Contd.)

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

(In ₹)

Particulars	As at 31.03.2020	As at 31.03.2019
NOTE: 2.8: TRADE RECEIVABLES		
(Unsecured and considered goods)		
Receivables from Members/participants	47,019,554	59,437,981
NOTE: 2.9: CASH AND CASH EQUIVALENTS		
A. CASH AND CASH EQUIVALENTS		
Cash in Hand (as certified by the Management including Regional Offices Rs. 20,411/- and Postage Stamps Rs.46,522/-)	102,110	186,032
Bank Balance with Scheduled Banks		
In Current Accounts		
In India		
Indian Rupees (including Auto Sweep facilities)	38,252,505	88,065,419
In Savings Account		
In India (including Auto Sweep facilities)	50,736,984	12,544,801
B. OTHER BANK BALANCES		
In Fixed Deposit Accounts		
Having maturity period of less than 12 months	347,681,423	325,565,717
Having maturity period of more than 12 months	92,011,081	40,617,724
	528,784,103	466,979,693
NOTE: 2.10: SHORT TERM LOANS AND ADVANCES		
Income Tax refund receivable	38,603,600	34,714,062
GST Credit Receivable	6,164,562	5,065,262
Advance (including Advance for events)	4,713,758	45,071,331
	49,481,920	84,850,655
NOTE: 2.11: OTHER CURRENT ASSETS		
Units in Franking Machine	168,327	133,175
Govt. Grant receivable	83,208,062	2,515,001
Interest accrued on Loans & Advances	4,446,294	4,528,347
Interest accrued on Fixed Deposits	13,206,050	19,861,697
	101,028,733	27,038,220

NOTES ON ACCOUNTS

for the year ended March 31, 2020 (Contd.)

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

(In ₹)

Particulars	2019-2020	2018-2019
NOTE: 2.12: REVENUE FROM OPERATIONS		
INCOME FROM MEMBERS		
Membership Subscription	165,230,484	205,066,010
Subscription for Panel	6,253,864	6,274,575
Contribution from Participating Members	204,922,423	218,720,960
	<u>376,406,771</u>	<u>430,061,545</u>
NOTE: 2.13: GRANT-IN-AID FROM GOVT. OF INDIA		
For the year	<u>244,085,890</u>	<u>187,977,115</u>
NOTE: 2.14: OTHER INCOME		
Advertisement	570,170	964,878
Other Receipts	3,402,563	2,723,437
Participation/Sponsorship from others	15,602,214	16,134,442
Interest Income	19,921,732	16,849,026
	<u>39,496,679</u>	<u>36,671,783</u>
NOTE: 2.15: EMPLOYEE BENEFITS EXPENSE		
Salaries, Allowances & Exgratia	164,228,201	152,987,436
Contribution to Provident Fund & Superannuation Fund	12,887,156	12,150,368
Staff Welfare Expenses	11,855,995	10,260,438
Provision for Gratuity & Leave Encashment	7,735,627	5,273,840
	<u>196,706,979</u>	<u>180,672,082</u>
NOTE: 2.16: DEPRECIATION AND AMORTIZATION		
Depreciation	<u>24,292,810</u>	<u>18,165,385</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2020 (Contd.)

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

Particulars	2019-2020	2018-2019
NOTE: 2.17: OTHER EXPENSES		
Expenses on Council's Offices		
Rent	5,576,164	5,170,743
Property Tax	1,537,381	1,876,300
Printing & Stationary, Postage & Telegram, Telephone	3,125,023	4,358,240
Building Maintenance incl. Electricity	11,188,367	10,826,605
Travelling & Conveyance Charges	2,791,738	2,241,589
Motor Car Up-keep	1,078,413	1,698,466
Election Expenses	42,729	100,000
Audit Fees	600,000	450,000
Internal Auditors' remuneration	300,000	300,000
Professional Fees	2,094,552	2,423,816
Service Tax	-	8,255,704
Legal Expenses	3,031,996	2,444,315
Loss on sale of assets	1,889	343,745
Miscellaneous Expenses	9,680,711	8,385,402
Export Promotion Expenses		
Internal Publicity/Subscription to Journals	1,375,480	730,132
Seminars, Exhibitions, Technology Meet, Chapter Promotion, RBSM in India	95,222,279	93,991,034
Award Function Expenses (Net)	4,006,081	3,707,800
Trade Information Division incl. cost of Publications	10,365,652	9,695,408
ISO Series Expenses	737,041	791,032
ERP maintenance expenses	927,550	1,155,931
Publications/Websites for use Abroad	11,159,926	7,489,599
Technology Centres	6,229,611	3,280,416
Strategy Papers	1,139,943	5,984,957
Exhibitions/BSM Abroad including Publicity	259,361,513	262,512,960
TOTAL	431,574,039	438,214,194

NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2020 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.67,55,035/- 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. The novel coronavirus (COVID-19) outbreak which was declared as global pandemic by the World Health Organization (WHO) on 11th February'2020 continues to spread across the globe including India resulting in significant impact on global and India Economic Environment.
As the nature of activities performed by the Council majorly fell under non-essential category, these restrictions had substantially reduced its activities. The Council has since, not commenced its activities which involves performance of or participation in exhibitions in India and abroad for promotion of export of its members.
Considering the current situation, the activities of Council will be significantly impacted for FY 2020-21 and it is in the process of evaluating the impact and measures to be adopted for the same. There is, however, no material impact on the financial statements of FY 2019- 20 on account of COVID-19.
The impact of the global health pandemic may be different from that estimated as at the date of approval of these financial statements. Considering the continuing uncertainties, the Council will however continue to closely monitor any material changes to future economic conditions that may have any significant impact on its business and financial position.
- 3.9. 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.)

		2019 – 2020
		(In ₹)
3.10	Earnings in Foreign Exchange :	
	(i) Participation ch. for events	1,17,49,925 (12734443)
3.11.	Expenditure in Foreign Currency :	
	(i) Exhibitions, Buyer-Seller Meets	1,52,43,689 (211279526)
	(ii) Others	130,67,373 (14127697)

* Notes: Figures in brackets are for previous year.

For **Ranjit Jain & Co.**
Chartered Accountants

F. R. N. 322505 E

(Ranjit Jain)

Partner

M. No. 56597

UDIN : 20056597AAAACM3796

MAHESH KANTILAL DESAI

Chairman

DIN: 0000199020

ARUN KUMAR GARODIA

Vice Chairman

DIN: 0000011061

SURANJAN GUPTA

Executive Director

DIN: 0008156826

ADHIP MITRA

AED & Secretary

Dated : 4th December 2020

CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2020

(In ₹)

Particulars	2019 - 2020		2018 - 2019	
CASH FLOW FROM OPERATING ACTIVITIES:				
Surplus/(Deficit) as per Statement of Income & Expenditure		7,415,512		17,658,782
Adjustment for :				
Depreciation	24,292,810		18,165,385	
(Profit)/Loss on Sale of Fixed Assets	1,889		343,745	
Interest Income	(19,921,732)		(16,849,026)	
		4,372,967		1,660,104
Operating Profit before Working Capital Changes		11,788,479		19,318,886
Adjustments for :				
(Increase) / Decrease in Trade Receivables	12,418,427		(5,913,344)	
(Increase) / Decrease in Loans & Advances and Other Receivables	(39,690,718)		(38,136,950)	
Increase / (Decrease) in Liabilities and Provision	55,254,399	27,982,108	(441,190)	(44,491,484)
		39,770,587		(25,172,598)
Less : Income Tax Paid (Net of Refund)		3,889,538		12,689,963
[A]		35,881,049		(37,862,561)
CASH FLOW FROM INVESTING ACTIVITIES:				
Purchase of Fixed Assets	(10,173,790)		(25,093,803)	
Sale Proceeds of Fixed Assets	7,890		142,912	
Investment in deposits with banks	(73,509,063)		51,520,937	
Interest Income directly credited to Fund Accounts	9,429,829		10,757,069	
Interest Received	26,659,432	(47,585,702)	34,782,726	72,109,841
[B]		(47,585,702)		72,109,841

CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2020 (Contd.)

(In ₹)

Particulars	2019 - 2020		2018 - 2019	
CASH FLOW FROM FINANCING ACTIVITIES:				
[C]		-		-
Net Increase in Cash & Cash Equivalents (A+B+C)		(11,704,653)		34,247,280
Opening Cash & Cash Equivalents		100,796,252		66,548,972
Closing Cash & Cash Equivalents		89,091,599		100,796,252
Notes:				
Cash & Cash Equivalents:				
Cash		102,110		186,032
Balance with Scheduled Banks:				
In Savings Account		50,736,984		88,065,419
In Current Account		38,252,505		12,544,801
		89,091,599		100,796,252

Signed in terms of our audit report of even date.

For **Ranjit Jain & Co.**
Chartered Accountants

F. R. N. 322505 E

(Ranjit Jain)

Partner

M. No. 56597

UDIN : 20056597AAAACM3796

MAHESH KANTILAL DESAI

Chairman

DIN: 0000199020

ARUN KUMAR GARODIA

Vice Chairman

DIN: 0000011061

SURANJAN GUPTA

Executive Director

DIN: 0008156826

ADHIP MITRA

AED & Secretary

Dated : 4th December 2020

