

63rd
ANNUAL REPORT
2017-18



Chairman

Ravi Sehgal

Sr. Vice Chairman

Mahesh K. Desai

Vice Chairman

Arun Kumar Garodia

Executive Director

Suranjan Gupta

Addl. Executive Director & Secretary

Adhip Mitra

Auditors

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

Registered & Head Office

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

EEPC INDIA OFFICES

Mr. Suranjan Gupta

Executive Director

H.O. (Cell)

Vandhna (4th Floor), 11 Tolstoy Marg, New Delhi-110 001

Tel : 91-11-23353353, 23711124/25

Fax : 91-11-23310920

E-mail : eepcto@eepcindia.net

Mr. Adhip Mitra

Addl. Executive Director & Secretary

Registered & Head Office

Vanijya Bhavan (1st Floor)

International Trade Facilitation Centre

1/1 Wood Street, Kolkata-700 016

Tel : 91-33-22890651/52/53, Fax : 91-33-22890654

E-mail : eepcho@eepcindia.net

REGIONAL OFFICES

Chennai

Mr. C. H. Nadiger

Regional Director

EEPC INDIA

Greems Dugar (3rd Floor)

149 Greems Road, Chennai-600 006

Tel : 91-44-28295501/5502

Fax : 91-44-28290495

E-mail : eepcrochen@eepcindia.net

Kolkata

Ms. Anima Pandey

Regional Director & Director (Membership)

EEPC INDIA

Vanijya Bhavan (2nd Floor)

International Trade Facilitation Centre

1/1 Wood Street, Kolkata-700 016

Tel : 91-33-22890673/74, Fax : 91-33-22890687

E-mail : eepcrokol@eepcindia.net

Mumbai

Mr. Rajat Srivastava

Regional Director & Director (Marketing and Sales)

EEPC INDIA

B-202 & 220, Aurus Chambers

Annex "B", 2nd Floor, Behind Mahindra Tower

S.S. Amrutwar Marg, Worli, Mumbai-400 013

Tel : 91-22-42125555

Fax : 91-22-42125556

E-mail : eepcromum@eepcindia.net

New Delhi

Mr. Rakesh Suraj

Regional Director

EEPC INDIA

Flat No. 10 P, Q, N, 10th Floor

DCM Building, 16 Barakhamba Road, New Delhi-110 001

Tel : 91-11-23314171/74

Fax : 91-11-23317795

E-mail : eepcrodel@eepcindia.net

SUB-REGIONAL OFFICES

Ahmedabad

Mr. Sudhakaran C.K. Nair

Deputy Director

EEPC INDIA

TF- 313/A (3rd Floor), ATMA House

Ashram Road, Ahmedabad-380 009

Tel : 91-79-26588720

E-mail : eepcsroahd@eepcindia.net

Bengaluru

Mr. J.V. Raja Gopal Rao

Sr. Deputy Director

EEPC INDIA

Embassy Square 103, First Floor

No.148, Infantry Road, Bengaluru-560 001

Tel : 91-80-22261396 / 22268669

Fax : 91-80-22266914

E-mail : eepcsroblr@eepcindia.net

Hyderabad

Mr. V. C. Ravish

Sr. Executive Officer

EEPC INDIA

Soham Mansion (1st Floor)

No. 5-4-187/3 & 4/4, M.G. Road

Secunderabad-500 003

Tel : 91-40-27536704

Fax : 91-40-27536705

E-mail : eepcsrohyd@eepcindia.net

Jalandhar

Mr. Opinder Singh

Deputy Director

EEPC INDIA

Plot Comm. 1, Focal Point

Jalandhar-144 012

Tel : 91-181-2602264

Fax : 91-181-2601124

E-mail : eepcsrojld@eepcindia.net

Website : www.eepcindia.org

CIN : U51900WB1955NPL022644

5	REPORT OF THE WORKING COMMITTEE
9	ANNEXURE TO THE WORKING COMMITTEE REPORT
15	EXPORT PERFORMANCE
21	PROMOTIONAL ACTIVITIES
49	SIGNING OF MOUS
53	SEMINARS/CONFERENCES/MEETINGS IN INDIA
60	POLICY MATTERS
74	MEMBERSHIP DETAILS
74	ACTIVITIES OF PANELS AND COMMITTEES
75	LIST OF ANNEXURES
95	LIST OF WORKING COMMITTEE MEMBERS 2017-18
100	OFFICE BEARERS
101	LIST OF COMMITTEE OF ADMINISTRATION MEMBERS (2017-19)
102	INDEPENDENT AUDITOR'S REPORT & ACCOUNTS

Former Chairmen of EEPC India

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

REPORT OF THE WORKING COMMITTEE

To the Members of EEPC India

Your Committee is pleased to present its 63rd Annual Report for the financial year ended 31st March 2018 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 31.03.2017 was 12337 and as on 31.03.2018 was 13198.

The details are as under:-

	As on 31.03.2018	As on 31.03.2017
Ordinary Members	4511	4558
Associate Members	8675	7744
Nominated & Affiliated Members	35	35
Total:	13198	12337

Financial Status

Summary of Income & Expenditure Account

	2017-2018	2016-2017
Income from Members' & Other Income	434984288	409254233
Grant – in – Aid from Govt. of India	217423019	248719765
Interest	16071585	22824824
Total Income	668478892	680798822
Total Expenses	643427279	656407066
Surplus / (Deficit) for the year	25051613	24391756

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 2017-18, the foreign exchange earnings of the Council amounted to **Rs. 6513729** as against **Rs. 9322396** in the previous year. The expenditure in foreign exchange during the financial year was **Rs. 265750505** as compared to **Rs. 262760635** in the previous year

Loan, Guarantees or Investments

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

Extract of Annual Return

In accordance with Section 134(3)(a) of the Companies Act, 2013, an extract of the Annual Return for the financial year ended 31st March, 2018 in Form MGT-9 is appended as Annexure – 1 to the Working Committee report.

Internal Financial Control

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

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

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

Committee Responsibility Statement

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

- 1) That in the preparation of the Annual Accounts, 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 this Act 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

M/s. S.Saraogi & Co. Chartered Accountants, who are the statutory auditors of the Council, hold office until the conclusion of the ensuing Annual General Meeting of the Council and are eligible for re-appointment. Members of the Council at the AGM held on 30th September, 2014 had appointed M/s. S.Saraogi & Co. Chartered Accountants, as the Statutory Auditors, for a period of five financial years i.e., up to 31st March, 2019. As required by the provision of the Companies Act, 2013 their appointment has to be ratified by members each year at the AGM.

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.

Number of meetings of the Working Committee

During the year, the Council held four Working Committee Meetings on 12th May 2017, 1st September 2017, 27th December 2017 and 8th March 2018 respectively. The intervening gap between any two meetings was within the period prescribed by the Companies Act, 2013.

Significant and Material Orders, if any

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

Prevention of Sexual Harassment at Workplace

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

Particulars of Employees

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

Green Initiatives

Electronic copies of the Annual Report 2017-18 and Notice of the 63rd Annual General Meeting are sent to all the members to that email ID registered with EEPC India. The Physical copies of the aforesaid documents will also be available at all the offices of EEPC India for inspection during normal business hours on working days. Also, the printed copies of the same will be made available on specific requisition.

Appreciations and Acknowledgements

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

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

On behalf of the Working Committee

Sd/-
Ravindra Prakash Sehgal

Chairman
DIN: 00119477

Date : 5th September, 2018
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, 2018

[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) FIs									
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, 2018.

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, 2018.

A. OVERALL EXPORTS UP BY 5.56% DURING APRIL-MARCH 2018

Based on the provisional data published by DGCI&S Cumulative value of exports for the period April-March 2017-18 was US \$ 302.84 Billion (Rs 1952168.79 crore) as against US \$ 275.85 Billion (Rs 1849428.76 crore) registering a positive growth of 9.78 per cent in Dollar terms and 5.56 per cent in Rupee terms over the same period last year.

B. PERFORMANCE OF ENGINEERING SECTOR IN FY 2017-18

According to the provisional data available from DGCI&S up to March 2018, India's export of engineering goods have registered a growth of 16% in US \$ Mln during the financial year 2017-18 in comparison to the same period in the previous fiscal. The provisional data indicates that exports of engineering goods from India have reached US \$ 76204.42 Mln up to March 2018 in comparison to US \$ 65239.16Mln in the previous fiscal.

This is the highest Engineering Export figure since Independence.

In rupee terms India's export of engineering goods are valued at ₹ 453111.42 crores during April-March 2017-18 which is 3.58% higher than ₹ 437428.76 crores during April-March 2016-17.

The engineering sector appears to retain its share around 25.16% in overall export from the country, which is maximum in terms of sectoral contribution.

C. PERFORMANCE: COMMODITY-WISE

What's up and what's down during April-March 2017-18

In comparison to cumulative export performance in April-March 2016-17

What's up: Lead and products made of Lead, Zinc and products made of Zinc, Aluminium and products made of Aluminium, Electric Machinery and Equipment, other Construction Machinery, Air Condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water Heaters and Centrifuges and Compressor, Copper and products made of Copper

What's down: Nuclear Reactors, Industrial Boilers and Parts, Ships, Boats and Floating Structures, Aircrafts, Spacecrafts and Parts, Office Equipments, Nickel and Products Made of Nickel.

Export Performance of Principal Commodities: for March - 2018

(Figures in US\$ Million Prov.)

Principal Commodity	Cumulative Exports 2016-17	Cumulative Exports 2017-18	% Change Over 2015-16
Iron and Steel	8659.26	11206.93	29.42
Motor Vehicle/cars	7551.7	8482.61	12.33
Products of Iron and Steel	5895.43	6769.14	14.82
Electric Machinery and Equipment	4741.51	6701.83	41.34
Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc	4640.94	5341.03	15.09
Auto Components/Parts	4205.38	5205.6	23.78
Aluminium and products made of Aluminium	3244.65	4793.87	47.75
Copper and products made of copper	2672.84	3481.25	30.25
Ships, Boats and Floating Structures	4370.09	3075.18	-29.63
IC Engines and Parts	2115.14	2423.94	14.60
Other Miscellaneous Items	2119.73	2406.95	13.55
Aircrafts, Spacecrafts and Parts	3381.67	2264.99	-33.02
Two and Three Wheelers	1637.88	2001.15	22.18
Medical and Scientific Instruments	1392.73	1649.66	18.45
Machinery for ATMs, Injecting Moulding machinery, valves, etc	1268.77	1520.89	19.87
Other Construction Machinery	1067.41	1440.98	35.00
Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor	983.58	1294.32	31.59
Pumps of all types	761.49	966.86	26.97
Zinc and products made of Zinc	609.72	955.67	56.74
Hand Tools, Cutting Tools and Implements made of Metals	638.95	711.53	11.36

Principal Commodity	Cumulative Exports 2016-17	Cumulative Exports 2017-18	% Change Over 2015-16
Nuclear Reactors, Industrial Boilers and Parts	669.96	606.49	-9.47
Other Non Ferrous Metals and their products	445.7	504.82	13.26
Machine Tools	450.01	468.44	4.10
Lead and products made of Lead	236.89	396.65	67.44
Cranes, Lifts & Winches	386.26	385.12	-0.30
Bicycle & Parts	293.67	328.18	11.75
Railway Transport and Parts	231.92	286.67	23.61
Accumulator and Battery	231.21	271.79	17.55
Office Equipments	116.94	78.23	-33.10
Nickel and products made of Nickel	93.19	46.53	-50.07
Electrodes, Accumulators and Batteries	40.69	43.94	7.99
Prime Mica & Mica Products	18.16	20.78	14.43
Tin and products made of Tin	8.83	11.1	25.71

D. TOP DESTINATIONS

Export performance to Top 20 Destinations for March 2018

(Figures in US\$ Million)

Importing Country	Cumulative Exports 2016-17	Cumulative Exports 2017-18 (Prov.)	% Change Over 2016-17
U S A	7115.87	10268.42	44.30
U ARAB EMTS	4021.48	4193.13	4.27
CHINA P RP	1973.18	3222.90	63.34
GERMANY	2215.48	3211.70	44.97
U K	2529.06	2854.21	12.86
MEXICO	2449.10	2674.80	9.22
NEPAL	2164.89	2557.71	18.14
ITALY	2086.28	2460.16	17.92
BANGLADESH PR	1998.73	2454.99	22.83
MALAYSIA	2406.95	2021.34	-16.02
SINGAPORE	2833.28	1995.70	-29.56
KOREA RP	1602.41	1931.18	20.52
INDONESIA	1421.12	1784.96	25.60
TURKEY	1550.61	1761.26	13.59
SRI LANKA DSR	1434.52	1579.12	10.08
FRANCE	1694.94	1424.79	-15.94
BELGIUM	1220.24	1406.79	15.29
SOUTH AFRICA	1063.40	1355.21	27.44
SAUDI ARAB	1231.44	1271.68	3.27
THAILAND	970.00	1241.22	27.96

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



E. TOP 5 DESTINATIONS: PRODUCT PERFORMANCE

Destinations	Substantial Growth	Heavy Decline
U S A	Motor Vehicle/cars, Ships, Boats and Floating Structures, Two and Three Wheelers, Zinc and products made of Zinc, Aluminium and products made of Aluminium, Nickel and products made of Nickel, Railway Transport and Parts, Other Construction Machinery, Pumps of all types, Cranes, Lifts & Winches, Tin and products made of Tin, Electric Machinery and Equipment, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor, Machinery for ATMs, Injecting Moulding machinery, valves, etc, Auto Components/Parts	Nuclear Reactors, Industrial Boilers and Parts, Office Equipments
U ARAB EMTS	Zinc and products made of zinc, Machinery for ATMs, Injecting Moulding machinery, valves, etc, Accumulator and Battery, Motor Vehicle/cars, Iron and Steel	Bicycle & Parts, Nuclear Reactors, Industrial Boilers and Parts, Nickel and products made of Nickel, Aircrafts, Spacecrafts and Parts
CHINA P RP	Lead and products made of Lead, Railway Transport and Parts, Zinc and products made of Zinc, Cranes, Lifts & Winches, Electric Machinery and Equipment, Copper and products made of Copper, Bicycle & Parts, Two and Three Wheelers, Other Construction Machinery, Machine Tools, Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc, Pumps of all types, Hand Tools, Cutting Tools and Implements made of Metals, Medical and Scientific Instruments	Motor Vehicle/cars, Accumulator and Battery, Nickel and products made of Nickel, Tin and products made of Tin
GERMANY	Two and Three Wheelers, Electric Machinery and Equipment, Bicycle & Parts, Other Construction Machinery, Office Equipments, Prime Mica & Mica Products, Cranes, Lifts & Winches, Aircrafts, Spacecrafts and Parts, Accumulator and Battery, Pumps of all types, Iron and Steel, Machinery for ATMs, Injecting Moulding Machinery, valves, etc	Electrodes, Accumulators and Batteries, Ships, Boats and Floating Structures, Tin and products made of Tin, Lead and products made of Lead
U K	Ships, Boats and Floating Structures, Zinc and products made of zinc, Nickel and products made of Nickel, Railway Transport and Parts, Medical and Scientific Instruments, IC Engines and Parts, Aluminium and products made of Aluminium, Other Construction Machinery, Tin and products made of Tin, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water Heaters and Centrifuges and Compressor, Nuclear Reactors, Industrial Boilers and Parts, Machinery for ATMs, Injecting Moulding machinery, valves, etc	Office Equipments, Prime Mica & Mica Products, Motor Vehicle/cars

Source: DGCI&S Provisional Data, EEPC Member Returns

Emerging Destinations

1. Growth in cumulative exports of the period under consideration: more than 50%
2. Exports between 0.5% and 1% of total exports of engineering goods in this period

Destinations	2016-17	2017-18	% GRTH
EGYPT A RP	498.98	758.85	52.08
CANADA	430.70	714.37	65.86
POLAND	343.53	527.25	53.48
QATAR	214.55	514.43	139.77

PROMOTIONAL ACTIVITIES

2017-18 was a BIG year with Mega Shows like MSV Brno, 2 INDEEs and the biggest IESS ever. There were more than 22 International Events across 12 countries.

An elaboration:

Ongoing Publications

Monthly:

a. Indian Engineering Exports - ie²

Indian Engineering exports is one of the most coveted magazines in Engineering sector. This 76- close to 100 page coloured monthly magazine Indian Engineering Exports which has both domestic and overseas circulation of over 14,000 copies covering Bureaucrats, Diplomats, Indian Embassies Abroad, Bankers, Trade Associations and overseas events. This year there were 21 events across 12 countries. During the course of the year, the department had published 9 International Editions on Bangladesh, Czech Republic, Germany, Thailand, Smart Engineering, Machine Tools, Health Care with deliberations on event specific sectors along with detailed country report wherever and whenever the events were being held so that the focus report acted as a prelude to the event and as a ready reckoner for the participants. The magazine had also carried wonderful post event reports of mega events like IESS, INDEE, MSV Brno with meticulous precision. It has also made significant contribution to the Council revenue mobilising more than 10-12 advertisements per edition.

This year we had Bengali, Thai and Czech versions of this magazine.

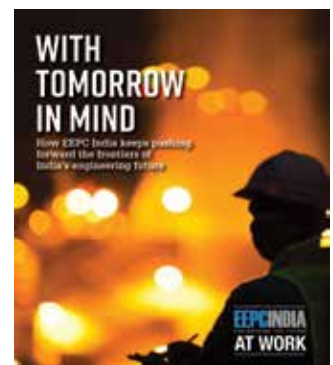


Generic for EEPC Branding

b. EEPC INDIA at Work

This is the introductory booklet of the Council with an overview of the Engineering Trade and where Indian Engineering stands. It highlights the prime philosophy behind every major events including Globalisation of our Annual Show (IESS to International Engineering Sourcing Show), the key services and other major promotional activities which have created milestone in the history of the Council and the most important publication. The major events which have flagged the brand of EEPC India like Partner Country events in Hannover, Innoprom and MSV Brno and Diamond, Golden and Silver Jubilee Celebration and the coveted National Awards are also pictorially shown.

This year it was updated and overhauled during IESS 2018.



c. Indian Engineering Booklet

This hand out narrates the growth and performance of Indian Engineering covering Energy, Heavy Metals, Automobile, Construction sectors.

The gradual adaptation to Industry 4.0 along with latest pointers of this industry charts out a futuristic projection of Indian Engineering.



d. Calendar on Architectural Brilliance of India

This year theme based Calendar was done on Indian Architectural Brilliance since ancient times. The Calendar was appreciated by Ministers, Bureaucrats and Diplomats.



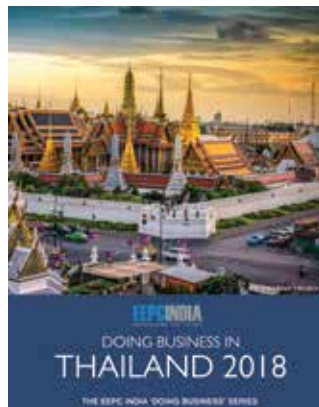
e. Doing Business in India 2017 and 2018

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 thrice during 2017- 2018 after Budget, GST and IESS 2018. Bengali, Thai and Czech translations were done for INDEE Bangladesh, INDEE Thailand and MSV Brno respectively.



f. Doing Business Series in Bangladesh, Thailand and Czech Republic

These handbooks were done detailing Country specific details enabling the Indian participants get a skeletal view of the country policies and economic and socio political ambience. These three Doing Business series were done for INDEE Bangladesh, INDEE Thailand and MSV Brno respectively.



Event Specific Publications

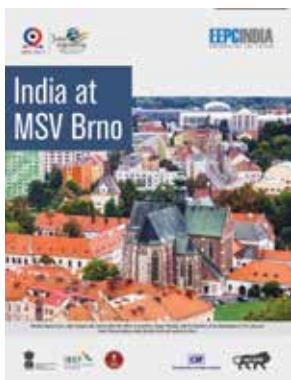
Participants profiles, bi-lingual booklets and special publicity material including posters/standees, leaflets, jute bags, canvas bags, non - jute bags mugs, tee shirts, wallets, folders, dokra, bidriware, filigree, branded pens, etc were prepared and distributed during the following events where India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

Yearly Publications

EEPC INDIA published its 62nd Annual Report for the year 2016-17 in English along with a Hindi version.

Post Show Reports:

1. MSV Brno 2017
2. INDEE Bangladesh and Thailand
3. IESS VII



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

1. MSV Brno 2017, 9-13 October 2017 , Brno, Czech Republic

India was honoured to be named the Partner Country for the second time at the 59th edition of the International Engineering Fair (MSV). Five years ago, in 2012, India had been the Partner Country, and EEPC India was the lead agency to set up the India Pavilion. This time round, too, Minister of State for Commerce and Industry Minister, Mr C R Chaudhary led a contingent of over 90 Indian Participants representing Industrial Machinery, Iron and Steel, Industrial Design and General Engineering. Delegations from Indian States of Jharkhand led by Mr Raghubar Das, Chief Minister of Jharkhand and from Karnataka led by Mr R V Deshpande, Minister of Medium and Large Industries, Government of Karnataka and National Institute of Design are worth mentioning.

International Engineering Fair (MSV) held at the Brno Exhibition Centre, in Brno, Czech Republic, is billed as the number one International Engineering Fair in Central and Eastern Europe. This year, the 59th edition of the five-day fair was held over 9-13 October 2017. MSV 2016 saw 1704 exhibitors from 34 nations and 84,210 visitors from 52 countries with 70 per cent of the visitors being decision-makers and buying influencers along with the presence of over 400 accredited journalists.

India pavilion with 90 exhibitors was spread over in 8 different Halls with Central Pavilion in Hall A1 which was inaugurated by Mr. C R Chaudhary, Hon`ble Minister of State, Ministry of Commerce and Industry, Government of India; Jiří Havlíček, Hon`ble Minister of industry and Trade of the Czech Republic; Mr Raghubar Das, Hon`ble Chief Minister of Jharkhand; Mr R V Deshpande, Hon`ble Minister of Medium and Large Industries, Government of Karnataka; Mr. Krishan Kumar, Ambassador of India to the Czech Republic, Mr Amit Khare, Additional Chief Secretary & Development Commissioner, Department of Planning cum Finance, Government of Jharkhand were all part of the grand ordeal.

India-centric talks with Bilateral Round Table on Indo-Czech Cooperation in Advanced Manufacturing, Czech-Indian Business Summit and exclusive session on Opportunities in Indian States provided the appropriate forum to showcase Indian Talent in Engineering. In order to add value to India's participation during the fair, a host of parallel activities were also undertaken. An effort was made to ensure India's representation at the highest and most relevant level at the various parallel sessions during MSV 2017.

One-on-one meeting between Minister Mr C R Chaudhary and his Czech counterpart Mr Jiří Havlíček, was held – October 10th.

Czech - India Business Forum– October 10th was inaugurated by Mr. C.R. Chaudhary, Hon`ble Minister of State, Ministry of Commerce and Industry, Government of India; Mr. Jiří Havlíček, Minister of Industry and Trade of the Czech Republic.

Opportunities in Indian state 9th and 10th October 2017. The state of Jharkhand and Karnataka presented highlighted the Business & Investments Opportunities & Ease of Doing Business in their states in round table, press conference and seminar.

Czech Industrial Design Forum- 11th October 2017. The session was represented by Mr. Pradyumna Vyas, Director, National Institute of Design, India. Other representatives during the session were from Czech Side. The session was well attended by students and faculty from Czech universities 53 participants submitted their feedback form during the event. US\$ 2,105,000 worth of enquiries were generated. 46 respondents mentioned that 781 contacts were made by them with on an average 16 contacts per participant.

Inauguration of India Pavilion on the October 9th at MSV 2017



Inauguration of India Pavilion on the October 9th at MSV 2017 - Mr T S Bhasin, Chairman, EEPC India delivering the welcome address. Also present on the dais from left Mr Jiri Kuris, Chairman of Management Board and Chief Executive Officer, Veletrhy Brno a.s; Mr R V Deshpande, Minister of Medium and Large Industries, Government of Karnataka; Mr C R Chaudhary, Hon'ble Minister of State, Ministry of Commerce and Industry, Government of India; Mr. Jiří Havlíček, Minister of Industry and Trade of the Czech Republic; Mr Raghubar Das, Hon'ble Chief Minister of Jharkand, Mr Krishan Kumar, Indian Ambassador to the Czech Republic; Mr. Vladimír Dlouhý, President of the Czech Chamber of Commerce



Ribbon Cutting to inaugurate the India Pavilion at MSV 2017 - (from right) Mr T S Bhasin, Chairman, EEPC India; Mr C.R. Chaudhary, Hon'ble Minister of State, Ministry of Commerce and Industry, Government of India; Mr. Jiří Havlíček Minister of Industry and Trade of the Czech Republic; Mr Raghubar Das, Hon'ble Chief Minister of Jharkhand; Mr R V Deshpande, Minister of Medium and Large Industries, Government of Karnataka; and Mr Amit Khare, Additional Chief Secretary & Development Commissioner, Department of Planning-cum-Finance, Government of Jharkhand



A



B

A & B - Lamp Lighting Ceremony – (A) from left: Mr R V Deshpande, Minister of Medium and Large Industries, Government of Karnataka; Mr C R Chaudhary, Hon'ble Minister of State, Ministry of Commerce and Industry, Government of India; Mr Raghubar Das, Hon'ble Chief Minister of Jharkhand; Mr T S Bhasin, Chairman, EEPC India; Mr. Jiří Havlíček, Minister of Industry and Trade of the Czech Republic; Mr C H Nadiger, Regional Director (SR), EEPC India and Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India. (B)- (At the centre) Mr B S Bhalla, Joint Secretary, Department of Commerce, Union Ministry of Commerce and Industry, Government of India and (on his left) Mr Amit Khare, Additional Chief Secretary & Development Commissioner, Department of Planning cum Finance, Government of Jharkhand and (on his right) Mr Gurvinder Singh, Sr Joint Director, EEPC India.



At EEPC India Pavilion - Mr Sunil Kumar Barnwal, Secretary, Deptt. of Industries, Mines & Geology, Government of Jharkhand; Mr R.P. Jhalani, Mr Anupam Shah - both Past Chairmen, EEPC India; Mr T S Bhasin, Chairman, EEPC India; Mr. Vladimir Bärtil, Deputy Minister of Industry and Trade; Mr C.R. Chaudhary, Hon'ble Minister of State, Ministry of Commerce and Industry, Government of India; Mr Raghubar Das, Hon'ble Chief Minister of Jharkhand; Mr Krishan Kumar, Indian Ambassador to the Czech Republic; Mr Amit Khare, Additional Chief Secretary & Development Commissioner, Department of Planning cum Finance, Government of Jharkhand. Mr B S Bhalla, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India (Behind Mr Kumar)

Bespoke Publicity Materials include:

Promotional Literature for mobilisation of the Exhibition in India was done in both English and the Native Language (Czech)

- Standee
- Flyer
- Show Publicity in Czech Republic

- Extensive promotional activities were undertaken so to draw the Czech business community to the Show. The branding plan included advertising in News Papers, by way of billboards, LEDs, Shuttles and Buses, in the Airport, City, Opening Ceremony to name a few.



In-Show Publicity

A four page handout was prepared in English and Czech Republic 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.



- Cover of the Exhibitors' Directory in English and Czech

- Doing Business in India in Czech
- Bilingual ie² – International Edition on Czech Republic
- Certificates
- Business Cards in English and Czech
- Writing pad cover
- Jute bag (both sides)
- Lapel pin
- Posters in Czech
- Visitors' Brochure



2. INDEE BANGLADESH 2017, 2-4 November 2017, Dhaka, Bangladesh

The 37th edition of EEPC India's largest multiproduct exhibition INDEE made a successful debut in Bangladesh, considering the enthusiastic response from participants, trade delegations and visitors. INDEE Bangladesh held over 2-4 November 2017 at the International Convention City, Bashundhara, in Dhaka, Bangladesh, was inaugurated by Mr Alhaz Amir Hossain Amu, Minister of Industries, Government of Bangladesh.

Among the dignitaries present were Mr Harsh Vardhan Shringla, Indian High Commissioner to Bangladesh, Mr B S Bhalla, Joint Secretary, Department of Commerce, Government of India, Sheikh Fazle Fahim, First Vice-President, FBCCI (Federation of Bangladesh Chambers of Commerce and Industry), Mr Taskeen Ahmed, President, IBCCI (India Bangladesh Chamber of Commerce and Industry), and Mr T S Bhasin, Chairman, Mr Arun Kumar Garodia, Regional Chairman (ER), Mr P R Venkatachalam, Chairman of the Committee on Trade with SAARC, and Mr Bhaskar Sarkar, Executive Director and Secretary, EEPC India.

The three-day event witnessed the participation of around 100 Indian companies and organisations and more than 2000 focus trade visitors. The mega-event was organised with the support of the Ministry of Commerce and Industry, and Ministry of Micro, Small and Medium Enterprises (MSME), Government of India, Indian High Commission in Bangladesh and Bangladesh High Commission in India, IBEF, and leading Associations in Bangladesh – FBCCI (The Federation of Bangladesh Chambers of Commerce and Industry), BEMMA (Bangladesh Electrical Merchandise Manufacturers Association), BEIOA (Bangladesh Engineering Industry Owners Association) and IBCCI (India-Bangladesh Chamber of Commerce and Industry), among others. The Government of West Bengal fronted the Indian state participation, showcasing the Department of MSME and Textiles.

Among major PSUs, CPRI (Central Power Research Institute), CEERI (Central Electronics Engineering Research Institute), Powergrid Corporation of India, Indian Oil Limited, RITES (Indian Railways), and SAIL were the key Indian participants.

In his Welcome Address at the inauguration, Mr T S Bhasin, Chairman, EEPC India, said, 'Till date EEPC India has organised 36 INDEEs over 40 years in 25 nations across six continents and Dhaka hosts the 37th INDEE in the 26th nation. More than 100 top Indian engineering companies will demonstrate the latest development in engineering before Bangladesh by displaying their products from different key segments including Automobile, Power, Industrial Machinery, Domestic Appliances, Agricultural and Food Processing Machinery, Telecom, IT and IT-related Services, Medical and Scientific Instruments at the show. ... This exhibition was designed with a view to enhancing bilateral trade, mutual investment, joint ventures and technology transfer.'



Mr T S Bhasin, Chairman, EEPC India welcoming the Chief Guest Mr Alhaz Amir Hossain Amu, Hon'ble Minister of Industries, Government of Bangladesh to INDEE BANGLADESH 2017 and Mr Harsh Vardhan Shringla, Indian High Commissioner to Bangladesh is also seen

Delivering the Inaugural Address, Mr Alhaz Amir Hossain Amu, Minister of Industries, Government of Bangladesh, said, 'India can set up industries in economic zones of Bangladesh to import products there that can help reduce the trade gap between the two neighbours. Bilateral trade between Bangladesh and India reached \$7 billion in 2016-17, but Bangladesh's trade gap is \$6 billion. To reduce this gap, India can set up industries here and import products from them.' Mr Harsh Vardhan Shringla, Indian High Commissioner to Bangladesh, commented, 'Bangladesh gets priority in bilateral relations of India. Bangladesh has now become an attractive investment place because it has achieved a steady economic growth.' India shares a unique bond and a special relationship with Bangladesh rooted in a common cultural heritage, shared principles and values and forged by common aspirations and sacrifices of its peoples.

Bangladesh has emerged as India's biggest trade partner in South Asia with a 17 per cent rise in India-Bangladesh bilateral trade during 2011-12 to 2015-16. The \$10 billion targeted bilateral trade by 2018 and \$14 billion worth of prospective and incumbent Indian investments in Bangladesh manifest their mutual significance in their respective business maps, according to Mr B S Bhalla, Joint Secretary, Department of Commerce, Government of India. He added that bilateral engineering exports have registered 16.17 per cent growth, making Bangladesh the 9th highest recipient of India's engineering exports during 2017-18 valued at \$1251.06 million, moving from the 13th position in the previous year with Industrial Machinery, Automobiles and Auto Components, Non-ferrous Metals topping the export basket.

A major attraction of the Expo was the India-Bangladesh Networking Evening, jointly organised by EEPC India and the Indian High Commission in Bangladesh, on 3rd November 2017 at Hotel Le Meridian in Dhaka. It was attended by more than 250 invitees from the two countries. The inimitable performance of the Kolkata based Band, Fiddler's Green, mesmerised the audience, lending a special ambience to the evening.

Finally, it was time for the Best Pavilion awards that went to Tata Motors (represented by Nitol Niloy Group) Ltd, Fortuner Group, and NIPHA Exports Pvt Ltd, under the Large, Medium and Small categories respectively while Indian Oil won the award under the PSU category.

EEPC India carried out an extensive publicity drive by releasing advertisements in the leading newspapers in prior to the exhibition, branding the exhibition area and publishing pre and in-show material with prominent EEPC India branding.

The match-making of the Indian and Bangladeshi businessmen was quite effective, generating 2533 contacts, according to the feedback received from participating companies. More than 88 per cent of the participants who sent in their feedback rated the event as excellent, 115 enquiries were generated with an average 42 contacts per participant and over 90 per cent of the participants appreciated the role of EEPC India as the organiser and evinced interest in participating in the second INDEE in Bangladesh scheduled for 15-17 November, 2018.



Mr Alhaz Amir Hossain Amu, Hon'ble Minister of Industries, Government of Bangladesh inaugurating the event

Pre- Event Publicity in India

A focussed publicity drive was carried out by EEPC India all over the country in order to create awareness about the Council's such effort in Dhaka. To mobilise participation, many seminars and road shows were organised all over the country. Besides this, other forums, conferences and exhibitions were also used as a channel to promote the exhibition and distribute the promotional literature on 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 Show. 10,000 leaflets were distributed in prominent locations in Bangladesh.

EEPC India carried out an extensive publicity drive by releasing advertisements in the leading newspapers in prior to the exhibition, branding the exhibition area and publishing pre and in-show material with prominent EEPC INDIA branding

Promotional Literature for mobilisation of the Exhibition in India

- Standee
- Flyer

External publicity

Billboards were displayed at strategic locations in the Dhaka city to attract visitors. Besides this, standees were placed in leading hotels and other Trade Associations.

In-Show Publicity

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

- Exhibitors' Directory -Bilingual
- ie² – Special Edition on Bangladesh
- Certificates
- Business Cards -Bilingual
- Writing pad cover
- Jute bag (both sides)
- Lapel pin
- Posters
- Badge
- Doing Business inBangladesh 2017
- Post Event
- Post Event Report



3. INDEE THAILAND

The 38th edition of EEPC India's largest multiproduct exhibition INDEE Thailand held over 1-4 February 2018 at the Bangkok International Trade Exhibition Centre (BITEC), Bangna, Bangkok, Thailand, was inaugurated by Ms. Nisakorn Jungjaroentharn, Deputy Permanent Secretary, Ministry of Industry, Government of Thailand.

Among the dignitaries present were Mr Abbagani Ramu, Deputy Chief of Mission, Embassy of India, Bangkok & Deputy PR to UNESCAP; and Mr T S Bhasin, Immediate Past Chairman, EEPC India and Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India. Mr. Damri Namphaya, Managing Director of T.B.P. Publication Co., Ltd (organizer of TIF).

The three-day event witnessed the participation of around 89 Indian companies and organisations and more than 16,000 focus trade visitors, The mega-event was organised with the support of the Ministry of Commerce and Industry, Government of India, Indian Embassy in Thailand and IBEF.

In his Welcome Address at the inauguration, Mr T S Bhasin, immediate past Chairman, EEPC India, said, 'Till date EEPC India has organised 37 INDEEs over 41 years in 26 nations across six continents and Bangkok hosts the 38th INDEE in the 26th nation. More than 80 top Indian engineering companies will demonstrate the latest development in engineering before Bangladesh by displaying their products from different key segments including 'Industrial Supplies'; 'LED Technology'; 'Industrial Machinery'; 'Digital Industry'; 'Machinery & Equipment'; 'Renewable Energy' and 'Material Handling & Logistics' at the show. This exhibition was designed with a view to enhancing bilateral trade, mutual investment, joint ventures and technology transfer.' The match-making of the Indian and Thai businessmen was quite effective, generating enquiries of worth USD 1.75 Million and orders of worth USD 19,000, according to the feedback received from participating companies. More than 86 per cent of the participants who sent in their feedback rated the event as excellent, appreciated the role of EEPC India as the organiser and evinced interest in participating in future EEPC India events.

INDEE THAILAND 2018

Inauguration – 1st February 2018

VENUE: Bangkok International Trade Exhibition Centre (BITEC), Bangna, Bangkok, Thailand

Official Opening of TIF where INDEE was the India Pavilion



Mr Abbagani Ramu, Deputy Chief of Mission, Embassy of India, Bangkok & Deputy PR to UNESCAP; Ms. Nisakorn Jungjaroentharn, Deputy Permanent Secretary, Ministry of Industry, Government of Thailand cutting the ribbon to formally inaugurate TIF. Right of Mr Ramu is Mr T S Bhasin, immediate past Chairman, EEPC India and Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India. Mr. Damri Namphaya, Managing Director of T.B.P. Publication Co., Ltd (organizer of TIF) is to the left of Ms Jungjaroentharn

Pre-Event Publicity in India

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

Promotional Literature for mobilisation of the Exhibition in India was done.

- Standee

Show Publicity in Bangkok

Extensive promotional activities were undertaken so to draw the Thai business community to the Show. 10,000 leaflets were distributed in prominent locations in Bangkok.

EEPC India carried out an extensive publicity drive by releasing advertisements in the leading newspapers in prior to the exhibition, branding the exhibition area and publishing pre and in-show material with prominent EEPC INDIA branding.

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.

- Cover of the Exhibitors' Directory - Bilingual
- ie² – Special Edition on Thailand
- Certificates
- Business Cards -Bilingual
- Writing pad cover
- Jute bag (both sides)
- Lapel pin
- Posters
- Doing Business in Thailand 2018

Post Event

- Post Event Report of 2018



4. IESS VII

IESS VII is the biggest platform for the Indian exporters to widen their client base and develop their businesses across the globe as the largest Trade and Investment Show in South India. The VIIth IESS witnessed 14 sessions, more than 95 speakers, over 500 delegates from 100 nations, more than 300 Exhibitors and 10,000 business visitors. Subcontracting Expo, EEPC Mitra- Humanoid, Arjun Mark II Tank were the new attractions this year.

The three day show was inaugurated on March 8, 2018 by the Tamil Nadu Deputy Chief Minister Mr O Panneerselvam, and the Czech Republic's Minister for Industry and Trade, Mr. Tomas Huner, in the august presence of Thiru P. Benjamin, Hon'ble SME & Rural Industries Minister, Govt. of Tamil Nadu; Thiru M C Sampath, Hon'ble Minister for Industries, Govt. of Tamil Nadu and Ms Rita Teatota, Commerce Secretary, Govt of India.

A message from Mr Suresh Prabhu, Hon'ble Union Minister of Commerce and Industry was read out at the inauguration.

Bhupinder Singh Bhalla, Joint Secretary, Ministry of Commerce & Industry, Mr Rakesh Shah, Former Chairman and Chairman of the Committee on Publicity, Exhibition and Delegation, EEPC India and Mr Bhaskar Sarkar joined the fanfare inaugural process with the beating of percussions!



Inauguration with the beat of percussions

The Support from Ministry of Commerce and Industry, MSME, DHI, Flanders (Belgium) as the Focus Region, Tamil Nadu as the Host State, UP and Haryana as the Partner States. West Bengal as the Focus State. ISB as the Knowledge Partner, DHL as the Logistics Partner made this edition very powerful! The country pavilions had a strong presence of Bangladesh, Korea, Taiwan, UAE and Uzbekistan, besides the Czech Republic and Belgium.

The 14 sessions included - Indo Czech Bilateral Forum, 5th JWG Meeting on Heavy Engineering and Advanced Manufacturing; Global Sourcing Meets by DEWA (Dubai Electricity and Water Authority), US Based-Dover Corporation, Germany based Siemens.

Subcontracting Expo with Indian Defence PSUs and Indian PSUs saw presence of Bharat Earth Movers Ltd, Bharat Heavy Electricals Ltd., Chennai Petrochemicals Corporation, Southern Railways, Integrated Coach Factory (owned by Indian Railways), RINL (Rashtriya Ispat Nigam) – Vizag Steel, Indian Ordnance Factory, Hindustan Aeronautics Limited and Global Logistics Giant – DHL. There were three Tech Seminars: The seminar on R&D Ecosystem For Indian Industry – Challenges And Opportunities In Technology Transfer & Commercialization organized by EEPC India intended to raise awareness on R&D Industry ecosystem in India with focus on MSMEs; a session was organized to create greater awareness on Industry 4.0 and The third Tech session was with NRDC (National Research Development Corporation) – an enterprise under DSIR, Union Ministry of Science & Technology where Technology Transfer Opportunities in Engineering Sciences. There were two MSME sessions: One on Competitiveness and Benefits of Credit Guarantee by ECGC and the other on IPR. There was a counselling session on Family Business by Knowledge Partner – ISB.

The Closing Ceremony saw distribution of Awards. The Best Designed Pavilion Awards - Under State Category was received by Tamil Nadu and Haryana; Under Overseas Exhibitors – The Czech Republic and Korea; Under Indian Public Sector- DRDO and Indian Company Greaves Cotton won as Large Enterprise and Atlas Machine Tools & Electronica Mechatronic Systems (India) Pvt. Ltd. won it under Small Enterprise Category.

4 MOUs were signed: 3 MOUs were signed by EEPC India: One with Association of Small and Medium-sized Enterprises and Crafts of the Czech Republic (“AMSP”); second with NID (National Institute of Design) and Third with MSME Department of Tamil Nadu Government for organising IESS VIII in Chennai. The Fourth one was between Czech company Chemoprojekt and Indian company Accuspeed Engineering Services India Limited.

Based on the feedback of 267 out of the over 300 Exhibitors, 10,671 contacts were made with an average of around 55 contacts per participant, US\$ 16,200 worth of total orders and US\$ 719,102 worth of total enquires were generated 84% of the respondents found the Business Visitors excellent and 76% rated Business Deals very satisfactory and they look forward to IESS VIII over 14-16 March 2019 in Chennai.

Pre- Event Publicity in India

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

Regional Roadshows



Eastern Region Roadshow



Northern Region Roadshow



Western Region Roadshow



Southern Region Roadshow

Promotional Literature for mobilisation of the Exhibition in India was done

Standeer

Flyer



Show Publicity in Chennai

Extensive promotional activities were undertaken so to draw the Chennai business community to the Show. 7000 leaflets were distributed in prominent locations in Chennai.

EEPC INDIA carried out an extensive publicity drive by releasing advertisements in the leading newspapers in prior to the exhibition, branding the exhibition area and publishing pre and in-show material with prominent EEPC INDIA branding.

Advertisements in Print Media

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

Advertisements about the exhibition were published in over 20 newspapers all over India since September 2017.

Billboards were displayed at strategic locations in the Chennai city to attract visitors. Besides this, standees were placed in leading hotels and other Trade Associations.

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.

scanned copies of the following :

- 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 ● T V Advert ● Badge and lanyard ● Doing Business in India 2018 ● Theme Pavilion Posters ● Luggage Tag ● Lunch Coupon ● Tee Shirts and Full Sleeve Shirt ● Mugs ● Wrapping Paper ● Dinner and Lunch Invite ● Invitation Card ● Dinner and Lunch Menu ● 3 day programme booklet ● Best Pavilion Trophy

Post Event

- Post Event Report of IESS VII 2018

Press Release / Press Conferences

- A No. 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 MSV BRNO 2017, INDEE Bangladesh & INDEE Thailand and IESS VII received very wide publicity and media coverages.

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.

Media Publicity (Domestic & Overseas)

MSV Brno:

MSV Brno was held over 9-13 October 2018. Local and Indian media were sensitized

Give adverts in local newspapers



NDTV, Business Standard, The Economic Times, are the Indian media houses which covered the event

INDEE Bangladesh

EEPC India organised its 37th INDEE and first time in Bangladesh during 2-4 November, 2017, at Dhaka. Extensive pre-event media campaign was done and advertisement was published in Bangladesh Pratidin, Prothom Alo, The Daily Star (Star Business), Samkal, The Daily Star – 2nd Edition.

Besides above the publicity has been done through TV & Radio as per details given below:

A. TELEVISION

- SONY TV
- CHANNEL 71
- CHANNEL T
- ATN BANGLA

B. RADIO

- RADIO FOORTI
- RADIO DHONI
- RADIO DHAKA FM

The Bangladesh Protidin: October 16, Page-5

The Daily Prothom Alo: October 16, Page-13



https://www.ebdpratidin.com/arc/pre_page/2017-10-16/5

<http://epaper.prothom-alo.com/view/dhaka/2017-10-16/13>

EEPC India along with IBEF has initiated extensive publicity & Promotion for INDEE Bangladesh in Dhaka. The event was well-publicised with the aid of local supporting associations through newspaper advertisements (Daily Star, Prothom Alo), TV (Samay TV, Channel 17), and Radio Furti, Dhoni, Dhaka FM and also through onsite branding.

INDEE Thailand:

EEPC India organised the 38th edition of INDEE in Thailand over 1-4 February 2018 in Bangkok, Thailand.



INDEE Thailand received decent coverage in the media. The show was well publicised through advertisements in popular publications.

IESS VII

A well planned sensitization of media in India specially in SR was done through circulation of various topical releases with IESS VII element in it.

Exporters voice concern over rising raw material cost

CHENNAI, FEB. 9 RBI's inflation outlook which is on the higher side, is very much a matter of concerns for the exporters as the prices of raw material like steel for the manufactured exports have run up excessively, hitting the competitive advance of the Indian shipments, said EEPC India Chairman Mr Ravi Sehgal.

"While the RBI's commentary about the global economy sounds positive with

reference to the developed markets, the domestic issues with regard to rising prices in the domestic economy, would have a negative impact on our competitive advantage - especially for the engineering exporters," said the EEPC India Chairman.

He said, the council has been at the forefront of reminding the government about the need to check the prices of crucial raw material like steel and now that the

RBI has also flagged the issue of inflation running high, an effective government intervention would be advisable.

EEPC India, the catalyst of Indian Engineering Exports, is getting prepared to host more than 300 Exhibitors, 500 Overseas delegates, 10,000 trade visitors and 16 Thematic Sessions with close to 100 Speakers at IESS VII which is opening its gates on the 8th March 2018 in Chennai

Excitement is brewing in Chennai as India all set to showcase its Auto Sector to Egypt

About 12 leading Indian automobile component makers which form part of the global supply chain for the major like Toyota, Mitsubishi, Nissan and Isuzu, would be converging at Cairo, Egypt between December 10 and 12, and showcasing India's OEM capabilities at the 'Autotech 2017' exposition, and sector for Egyptian and North African markets, under the aegis of EEPC India.

The Autotech 2017 in its 24th edition is expected to attract over 300 Exhibition brands, 5000 Qualified Visitors even as six new Product Sectors are added to the largest and most comprehensive trade show for the auto aftermarket industry. "Our participation in the prestigious exposition would further cement India's ties with Egypt and the entire North Africa," said Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India.

The Indian auto-components industry is set to become the third largest in the world by 2025, expected to grow by 8-10 per cent in FY 2017-18. Higher localization by Original Equipment Manufacturers (OEM), higher component content per vehicle, and rising exports from India would be the key growth drivers for the industry which is projected to register a turnover of US\$ 100 billion by 2020.

By 2026, exports of these products are likely to range between US\$ 80- US\$ 100 billion.

"Autotech provides the platform to connect with top decision makers specialised in automobile spare parts, accessories, motorcar workshops, service station equipment and feeding industries. Over the three days, Autotech will unite 5,000+ trade professionals from the auto aftermarket industry with carefully selected exhibiting suppliers and solution providers".

Auto Components is also one of the focus sectors at this year's IESS - which is getting ready for its 7th edition to be held during March 2018 in Chennai. IESS VII with its booty of expositions of 'Future Ready Technology Companies', 'Virtual Development Programmes', 'B2B Sessions with Global Buyer Programme', 'Global Sourcing Seminars', 'Partner Country- Bilateral Forums' is expecting 400 Exhibitors, over 500 Overseas Buyers and 10,000 Trade Visitors.

Iran's Chabahar Port broadens India's Export horizon

CHENNAI, DEC 29 The inauguration of the first phase of Chabahar Port on the 3rd December 2017 broadened India's trade horizon in Western, Central Asia and beyond. The strategically located port on the Gulf of Oman could serve as the fulcrum of India's connectivity ambitions with CIS countries, Afghanistan, Russia and Europe through its proposed future integration with the multi mode transport network INSTC (International North South Transport Corridor).

India-Iran-Afghanistan MoU and plans have committed at least \$2bn to Chabahar-Hajjagaj corridor, including \$85m for Chabahar port development by India, \$150m line of credit by India to Iran, \$8bn India-Iran MoU for Indian industrial investment in Chabahar Special Economic Zone, \$11-billion Hajjagaj iron and steel mining project awarded to seven Indian companies in central Afghanistan, and

India's \$2bn commitment to Afghanistan for developing supporting infrastructure including the Chabahar-Hajjagaj railway, with potential for several times more trade via connectivity to 7,200-km-long multi-mode North-South Transport Corridor (INSTC) connecting to Europe and Turkey.

EEPC India, the premier trade and investment promotion organization for the Indian engineering sector, which is sponsored by the Ministry of Commerce and Industry welcomed the development stating -Indian engineering export trade was in desperate need of a reliable transit point in its international trade route. The opening of the Chabahar port in Iran gives India a strategic depth and opens Afghanistan, Russia and other CIS Nations to us. There is a long term plan to integrate Chabahar port with the INSTC, as Chabahar has high capacity with plans to expand from the current 2.5 million

to 12.5 million tons annually which could boost trade to \$170 billion between India and Eurasia. "The distance between Kandla and the Chabahar port is less than the distance between New Delhi and Mumbai, and so this would enable us quick movement of goods first to Iran and then onwards to Afghanistan and Russia through a new rail and road link," Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India explained.

International Engineering Sourcing Show -IIESS- Annual Show of EEPC India, which is getting ready with its 7th edition scheduled this March in 2018 would expect more delegations from these countries from Western, Central Asia. The 7th edition saw representatives from 100 Nations partaking at the biggest Indian Engineering Extravaganza. This year The Czech Republic is the partner country, Flanders from Belgium is the focus region.

PRESS MEET

The curtain raising Press Meet was held on the February 15 in Chennai During Event Joint Press Meet was held on March 8th.

Adverts were published in over 30 newspapers across India and post event also there was extensive nationwide coverages.

Trade Delegation / Trade Negotiating Committee Meeting / Trade Visit:

EEPC India organized Trade Delegations and attended Trade Negotiating Committee Meeting during the year under review as indicated below:

Name of the event	Period	Focus Country / Region	
Trade Delegation to Taiwan	23 -24 January 2018	Taipei, Taiwan	
The 21st Meeting of the Trade Negotiating Committee (TNC 21) and related meetings of the Regional Comprehensive Economic Partnership	7-9 February 2018	Yogyakarta, Indonesia	EEPC India represented Govt of India on the Task Force meeting on PSR criteria for Chapter 84 – 85 (Machinery and Electrical equipment)

Brief Report on RCEP Task Force Meeting during 7 - 9 February, 2018, Yogyakarta, Indonesia

The 21st RCEP negotiation round between ASEAN and its 6 partners (India, South Korea, Japan, New Zealand, Australia, and China) was held at Yogyakarta, Indonesia. This round discussed the trade of goods and services, investment, issues regarding legalities and institutions, as well as the Rules of Origin (ROO). In order to expedite negotiation of ROO, a Task Force was formed under SWGROO (Sub Working Group on Rules of Origin). The main objective of the Task Force was to independently discuss and decide Product Specific Rules (PSR) for Chapters 84-85 (Machinery and Electrical Equipment). The meeting of the Task Force was held during 7-9 February 2018 at Yogyakarta.

The RCEP was built upon the existing ASEAN+6 FTAs with the spirit to strengthen economic linkages and to enhance trade and investment related activities as well as to contribute to minimize development gap among the parties. The planned RCEP will represent 28.5 per cent of global trade and 31.6 per cent of Gross World Product (GWP). Mr. Saikat Dutta, Joint Director (Policy), EEPC India, participated in the Task Force meeting and PSR negotiation representing Government of India.

RBSM - Reverse Buyer Seller Meet:

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

SI No.	Name of the event	Period	Venue
1	RBSM at Advantage Healthcare India	12 - 14 October 2018	Bengaluru, India

India Pavilions in major International exhibitions 2017-18

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

Sl. No.	Name of the Event	Date	Location	Products covered in the event
1	India Pavilion in Korea Chem 2017	18 - 21 April 2017	KINTEX2, Goyang-si, South Korea	<p>Oil Powder Process Chemical Machinery: Dryer, Granulator, Agitator, Concentrator, Sterilizer, Mixer, Reactor, Dough mixer, Incubator, Valve, Classifier, Blender, Industrial Boiler, Separator, Sludge Collector, Spray Dryer, Compressor, Extruder, Filtration Equipment, Heat Exchanger, Aggregator, Conveyor, Sizer, Evaporator, Vibratory Machine, Extractor, Dehydrator, Deodorizer, Tank, Crusher, Pump, Filter Precision System-Reducer, Motor, Transmission, Inverter, Coupling</p> <p>Control Equipment & System - Display, Level Sensor, Pressure Gauge, Thermometer, Flowmeter Material Testing, Viscometer</p> <p>Plant Engineering & System Design - Measuring Instrument, Condenser, Feeding Device, Dust Collector, Filled Packaging Tube, Pipe, Fittings, Hose</p> <p>Engineering Materials & Components- Nickel, Fluoro-polymer, Ceramic, Silicone, Epoxy, Tape, Teflon, Special Non-ferrous Metal, Special Rubber</p>
2	India Pavilion in Hannover Messe 2017	24 - 28 April 2017	Hannover, Germany	<p>Industrial Supply - Subcontracting and Lightweight Construction; Development Design and Processes; Parts, Components & Systems; Power Generation and Supply; Transmission and Distribution;</p>

No.	Event			
				Conventional Energy: Oil, gas, coal and nuclear energy; Renewable Energy: Solar energy/solar heating, biomass, biogas, bio-fuels, geothermal energy and hydroelectric power; Industrial Automation
3.	India Pavilion in Automechanika Middle East	7 - 9 May 2017	Dubai, UAE	Automobile- Parts & Components, Electronics & Systems, Repair & Maintenance, Accessories & Customizing, Tyres & Batteries, Car Wash, Care & Reconditioning
4.	India Pavilion in Hong Kong International Medical Devices and Supplies Fair	16 - 18 May 2017	HKCEC, Wanchai, Hong Kong	Accident and Emergency Equipment, Building Technology and Hospital Furniture, Chinese Medical Devices, Communication, Systems and IT, Dental Equipment and Supplies, Diagnostics, Electromedical Equipment, Medical Technology, Laboratory Equipment, Medical Components and Materials, Medical Cosmetology, Medical Supplies and Disposables, Physiotherapy, Orthopaedic, Rehabilitation Technology, Medical Textiles, Trade Services and Publications
5.	India Pavilion in SUBCON 2017	6 - 8 June 2017	Birmingham, UK	Assembly Work - Mechanical Assembly, Electro Mechanical Assembly, Complete Manufacturing Services, Metal Forming - Fabrications, CNC Machining, Aluminium Extrusions, Sheet Metal Work, Joining & Welding, Spinning, Tube Services, Casting & Forging, Surface Engineering - Abrasive Blasting, Anodising, Heat Treatment, Polishing, Plating, Plastic Moulding - Plastic Injection Moulding, Rotational Moulding, Thermoforming,

Sl. No.	Name of the Event	Date	Location	Products covered in the event
				Vacuum Forming, Plastic Components, Moulding, Electronics Manufacturing Services, and Cutting Services
6.	India Pavilion in INNOPROM	10 - 13 July 2017	Yekaterinburg, Russia	Machine Building, Industrial Automation, Metropolitan Technologies - Technologies for Urban Development, Technologies for Housing and Communal Services, 'Smart House' Technologies, Services for Citizens, Power Engineering Technologies - Electrical Engineering, Power Engineering, Heat Power Engineering, Electronics, Instrument-making, Components for Machine Building, Equipment & Technologies for Material Processing, Pharmaceutical Machinery, Agricultural Machinery, Automobile Components & Parts - Electronics & Systems, Accessories & Tuning, Repair & Maintenance, IT & Management, Service Station & Car Wash, Oil & Gas Related Products
7.	India Pavilion in Nigeria Pharma 2017	30 August - 1 September, 2017	Lagos, Nigeria	Pharma Processing Machinery (Tablet, Capsule, Liquid, Injectables, Ointment, Dry Syrup), Packaging Machinery, Material & Consumables
8.	India Pavilion in India Europe Automotive Technology Meet, Germany	11 - 16 September 2017	Germany	Automotive Industry - safety, emissions, environment, transition, innovation, technology and R&D, Sourcing, auto component Industry
9.	India Pavilion in	18-23 September	Hannover,	Machine Tools, Additive

Sl. No.	Name of the Event	Date	Location	Products covered in the event
	EMO Hannover	2017	Germany	Manufacturing, Other Machines, Precision Tools, Parts, Components, Accessories, Software, Manufacturing and Process Automation, Metrology and quality assurance Services
10.	FIHAV - 35th Havana International Fair	30 October - 3 November 2017	Havana, Cuba	Equipment & Machinery, Hand & Garden Tools, Consumer Goods, Electrical Household Appliances, Building & Construction machinery, Agricultural machinery / Food Processing Machinery, Medical Equipments & Pharmaceuticals, Builders, Hardware, Stainless Steel Houseware
11.	India Pavilion in MACTECH	16-19 November 2017	Cairo, Egypt	Machinery - Sheet Metal Working Machines, Metal Forming Machines, Milling Machines and Machining Centers, Grinding and Polishing Machines, Drilling and Boring Machines, CNC Router & Laser Engraving Machines, EDM and Consumable, Horizontal and Vertical Lathes, Metrology Equipment, Wood Working Machines; Machine Parts & Suppliers- Sheet Metal Working Machines, Industrial Bearings, Belts, Moulds and Dies, CAD CAM System and Software, Drive & Transmission; Welding & Cutting Equipment- Welding Machines, Plasma Cutting Machines, Water jet Cutting Machines, Plasma Torches and Accessories, Spare parts for Welding Machines, Gas Regulators; Industrial Tools & Equipment- Hand Tools, Power Tools, Precision Tools, Pneumatic and Hydro – Pneumatic Tools, Industrial Fasteners, Abrasive and Adhesives, Measuring and Testing Equipment, Surface

Sl. No.	Name of the Event	Date	Location	Products covered in the event
				Treatment, Generators Technology & Accessories, Factories Supplement
12.	India Pavilion in The Big FIVE 2017	26 - 29 November 2017	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
13.	India Pavilion in Autotech 2017	10-12 December 2017	Cairo, Egypt	Automobile- Parts & Components, Electronics & Systems, Repair & Maintenance, Accessories & Customizing, Tyres & Batteries, Car Wash, Care & Reconditioning
14.	Catalogue Show in Nepal Medical-Lab Expo 2017	14 - 16 December 2017		Accident and Emergency Equipment, Building Technology and Hospital Furniture, Chinese Medical Devices, Communication, Systems and IT, Dental Equipment and Supplies, Diagnostics, Electromedical Equipment, Medical Technology, Laboratory Equipment, Medical Components and Materials, Medical Cosmetology, Medical

Sl. No.	Name of the Event	Date	Location	Products coverd in the event
				Supplies and Disposables, Physiotherapy, Orthopaedic, Rehabilitation Technology, Medical Textiles, Trade Services and Publications
15.	India Pavilion in Arab Health 2018	29 January - 01 February, 2018	Dubai, UAE	Medical Technology, Laboratory Equipment, Diagnostics, Physiotherapy and Orthopedic Technology, Commodities and Consumer Goods for hospitals, Information and communication Technology in healthcare, Surgical Products and services, Facility management, Medical disposables, Healthcare building technology, Medical services, Radiology, Consulting services in healthcare, Cardiology, Medical Publications.
16.	India Pavilion in International Hardware Fair (Eisenwaren Messe 2018)	04 - 07 March 2018	Cologne, Germany	Tools - Manual hand-held tools, Power tools and accessories, Machine tools; Industrial Supply - Compressed air tools, High pressure cleaners, Welding and soldering equipment, Workshop fittings, Shop and storeroom fittings, Ladders and scaffolding, Health and safety security; Fasteners, Fixings and Fittings- Fastening technology, Fixing technology, Building fittings, Furniture fittings, Small fittings, Decorative metal wares; Home Improvement- Sanitaryware and fittings, Chemical products, Interiors and Furnishings, Building materials, accessories, Auto and two wheeler supplies, accessories, Smart Home
17.	India Pavilion in	06 - 08	Dubai,	Automation & Control

Sl. No.	Name of the Event	Date	Location	Products coverd in the event
	Middle East Electricity 2018	March 2018	UAE	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
18.	India Pavilion in MCE Mostra 2018	13 - 16 March, 2018	Rho, Italy	Plumbing Technology, Measuring Instruments Regulation & Control, Heat Pumps, Solar Heating, Geothermal, Cogeneration, Wind, Insulation, Products For Bio-Sustainable Building, Heating Implements , Ventilation, Air-Conditioning, Refrigeration & HVAC Components, Home & Building Automation, Smart Metering, Electric Renewable Energy & Electric Mobility

SIGNING OF MoUs

1. MoU was signed between EEPC India and Punjab National Bank to further mutual cooperation for the purpose of developing activities/schemes to augment the growth of Forex business of EEPC India members



Front row – Mr L K Malhotra, Zonal Manager, PNB signing on behalf of PNB and Mr Suranjan Gupta, Additional Executive Director, EEPC India signing on behalf of EEPC India . Standing behind: Mr Sanjeev Saran, Executive Director, PNB (second from left); Mr P K Shah, Former Chairman, EEPC India; Mr Arun Kumar Garodia, Regional Chairman (ER) were also present among others.

2. EEPC India and Andhra Pradesh MedTech Zone Ltd. (AMIZ) was signed MoU to establish a formal relationship for jointly promoting medical devices sector growth and exports.
3. Engineering Export Council of Egypt and EEPC India signed an agreement for exchange Export/Import market information on goods and services, available from time to time.



MoU being signed between EEPC India and Engineering Export Council of Egypt (EEC-EG) on the first day of the Autotech Exhibition i.e 10th December. Seated in the photograph Mrs Maha Saleh, Executive Director of EEC-EG and Mr Saikat Dutta, Joint Director, EEPC India. The witnesses were Mr. Sanjay Bhattacharya, Ambassador of India to EGYPT and Eng. Amr Aboufreikha, Chairman, EEC-EG (standing behind the signatories talking to each other on the right & left respectively)

4. Taiwan External Trade Development Council and EEPC India signed MoU to exchange information on economic and commercial matters including trade, investment and technology transfer opportunities as well as trends.



Ms Rita Teatota, IAS, Commerce Secretary, Union Ministry of Commerce and Industry ; Mr Suranjan Gupta, Additional Executive Director, EEPC India; Mr Chuang Suo- Hang, Vice Chairman, Taiwan External Trade Development Council and Vice Minister of External Trade, Taiwan are seen MoU signed between EEPC India and Taiwan External Trade Development Council

5. EEPC India and Association of Small and Medium-sized Enterprises and Crafts of the Czech Republic (AMSP) signed an agreement for exchange of export import market information from time to time.



A



B

Signing of MoU between EEPC India & Association of Small and Medium-sized Enterprises and Crafts of the Czech Republic (“AMSP”). (A) Mr Libor Musil, Member of the Board of Directors AMSP CR and Mr Ravi Sehgal, Chairman, EEPC India are signing from the Czech and the Indian sides respectively, (B) Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India and Ing. Ivan Kamenik, Czech Trade, Bengaluru are also seen as witnesses from Indian and Czech side respectively.

6. EEPC India and Micro, Small and Medium Enterprises Department of the Government of Tamil Nadu during IESS VII Edition at Chennai.



Signing of MoU between EEPC India & Micro, Small and Medium Enterprises Department of the Government of Tamil Nadu. Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India is on the right and Mr Dharmendra Pratap Yadav, Secretary to the Government of Tamil Nadu is on the left.

7. National Institute of Design (NID) and EEPC India signed an agreement to maintain further mutual co-operation and understanding for the purpose of promoting the Industrial design opportunities amongst the Industry members of both the organizations.



Signing of MoU between EEPC India & National Institute of Design (NID). Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India is on the right and Mr Pradyumna Vyas, Director, NID is on the left

8. EEPC India signed an MoU with Messe Munchen for Cooperation in Bauma International Trade Fair 2019. BAUMA is World's largest fair for Construction Machinery, Building Material Machinery, Mining Machines, Construction Vehicles & Construction Equipment in New Delhi.



From Left Mr. Gurvinder Singh, Sr. Joint Director, EEPC India; Ms Pallavi Saha, Deputy Director, EEPC India; Ms. Nicole Schmitt, Exhibition Group Director, Messe Munchen GmbH; Mr. B. Sarkar, Executive Director & Secretary, EEPC India and Mr. R. P. Jhalani, Former Chairman EEPC India.

9. MoU signed between EEPC India and Iran Trade Promotion Organisation (TPO)



Mr Suranjan Gupta, Additional Executive Director, EEPC India and Mr M Khosrowtaj, Vice Minister & TPO President, Iran Mr Bhaskar Sarkar, Executive Director & Secretary, EEPC India signed the MoU representing EEPC India (not seen in the pic)

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

Northern Regional Export Excellence Award Function 2013-14 in New Delhi

The Regional Office organized the 46th Northern Regional Export Excellence Award Function 2013-14 on 19th April, 2017 in Hyatt Regency, New Delhi. H.E. Mr. Milan Hovorka, Ambassador of Czech Republic to India 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 2013-14. Dignitaries from Department of Heavy Industries and Department of Industries participated in the function. Mr. T. S. Bhasin, Chairman, EEPC India, Ms. Kamna Raj Aggarwalla, Regional Chairperson (NR), EEPC India; Mr. Pradeep Kumar Aggarwal, Dy. Regional Chairman (NR), EEPC India; and Mr. Rakesh Suraj, Regional Director (NR), EEPC India were also present during the function. 108 Members from Northern Region received the Awards. Mr. Pradeep Kumar Aggarwal, Deputy Regional Chairman, EEPC India (NR) proposed the Vote of Thanks.



Mr. Pradeep K. Aggarwal, Dy Regional Chairman (NR), EEPC India receiving the award on behalf of Spark Engineering Pvt. Ltd. for Star Performer, Bicycles and Parts, Small Enterprise from Guest of Honour H.E. Milan Hovorka Ambassador of Czech Republic to India. Also present are Ms. Kamna Raj Aggarwalla, Chairperson (NR), EEPC India; Mr. T. S. Bhasin, Chairman, EEPC India, & Mr. Rakesh Suraj, Regional Director (NR), EEPC India.

Eastern Regional Export Excellence Award Function 2014-15 in Kolkata

The Regional Office organized the 33rd Eastern Regional Export Excellence Award Function 2014-15 on 22nd August, 2017 at Oberoi Grand Hotel, Kolkata. H.E. Shri Tathagata Roy, Hon'ble Governor of Tripura 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 2014-15. H.E. Mr. Damiano Francovich, The Consul



Chief Guest Mr Tathagata Roy, Hon'ble Governor of Tripura ; delivering the inaugural address - from left are seated - Ms Anima Pandey, Regional Director (ER), EEPC India; Mr G D Shah, Past Chairman, EEPC India; Guest of Honour, H.E. Mr Damiano Francovich, The Consul General of Italy in Kolkata; Mr Arun Kr Garodia, Regional Chairman (ER), EEPC India; Mr Ravi Sehgal, Sr Vice Chairman, EEPC India; Mr B D Agarwal, Dy Regional Chairman, (ER), EEPC India and Mr Suranjan Gupta, Additional Executive Director, EEPC India.

General of Italy in Kolkata was the Guest of Honour at the function. Mr. Arun Kumar Garodia, Regional Chairman (ER), EEPC India; Mr. R P Sehgal, Sr Vice Chairman, EEPC India; Mr. B D Agarwal, Dy Regional Chairman (ER), EEPC India; Mr. G D Shah, Past Chairman, EEPC India; Mr. Suranjan Gupta, Addl. Executive Director, EEPC India and Ms Anima Pandey, Regional Director (ER), EEPC India were also present during the function. 40 Members from Eastern Region received the Awards. Mr. B.D. Agarwal, Deputy Regional Chairman, EEPC India (ER) proposed the Vote of Thanks.

Southern Regional 40th Export Excellence Award Function in Thiruvananthapuram

The Regional Office organized the 40th Southern Regional Export Excellence Award Function 2015-16 on October 25, 2017 at Vivanta By Taj, Thiruvananthapuram. Shri Mahesh K. Desai, Regional Chairman of EEPC India (SR) delivered Welcome Address. Shri Pankaj Chadha, National Vice-Chairman of EEPC India delivered Key-note Address. Shri A.C. Moideen, Hon'ble Minister for Industries, Sports & Youth Affairs was the Chief Guest and honoured the Award Winners by presenting Trophies to 69 Award Winners under different categories. Vote of Thanks was given by Shri Y. Hariharan, Former Deputy Regional Chairman & Member, Award Committee, EEPC India (SR). There were large gathering during the Award Presentation Function.



Address by Chief Guest Mr. A. C. Moideen, Minister for Industries, Govt of Kerala

Western Regional Export Excellence Award Function 2014-15 in Mumbai

The Regional Office organized the 33rd Western Regional Export Excellence Award Function 2014-15 on 20th May, 2017 at ITC Grand Central, Mumbai. Mr. Piyush Goyal, Hon'ble minister of State with Independent Charge for Power, Coal, New and Renewable Energy and Mines, Government of India 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 2014-15. Mr. Anil Diggikar (IAS) Chairman, JNPT, Nhava Sheva was a Guest of Honour. Mr. K. L. Dhingra, Regional Chairman (WR), EEPC India gave welcome address. Mr. T. S. Bhasin, National Chairman, EEPC India gave a keynote address. Mr. Anoop Marwaha, Dy Regional Chairman, (WR), EEPC India introduced the Guest of Honour. Mr. Anil Diggikar (IAS) Chairman, JNPT, Nhava Sheva given address to the members. Mr. P. R. Venkatachalam, Chairman, Award Committee, EEPC India (WR), introduced the Chief Guest. Mr. Rajat Srivastava, Regional Director (WR), EEPC India was also present during the function. 104 Members from Western Region received the Awards. Mr. P. R. Venkatachalam proposed the Vote of Thanks.



Dignitaries on the Dias (L-R) - Mr. Anoop Marwaha, Dy. Regional Chairman (WR), EEPC India; Mr. P. R. Venkatachalam, Chairman, Award Committee (WR), EEPC India; Mr. T. S. Bhasin, National Chairman, EEPC India; Chief Guest Mr. Piyush Goyal, Hon'ble Minister of State with Independent Charge for Power, Coal, New and Renewable Energy and Mines, Government of India; Mr. K. L. Dhingra, Regional Chairman (WR), EEPC India; Mr. Neeraj Bansal, IRS, Dy. Chairman, Jawaharlal Nehru Port Trust; Mr. Rajat Srivastava, Regional Director (WR), EEPC India

Western Regional Export Excellence Award Function 2015-16 in Mumbai

The Regional Office organized the 34th Western Regional Export Excellence Award Function 2015-16 on 30th November, 2017 at ITC Grand Central, Mumbai. Mr. R. A. Rajeev, IAS, Principal Secretary, Ministry of Finance, Government of Maharashtra 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. Dr. Sonia Sethi, IAS, Additional Director General of Foreign Trade, Directorate General of Foreign Trade - Mumbai Zonal Office was the Guest of Honour at the function.

Mr. T. S. Bhasin, National Chairman, EEPC India; Mr. K. L. Dhingra, Regional Chairman (WR), EEPC India; Mr. P. R. Venkatachalam, Dy Regional Chairman (WR), EEPC India; Mr. Anoop Marwaha, Dy Regional Chairman (WR), EEPC India; and Mr. Rajat Srivastava, Regional Director (WR), EEPC India were also present during the function. 102 Members from Western Region received the Awards. Mr. Anoop Marwaha, Deputy Regional Chairman, EEPC India (WR) proposed the Vote of Thanks.



Presentation of Awards by Mr R A Rajeev, Principal Secretary, IAS, Ministry of Finance, Govt of Maharashtra and Dr Sonia Sethi, IAS, Additional Director General of Foreign Trade, Directorate General of Foreign Trade- Mumbai Zonal Office and also present on dais – Mr T S Bhasin, Chairman, EEPC India and Mr K L Dhingra, Regional Chairman (WR), EEPC India

Northern Regional Export Excellence Award Function 2014-15 in Lucknow

The Regional Office organized the 47th Northern Regional Export Excellence Award Function 2014-15 on 24th January, 2018 in Taj Vivanta, Lucknow. Mr. Satya Dev Pachauri, Hon'ble Minister of MSME and Export Promotion, Government of Uttar 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



Mr Satya Dev Pachauri, Hon'ble Minister of MSME & Export Promotion, Govt. of Uttar Pradesh and Mr Anil Kumar, Principal Secretary, MSME & Export Promotion, Govt. of Uttar Pradesh jointly presenting the awards while Mr T S Bhasin, immediate past Chairman, EEPC India and Ms Kamna Raj Aggarwalla, Chairperson (NR), EEPC India are seen sharing the dais.

year 2014-15. Mr. Anil Kumar Tiwari, Former Minister of Basic Education, Government of Uttar Pradesh and other dignitaries from Government of Uttar Pradesh participated in the function. Mr. T. S. Bhasin, Chairman, EEPC India, Mrs. Kamna Raj Aggarwalla, Regional Chairperson (NR), EEPC India; Mr. Pradeep Kumar Aggarwal, Dy. Regional Chairman (NR), EEPC India; and Mr. Rakesh Suraj, Regional Director (NR), EEPC India were also present during the function. 120 Members from Northern Region received the Awards. Mr. Pradeep Kumar Aggarwal, Deputy Regional Chairman, EEPC India (NR) proposed the Vote of Thanks.

TRADE INFORMATION DIVISION

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

- **Mailing of EEPC India Weekly Newsletter - Engineering Export INFO Bulletin** : The online weekly newsletter on a regular basis, Info-Bulletin containing the information about Council's recent activities, global tenders, enquiries, reports, Government notifications/circulars, steel price, shipping information, trade fair etc. are circulated to all members of the Council and hosted in Council's website.
- **Mailing of EEPC India Territorial Newsletters** - EEPC India preparing various Newsletters on territory wise such as Africa, Latin America, North America, Europe, ASEAN-5, CIS, South Asia, Middle East and West Asia on monthly basis and mailing to all members of the Council 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, IESS, Partner country events and also for Council's various promotional activities.
- **Video Conferencing :** Implemented in the Council's offices in Kolkata, Mumbai, Chennai and New Delhi. A live Sessions on Union Budget 2018 was organized and also other meetings such as Panel meetings, various Committee meetings, where the Chairman of the Council along with Working Committee members, Regional Committee members from different regions participated.
- **Country Profile/Market Survey Reports :** Prepared reports of various countries. There were published in the Weekly Newsletter 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 Council's Information Portal :** The Council'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 Council's promotional events as well as members requirement were prepared and provided for mailing campaigns.

POLICY MATTERS

A meeting was organized by the Ministry of Commerce & Industry, Government of India on April 13, 2017 in New Delhi on various aspects of export related matters. The meeting was chaired by Ms. Rita A. Teatota, IAS, Commerce Secretary where EEPC India was present and discussed the following issues –

Caution listing of exporters by RBI for non-closure of export realization

An exporter gets caution listed, if realization of a shipping bill remains outstanding for more than two years. Banks were advised vide RBI Circular No. 74 dated May 26, 2016 that procedure for cautioning / de-cautioning of exporters has been automated under EDPMS. Once the exporter's name appears in the caution list, the bank is obliged to suspend all export/import related transaction of the said party except against advance payment, L/C or usance bill.

In many instances the bankers may not update the realization details against a shipment upon the exporter/importer furnishing the proof of exports/imports and shipping bill will be reflected as outstanding. In some cases realization may remain outstanding because of dispute with the foreign buyer. The exporter, for no fault of his, may get caution listed in such cases.

(Note: As an interim relief RBI has decided to grant temporary exemption to exporters whose IE codes are appearing in caution-list in EDPMS up to April 20, 2017.)

RBI should not insist upon the copies of the Shipping Bill (Exchange Control copy and Export Promotion copy)

Customs vide its Circular No. 55/2016-Customs dated 23rd November, 2016 has dispensed with the requirement of printing of shipping bills.

Since the Customs has waived the need for shipping bill, RBI may be requested to make commensurate changes both in the FEMA notification as well as the Master circular on Exports. Bill of Exchange, Invoice, Airways bill or Bill of lading may be considered as the valid, bona fide documents in support of evidence for exports.

Third party/ third country payments for exports

For an export consignment the remitter can be different from the buyer. The remitter can be a third party, even located in a third country. For an instance, most of the buyers in Africa, prefer to make payments from Middle East/Europe. In some cases the advance is remitted by the buyer from one country but the balance is send from other country.

RBI allows third party payments for export / import transactions. Guidelines to banks for handling such transactions were issued vide RBI Circular No. 100, dated 4.2.2014. As per this circular, the need for a tripartite agreement was waived off and AD banks were advised to satisfy themselves with the bona-fides of the transaction and export documents.

The issue being face by the exporter is that some banks like SBI still insisting on tripartite agreement. Also, Banks are insisting on name of remitter upfront on shipping bill which even exporter is not aware of at the time of shipment.

Banks refusing to handle documents where Iran is a transit point for exports

RBI vide Notification No. FEMA 14(R)/2016-RB dated May 02, 2016 lifted the suspension on Asian Clearing Union (ACU) mechanism for Receipt for export of eligible goods and services, in any freely convertible currency from Iran. But, banks are refusing to handle documents where Iran is a transit point for exports elsewhere to Russia / Central Asia.

This is severely hampering the movement of cargo from India on INSTC route. Indian exporters are losing business even to adjoining countries if using the Bandar Abbas port.

Non-handling of export documents by Indian Banks with regard to export to Sudan

Some of the Indian Banks like HDFC Bank are not handling export/ import documents pertaining to Sudan. HDFC Bank has quoted compliance with “The Office of Foreign Assets Control” (OFAC) regulations of US as a reason for this. RBI has not issued any instructions to Banks for not handling export documents pertaining to Sudan.

The exporters to Sudan are unable to received payment for exports made by them.

Important FTP provisions in the context of the implementation of the GST

- (a) The GST has been implemented with effect from 1st July 2017, the term “Central Excise Authority” used in the Foreign Trade Policy 2015-20 and the Foreign Trade Procedures 2015-20 would be read as “Jurisdictional Customs Authority”.
- (b) The Duty Credit Scrips cannot be used for payment of IGST and GST compensation cess in imports, and CGST, SGST, IGST and GST compensation cess for domestic procurement.
- (c) Under the GST regime, no exemption from payment of Integrated GST and Compensation cess would be available for imports under the Advance Authorization.
- (d) Importers would need to pay IGST and take input tax credit as applicable under the GST rules.
- (e) However, imports under the Advance Authorization would continue to be exempted from payment of Basic Customs Duty, Additional Customs Duty specified under section 3(1), 3(3) and 3(5) of the Customs Tariff Act. Education Cess, Anti-dumping Duty, Safeguard and Transition Product Specific Safeguard Duty, wherever applicable.

Applicable GST would need to be paid while making local procurement, using an invalidation letter of Advance Authorization/DFIA. Recipient of goods can take Input Tax Credit (ITC) of the GST paid on such local procurement. This Input Tax Credit can be utilized as per GST rules.

- (f) Advance Release Order facility shall not be available for procurement of inputs under Advance Authorization Scheme except for inputs listed in Schedule 4 of Central Excise Act, 1944 read with The Taxation Laws (Amendment) Act 2017 No.18 of 2017 with effect from 1st July 2017. RAs are directed not to issue ARO except for Schedule – 4 items as stated above.

Importers would need to pay IGST and take input tax credit as applicable under GST rules. ARO facility shall not be available for sourcing of Capital Goods manufactured indigenously.

- (g) EOUs are allowed duty free imports of goods for their authorized operations. In GST regime, the import of goods covered under GST would be exempted from the whole of the duty of customs specified under the First Schedule to the Customs Tariff Act, 1975 (BCD) enabled by Notification No.52/2003-Cus. But such goods would attract integrated tax and compensation cess leviable under sub-section (7) and (9) of the said Act. The taxes so paid on imports will be neutralized by ITC.

Customs Tariff Act, 1975 (BCD) and also from the additional duty leviable under sub-sections (1), (3) and (5) of Section (3) of the said Act (CVD &SAD) enabled by notification No.52/2003-Cus.

For the indigenous procurement of goods covered under GST, the EOU will not get ab-initio exemptions. Such supplies would be on payment of CGST/SGST/UTGST/IGST. The taxes so paid will be neutralized by ITC. For the indigenous procurement of goods covered under Fourth Schedule, the EOUs will continue to get ab-initio exemptions from central excise duty.

EOUs would be required to pay only CGST & SGST or IGST, as the case may be, besides paying back of whole of the duty of customs specified under the First Schedule to the Customs Tariff Act, 1975 (BCD) exemptions, if availed, on inputs used in manufacture of such finished goods.

The DTA clearances of finished goods covered under Fourth Schedule of the Central Excise Act, 1944, the EOUs would be required to pay central excise duty equal to the aggregate of duties of customs in view of proviso to section 3(1) of the Central Excise Act, the effective rate of such duties being covered by Notification No. 23/2003-CE.

Inter unit transfer/supply for EOU to other EOUs. Applicable GST would be payable on the transfer/supply of goods from one unit of EOU/EHTP/STP/BTP to another.

Problem in exports to SAARC countries

Bangladesh

(a) Free of Supplies during warranty period

Indian capital goods manufacturers and exporters normally give 24 months warranty period to our customers. During this period, if any item is found defective/damaged, manufacturers need to replace those items on Free of Cost (FOC) basis. However, Indian manufacturers are facing problems in sending FOC materials to Bangladesh. There is no clear cut guidelines on sending Free of Cost shipments to Bangladesh. Feedback from Bangladesh manufacturers is that if the value is minimal the goods can be cleared from Bangladesh Customs. We understand that no Bangladesh customs circular or guidelines or any other guidelines available. Hence, a request may be made to the Bangladesh officials to issue guidelines on supplying goods on Free of Cost basis.

b) Road Shipment to Bangladesh

Indian companies experience huge delays in clearing the cargo both at Petrapole and Benapole borders. Currently, trucks/trailers get detained at the border for minimum 20 – 25 days, resulting into huge detention charges as well as many times, the L/C gets expired.

(c) Restructuring of Duties by Bangladesh under Chapter 72

Bangladesh Government through their Budget in June 2016 and June 2017 restructured the duty structure in many products under chapter 72. The sole aim of such movement is to deny the SAFTA Benefit to countries signatory to SAFTA Agreement including India. They have brought down custom duty to NIL and replaced the same by putting Regulatory Duty of the same rate. Regulatory duty is imposed to protect the local industry from cheap import and is

over and above the Custom duty. For instance, on Ingots and billet duty was Taka 700 only per mt against SAFTA but now it has been revised to CD 0, RD 20% and Vat 15%.

(d) Customs Duty reduction is just to deny SAFTA benefit to India

Interestingly, some products are not manufactures in Bangladesh or have just one manufacturer capable of meeting not even 50% of their local requirement. Some of the products where such changes have been made are as follows:

Sl. No	Heading	Product	R.D.
19.	Heading 72.01 (All H.S. Code)	Pig iron	5
20.	7202.11.00	Ferro manganese	15
21.	7202.21.00	Ferro silicon	15
22.	7202.30.00	Ferro-silico-manganese	15
23.	72.03 (All H.S. Code)	Spong iron	5
25.	72.06 (All H.S. Code)	Iron ingot	20
26.	Heading 72.07 (All H.S. Code)	Billet	20

Goods on which Customs Duty has been introduced instead of specific duty

Sl.No.	H.S. Code	Description	Existing Duty	Proposed Duty
1.	72.01 (All H.S.Code)	Pig iron	Sp.Duty- Tk.1000/Mt	CD-0%, RD-5%, VAT-15%
2.	72.03 (All H.S.Code)	Spong iron	Sp.Duty- Tk.1000/ MT	CD-0%, RD-5%, VAT-15%
3.	72.04 (All H.S. Code)	Scrap	Sp.Duty- Tk.1500/MT	CD-0%, RD-5%, VAT-15%
5.	7206.10.00	Ingots	Sp.Duty- Tk.7000/MT	CD-0%, RD-20%, VAT-15%

(e) Issues related to Banking

As per the International Banking rules LC Opening Bank is required to make the payment of documents within 5 working days. In many cases the Banks in Bangladesh withhold the payment either by raising some discrepancy or even without that also. In case of UPAS LC (LC is on 90/180 days sight but the exporter is paid on sight) the document acceptance is not given for 30/45/60 days. In many cases without making the payment or conveying the acceptance, they issue the DO (Delivery Order) on customs to the importer to take delivery of the cargo. The Importer gets delivery of the cargo from customs and raises the disputes threatening to block the payment by moving to court etc.

Often the L/Cs are not concise in terms of description. Also L/Cs call for too many documents. It is suggested that the description should be very concise.

In sum, such Banking modus operandi and dealing issues need to be discussed and UCP guidelines need to be strictly adhered to.

Nepal

(a) Exports to Nepal: New Circular issued by Nepal Rashtra Bank

According to this circular, EXPORTERS FROM INDIA ARE REQUIRED TO SUBMIT THE EXPORT INVOICE UNDER GST WITH ZERO RATE TAX QUOTING THE LUT / BOND NO. Otherwise the payment will be made in Indian Rupee and Not Foreign Currency.

It is silent on Export Invoice charging 18% IGST.

As per GST Rule exporter have both the option of raising the export invoice with ZERO tax under LUT/Bond or charging 18% IGST. Here Nepal is restricting the movement under LUT or Bond only to get the payment in Foreign Currency. This is a kind of Non-Tariff Barrier and either IGST payment should be also included to be shown or the requirement be done away with.

GST Related Issues

(a) Transitional Period

There are considerable issues with members unable to file their details, especially with regard to Tran-1. If this is not made smoother, exporters are unable to get the carry forwards and view their input tax credit. This issue needs to be addressed at the earliest.

The critical stage is the transitional period, viz., from July 1, 2017 to September 30, 2017, wherein there is likely to be severe blockage of funds due to the fact the filing date of outward supply is on September 5, 2017 for all the supplies carried out in the month of July 2017. This means the refunds on exports will be available either at the end of September or first week of October. Our members have informed that it would be impossible for them to export in August and September as per this refund time schedule. We request that kindly urge the Commerce Secretary to make the GSTN operative for processing returns and refunds by the beginning of August, so that the Customs via ICEGATE can start processing the refund applications and give the refunds by end August for supplies and exports in July 2017.

(b) IGST on Advance Authorization

We would also like to draw kind attention of imposing IGST of 18% on raw materials, import even under advance authorization licence for export orders. This will affect heavily on cash flow of Exporters to sustain in international competitive market. AA should be exempted from IGST.

(c) MEIS Scrips Utilization

Pre GST, MEIS license (Scrip) was allowed to utilize for payment of Excise, Service Tax, VAT etc. as per policy, whereas post GST implementation MEIS License can be utilized only for Basic Customs Duty payment, which is unfair and withdrawal of benefits to Exporters. Hence, this also has added additional cash outgo burden to Exporter for import clearance for export orders. This is going to affect very badly on Exporters cash flow and working capital. With respect to MEIS, the duty credit scrips should be allowed to neutralize CGST + SGST/IGST in line with what was the situation in the pre-GST period.

Council seeks a clarification on the HSN of Duty Credit Scrips under Chapter 3 of the Foreign Trade Policy. If it is HSN 4907 which has a GST rate of 12%, we feel this should be lowered to 0% or at least to 5% which was the VAT rate.

RBI Related Issues

(a) RBI Caution Listing

There is the continuing problem of RBI caution listing. RBI has extended the deadline till August 31, 2017, but the problem with regard to payments received from OFAC list of countries like Sudan, Syria, etc and Foreign Currency Payments received from Iran remain a problematic area. Further, many banks are short staffed and that is affecting sorting out such problems. A policy on payment from OFAC countries should be formalized by the DOC.

(b) Rupee Appreciation

EEPC India has been expressing its concern for some time now and Council has also written to the RBI the continuous one way movement of the Rupee at a time when the Chinese Yuan is depreciating. Accordingly, it is our submission that since one of the critical objectives of the RBI is to moderate the excess volatility as part of the exchange rate management, we feel that the nominal exchange rate should have some correlation with the REER and the REER could be the signal of exchange rate management to moderate excess volatility. In this respect, the RBI had sometime back expanded the 5-country indices with a new 6-country index (by including the Chinese Yuan in the index) and has also been publishing the same in detail in the monthly official publication of the Reserve Bank of India. We suggest that movement within 5% of the nominal rate to the REER be acceptable, while the movement between 5 to 10% could be within the watch of the RBI and the deviation more than 10% should warrant intervention by the RBI. This would give some stability in terms of policy being pursued by the RBI and also indicate to exporters and other stakeholders the path that rupee path can take and enable them to quote appropriate prices to their foreign buyers.

We had taken up the matter both with RBI Governor and the Commerce Secretary and we urge our Joint Secretary to also highlight at his level with concerned officials.

Increasing in Steel Prices

EEPC India has been receiving representation from the members expressing their concerns over the increasing steel prices that is impacting adversely their cost of engineering products. Prices of Pig Iron, Billets, HRC have been increasing in some of the leading engineering centers in India. This is making it difficult for engineering exporters to be competitive at a time when they are already having transactional problems with GST.

RCEP Negotiation

EEPC India participated in the 19th Round of RCEP negotiations on 25 July 2017 at Hyderabad. Following points were raised by EEPC:

- The Government should ensure a differential tariff schedule in RCEP especially for China.
- To ensure seamless movement of products and services, RCEP should include a quality schedule along with the tariff schedule;

- To overcome standards related problems, the members can explore the possibility of signing of Mutual Recognition Agreements (MRAs) which allows equivalence of standards;
- Transaction cost is a huge concern of the exporting community. Ensuring Ease of Doing Business and reduction of transaction cost should be a priority of the RCEP members.

US GSP Review

The US Government has withdrawn unilateral tariff preference under GSP granted by the US to Indian origin exports for 48 tariff lines. Out of the 48 tariff lines, following 8 tariff lines of engineering products with their relevant US MFN duties have been abolished.

HS Code	Description	US MFN Duty
73072110	Stainless steel, flanges for tubes/pipes, forged	3.30%
73259100	Iron or steel, cast grinding balls and similar	2.90%
79070020	Zinc, tubes or pipes and fittings for tubes or pipes	3.00%
85023100	Wind-powered electric generating sets	2.50%
87083050	Pts. & access, of mtr. Vehicles of 8701, nesoi, and	2.50%
87085079	Pts. & access. of mtr. Vehicles for transp. of persons	2.50%
87085095	Pts. & access. of mtr. Vehic. of 8701, nesoi, 8702	2.50%
94055030	Non-electrical lamps and lighting fixtures nesoi. of	5.70%

Further, USTR office has announced initiation of its annual GSP product and country practices review. During this review, importers, foreign governments, and other stakeholders have the opportunity to petition the US government for changes in the coverage of the GSP. Petitions may be sent to add or remove products from the list of imports that are eligible for GSP benefits. The USTR will also consider petitions to review the GSP eligibility of any country currently benefiting from the programme. The deadline to submit petitions through comments is 12th September, 2017.

We have requested our members to file suitable petition as per the US GSP Federal Register Notice that we have already circulated to them on August 21, 2017. EEPC India wishes to also file petition on tariff lines based on exports data and member's inputs. Accordingly member-exporters have also been requested to provide their relevant inputs to the Council for taking it up with the Indian Government as well as the US Government.

Announcement of Mid-Term review of FTP 2015-20

The Hon'ble Commerce and Industry Minister, Mr. Suresh Prabhu released the Mid-term Review of the Foreign Trade Policy (FTP) 2015-2020 on 5th December 2017 in New Delhi in the presence of Hon'ble Minister of State for Commerce and Industry, Mr. C R Chaudhary, Finance Secretary, Mr. Hasmukh Adhia, Commerce Secretary, Ms. Rita Teatota, Secretary, Department of Industrial Policy & Promotion, Mr. Ramesh Abhishek and the Director General of Foreign Trade, Mr. Alok Chaturvedi.

The FTP will focus on exports from labour intensive and MSME sectors by way of increased incentives in order to increase employment opportunities. Emphasis will be given on 'Ease of Trading' across borders. Information based policy interventions will be ensured through a State-of-the-Art Trade Analytics Division. While share in traditional products and markets will be maintained, the focus will be on new products and new markets. The Commerce Minister focused on transparency and trust with the industry and maintenance of Quality Standards to succeed in the international market. We furnish below the highlights of the Mid Term Review of FTP:

Highlights of Mid Term Review of FTP

While restoring the benefits under the export promotion schemes of duty free imports under Advanced Authorization, Export Promotion Capital Goods and 100 percent Export Oriented Units and thus resolving the problem of blocked working capital for exporters following the roll out of GST, the FTP review has focused on increasing the incentives for labour intensive MSME sectors. Export incentives under Merchandise Exports from India (MEIS) have been increased by 2 per cent across the board for labour intensive MSME sectors leading to additional annual incentive of Rs. 4,567 crore. This is in addition to the already announced increase in MEIS incentives from 2 per cent to 4 percent for Ready-made Garments and Made Ups in the labour intensive Textiles Sector with an additional annual incentive of Rs. 2,743 crore Further, incentives under Services Exports from India Scheme (SEIS) have also been increased by 2% per cent leading to additional annual incentive of Rs. 1,140 crore.

Thus, incentives under the two schemes have been increased by 33.8 per cent (Rs. 8,450 crores) from the existing incentives of Rs. 25,000 crore leading to boost in exports from the labour intensive sectors and increased employment opportunities. Some of the major sectors benefited are as under:

- Rs. 2,743 crore for Readymade Garments and Made ups in Textiles Sector;
- Rs 749 crore for Leather and Footwear Articles;
- Rs 921 crore for handmade Carpets of Silk, Handloom and Coir and Jute products;
- Rs 1,354 crore for Agriculture and related products;
- Rs 1,140 crore for Services including Hotel & Restaurant, Hospital, Educational Services etc.
- Rs 759 crore for Marine products;
- Rs 369 crore for Telecom and Electronics Components;
- Rs 193 crore for Medical and Surgical Equipment.

Further, the validity period of Duty Credit Scrips has been increased from 18 to 24 months and GST rates on transfer/sale of scrips has been reduced to zero. Issue of Gold availability for exporters has been resolved by allowing Specified Nominated Agencies to import Gold without payment of IGST. Support to Export Credit Guarantee Corporation is also being enhanced to increase insurance cover to exporters particularly MSME's exploring new or difficult markets.

A new scheme of Self-Assessment based duty free procurement of inputs required for exports has been introduced. There will be no need of Standard Input Output Norms in such cases and this will eliminate delays. It is based on trust. Exporters will self-certify the requirement of duty free raw materials/inputs. The scheme would initially be available to the Authorized Economic Operators (AEOs) and will get expanded as more exporters join the AEO programme. The scheme will improve ease of doing business.

Contact@DGFT service has been launched on the DGFT website (www.dgft.gov.in) as a single window contact point for exporters and importers for resolving all foreign trade related issues and also to give suggestions. Exporters/Importers can track status of their queries through the assigned reference number. Feedback mechanism has also been provided. High level monitoring of disposal is being ensured.

A State-of-the-Art Trade Analytics division has been set up in DGFT for data based policy actions. The initiative envisages processing trade information from DGCIS and other national and international databases related to India's key export markets and identify specific policy interventions.

A new Logistics Division has been created in the Department of Commerce to develop and coordinate integrated development of the logistics sector, by way of policy changes, improvement in existing procedures, identification of bottlenecks and gaps, and introduction of technology based interventions in this sector. These steps would improve India's ranking in the Logistics Performance Index (LPI) and promote exports and enhanced growth.

Focus will be given to Ease of Trading across borders. A professional team to handhold, assist and support exporters in their export related problems, accessing export market and meeting regulatory requirements. The team will also examine the procedures and processes in clearances related to trading across borders for their simplification and rationalization and track progress. Dwell time at ICDs, ports and airports is being closely monitored in coordination with Customs, and Infrastructure Ministries.

The Foreign Trade Policy will continue to be reviewed and evaluated regularly for addressing concerns of the exporters, simplification of procedures and for promotion of exports.

Parliamentary Standing Committee on Commerce Meeting

The Parliamentary Standing Committee on Commerce organized a meeting on 10th November, 2017 in New Delhi on the Impact of Goods and Services Tax (GST) on Exports. EEPC India submitted its detailed comments. Mr. Pankaj Chadha, Vice Chairman, Mr. Pradeep Kumar Aggarwal, Member of the Working Committee and Mr. Suranjan Gupta, Addl. Executive Director, represented EEPC India at this meeting.

New Duty Drawback Rates for 2017-2018

The Ministry of Finance, Department of Revenue has notified All Industry Rates (AIR) of Duty Drawback vide Notification No. 89/2017-Customs (N.T.) dated 21.09.2017. This Notification comes into force on 01.10.2017.

Record of Discussion between EEPC and Government on Export Refunds held on November 23, 2017 in New Delhi

EEPC Chairman, Mr. T S Bhasin and Vice Chairman, Mr. Pankaj Chadha along with the Secretariat met the Finance Ministry Officials on November 23, 2017 to discuss the problem of refunds faced by its members. Here, a gist of the discussion and the remedies suggested by senior officials are being provided for information of members. Members are requested to kindly note the deliberation to solve the refund problem. It may be mentioned that the discussion highlights some future action by Government and hence the error corrections will be possible when the same is carried out by the Government. This is likely to be done by next week.

The Finance Ministry Officials reiterated that the Government is committed to refunding zero rated goods and will do everything in this direction. The Government is keen to ensure that there is minimal human interface and it is for this reason technical glitches that are arising are being corrected and leading to delay.

IGST Paid refunds

- (a) Please see your GSTR 1, GSTR 3B and Shipping Bill filed by you for every month. Please match all the details (field to field) and ensure all are the same. For example, even non-mandatory codes like Port Code in GSTR 1 are filed.
- (b) The Government is likely soon amend Table 9A in CBEC Board Circular No. 42/2017 dated 7/11/2017 to Table 9 for August onwards, so that errors made can be corrected in August 2017 returns.
- (c) Further, the Government is likely to include a field in ICEGATE where exporters will be able to find out the errors in their respective shipping bills so that they can take corrective steps as mentioned in Point b).

Some specific errors raised by EEPC India Team and the solution proposed in the discussions are given in the Table below :

Sr. No.	Issue	Error in	Proposed Solution
1.	Exporter has filled S/bill with "NA" as IGST Status. Then realizes that he had to Pay IGST. Which he pays in GSTR3B.	Shipping Bill	Technically, no refund is due. So it was suggested that re-credit be taken in the filing for next month. So for July, take re-credit in August
2.	Exporter pays IGST but does not mention the tax invoice details in the Shipping bill	Shipping Bill	Again, no refund is due technically. So it was suggested that re-credit be taken in the filing for next month. So for July, take re-credit in August. The new Table 9 to be announced may be used.
3.	Exporter use to make 2 Invoices One Tax Invoice and Other Export Invoice (Custom Invoice). Invoice No. of Custom Invoice was as always shown in S/Bill. Post GST they did the same thing. For GST Returns, they have correctly filed it on the basis of GST Tax Invoice which is different.	Shipping Bill	Option to correct the Invoice No. in S/bill on the basis of GST Tax Invoice. This is will be possible in Table 9 to be issued soon. The Government is also looking at giving one time exception to errors made for the month of July 2017.
4.	Exporter Purchased Finished Goods at Rs. 100/- for which he paid GST to supplier Rs. 18/-. He Exported at Rs. 125/- on which he had to pay IGST and claim refund. However, unknowingly he mentioned IGST paid amount as Rs. 18/- in S/Bill. On realizing the error exporter has paid Rs. 4.5/- (diff 22.5-18) at the time of filling of GST 3B.	Shipping Bill	Since it will not be possible to take refund in two stages, it was suggested that re-credit be taken when filing for next month.
5.	At the time of filling GSTR-1 S/Bill and date was optional, hence exporter did not mention it. Now he/she is unable to edit save and submit it.	GSTR-1 for July and in future	Addition of S/Bill No. and Date to be allowed in GSTR-1 any time event after submission. Table 9 to be issued will enable this to be done.
6.	On account of rounding of taxes, IGST Paid amount as per GSTR-1 and S/Bill does not match.	GSTR-1 or S/Bill	This is likely to be overlooked and no refunds will be held on this account.

Other errors

- A. Some ports have also issued documents show casing errors in the mis-match of data for month of July 2017 There are lists stating “Refund Not Granted”. EEPC India submitted a copy of the same and the Government will look at the problems in such lists and resolve the same.
- B. There are problems with exports from ports/ICD and the Government is aware of this and the problem of e-filing in such stations will be resolved in a day or two.
- C. EEPC India pointed out the issue related to bank account validation with PFMS. The advise was to get in touch with the local Drawback Officials at the Cutsoms and they will help in making corrections.
- D. EEPC India pointed out that lately Drawback payment has stopped in some cities. The Officials mentioned that they were aware of this issue and is being resolved.
- E. LUT/Bond Refund

For this relevant Circular No.17/17/2017-GST dated 15th November has been issued for manual filing and processing.
- F. Electronic Sealing: Finance Ministry Officials requested EEPC India help to highlight the benefits of Electronic Sealing to its members. They mentioned that a study was carried out by the Government and the cost will get lowered for exporters if they use Electronic Sealing facility. EEPC India pointed out the inadequacy of seals and it was mentioned that it was for this reason, the system has been made voluntary till December 15, 2017.

Meetings held during November and December 2017 to discuss Policy Issues where Senior Officer Bearers participated:

November

- 1. Standing Committee of Department of Commerce to discuss Exporters problems under GST — Vice Chairman and Deputy Regional Chairman (NR) on 10th November, 2017.
- 2. Meeting with S K Panda, DG, DG Systems, Ministry of Finance, Chairman, Vice Chairman on 23rd November, 2017.
- 3. Meeting with L Satya Srinivas, JS (Customs) — Chairman, Vice Chairman, on 23rd November, 2017.

December

- 1. Release of Mid Term Foreign Trade Policy—Former Chairman, Mr. PK Shah, Deputy Regional Chairman (NR) on 5th December, 2017.
- 2. Pre-Budget Meeting with Finance Minister — Former Chairman, Mr. P K Shah on 6th December, 2017.
- 3. Pre-Budget Meeting with CBEC Member and Senior Officials — Chairman, Deputy Regional Chairman (NR) on 12th December, 2017.
- 4. Meeting with Additional DGFT, N K Srivastava on 18th December, 2017.
- 5. Meeting with Additional DGFT, Mr. N P S Monga on 18th December, 2017.
- 6. Meeting with Joint Secretary, Customs on 21st December, 2017.

Union Budget for the year 2018-2019

The Hon'ble Union Finance Minister, Shri Arun Jaitley has presented the Union Budget for the year 2018-2019 on 1st February 2018. The key takeaways of the Budget 2018 are reforms to rural India and farmers, healthcare and education, boost to "Make in India" campaign, etc. The Budget has introduced a flagship National Health Protection Scheme by Government to bring the poor families for hospitalization facilities. The Finance Minister has shown commitment to infrastructure sector by focusing on timely completion of existing projects. While focusing on sectors like agricultural, healthcare, the budget has reduced the corporate tax rate for small companies, cess on health and education increased by 1%. The Union budget 2018 can be seen as a stepping stone to paved the way towards economic growth and sustainability, job creation, by concentrating on crucial sectors of agriculture, infrastructure and health care.

The Hon'ble Finance Minister in his budget speech proposed to change the name present of the Central Board of Excise and Customs to Central Board of Indirect Taxes & Customs.

The CBEC has issued a Notification No.6/2018 Customs dated 2nd February 2018 notifying the increasing of the Basic Customs Duty(BCD) on certain items consequent to Budget changes proposed in the Union Budget 2018-2019. These increases would be effective from 00.00 hours on 02.02.2018.

The RBI has issued a Notification No. RBI2017-18/129 dated 07.02.2018 regarding relief for MSME Borrowers registered under Goods and Services Tax (GST)

Presently, Banks and NBFCs in India generally classify a loan account as Non-Performing Asset (NPA) based on 90 days and 120 days delinquency norms, respectively. It has been represented to us that formalization of business through registration under GST had adversely impacted the cash flows of the smaller entities during the transition phase with consequent difficulties in meeting their repayment obligations to Banks and NBFCs. As a measure of support to these entities in their transition to a formalized business environment, it has been decided that the exposure of Banks and NBFCs to a borrower classified as micro, small and medium enterprise under the Micro, Small and Medium Enterprises Development (MSMED) Act, 2006, shall continue to be classified as a standard asset in the books of Banks and NBFCs subject to the following conditions:

- i. The borrower is registered under the GST regime as on January 31, 2018.
- ii. The aggregate exposure, including non-fund based facilities, of Banks and NBFCs, to the borrower does not exceed 250 million as on January 31, 2018.
- iii. The borrower's account was standard as on August 31, 2017.
- iv. The amount from the borrower overdue as on September 1, 2017 and payments from the borrower due between September 1, 2017 and January 31, 2018 are paid not later than 180 days from their respective original due dates.
- v. A provision of 5% shall be made by the Banks/NBFCs against the exposures not classified as NPA in terms of this circular. The provision in respect of the account may be reversed as and when no amount is overdue beyond the 90/1201 day norm, as the case may be.
- vi. The additional time is being provided for the purpose of asset classification only and not for income recognition, i.e., if the interest from the borrower is overdue for more than 90/120 days, the same shall not be recognized on accrual basis.

E-Sealing is mandatory from 1st March 2018 for all categories of exporters

The Office of the Commissioner of Customs (Port), Custom House, Kolkata has issued a Public Notice No. 14/18 intimating that the E-sealing is mandatory from 1st March 2018 for all categories of exporters except those who are found ineligible for self-sealing facility.

DGFT has issued a Trade Notice No. 23/2015-2020 dated 6th February 2018 on advice to exporters to promptly check Shipping Bill transmission status on ICEGATE and DGFT websites

It has come to notice of this Directorate that when exporters login into DGFT system for MEIS application, sometimes Shipping Bill data is not found available in DGFT System. It takes considerable time to get the SB data available in DGFT system and, therefore, availing of FTP benefits, like MEIS, by exporter is delayed.

The Shipping Bill data is transmitted from Customs Port Offices to ICEGATE server and subsequently to DGFT server. To overcome this issue, it is advised to exporters to check the Shipping Bill transmission status first on ICEGATE and then on DGFT website after 72 hours from integration of SB with ICEGATE. If the SB data is not available on ICEGATE or DGFT, the issue should be reported to the concerned authorities. The issue can be registered with DGFT in the Contact@DGFT service available on DGFT website and the issue details can be shared with DGFT EDI helpdesk by sending to an e-mail at dgftedi@nic.in quoting the contact @DGFT reference number.

The DGFT has issued a Public Notice No.62/2015-2020 dated 16th February 2018 on Directives for processing of application for MEIS under Foreign Trade Policy 2015-20

1. In pursuance of the objective of improving ease of doing business, implying the procedures, cutting down delays and to increase the transparency in processing the applications for MEIS claims, the Director General of Foreign Trade, in exercise of the powers conferred under paragraph 1.03 of the Foreign Trade Policy 2015-20 issues the following directives to all the Regional Authorities with immediate effect.

2. Except for the ITC (HS) Code specified in Annexure to this Public Notice for all other notified ITC(HS) Codes in Table 2 of Appendix 3B of HB, Regional Authority shall process applications for MEIS Claims only on the basis of ITC (HS) Codes as specified in the Shipping Bill. In respect of the ITC Code specified in Annexure to this Public Notice, Regional Authority (RA) shall continue to process the applications for MEIS claim after matching the description as well in the Shipping Bill with Export Product Description in Table 2 of Appendix 3B. The list of ITC (HS) Codes in the Annexure to this Public Notice is likely to change from time to time.

3. The Directives in this Public Notice shall be followed for all applications which have not been finalized (finalized would mean that either the Scrip has been granted or applications in which DGFT HQs or the RAs have already rejected a claim) as on date of issue of this Public Notice. Thus, past cases which have been decided will not be re-assessed based on the Directives in this Public Notice.

Effect of Public Notice : Directives are issued to all Regional Authorities for processing the application for MEIS claim with the objective of improving ease of doing business, simplifying the procedures, increasing transparency and to cutting down delays.

The DGFT has issued a Trade Notice No. 24/2015-2020 dated 21st February, 2018 on Information on details of Shipping Bills in cases where exporters who have inadvertently ticked “N” (for No) instead of “Y” (for Yes) in “Reward” column of Shipping Bills while filing the EDI Shipping Bills, but have declared the intent in the affirmative (in wordings) in the Shipping Bill

1. Representations have been received in this Directorate seeking extension of benefit of Merchandise Exports from India Scheme (MEIS) to such cases/Shipping Bills where exporters have inadvertently ticked “N” (for No) instead of

“Y” (for Yes) in the “Reward” column of Shipping Bills while filing the EDI Shipping Bills, but have declared the intent in the affirmative (in wordings) on the shipping bills. In order to gauge the problem and the financial implications, following information is being asked for considering the matter.

2. It is requested that the exporters who have Shipping Bills which got ticked “N’ (for No) instead of “Y’ (for Yes) in “Reward” column of Shipping Bills while filing the EDI shipping bills, but have declared the intent in the affirmative (in wordings) on the Shipping Bills may send the details in excel format as in the table below by 31.03.2018 at the mail address: lokesh.hd@nic.in. While sending the details it may please be noted that the shipping bills which had a Let Export date from 01.10.2015 to 31.03.2016 only should be included. Also, Shipping Bills in which declaration of intent has been allowed by Customs authorities later, by manual amendment or otherwise should be excluded from the table below:

Name of the Firm	IEC Shipping	Let Export Bill No.	Port of Exports date	FOB value as per shipping bill
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MEMBERSHIP DETAILS

During the reporting year, Regionwise Membership position of the Council was as follows :

	Membership as on 01-04-2017	New/ Revival in 2017-18	Resigned / Defaulter 2017-18	Membership as on 31-03-2018
Eastern	747	165	25	887
Northern	3695	791	292	4194
Western	4938	730	593	5075
Southern	2840	586	384	3042
Total	12220	2272	1294	13198

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**.

LIST OF ANNEXURES

ANNEXURE - I

**Details of Seminars/Meetings/Conferences/Technology Meet/
Capacity Building for Upgradation of
Quality - during the year 2017-18**

Name of the Office	Event Details	Date	Venue
Ahmedabad	Organized meeting on issues and problems faced by the industry on Goods and Service Tax (GST)	12.07.2017	Ahmedabad
Ahmedabad	Seminar on 'Doing Business with Czech Republic - A Gateway to Central and Eastern Europe and Interactive Session under GST Regime'	11.08.2017	Ahmedabad
Ahmedabad	Attended Informative Seminar on EB5 Immigration to United States	14.09.2017	Ahmedabad
Ahmedabad	Organized One day Symposium on Low Cost Automation	04.11.2017	Gandhinagar
Ahmedabad	Organized Niryat Bandhu Seminar by Joint DGFT, Ahmedabad and Business Opportunities at IESS-VII	10.11.2017	Ahmedabad

Name of the Office	Event Details	Date	Venue
Ahmedabad	Participated at the Engimach Exhibition	06.12.2017 To 10.12.2017	Gandhinagar
Ahmedabad	Organized Technology Meet / R & D Meet	07.12.2017	Gandhinagar
Ahmedabad	Seminar on Export Incentives and Business Opportunities at International Engineering Sourcing Show- VII Edition	19.01.2017	Ahmedabad
Ahmedabad	Seminar on Export Incentives and Business opportunities at IESS-VII Edition	25.01.2017	Rajkot
Bengaluru	Organized session on 'GST & Allied Services'	28.04.2017	Bengaluru
Bengaluru	Organized session on 'GST & Allied Services'	02.06.2017	Bengaluru
Bengaluru	Inauguration of EEPC Technology Centre. Mr. Rita Teatota, Commerce Secretary, Ministry of Commerce, Government of India inaugurated the centre	22.06.2017	Bengaluru
Bengaluru	Seminar on 'Manufacturing High Eng Technology Products - Opportunities and Challenges for Indian Manufacturers'	22.06.2017	Bengaluru
Bengaluru	Organized Stakeholders meeting on 'DHI Centre of Excellence on Industry 4.0, Bengaluru. The session was addressed by Mr. Sanjay Charve, Department of Heavy Industries, Government of India.	06.07.2017	Bengaluru
Bengaluru	Organized session on Opportunities in Czech Republic	26.07.2017	Bengaluru
Bengaluru	Organized session on Frankfurt Rhein Main - Your preferred business destination in Germany	10.08.2017	Bengaluru
Bengaluru	Awareness session on 'Impact of GST in Imports and Exports'. Mr. Vijay Kumar, ITS, DGFT, Bengaluru, Mr Vivek Prasad, Addl. Director General, DGTS, Bengaluru were present and addressed the gathering.	10.08.2017	Bengaluru

Name of the Office	Event Details	Date	Venue
Bengaluru	Organized interactive workshop on 'Simulation Driven Product Development for Engineering Industries'	06.09.2017	Bengaluru
Bengaluru	Organized session on 'Interactive Training on FEA and CFD Analysis'	13.09.2017	Bengaluru
Bengaluru	Interactive Meet on 'GST and It's Impact on Exports'. Mr. Vijay Kumar, ITS, DGFT, Bengaluru, Mr. Nasser Khan, IRS, Joint Commissioner GST & Customs, Mrs. Baishakhi Banerjee, Executive Vice President, Kotak Mahindra Bank, Mr. Seshagiri, Dy. Regional Chairman (SR), EEPC India and Regional Director were present.	22.11.2017	Bengaluru
Bengaluru	Interactive Meet on 'Mid Term Review of FTP and IESS VII'	15.12.2017	Bengaluru
Bengaluru	Organized New Members Meet	26.12.2017	Bengaluru
Bengaluru	Interactive session on 'Role of EEPC and Opportunities at IESS VII'	19.01.2018	Bengaluru
Bengaluru	Interactive session on 'Role of EEPC in Enhancing Exports & Opportunities at IESS VII'	25.01.2018	Bengaluru
Bengaluru	Interactive Session on 'Export Incentive Scheme - Post GST'	12.01.2018	Bengaluru
Bengaluru	Interactive Session on 'GST, Tecnology Centre and forthcoming events of EEPC India'	20.02.2018	Bengaluru
Chennai	Organized Orientation Session on 'GST Registration and Implementation'	26.05.2017	Chennai
Chennai	Awareness Programme on 'Business Opportunities for Export of Engineering Products'	23.06.2017	Salem
Chennai	Awareness Programme on 'Business Opportunities for Export of Engineering Products'	27.06.2017	Tuticorin
Chennai	Interactive Session on 'Goods and Services Tax'	11.07.2017	Chennai
Chennai	Interactive Session on 'Goods and Services Tax'	14.07.2017	Chennai

Name of the Office	Event Details	Date	Venue
Chennai	Organized R & D Meet - Forging Industry. Mr. B. S. Bhalla, IAS, Joint Secretary, Ministry of Commerce & Industry, Government of India, Mr. Murali Shankar, Vice President, Association of Indian Forging Industry were present and addressed the participants.	25.07.2017	Chennai
Chennai	Organized R&D Meet - Valve Industry at SIEMA	02.08.2017	Coimbatore
Chennai	Awareness Programme on 'Business Opportunities for Export of Engineering Products'	29.08.2017	Hosur
Chennai	Business & Export Opportunities to Czech Republic	08.09.2017	Chennai
Chennai	Seminar on 'GST - Impact & its implementation'	08.09.2017	Chennai
Chennai	Organized a Seminar in association with Flanders Investment - Trade on 'Doing Business with Europe and Road Show on IESS VII'	15.11.2017	Chennai
Chennai	New Members Meet	29.12.2017	Chennai
Chennai	Seminar on 'GST for Exports (ITC & Refunds) and Road Show on IESS VII	08.12.2017	Chennai
Chennai	Organized a Seminar on Business & Export Opportunities of Engineering Products through MCE Mostra, Italy and IESS VII at SIEMA	13.12.2017	Coimbatore
Chennai	Seminar on New Foreign Trade Policy & Business Opportunities of Engineering Products through IESS VII	21.12.2017	Chennai
Chennai	Seminar on New Foreign Trade Policy and Export Opportunities for Engineering Products at IESS VII Edition	05.01.2018	Chennai
Chennai	Seminar on New Foreign Trade Policy and Export Opportunities for Engineering Products at IESS VII at AIEMA	09.01.2018	Chennai
Chennai	Organized Technology Meet	23.01.2018	Coimbatore

Name of the Office	Event Details	Date	Venue
Chennai	Seminar on 'New Foreign Trade Policy and Business Opportunities of Engineering Products through IESS-VII Edition'	24.01.2018	Gummidipoondi
Chennai	Workshop on 'Documentation for GST Refund, Refunds and Credits'	30.01.2018	Chennai
Chennai	Organized Niryat Bandhu Seminar on Export Opportunities for Engineering Products, Midterm Review of FTP and Refund IGST and ITC Credit. Mr. D. K. Sekar, Addl. DGFT, Chennai, Ms. F. D. Initha, Joint DGFT, Chennai, Mr. Satya Rajasekhar, Asst. DGFT, Chennai, Mr. Srinivasan Krishnamachari, AC, CBEC and Mr. D.V.S. Sai Raman, DGM & RM, ECGC were present.	08.02.2018	Chennai
Chennai	Organized 'Pre-Event Press Meet - IESS VII'	15.02.2018	Chennai
Chennai	Organized Technology Meet	28.02.2018	Coimbatore
Hyderabad	Seminar on Business Opportunities at Czech Republic and Export Finance – April 6th 2017. Organized Seminar on Business Opportunities at Czech Republic and Export Finance -	06.04.2017	Hyderabad
Hyderabad	Session on GST Good on Service Tax, The main objective of this session is to educate the members regarding the "Overview of GST –Understanding and Successful Implementation" and General Taxation Principles under GST.	1.6. 2017	
Hyderabad.	SESSION ON INCOTERMS 2010", The main objective of this session is to educate the members regarding the INCOTERMS 2010.	14.7. 2017	
Hyderabad	New Member Meet organized at EEPC SRO Hyderabad Office. New Member Meet was organized by SRO Hyderabad, Shri. V C Ravish, Sr.Executive Officer, EEPC India, Hyderabad, welcomed the members and briefed about the service provided by the Council.	19.8.2017	Hyderabad
Hyderabad	Seminar on "Industry Awareness Program on Zero Defect Zero Effect - Enhancing Quality and Global Competitiveness"	08.11.2017	Hyderabad

Name of the Office	Event Details	Date	Venue
Hyderabad	Business Opportunities Program on International Engineering Sourcing Show 2018 and Trade Finance. Organized Business Opportunities Program on International Engineering Sourcing Show 2018 and Trade Finance.	28.12.2017	Hyderabad
Hyderabad	Seminar on Business Opportunities Program on International Engineering Sourcing Show 2018 at Vijayawada,	19.01.2018	Andhra Pradesh
Jalandhar	Seminar on business opportunities in Cologne Hardware Fair, Germany in association with Cologne Messe	28.04.2017	Jalandhar
Jalandhar	Organized seminar on export promotion and awareness of exports in association with PSAIMA	29.04.2017	Jalandhar
Jalandhar	Organized seminar on GST. Mr. Satish Kumar, Additional DGFT, Ludhiana, Mr. J S Debi, Advocate on GST Law, Mr. Sudhir Malhotra, Consultant Central Excise and GST, Mr. Anil Verma BGM NSIC were present at this seminar.	30.05.2017	Ludhiana
Jalandhar	Organized seminar on GST and its related issues. Mr. B. K. Viridi, DETC, Government of Punjab & Chairman of SC/ST Industry Cell was the Chief Guest and addressed the gathering	08.06.2017	Jalandhar
Jalandhar	Seminar on Goods and Services Tax (GST). Mr. Rakesh Kumar Sharma, Assistant Commissioner of Central Excise, Jalandhar was the Chief Guest.	13.07.2017	Jalandhar
Jalandhar	Seminar on Export and Import under GST implementation in association with IPMMA	19.07.2017	Chandigarh
Jalandhar	Organized a meet on Goods and Services Tax (GST) at Punjab Agriculture University in association with PSAIMA	29.07.2017	Ludhiana
Jalandhar	Export awareness seminar on 'New Marketing Tools with NSIC and EEPC India activities.	12.09.2017	Chandigarh
Jalandhar	Awareness seminar with Adani Group regarding SEZ at Mudra Port and how to do international marketing.	15.09.2017	Ludhiana

Name of the Office	Event Details	Date	Venue
Jalandhar	Export awareness programme under Niryat Bandhu Scheme of DGFT and EEPC India activities and promotional events.	27.09.2017	Ludhiana
Jalandhar	Organized export awareness programme and seminar on Goods and Services Tax (GST) at CICU. Mr. Rajiv Soni, Dy. DGFT was the Chief Guest.	21.12.2017	Ludhiana
Jalandhar	Seminar on Insurance Policies for exporters and EEPC India events organized in association with ECGC.	29.12.2017	Jalandhar
Jalandhar	Awareness programme and interactive session with Ms Daljit Kaur, IRS, Deputy Commissioner Central Excise (GST NOW) on hindering GST returns and refunds for the exporters	08.01.2018	Jalandhar
Jalandhar	Attended seminar on e-Way Bill organized by PSAIMA. Mr. P. S. Singh, Assistant Commissioner, GST Ludhiana was delivered speech on GST related issues.	22.01.2018	Ludhiana
Jalandhar	Attended International Business Conclave organized by SC Entrepreneurship Cell of Punjab	06.02.2018	Jalandhar
Jalandhar	Organized B2B meeting with Brazil Steel Company with EEPC India members	11.03.2018	Ludhiana
Jalandhar	Organized a meeting with Mr. Maericio (Sergio) from Mexico and few companies based on Jalandhar and Ludhiana	15.03.2018	Jalandhar
Kolkata	Organized meeting with Mr. Uttam Mukherjee, DGM & Branch Manager, ECGC, Mumbai	18.04.2017	Kolkata
Kolkata	Attend the Preparatory Meeting on BGBS 2018 organized by Government of West Bengal. The meeting was chaired by Mr. Rajiva Sinha, Additional Chief Secretary, Department of Industries, Commerce & Enterprises.	22.04.2017	Kolkata
Kolkata	Organized meeting on Initiation of Anti-dumping Duty	05.05.2017	Kolkata
Kolkata	Brainstorming Session on Ways and Means to Prevent Losses owing to bankruptcy of Shipping Lines	24.05.2017	Kolkata
Kolkata	Organized seminar on Export Finance	26.05.2017	Kolkata

Name of the Office	Event Details	Date	Venue
Kolkata	Interactive Session with Mr. Jonathan Ward, Principal Commercial Officer, US Commercial Service	30.05.2017	Kolkata
Kolkata	Organized Closing Ceremony and Certificate distribution of the Training Programme on GST	04.07.2017	Kolkata
Kolkata	Organized Members Meet on Promotional Events	06.07.2017	Kolkata
Kolkata	Organized session on Export Procedure under GST	07.07.2017	Kolkata
Kolkata	Organized Stakeholders Discussion on Mid Term Review of FTP 2015-20 pertaining to West Bengal	03.08.2017	Kolkata
Kolkata	Seminar on Export Procedure and Documentation under GST	04.08.017	Kolkata
Kolkata	Organized Regional Committee Meeting (ER)	09.08.2017	Kolkata
Kolkata	Organized Road Show on INDEE Bangladesh and MSV 2017, Brno	09.08.2017	Kolkata
Kolkata	Brainstorming Session for Increasing export	18.08.2017	Kolkata
Kolkata	Interactive Session with CONCOR for Export Cargo. The objective of the meeting was to explore possibilities of sending export consignments through Vizag or JNPT with the help of CONCOR.	20.09.2017	Kolkata
Kolkata	Organized meeting with CONCOR	06.10.2017	Kolkata
Kolkata	Exporters' Meet and MoU signing between Punjab National Bank and EEPC India	23.10.2017	Kolkata
Kolkata	Interactive Session on Enhanced Infrastructure and Services at Haldia Port	27.10.2017	Kolkata
Kolkata	Interactive Session on 'Light Engineering Sector' at Bengal Global Business Summit (BGBS) 2018. Mr. Rajiva Sinha, IAS, Addl. Chief Secretary, Department of MSME & Textiles, Government of West Bengal, Ms. Mahua Banerjee, Special Secretary, MSME & Textiles, Government of West Bengal, Mr. A. K. Garodia, Regional Chairman (ER), Mr. B. D. Agarwal, Dy. Regional Chairman (ER), Mr. G. K. Madhogaria, Dy. Regional Chairman (ER), Mr. Rakesh Shah, Chairman, PED Committee, EEPC India also present at this session.	08.11.2017	Kolkata

Name of the Office	Event Details	Date	Venue
Kolkata	Seminar on Export Credit Risk Management and Foreign Exchange Risk Management	10.11.2017	Kolkata
Kolkata	Interactive Session with the Quebec Delegation, Canada. Mr. Rajiva Sinha, IAS, Addl. Chief Secretary, MSME & Textiles Department, Government of West Bengal facilitated the Quebec Delegation. Dr. S. Kishore, IAS, Principal Secretary, Industry, Commerce and Enterprises Department, Government of West Bengal, Ms. Rupali Save, Trade Commissioner, Quebec Government Office in Mumbai, Ms. Vandana Yadav, IAS, Managing Director, WBIDC, Ms. Kuhuk Bhusan, ISA, Officer-on-Special Duty, Government of West Bengal, Mr. A. K. Garodia, Regional Chairman (ER), EEPC India and other officials of EEPC India were present.	10.11.2017	Kolkata
Kolkata	Brainstorming Session on Engineering Sector at BGSB 2018	28.11.2017	Kolkata
Kolkata	Workshop on Risk Rating of Accounts vis-a-vis Balance Sheet	28.11.2017	Kolkata
Kolkata	Follow-up meeting on Anti-dumping	29.11.2017	Kolkata
Kolkata	Awareness Session on 'Silpa Sathi: Ease of Doing Business in West Bengal'	07.12.2017	Kolkata
Kolkata	3rd Sector Committee Meeting on Engineering Session during BGSB 2018	08.12.2017	Kolkata
Kolkata	Workshop on Export Linkage and Vendor Development	19.12.2017	Amta, Howrah
Kolkata	Awareness Session on GST and Roadshow on IESS-VII & INDEE Thailand	22.12.2017	Bhilai
Kolkata	Panel Discussion on 'Unleashing the Power of Engineering' at BGSB 2018	17.01.2018	Kolkata
Kolkata	Country Session with Italy at BGSB 2018	17.01.2018	Kolkata
Kolkata	Interactive Session on Refund of the GST Claims and e-Way Bill and Road Show on IESS-VII, Chennai	30.01.2018	Kolkata
Kolkata	Live Viewing Session of the Union Budget 2018-19	01.02.2018	Kolkata
Kolkata	New Members Meet	02.02.2018	Kolkata

Name of the Office	Event Details	Date	Venue
Kolkata	Export Awareness Session and Roadshow on IESS-VII	15.02.2018	Jamshedpur
Kolkata	Interactive Session with CONCOR for export Cargo	27.03.2018	Kolkata
Kolkata	Interactive Session on Authorized Economica Operator (AEO) by Kolkata Customs at Customs House, Kolkata	28.03.2018	Kolkata
Mumbai	Organized New Members Meet	13.04.2017	Mumbai
Mumbai	Attended one-day seminar on GST organized by YES Bank	14.04.2017	Mumbai
Mumbai	Attended WESCON 2017 and made presentation on Export Incentives for Castings Exports	14.04.2017	Daman
Mumbai	Awareness Seminar on 'GST - A New Horizon, New Challenges'	05.05.2017	Mumbai
Mumbai	Industry Awareness Programme on 'International Equivalence of Accreditation & its Benefits to Industry' and Niryat Bandhu Scheme of DGFT	18.05.2017	Nagpur
Mumbai	Organized meeting with Canadian Delegates	22.05.2017	Pune
Mumbai	Ease of Doing Business, New Business Opportunities at Mumbai Port and participation in India Pavilion at INNOPROM 2017	23.05.2017	Pune
Mumbai	Organized meeting to discuss on issues to be taken in Board of Trade meeting in Delhi on 20th June, 2017	16.06.2017	Mumbai
Mumbai	Attended outreach programme on GST organized by FIEO	23.06.2017	Mumbai
Mumbai	Awareness Seminar on Goods and Services Tax (GST)	28.06.2017	Mumbai
Mumbai	Industry Awareness Programme on 'International Equivalence of Accreditation and its benefits to industry'	30.06.2017	Bhopal
Mumbai	Attended programme on GST organized by FIEO	13.07.2017	Mumbai
Mumbai	Seminar on 'Doing Business with Czech Republic and Session on Operational Guidelines Post GST for Exports and Imports'	18.07.2017	Mumbai

Name of the Office	Event Details	Date	Venue
Mumbai	Attended seminar on Export Import under GST Regime conducted by Plastic Export Promotion Council	26.07.2017	Mumbai
Mumbai	Seminar on 'Doing Business with Czech Republic - A Gateway to Central and Eastern Europe and Operational Guidelines Post GST for Exports and Imports	04.08.2017	Pune
Mumbai	Seminar on 'Complete Overview on GST and Interactive Session thereon with question and answer	15.09.2017	Mumbai
Mumbai	Organized workshop to improve production efficiency for EEPC India member companies and to facilitate technology joint ventures with Canadian auto component manufacturers	20.09.2017	Pune
Mumbai	Organized R & D Meet	22.09.2017	Bhopal
Mumbai	Organized New Members Meet	06.10.2017	Mumbai
Mumbai	Attended Talk on opportunities and investing in Canada	26.10.2017	Mumbai
Mumbai	Attended programme on Wire & Tube 2018 conducted by Messe Dusseldorf	31.10.2017	Mumbai
Mumbai	Attended Latvia-India Transport and Logistics Conference organized by the Council of EU Chamber of Commerce in India	04.11.2017	Mumbai
Mumbai	Belgian - Indian Cleantech Summit - Innovative Solutions for Smart Cities in the presence of His Majesty The King of Belgians	10.11.2017	Mumbai
Mumbai	Attended seminar on Import and Export under GST organized by the ITAMMA	15.11.2017	Mumbai
Mumbai	Organized meeting on GST issues chaired by Mr. T. S. Bhasin, National Chairman, EEPC India	15.12.2017	Mumbai
Mumbai	Site assessment by National Accreditation Board for Education and Training, Quality Council of India	19.12.2017	Mumbai
Mumbai	Organized meeting with Royal Thai Consulate Mumbai	20.12.2017	Mumbai
Mumbai	Seminar on ASEAN Countries, IESS VII Edition and Goods & Service Tax (GST)	05.01.2018	Mumbai
Mumbai	Seminar on 'Doing Business with Latin America by MCCIA and Business Opportunities in IESS VII Edition	12.01.2018	Pune

Name of the Office	Event Details	Date	Venue
Mumbai	Organized seminar on 'Mid-Term Review of Foreign Trade Policy, GST and Exports and Free Trade Agreement, Business Opportunities in IESS VII Edition'	18.01.2018	Taloja
Mumbai	New Members Meet	19.01.2017	Mumbai
Mumbai	Panel discussion on Logistics made in Germany along with seminar on 'Business Opportunities in IESS-VII'	22.01.2017	Mumbai
Mumbai	Organized Accreditation programme on NABCB	23.01.2017	Aurangabad
Mumbai	Seminar on Global Export Opportunities and technology transfer through International Engineering Sourcing Show (IESS)	15.02.2017	Ahmednagar
Mumbai	Attended programme on LAC region and engineering export opportunities during IESS-VII organized by IEEMA	17.02.2018	Vadodara
Mumbai	Participated at the Magnetic Maharashtra Convergence 2018 exhibition organized by Maharashtra Industrial Development Corporation (MIDC) and CII	18.02.2018 To 23.02.2018	Mumbai
Mumbai	Attended programme organized by Defence Manufacturers Association (DEMA)	03.03.2018	Pune
Mumbai	Attended Export Import Workshop where EEPC India made a presentation about EEPC India	06.03.2018	Mumbai
Mumbai	Attended Town Hall Session on pending IGST / ITC refund at Mumbai organized by FIEO	14.03.2018	Mumbai
New Delhi	Attended Annual Day programme of Embassy of Poland	03.05.2017	New Delhi
New Delhi	Organized business meeting with RICCO	12.05.2017	New Delhi
New Delhi	Interactive session on Goods and Services Tax (GST) practical aspect and implications on manufacturers / exporters in Panchkula. Mr. D. N. Kochar, Asstt. Commissioner, Central Excise and Services Tax and Mr. R. K. Chaudhary, Excise and Taxation Department were attended at this session.	06.06.2017	Panchkula
New Delhi	Organized awareness programme on business opportunities at Innoprom, INDEE Czech Republic and INDEE Bangladesh at Indian Industry Association (IIA) Moradabad Chapter	07.06.2017	Moradabad

Name of the Office	Event Details	Date	Venue
New Delhi	EEPC India in association with Adani organized a seminar on SEZ - salient features of the SEZ policy prevailing in India and GST framework	08.06.2017	Ghaziabad
New Delhi	Jointly organized with Mr. Rakesh Juneja and Mr. Brett Ascorf Green of USIF an awareness programme for the members on US Green Card EB5 Visa formalities and how to get RO on investment in US	12.06.2017	New Delhi
New Delhi	Organized Industry Awareness Programme on 'International Equivalence of Accreditation and its Benefits to Industry with NABCB'	13.06.2017	Jaipur
New Delhi	EEPC India in association with Builders' Hardware Exporters Association, Aligarh organized Interactive session on GST practical aspects and implications on manufacturers / exporters	16.06.2017	Aligarh
New Delhi	Organized seminar in two sessions on Goods & Services Tax (GST). Mrs. Kamna Raj Aggarwalla, Regional Chairperson, EEPC India (NR) were attended at this seminar.	23.06.2017	New Delhi
New Delhi	Awareness programme on Goods and Services Tax (GST). Mr. Ajay Goswami, Panel Coverner, Hand Tools Panel, EEPC India, Mr. Sharad Aggarwal participated at this programme and interact with the members.	02.08.2017	New Delhi
New Delhi	Organized information seminar on INDEE Bangladesh and MSV Brno	10.08.2017	Jaipur
New Delhi	Seminar on GST and Exim Policy. Mr. Vikas Joshi, IRS, Sr. Dy. Commissioner and Nodal Officer for GST in Jaipur addressed the gathering.	10.08.2017	Jaipur
New Delhi	Interactive session on Business opportunities at Czech Republic and Bangladesh in association with HCCI (NCR Chapter)	06.09.2017	Faridabad
New Delhi	Export Awareness programme on Niryat Bandhu Scheme and Business Opportunities at Czech Republic and Bangladesh in association with DGFT, and NCCI	13.09.2017	Gurugram
New Delhi	One Day Certificate Programme on Export Promotion Techniques and Practices	22.09.2017	New Delhi
New Delhi	Organized Industry Awareness Programme on ZED - Enhancing Quality and Global Competitiveness in association with MSME DI, New Delhi	26.09.2017	New Delhi

Name of the Office	Event Details	Date	Venue
New Delhi	Export Awareness Seminar on Niryat Bandhu Scheme and Global Business Opportunities at IESS VII Edition in association with IIA, Ghaziabad	02.11.2017	Ghaziabad
New Delhi	Promoted and manage participants of EEPC members at National Vender Development Programme organized by MSME Development Institute	08.11.2017 & 09.11.2017	New Delhi
New Delhi	Seminar on Export awareness and Goods and Services Tax (GST) along with IESS VII, INDEE Thailand	18.12.2017	New Delhi
New Delhi	Organized meeting with Jalandhar and Ludhiana Industry in pursuit of participation for INDEE Thailand 2018 and IESS VII	02.01.2018	New Delhi
New Delhi	Export awareness programme along with IESS Road Show in association with IIA Greater Noida Chapter	17.01.2018	Noida
New Delhi	Participated Indo Asean Meet and Expo organized by Indo Asean Dialogue Forum. Hon'ble Commerce & Industry Minister, Commerce Secretary and others visited EEPC India stall	22.01.2018 & 23.01.2018	New Delhi
New Delhi	Awareness programme on Goods and Services Tax and e-Way Bill and how to make an online e-Way Bill was demonstrated	23.01.2018	New Delhi
New Delhi	Organized a meeting with Mr. Junior Bawa Henry, MLA, Mr. Narinder Saggu, Chairman, Focal Point Extension. Mrs. Kamna Raj Aggarwalla, Regional Chairperson (NR), Mr. Ajay Goswami, Member of the Working Committee, EEPC India were also present.	19.02.2018	New Delhi
New Delhi	Export Awareness Programme on Niryat Bandhu Scheme Haridwar and International Business Opportunities at IESS in association with DGFT		02.02.2018
New Delhi	Organized B2B meeting of exporters with Kyrgyzstan delegates	12.02.2018	New Delhi
New Delhi	EEPC India in collaboration with Ministry of MSME and National Institute of Design (NID) organized a half day session on 'Design Intervention to Increase Indian Engineering Export competitiveness'	21.02.2018	Faridabad

Name of the Office	Event Details	Date	Venue
New Delhi	Export Awareness Programme under Niryat Bandhu Scheme and global Business Opportunities and Solution of GST Refund	22.03.2018	Muzaffarnagar
New Delhi	Export Awareness programme under Niryat Bandhu Scheme and Foreign Trade Policy. The focus of the programme was motivating the manufactures for the exports and solution of the GST problems and role of EEPC India in export promotion	26.03.2018	New Delhi

**Details of Meetings with Government Officials/Agencies/Open House Meeting
held during the year 2017-18**

Eastern Region

- Interactive Session with Mrs. Rita Teotia, IAS, Commerce Secretary, Ministry of Commerce & Industry, Government of India and DGFT on June 21, 2017 at Kolkata.
- Meeting with Mr. Sunil Kumar Barnwal, IAS, Principal Secretary & Addl. Chief Secretary, Department of Industries, Government of Jharkhand regarding participation in MSV Brno 2017 on July 05, 2017 at Ranchi.
- Meeting with Ms. Vandana Yaddav, IAS, Managing Director, WBIDC on October 30, 2017 at Kolkata.
- Meeting with Mr. Manish Chandra, IRS, Commissioner Customs (Port), Kolkata Customs on November 01, 2017 at Kolkata.
- Meeting with Mr. Partha Roy Chowdhury, IRS, Commissioner of Customs (Preventive) Kolkata Customs regarding pending Drawback Shipping Bills pertaining to Petrapole Customs on November 23, 2017 at Kolkata.
- Meeting with Mr. S. K. Jena, Director of Export Promotion & Marketing, Government of Odisha, Mr. L.N. Gupta, IAS, Additional Chief Secretary, MSME Department, Government of Odisha on 8th & 9th December, 2017 at Bhubaneswar.
- Trade Facilitation Committee (TFC) meeting at Kolkata Customs on December 14, 2017 at Kolkata.

Western Region

- Meeting with Additional DGFT for the grievance received from Atlas Copco at Mumbai on April 10, 2017.
- Grievance Redressal Committee Meeting at DGFT, Mumbai at Mumbai on April 20, 2017.
- Meeting with Shri Sanjay Mahendru, Commissioner of Service Tax-I, Mumbai at Mumbai on April 24, 2017.
- Meeting with Drawback Committee at Mumbai on April 27, 2017.
- Participation in Stakeholders Consultation Meeting on Free Trade Agreement (FTA) between the Eurasian Economic Union (EAEU) and India organized by Ministry of Commerce and Industry at Ahmedabad on May 02 & 03, 2017.
- DGFT Grievance Redressal Committee Meeting at Mumbai on June 08, 2017.
- Meeting with Commerce Secretary, Government of India, for discussions on export credit insurance products and services by ECGC at Mumbai on June 23, 2017.
- Meeting on Design Clinic Scheme for Design Expertise to MSME Sector at NID at Mumbai on July 19, 2017.
- Steering Committee Meeting on Development of IE4 Class 5HP induction motors prototype at Baroda on July 24, 2017.
- 18th Meeting of Sub-committee of SLBC for Export Promotion (SCEP) at Mumbai on August 09, 2017.
- Meeting with Industries Commissioner / Index tB for their participating in MSV 2017 Brno at Gandhinagar on September, 2017.

- Meeting with DGFT for organizing Niryat Bandhu Seminar at Ahmedabad on September 15, 2017.
- Meeting with Industries Commissioner/Index tB, Gandhinagar for mobilization of international events and MSV Brno 2017 on September 07, 2017.
- Meeting with DGFT on Niryat Bandhu Seminar at Ahmedabad on September 15, 2017.
- Meeting to review and Finalize DPR Electric Motor prototype at Mumbai on October 17, 2017.
- Meeting with Mr. Mohanty, GST Commissioner at Nhava Sheva, JNPT at Mumbai on October 17, 2017.
- Drawback Committee meeting for Duty Drawback and Rebate of State Levies 2017-18 organized along with Ministry of Finance, Department of Revenue, Central Board of Excise and Customs, Drawback Division at Ahmedabad on October 31, 2017.
- Meeting with Hon'ble Chief Minister of Maharashtra, Mr. Devendra Fadnavis, Hon'ble Finance & Planning and Forests Minister of Maharashtra, Mr. Sudhir Mungantiwar regarding Regional Award Function at Mumbai on November 07, 2017.
- Meeting with Mr. Vivek Johri, Chief Commissioner of Customs and Mr. Sharad Ranjan, Assistant Commissioner (Drawback) JNCH regarding IGST and Drawback refund purpose at Mumbai on November 09, 2017.
- Meeting with Dr. Sonia Sethi, Addl. DGFT, Mumbai and Mr. A. K. Jha, Joint DGFT, Mumbai on policy discussions and review at Mumbai on November 13, 2017.
- Meeting with Mr. Pranav Das, Member of CBEC Board regarding GST issues at Mumbai on November 30, 2017.
- Meeting with Dr. Sonia Sethi, Addl. DGFT, Mumbai and Dr. A. K. Bansal, Joint DGFT, Mumbai on grievances held by DGFT at Mumbai on November 30, 2017.
- Meeting with Mr. Mazlan Harun, Trade Commissioner, Malaysia External Trade Development Corporation, Consulate General of Malaysia, Mumbai at Mumbai on December 15, 2017.
- Interactive Session-cum-Workshop regarding IGST refund chaired by Mr. Jaideep Dubey, Assistant Commissioner, Drawback EDI, ACC, Mumbai at Mumbai on December 28, 2017.
- GRC meeting with DGFT at Mumbai on January 18, 2018.
- GRC meeting of DGFT at Mumbai on March 22, 2018.

Northern Region

- Meeting with Dr. Opinder Gupta, Commissioner GST at New Delhi on May 05, 2017.
- Meeting with Mr. Sunil Kumar, IAS, Joint Secretary, , Mr. Rakesh Kumar, IAS, Industry Director and Mr. K. S. Brar, Joint Director– Industries, Chandigarh regarding signing of FTA with Eurasian Community on June 01, 2017 Chandigarh.
- Interactive Session on GST chaired by Mr. B. S. Bhalla, Joint Secretary, Ministry of Commerce & Industry, Government of India, New Delhi on June 13, 2017.
- Meeting organized by FIEO with Ms. Rita Teatota, Commerce Secretary, DGFT, Director of Industries, Punjab Commissioner of Customs at Ludhiana on October 11, 2017.
- Meeting with DGFT Ludhiana regarding various trade dispute at Ludhiana on October 11, 2017.

- Interactive meeting with H.E. Mr. Ashraf El Sharkawy, Minister of Public Business Sector of Egypt at New Delhi on November 23, 2017.
- Meeting with Trade Commissioner of Canada Embassy for hand tools and sports goods manufacturers at Jalandhar on December 19, 2017.
- Meeting with Mr. Mr. Yogi Adityanath, Hon'ble Chief Minister of Uttar Pradesh to apprise him about Regional Award as well as Uttar Pradesh be the Partner State in IESS at Lucknow on January 10, 2018.
- Meeting with Mr. Satya Dev Pachauri, Hon'ble Minister of MSME and Export Promotion, Government of Uttar Pradesh at Lucknow on January 10, 2018.
- Meeting with Mr. Anil Kumar, principal Secretary, MSME and Export Promotion for IESS at Lucknow on on January 10, 2018.
- Meeting with Mr. Sudhir Rajpal, Principal Secretary, Industries along with member Haryana Chapter of Commerce & Industry for IESS - VII Edition at New Delhi on January 15, 2018.

ANNEXURE - III

Training Programme Organized during the year 2017-18

Eastern Region

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

Southern Region

- Session on GST Good on Service Tax, 1 June 2017 at Hyderabad. A Session on "GST Good on Service Tax" was organized on 1st June 2017 at Hyderabad.
- "SESSION ON INCOTERMS 2010", 14 July 2017 at Hyderabad. The main objective of this session is to educate the members regarding the INCOTERMS 2010.
- Programme on EU Directives on Safety on Machinery from July 25 to 26, 2017 at Bengaluru.
- "SESSION ON INCOTERMS 2010", 18 August 2017 at Hyderabad. The main objective of this session is to educate the members regarding the INCOTERMS 2010.
- Programme on Future of Product Designs - Staying Smarter and Connected in CREO 4.0 on September 26, 2017 at Bengaluru,
- Session on Niryat Bandhu Scheme by Jt. DGFT & Business Opportunities at International Engineering Sourcing Show- IESS –VII 2018.

An Session on Niryat Bandhu Scheme by Jt. DGFT & Business Opportunities at International Engineering Sourcing Show- IESS 2018 was organized at visakhapatnam on 30 January, 2018 for the benefit of the industry in the state of Andhra Pradesh.

Western Region

- 2-day programme on Export Incentives and Export Documentations on 5th & 6th April, 2017 at Mumbai.
- 2-day programme on Export Incentives and Export Documentations on 7th & 8th June, 2017 at Ahmedabad.
- Programme on Goods and Services Tax (GST) on 9th June, 2017 at Mumbai

- Programme on Goods and Services Tax (GST) on 30th June, 2017 at Ahmedabad.
- Programme on Export & Import under GST Regime on 2nd August, 2017 at Mumbai.
- Programme on Export & Import under GST Regime on 14th August, 2017 at Mumbai.
- Programme on Export & Import under GST Regime on 28th August, 2017 at Mumbai.
- Programme on Export & Import under GST Regime on 7th September, 2017 at Mumbai.
- Programme on Export & Import under GST Regime on 12th October, 2017 at Baroda.
- Programme on Export & Import under GST Regime on 8th November, 2017 at Mumbai.
- 2-day Programme on Shipping and Logistic on 8th & 9th December, 2017 at Mumbai.
- Programme on Goods & Service Tax (GST) on 13th March, 2017 at Mumbai

Northern Region

- Programme on "GST Technical aspect" on June 07, 2017 at Moradabad.
- Programme on Goods and Services Tax (GST) in association with Haryana Chamber of Commerce & Industry on June 21, 2017 at Faridabad.
- Programme on Goods and Services Tax (GST) on June 23, 2017 at Jalandhar.
- Programme on Goods and Services Tax (GST) on June 29, 2017 at Ghaziabad. Mr. Rajiv Yadav, Commissioner of Central Excise & Services Tax was the Chief Guest.
- Programme on Export and Imports Business in the new GST Era on July 13, 2017 at New Delhi.
- Programme on Logistic solutions for engineering exporters on January 30, 2018 at New Delhi.

ANNEXURE-IV

Details of Panel Meetings Held during 2017-18

Sl. No.	Name of the Panel	Date of Meeting	Place of Meeting
1.	Construction and Earthmoving Machinery (P-30)	18.05.2017	Kolkata
2.	Hand Tools (P-15)	30.05.2017	Ludhiana
3.	Sanitary Castings including Builders' Hardware (P-20)	18.08.2017	Kolkata
4.	Sanitary Castings including Builders' Hardware (P-20)	14.09.2017	Kolkata
5.	Hand Tools (P-15)	08.01.2018	Jalandhar
6.	Bicycles Parts and similar products (P-8)	23.02.2018	Ludhiana
7.	Iron and Steel (P-13)	15.03.2018	Mumbai

Details of Other Meetings held during 2017-18

Sl. No.	Name of the Committee	Date of Meeting	Place of Meeting
1.	Regional Committee (NR)	19.04.2017	New Delhi
2.	Regional Committee (SR)	26.04.2017	Bengaluru
3.	Committee on Trade with Central, Eastern and Southern Africa	26.04.2017	Bengaluru
4.	Regional Award Committee (ER)	21.04.2017	Kolkata
5.	Regional Committee (WR)	15.09.2017	Mumbai
6.	Regional Award Committee (ER)	27.03.2018	Kolkata

LIST OF WORKING COMMITTEE MEMBERS 2017-18

Sl. No.	Name of Members	Address	Name of the Panel
1.	Sohil Marwaha General Manager (Exports)	M/s. Wilson Engineering Works 9-10-11 Neelam Bldg. 108, R. G. Thadani Road, Worli Mumbai 400 018	Heavy Industries – Chemicals and Textiles. Industrial Machinery for Paper, Cement
2.	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
3.	Amrutlal B. Bhimani Chairman & Mg. Director	M/s. Dynamic Engineering Co. (P) Ltd. 268/269, G.I.D.C. Wadhwan City – 363035 (Gujarat)	Other Industrial Machinery
4.	Sarabhjit Singh Bhasin CEO - Exports	M/s. Styr Exports # 103, Imperial Palace 45, Telly Park Road Andheri (E), Mumbai 400 068	Auto Parts – Electrical and Others
5.	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
6.	Amrit G. Jalavadia Partner	M/s. Sensitive Industries 1 Umakant Pandit Udhog Nagar MAVDI Plot, Rajkot 360 004 Gujarat	Internal Combustion Engines
7.	C D Shah Director	Nylex Traders B-804, 02, Near Minerva Industrial Estate Opp. Asha Nagar, Mulund (W) Mumbai 400 080	Electrical Machinery
8.	Aman Chadha Partner	M/s. Harvinder & Co. Nikko House 399 Vithalbhai Patel Road Mumbai 400 004	Two Wheelers and Three Wheelers
9.	Sunil Krishna Khaitan Chairman & Managing Director	M/s. Khaitan Electricals Limited 46C, J. L. Nehru Road Kolkata 700071	Electrical and Home Appliances

Sl. No.	Name of Members	Address	Name of the Panel
10.	Pankaj Chadha Partner	M/s. Jyoti Steel Industries Opp. Gaiety Galaxy Cinema Kadad Bhavan (4th Floor) 30th Road, Bandra (W) Mumbai 400 050	Iron and Steel
11.	Binod Kumar Sarda	M/s. Sarda Magnetics Pvt. Ltd. S-7/1, Kasba Industrial Estate Kolkata 700 107	Machine Tools
12.	Ajay Kumar Partner	M/s. Ajay Manufacturing Company 1071, Urban Estate, Phase - 1 Jalandhar 144 001	Hand Tools
13.	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
14.	Ankit Agarwal Director	M/s. Rawalwasia Ispat Udyog Pvt. Ltd. 11th K.M. Stone Delhi Road Hisar 125044, Haryana	Steel Pipes, Tubes and Fittings
15.	Jaspal Singh Bhasin Partner Cotton Green Mumbai 400 033	M/s. ASB International 37, Barrister Nath Pai Marg Cables	Steel Wire, Wire Products and Cables
16.	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
17.	S. S. Kejriwal Director	M/s. Kiswok Industries Pvt. Ltd. Draupadi Mansion (1st Floor) 11, Brabourne Road, Kolkata 700 001	Sanitary Castings including Builders' Hardware
18.	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
19.	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
20.	Tushar Dalmia Director	M/s. Anvil Cables Pvt. Ltd. 224 A.J.C. Bose Road 102 Krishna Building Kolkata 700 017	Aluminium and Products (other than Castings)
21.	Jasvinder Singh Bhasin Partner	M/s. B S International (Bombay) 37, Barrister Nath Pai Marg Cottongreen, Mumbai 400 033	Other Non-Ferrous Metals & Manufactures thereof (Other than Aluminium)

Sl. No.	Name of Members	Address	Name of the Panel
22.	Kuldip Singh Chadha CEO	M/s. Indo Nikko Industries Nikko House 399, V.P. Road, Mumbai 400 004	Design, Technical and Consultancy Services
23.	P. R. Venkatachalam	M/s. Metro Exporters Pvt. Ltd. Kakad Chamber 132, Dr. Annie Besant Road, Worli Mumbai 400 018	Super Star/Star/ Trading and Export House
24.	Kamna Raj Aggarwalla Partner (Director Marketing)	M/s. GDPA Fasteners GDPA House, Near Railway Godowns Jalandhar City 144 004	Fasteners - all types
25.	Mahesh K. 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
26.	P. K. Shah Director	M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Project Exports
27.	Rakesh Shah Partner	M/s. Nipha Enterprises LLP 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	Construction and Earthmoving Machinery
28.	Rajesh Kumar Sonthalia CEO	M/s. S. R. Niryaat Pvt. Ltd. 9, Vivekananda Road, Kolkata 700 007	Special Economic Zones and 100% Export Oriented Units
29.	Dilip Kumar Rajgarhia Director	M/s. Shree GR Export Pvt. Ltd 2A Pretoria Street, Kolkata 700 071	Mica and other Mineral Products
30.	Tarvinder Singh Bhasin Partner	M/s. Bharat Parabolic Springs Pvt. Ltd. 37, Barrister Nath Pai Marg Cotton Green, Mumbai 400 033	Office Equipment and similar products
31.	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
32.	C. S. Shukla Director	M/s. Paramount Surgimed Ltd. 31C, Pocket-B, Siddhartha Extension New Delhi 110 014	Industrial & Scientific Instruments
33.	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
34.	Surendra Keyal CEO	M/s. Alloys & Metals (India) 7, Clyde Row, Hastings 1st Floor, Flat No. 6, Kolkata 700022	Ferro Alloys
35.	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
36.	Rohinton R. Engineer Director	Industrial Boilers Ltd. 227-228, Vapi Indl. Township, G.I.D.C. Vapi 396 195 (Guj)	Industrial Equipments and Accessories
37.	Parmeet Singh Sethi Partner	M/s. Ameet Auto Agency W-398 TTC Industrial Area, MIDC, Rabale Mumbai 400 701, Maharashtra	Auto Parts – Suspension, Braking and Drive Transmission
NOMINEE OF GOVERNMENT OF INDIA (MOC)			
38.	Bhupinder Singh Bhalla Joint Secretary	Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan Room No. 162-B New Delhi 110 011	
	ALTERNATE		
	Padma Ganesh Deputy Secretary	Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 223-B New Delhi 110 011	
NOMINEE OF GOVERNMENT OF INDIA (MEA)			
39.	Vinod K. Jacob Joint Secretary	Ministry of External Affairs (ED Division) Government of India Room No. 3057 B Wing, 3rd Floor Jawaharlal Nehru Bhawan 23D, Janpath, New Delhi 110 011	
MEMBER FROM THE SECRETARIAT			
40.	Suranjan Gupta Executive Director	EEPC India Vandhana Building (4th Floor) 11, Tolstoy Marg, New Delhi 110 001	

Sl. No.	Name of Members	Address	Name of the Panel
SPECIAL INVITEES			
PAST CHAIRMEN			
41.	Ramesh Maheshwari Past Chairman, EEPC India	C/o. M/s. Texmaco Limited Birla Building, 6th Floor 9/1, R. N. Mukherjee Road Kolkata 700 001	
42.	G. D. Shah Past Chairman, EEPC India	C/o: M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	
43.	R. P. Jhalani Past Chairman, EEPC India	M/s. Aarvee Waxpol Tools (India) Pvt. Ltd. 49, Jorbagh, New Delhi 110 003	
44.	M. C. Shah Past Chairman, EEPC India	M/s. Nipha Exports Pvt. Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	
45.	Satish Kumar Dhanda Partner	M/s. Sadem Industries 32 Club Road Ludhiana 141 001	
OTHERS			
46.	Mahesh Keyal Chairman Committee on Drawback, Taxation including GST EEPC India	C/o M/s. Mortex Group 1A, East India House 20 British Indian Street Kolkata 700 069	
47.	Mukul Khandelwal Chairman Committee on Trade with GCC Countries, EEPC India	C/o M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani Kumarpur, Asansol 713 304, West Bengal	
48.	Aakash Shah Chairman Committee on Trade with SAARC, EEPC India	C/o. M/s. Nevatia Udyog 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	
49.	Om Prakash Agarwal Chairman Committee on Trade with Australia, New Zealand	C/o. M/s. RBA Ferro Industries Pvt. Ltd. Central Plaza, Suite # 606 2/6, Sarat Bose Road, Kolkata 700 020	
50.	Girish Kumar Madhogaria Chairman Committee on Membership & Panel Classification, EEPC India	C/o. M/s. NIF Ispat Limited P-260, Beneras Road, Howrah 711 108	

OFFICE BEARERS

Ravi Sehgal (Contact details given under Sl. No. 18)	Chairman EEPC India
Mahesh K. Desai (Contact details given under Sl. No. 25)	Sr. Vice Chairman and Officiating Regional Chairman (SR), EEPC India
Arun Kumar Garodia (Contact details given under Sl. No. 13)	Vice Chairman EEPC India
Kamna Raj Aggarwalla (Contact details given under Sl. No. 24)	Regional Chairperson (NR), EEPC India
B. D. Agarwal (Contact details given under Sl. No. 35)	Regional Chairman (ER), EEPC India
Krishanlal Dhingra (Contact details given under Sl. No. 31)	Regional Chairman (WR), EEPC India

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. K. S. Mani 2. R. Seshagiri	M/S Atlas Machine Tools M/s. Gears & Gear Drives Pvt. Ltd.	Kerala Bengaluru	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

LIST OF COMMITTEE OF ADMINISTRATION MEMBERS (2017-19)

<p>Ravi Sehgal Managing Director M/s. Carnation Industries Ltd. 222, A.J.C. Bose Road 1st Floor, Room No. 4 & 5 Kolkata 700 017</p>	<p><i>Chairman</i></p>	<p>P. R. Venkatachalam M/s. Metro Exporters Pvt. Ltd. Kakad Chamber 132, Dr. Annie Besant Road, Worli Mumbai 400 018</p>	<p><i>Member</i></p>
<p>Mahesh K. Desai MD & CEO M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1056/ A&B Industrial Area, Azamabad Hyderabad 500 020 (A.P.)</p>	<p><i>Senior Vice Chairman and officiating Regional Chairman (SR)</i></p>	<p>Rakesh Shah Partner M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017</p>	<p><i>Member</i></p>
<p>Arun Kumar Garodia Managing Director M/s. Corona Steel Industry Pvt. Ltd. P-34, India Exchange Place Shah House (3rd floor) Kolkata – 700 001</p>	<p><i>Vice Chairman</i></p>	<p>Tarvinder Singh Bhasin Partner M/s. Bharat Parabolic Springs Pvt. Ltd. 37, Barrister Nath Pai Marg Cotton Green Mumbai 400033</p>	<p><i>Member</i></p>
<p>B. D. Agarwal Partner M/s. Calcutta Export Co. 18, R.N. Mukherjee Road 4th Floor Kolkata – 700 001</p>	<p><i>Regional Chairman (ER)</i></p>	<p>GOVERNMENT OF INDIA NOMINEE</p>	
<p>Kamna Raj Aggarwalla Partner M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004 Punjab</p>	<p><i>Regional Chairperson (NR)</i></p>	<p>Bhupinder Singh Bhalla Joint Secretary Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 162-B New Delhi 110 011</p>	<p><i>Member</i></p>
<p>Krishanlal Dhingra Managing Director M/s. Snowdrop Engineering Pvt. Ltd. C/1-51, 18C, Elco Arcade 46, Hill Road, Bandra West Mumbai 400 050</p>	<p><i>Regional Chairman (WR)</i></p>	<p>ALTERNATE GOVT. NOMINEE</p>	
<p>Aman Chadha Partner M/s. Harvinder & Co. Nikko House, 399 Vithalbhai Patel Road Mumbai 400 004</p>	<p><i>Member</i></p>	<p>Padma Ganesh Deputy Secretary Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 223-B New Delhi 110 011</p>	
<p>Anupam Shah Director M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani Kolkata 700 017</p>	<p><i>Member</i></p>	<p>P. K. Shah Director M/s. Nipha Exports (P) Ltd. Director 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017</p>	<p><i>Special Invitee</i></p>

INDEPENDENT AUDITOR'S REPORT & ACCOUNTS

To the Members of EEPC INDIA

I have audited the accompanying financial statements of EEPC INDIA (Company Limited by Guarantee) ("the Company") which comprise the Balance Sheet as at March 31, 2018, 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.

Management's Responsibility for the Financial Statements

The Management is responsible for the matters 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 Company in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014. This responsibility also includes the maintenance of adequate accounting records in accordance with the provision of the Act for safeguarding of the assets of the Company and for preventing and detecting the 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 internal financial control, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audit.

I have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

I have conducted my audit in accordance with the Standards on Auditing specified under section 143(10) of the Act. Those Standards require that I comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. 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. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the financial statements that give true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by Company's Member, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In my opinion and to the best of our information and according to the explanations given to me, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- a) In the case of the Balance Sheet, of the state of affairs of the Company as at March 31, 2018;
- b) In the case of the Statement of Income & Expenditure, of the surplus for the year ended on that date; and
- c) In the case of the Cash Flow Statement, of the cash flows for the year ended on that date.

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) I have sought and obtained all the information and explanations which to the best of my knowledge and belief were necessary for the purposes of my audit;
 - b) In my opinion, proper books of account as required by law have been kept by the Company so far as appears from 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 my opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014
 - e) As reported to me, we report that none of the members of the Working Committee is disqualified as on 31 March, 2018 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 company 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 company 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 Company.

Place: Kolkata
Date: 5th September, 2018

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

ANNEXURE A TO THE AUDITORS' REPORT

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

I have audited the internal financial controls over financial reporting of EEPC INDIA (Company Limited by Guarantee) ("the Company") as of 31st March, 2018 in conjunction with my audit of the financial statements of the Company for the year ended on that date.

Management's Responsibility for Internal Financial Controls

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

Auditors' Responsibility

My responsibility is to express an opinion on the Company'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.

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

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

Meaning of Internal Financial Controls over Financial Reporting

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

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

- (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorisations of management and directors of the company; and
- (3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Inherent Limitations of Internal Financial Controls over Financial Reporting

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

Opinion

In my opinion, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at 31st March, 2018, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

Place: Kolkata
Date: 5th September, 2018

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

BALANCE SHEET as at 31st March, 2018

(In ₹)

	Note No.	AS ON 31.03.2018	AS ON 31.03.2017
EQUITY AND LIABILITIES			
Funds			
(a) Reserves & Surplus	2.1	687,049,309	626,710,677
Non-current Liabilities			
(a) Long-term provisions	2.2	69,368,375	57,028,728
Current Liabilities			
(a) Trade payables	2.3	55,770,753	40,621,299
(b) Other current Liabilities	2.4	42,976,928	38,266,331
(c) Short-term provisions	2.5	10,144,667	9,471,067
TOTAL		865,310,032	772,098,102
ASSETS			
Non-current Assets			
(a) Fixed Assets			
(i) Tangible Assets	2.6	238,223,675	189,358,302
(b) Long-term Loans & Advances	2.7	12,056,156	14,247,617
Current Assets			
(a) Trade Receivables	2.8	53,524,637	25,541,103
(b) Cash & Cash Equivalents	2.9	522,048,747	504,242,436
(c) Short-term Loans & Advances	2.10	32,443,729	31,618,488
(d) Other Current Assets	2.11	7,013,088	7,090,156
TOTAL		865,310,032	772,098,102
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1		
OTHER EXPLANATORY INFORMATION	3		

Signed in terms of our audit report of even date.

For **S. SARAOGI & CO.**
Chartered Accountants
F. R. N. 312196 E

(SUSHIL KR. JAIN)
Proprietor
M. No. 050848

RAVI SEHGAL
Chairman

MAHESH K. DESAI
Sr. Vice Chairman

ARUN KUMAR GARODIA
Vice Chairman

SURANJAN GUPTA
Executive Director

ADHIP MITRA
AED & Secretary

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 5th September, 2018

STATEMENT OF INCOME AND EXPENDITURE for the year ended 31st March, 2018

PARTICULARS	Note No.	2017-2018	2016-2017
(In ₹)			
INCOME			
Revenue from Operations	2.12	420,718,260	394,481,618
Grant-in-aid from Govt. of India	2.13	217,423,019	248,719,765
Other Income	2.14	30,337,613	37,597,439
Total Revenue		668,478,892	680,798,822
EXPENSES			
Employee benefits expense	2.15	184,874,416	162,155,410
Depreciation & Amortisation	2.16	16,730,951	16,344,537
Other expenses	2.17	441,821,912	477,907,119
Total Expenses		643,427,279	656,407,066
Surplus /(Deficit) for the year		25,051,613	24,391,756

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1
OTHER EXPLANATORY INFORMATION	3

Signed in terms of our audit report of even date.

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 5th September, 2018

For **S. SARAOGI & CO.**
Chartered Accountants
F. R. N. 312196 E

(SUSHIL KR. JAIN)
Proprietor
M. No. 050848

RAVI SEHGAL
Chairman

MAHESH K. DESAI
Sr. Vice Chairman

ARUN KUMAR GARODIA
Vice Chairman

SURANJAN GUPTA
Executive Director

ADHIP MITRA
AED & Secretary

NOTES ON ACCOUNTS for the year ended March 31, 2018

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

(In ₹)

Particulars	As at 31.03.2018	As at 31.03.2017
NOTE: 2.1: RESERVES & SURPLUS		
General Reserve Fund		
As per last Balance Sheet	124,843,005	104,842,760
Add : Addition during the year	20,000,000	20,000,245
Closing Balance (A)	<u>144,843,005</u>	<u>124,843,005</u>
Export Development Fund		
As per last Balance Sheet	166,000,000	166,000,000
Add: Interest on earmarked Investments	8,436,984	-
Closing Balance (B)	<u>174,436,984</u>	<u>166,000,000</u>
Staff Welfare Fund		
House Building/Vehicle/Computer Advance		
As per last Balance Sheet	19,719,846	18,644,249
Add: Addition during the year	908,129	1,075,597
Closing Balance (C)	<u>20,627,975</u>	<u>19,719,846</u>
Building Fund		
As per last Balance Sheet	246,652,475	189,974,873
Add: Addition during the year	15,000,000	44,251,517
Interest on earmarked Investments	10,941,906	12,426,085
Closing Balance (D)	<u>272,594,381</u>	<u>246,652,475</u>
Surplus		
As per last Balance Sheet	69,495,351	45,103,595
Add: Transferred from the Statement of Income and Expenditure	25,051,613	24,391,756
	<u>94,546,964</u>	<u>69,495,351</u>
Less: Transferred to General Reserve Fund	20,000,000	
Closing Balance (E)	<u>74,546,964</u>	<u>69,495,351</u>
Total (A) +(B) +(C)+(D) +(E)	<u>687,049,309</u>	<u>626,710,677</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2018 (Contd.)

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

(In ₹)

Particulars	As at 31.03.2018	As at 31.03.2017
NOTE: 2.2: LONG-TERM PROVISIONS		
Staff Gratuity & Leave Encashment	<u>69,368,375</u>	<u>57,028,728</u>
NOTE: 2.3: TRADE PAYABLES		
Sundry Creditors for expenses	<u>55,770,753</u>	<u>40,621,299</u>
NOTE: 2.4: OTHER CURRENT LIABILITIES		
Outstanding Liabilities	9,640,402	7,933,315
Govt. Grant refundable/received-in-advance	-	6,750,000
GST Payable	4,677,730	-
Received-in-advance from members/participants	28,658,796	23,583,016
	<u>42,976,928</u>	<u>38,266,331</u>
NOTE: 2.5: SHORT TERM PROVISIONS		
Gratuity	8,822,884	7,504,672
Leave Encashment	1,321,783	1,966,395
	<u>10,144,667</u>	<u>9,471,067</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2018 (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 31.03.2017	Additions During the year	Adjustments on Deduction	As on 31.03.2018	As on 31.03.2017	Provided for the year	Adjust- ment on Deduction	Up to 31.03.2018	As on 31.03.2018	As on 31.03.2017
A. TANGIBLES										
Land & Building	225,475,421	56,648,198	0	282,123,619	58,694,422	8,408,922	0	67,103,344	215,020,275	166,780,999
Furniture & Fittings	29,425,421	3,637,570	0	33,062,991	20,256,804	2,555,568	0	22,812,372	10,250,619	9,168,617
Office Equipments	28,741,381	1,245,323	445,869	29,540,835	26,248,535	1,432,766	416,877	27,264,424	2,276,411	2,492,846
Electrical Fittings	8,722,759	1,178,432	0	9,901,191	5,163,760	967,060	0	6,130,820	3,770,371	3,558,999
Motor Cars	6,643,179	1,571,821	1,514,406	6,700,594	5,048,139	552,730	1,106,309	4,494,560	2,206,034	1,595,040
Computers	16,669,099	1,717,674	110,108	18,276,665	14,316,814	1,898,797	104,603	16,111,008	2,165,657	2,352,285
Video Conferencing Equipments	4,935,239	39,900	0	4,975,139	1,801,200	843,787	0	2,644,987	2,330,152	3,134,039
Permanent Projection Centre	2,631,180	0	0	2,631,180	2,355,703	71,321	0	2,427,024	204,156	275,477
TOTAL	323,243,679	66,038,918	2,070,383	387,212,214	133,885,377	16,730,951	1,627,789	148,988,539	238,223,675	189,358,302
Previous Year	283,260,519	40,783,897	800,737	323,243,679	118,277,263	16,344,537	736,423	133,885,377	189,358,302	0

(In ₹)

Particulars	As at 31.03.2018	As at 31.03.2017
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NOTE: 2.7: LONG-TERM LOANS AND ADVANCES

A. Loans and Advances

(Secured and considered goods)

Employees towards House Building Advance	7,506,808	8,504,915
Employees towards purchase of Vehicles	659,958	752,973
Employees towards purchase of Computers	41,795	92,724

B. Security Deposits

Security Deposits	3,847,595	4,897,005
	<u>12,056,156</u>	<u>14,247,617</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2018 (Contd.)

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

Particulars	As at 31.03.2018	As at 31.03.2017
NOTE: 2.8: TRADE RECEIVABLE (Unsecured and considered goods)		
Receivables from Members/participants	53,524,637	25,541,103
NOTE: 2.9: CASH AND CASH EQUIVALENTS		
A. CASH AND CASH EQUIVALENTS		
Cash in Hand (as certified by the Management including Regional Offices Rs.2,50,470 /- and Postage Stamps Rs.11,944/-)	268,912	280,126
Bank Balance with Scheduled Banks		
In Current Accounts		
In India		
Indian Rupees (including Auto Sweep facilities)	59,955,612	45,770,715
In Savings Account -		
In India (including Auto Sweep facilities)	6,324,448	16,910,541
B. OTHER BANK BALANCES		
In Fixed Deposit Account		
Earmarked for Gratuity & Leave Encashment	76,632,367	68,152,449
Earmarked for Building Fund	173,782,763	185,861,845
Earmarked for Export Development Fund	166,946,028	132,506,788
Having maturity period of more than 12 months	343,220	8,862,768
Interest accrued on Fixed Deposits	37,795,397	45,897,204
	<u>522,048,747</u>	<u>504,242,436</u>
NOTE: 2.10: SHORT TERM LOANS AND ADVANCES		
CENVAT Credit receivable	-	1,639,558
Income Tax refund receivable	22,024,099	26,194,348
Others including Advance for events	10,419,630	3,784,582
	<u>32,443,729</u>	<u>31,618,488</u>
NOTE: 2.11: OTHER CURRENT ASSETS		
Units in Franking Machine	47,016	521,505
Govt. Grant receivable	2,515,001	2,515,001
Interest accrued on Loans & Advances	4,451,071	4,053,650
	<u>7,013,088</u>	<u>7,090,156</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2018 (Contd.)

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

(In ₹)

Particulars	2017-2018	2016-2017
NOTE: 2.12: REVENUE FROM OPERATIONS		
INCOME FROM MEMBERS		
Membership Subscription	194,978,714	164,104,475
Subscription for Panel	5,495,140	4,349,685
Contribution from Participating Members	220,244,406	226,027,458
	<u>420,718,260</u>	<u>394,481,618</u>
NOTE: 2.13: GRANT-IN-AID FROM GOVT. OF INDIA		
For the year	<u>217,423,019</u>	<u>248,719,765</u>
NOTE: 2.14: OTHER INCOME		
Advertisement	1,350,396	1,789,980
Other Receipts	2,209,586	1,890,376
Participation/Sponsorship from others	10,706,046	11,092,259
Interest Income	16,071,585	22,824,824
	<u>30,337,613</u>	<u>37,597,439</u>
NOTE: 2.15: EMPLOYEE BENEFITS EXPENSE		
Salaries, Allowances & Exgratia	149,005,059	132,742,133
Contribution to Provident Fund & Superannuation Fund	11,921,871	11,988,509
Staff Welfare Expenses	10,804,178	9,257,497
Arrear against Revision of Salary	-	3,516,694
Provision for Gratuity & Leave Encashment	13,143,308	4,650,577
	<u>184,874,416</u>	<u>162,155,410</u>
NOTE: 2.16: DEPRECIATION AND AMORTIZATION		
Depreciation	<u>16,730,951</u>	<u>16,344,537</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2018 (Contd.)

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

Particulars	2017-2018	2016-2017
NOTE: 2.17: OTHER EXPENSES		
Expenses on EEPC India's Offices		
Rent	11,624,797	10,725,941
Property Tax	1,446,501	1,604,162
Printing & Stationary, Postage & Telegram, Telephone & Fax	3,274,225	2,758,878
Building Maintenance incl. Electricity	14,090,004	9,386,028
Travelling & Conveyance Charges	1,966,616	1,570,746
Motor Car Up-keep	2,322,780	1,223,743
Audit Fees	450,000	450,000
Internal Auditors' remuneration	300,000	300,000
Professional Fees	2,540,130	1,265,450
Election Expenses	579,000	118,031
Legal Expenses	2,236,379	1,504,568
Miscellaneous Expenses	8,010,731	5,581,731
Export Promotion Expenses		
Advertisement/Subscription to Journals	1,103,615	1,582,051
Seminars, Exhibitions, Technology Meet, RBSM in India	79,889,668	85,704,609
Award Function Expenses (Net)	1,947,565	2,909,053
Trade Information Division incl. cost of Publications	8,754,474	8,636,444
Expenses on MDA Assistance Scheme	851,242	1,011,400
ISO Series Expenses	250,908	363,045
ERP maintenance expenses	1,069,650	420,500
Publications/Websites for use Abroad	9,916,835	6,159,142
Technology Centres	2,236,876	-
Strategy Papers	1,528,500	-
Exhibitions/BSM Abroad including Publicity	285,431,416	334,631,597
TOTAL	441,821,912	477,907,119

NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2018 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. Interest accrued on House Building, Vehicle and Computer Advances are accounted for by way of directly crediting the same to "Staff Welfare Fund" account instead of routing them through Statement of Income & Expenditure.
- 1.7. The Building Fund has been directly credited with Rs.1.5 crore out of the total collection of Membership Subscription during the year to facilitate purchase of properties for the use of the Council. Further, the interest received/accrued amounting to Rs.1,09,41,906/- on the earmarked fixed deposits of Building Fund with banks has also been directly credited to the Building Fund A/c.
- 1.8. Provision for Gratuity & Leave Encashment is based on actuarial valuation on the present value of future liability which includes Rs.65,16,004/- being interest on earmarked investments of Gratuity & Leave Encashment fund directly credited to the Provision for Gratuity & Leave Encashment Account.
- 1.9. 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.
- 1.10. Foreign Currency Transaction:

Transactions through the foreign currency bank accounts maintained by the Council have been transacted at the standard fixed rates adopted for the year and not at the actual rate prevailing on the date of transaction. The other transactions in foreign currency have been accounted for at the actual rates prevailing on the date of transaction.

NOTE-3: OTHER EXPLANATORY INFORMATION

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

NOTE-3: OTHER EXPLANATORY INFORMATION (Contd.)

3.9	Earnings in Foreign Exchange :	2017 – 2018
		(In ₹)
	(i) Participation ch. for events	65,13,729
		(6459706)
	(ii) Others	0
		(2862690)
3.10.	Expenditure in Foreign Currency :	
	(i) Exhibitions, Buyer-Seller Meets	25,61,68,231
		(260219329)
	(ii) Others	95,82,274
		(2541306)

* Notes: Figures in brackets are for previous year.

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 5th September, 2018

For **S. SARAOGI & CO.**
Chartered Accountants
F. R. N. 312196 E

(SUSHIL KR. JAIN)
Proprietor
M. No. 050848

RAVI SEHGAL
Chairman

MAHESH K. DESAI
Sr. Vice Chairman

ARUN KUMAR GARODIA
Vice Chairman

SURANJAN GUPTA
Executive Director

ADHIP MITRA
AED & Secretary

CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2018

(In ₹)

Particulars	2017 - 2018		2016 - 2017	
CASH FLOW FROM OPERATING ACTIVITIES:				
Surplus/(Deficit) as per Statement of Income & Expenditure		25,051,613		24,391,756
Adjustment for :				
Depreciation	16,730,951		16,344,537	
(Profit)/Loss on Sale of Fixed Assets	(64,687)		(70,248)	
Interest Income	(16,071,585)		(22,824,824)	
Membership Subscription credited to Building Fund Account	15,000,000		44,251,517	
		15,594,679		37,700,982
Operating Profit before Working Capital Changes		40,646,292		62,092,738
Adjustments for :				
(Increase) / Decrease in Trade Receivables	(27,983,534)		(23,954,407)	
(Increase) / Decrease in Loans & Advances and Other Receivables	(2,726,961)		14,539,926	
Increase / (Decrease) in Liabilities and Provision	32,873,298	2,162,803	(89,644,873)	(99,059,354)
		42,809,095		(36,966,616)
Less : Income Tax Paid (Net of Refund)		(4,170,249)		7,489,147
[A]		46,979,344		(44,455,763)
CASH FLOW FROM INVESTING ACTIVITIES:				
Purchase of Fixed Assets	(66,038,918)		(40,783,897)	
Sale Proceeds of Fixed Assets	507,282		134,562	
Investment in deposits with banks	(22,320,528)		32,991,356	
Interest Income directly credited to Fund Accounts	20,287,019		13,501,682	
Interest Received	24,173,392	(43,391,753)	8,723,158	14,566,861
[B]		(43,391,753)		14,566,861

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

(In ₹)

Particulars	2017 - 2018		2016 - 2017	
CASH FLOW FROM FINANCING ACTIVITIES:				
[C]		-		-
Net Increase in Cash & Cash Equivalents (A+B+C)		3,587,590		(29,888,902)
Opening Cash & Cash Equivalents		62,961,382		92,850,284
Closing Cash & Cash Equivalents		66,548,972		62,961,382
Notes:				
Cash & Cash Equivalents:				
Cash		268,912		280,126
Balance with Scheduled Banks:				
In Savings Account		6,324,448		16,910,541
In Current Account		59,955,612		45,770,715
		66,548,972		62,961,382

Signed in terms of our audit report of even date.

For **S. SARAOGI & CO.**
Chartered Accountants
F. R. N. 312196 E

(SUSHIL KR. JAIN)
Proprietor
M. No. 050848

RAVI SEHGAL
Chairman

MAHESH K. DESAI
Sr. Vice Chairman

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Vice Chairman

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Executive Director

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AED & Secretary

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 5th September, 2018



Vanijya Bhavan (1st Floor)
International Trade Facilitation Centre
1/1 Wood Street, Kolkata-700 016
Tel. : 91-33-22890651/52/53
Fax : 91-33-22890654
E-mail : eepch@eepcindia.net
URL : www.eepcindia.org