

Chairman

Mr. T. S. Bhasin

Sr. Vice Chairman

Mr. R.P.Sehgal

Vice Chairman

Mr. Pankaj Chadha

Executive Director & Secretary

Mr. Bhaskar Sarkar

Additional Executive Director

Mr. Suranjan Gupta

Auditors

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

Solicitors & Advocates

M/s. Fox & Mandal
12, Old Post Office Street
Kolkata - 700 001

Bankers

HDFC Bank Ltd.
Punjab National Bank

Registered & Head Office

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

Territorial Office

New Delhi

Regional Offices

Chennai
Kolkata
Mumbai
New Delhi

Sub-Regional Offices

Ahmedabad
Bengaluru
Hyderabad
Jalandhar

EEPC INDIA OFFICES

Mr. B. Sarkar

Executive Director & Secretary

Territorial Office

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. S. Gupta

Addl. Executive Director

Registered & Head Office

Vaniyya 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)

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E-mail : eepcrochen@eepcindia.net

Kolkata

Ms. Anima Pandey

Regional Director

EEPC INDIA

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Mumbai

Mr. Rajat Srivastava

Regional Director

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

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New Delhi

Mr. Rakesh Suraj

Regional Director

EEPC INDIA

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SUB-REGIONAL OFFICES

Ahmedabad

Mr. Sudhakaran C.K. Nair

Senior Asst. 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

Deputy Director

EEPC INDIA

Embassy Square 103, First Floor

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Tel : 91-80-22261396 / 22268669

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Hyderabad

Mr. Srinivas Chakravarthy

Assistant Director

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

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Former Chairmen of EEPC India

1955-56	Late D. N. Jalan	1978-79	Late V. P. Punj
1956-57	Late K. L. Chowdhary	1979-82	Shri G. D. Shah
1957-58	Late S. L. Kirloskar	1982-83	Shri 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	1994-2000	Shri P. K. Shah
1966-68	Late R. L. Rajgarhia	2000-02	Shri J. S. Bhasin
1968-70	Late K. L. Chowdhury	2002-03	Shri Satish K. Dhanda
1970-72	Late Raunaq Singh	2003-08	Shri Rakesh Shah
1972-74	Late Dr. B. V. Bhoota	2008-13	Shri Aman Chadha
1974-77	Shri R. C. Maheshwari	2013-16	Shri Anupam Shah
1977-78	Late Suresh Mehta		

REPORT OF THE WORKING COMMITTEE

To the Members of EEPC India

Your Committee is pleased to present its 62nd Annual Report for the financial year ended 31st March 2017 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 31.03.2016 was 11698 and as on 31.03.2017 was 12337.

The details are as under:-

	As on 31.03.2017	As on 31.03.2016
Ordinary Members	4558	5111
Associate Members	7744	6554
Nominated & Affiliated Members	35	33
Total:	12337	11698

Financial Status

Summary of Income & Expenditure Account

	2016-2017	2015-2016
Income from Members' & Other Income	409254233	482323395
Grant – in – Aid from Govt. of India	248719765	286081191
Interest	22824824	22961250
Total Income	680798822	791365836
Total Expenses	656407066	767553317
Surplus / (Deficit) for the year	24391756	23812519

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 2016-17, the foreign exchange earnings of the Council amounted to **Rs. 9322396** as against **Rs. 3301721** in the previous year. The expenditure in foreign exchange during the financial year was **Rs. 262760635** as compared to Rs. 367719125 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, 2017 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 three Working Committee Meetings on 05th July 2016, 6th December 2016, and 18th March 2017 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

Like the previous years, this year too, we are publishing only the statutory disclosures in the print version of the Annual Report, Additional information is available on our website, www.eepcindia.org.

Electronic copies of the Annual Report 2016-17 and Notice of the 62nd Annual General Meeting are sent to all members whose email addresses are registered with the Council. For members who have not registered their email address, physical copies of the Annual Report 2017 and the Notice of the 62nd Annual General Meeting are sent in the permitted mode. Members requiring physical copies can send a request to the Council.

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/-

Tarvinder Singh Bhasin
Chairman

DIN : 00998166

Date : 1st September, 2017

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, 2017

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

I. REGISTRATION AND OTHER DETAILS:

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

II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

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

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

III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

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

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

i. Category-wise Share Holding

Category of Shareholders	No. of Shares held at the beginning year				No. of Shares held at the end of the year				% Change during The of 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)									
TotalPublic Shareholding (B)=(B)(1)+ (B)(2)									
C.Shares heldby Custodianfor 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, 2017.

EXPORT PERFORMANCE

A. OVERALL EXPORTS UP BY 5.33 % DURING APRIL-MARCH 2017

Based on the provisional data published by DGCI&S Cumulative value of exports for the period April-March 2016-17 was US\$ 274645.10 million (Rs.184131.39 crore) as against US\$ 262290.11 million (Rs.1716377.99 crore) registering a positive growth of 4.71 per cent in Dollar terms and 7.28 per cent in Rupee terms over the same period last year.

B. Performance of Engineering Sector in FY 2016-17

According to the provisional data available from DGCI&S up to March 2017, India's export of engineering goods have registered a growth of 11.33% in US \$ MIn during the financial year 2016-17 in comparison to the same period in the previous fiscal. The provisional data indicate that exports of engineering goods from India have reached 65236.37US \$ MIn up to March 2017.

In rupee terms India's export of engineering goods are valued at Rs. 423115.9 crores during April-March 2016-17 which is 19.48 % higher than Rs. 354130.78 crores during April-March 2015-16.

The engineering sector appears to retain its share around 23.61 % 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 in March

In comparison to cumulative export performance in April-March 2015-16 :

What's up: Railway Transport and Parts, Iron and Steel, Ships, Boats and Floating Structures, Office Equipments, Lead and Products Made of Led, Electric Machinery and Equipment, Aluminium And Products Made of Aluminium, Medical and Scientific Instruments, Zinc and Products Made of Zinc, Machine Tools, Accumulator And Battery, Motor Vehicle/Cars.

What's down: Bicycle & Parts, Nuclear Reactors, Industrial Boilers and Parts, Products of Iron and Steel, Electrodes, Accumulators and Batteries, Air Condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water Heaters And Centrifuges and Compressor, Two and Three Wheelers, Cranes, Lifts & Winches, Aircrafts, Spacecrafts and Parts, Nickel and Products Made Of Nickel, Tin And Products Made of Tin.

Export Performance of Principal Commodities: for March – 2017

(Figures in USD Million Prov.)

Principal Commodity	Cumulative Exports 2015-16	Cumulative Exports 2016-17	% change over 2015-16
Railway Transport and Parts	109.89	218.98	99.27
Iron and Steel	5423.32	8708.26	60.57
Ships, Boats and Floating Structures	3088.45	4507.27	45.94
Office Equipments	88.73	117.91	32.89
Lead and products made of Led	181.54	238.08	31.14
Electric Machinery and Equipment	3683.83	4641.78	26.00
Aluminium and products made of Aluminium	2639.77	3256.04	23.35
Medical and Scientific Instruments	1191.98	1386.49	16.32
Zinc and products made of zinc	527.06	611.59	16.04
Machine Tools	391.12	452.34	15.65
Accumulator and Battery	203.04	232.15	14.34
Motor Vehicle/cars	6727.43	7583.29	12.72
Pumps of all types	707.18	764.21	8.06
Prime Mica & Mica Products	17.14	18.19	6.13
Copper and products made of copper	2539.74	2686.41	5.78
Other Miscellaneous Items	2015.69	2111.75	4.66
Other Non Ferrous Metals and their products	431.83	446.84	3.48
IC Engines and Parts	2106.22	2122.4	0.77
Machinery for ATMs, Injecting Moulding machinery, valves, etc	1262.84	1269.5	0.53
Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc	4641.6	4653.16	0.25
Auto Components/Parts	4217.36	4225.64	0.20
Hand Tools, Cutting Tools and Implements made of Metals	640.59	639.84	-0.12
Other Construction Machinery	1077.87	1072.37	-0.51
Bicycle & Parts	298.44	294.49	-1.32
Nuclear Reactors, Industrial Boilers and Parts	680.77	671.05	-1.43
Products of Iron and Steel	6134.96	5929.19	-3.35
Electrodes, Accumulators and Batteries	42.52	40.64	-4.42
Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor	1048.11	985.13	-6.01
Two and Three Wheelers	1775.64	1648.39	-7.17
Cranes, Lifts & Winches	423.23	388.88	-8.12
Aircrafts, Spacecrafts and Parts	3729.36	3211.95	-13.87
Nickel and products made of Nickel	492.97	93.29	-81.08

(Source : DGCI&S Provisional Data)

D. Top Destinations

Export performance to Top 20 Destinations for March 2017

(Figures in US\$ Million)

Importing Country	Cumulative Exports 2015-16	Cumulative Exports 2016-17 (Prov.)	% Change Over 2015-16
U S A	6832.21	7069.86	3.48
U Arab Emts	4216.77	4032.14	-4.38
Singapore	1890.01	2809.73	48.66
U K	2194.85	2485.81	13.26
Mexico	1891.74	2458.07	29.94
Malaysia	1339.18	2395.48	78.88
Germany	2083.55	2212.88	6.21
Nepal	1427.75	2163.02	51.50
Italy	1486.78	2087.43	40.40
Bangladesh Pr	1541.43	1995.64	29.47
China P Rp	2057.29	1980.58	-3.73
France	1066.75	1796.95	68.45
Korea Rp	1289.77	1599.57	24.02
Turkey	1322.85	1556.10	17.63
Indonesia	859.25	1425.85	65.94
Sri Lanka Dsr	2760.29	1415.76	-48.71
Saudi Arab	1364.54	1244.46	-8.80
Belgium	666.62	1222.86	83.44
Vietnam Soc Rep	615.42	1132.51	84.02
South Africa	1276.22	1066.07	-16.47

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

E. Top 5 Destinations: Product Performance

Destinations	Substantial Growth	Heavy Decline
U S A	Ships, Boats and Floating Structures, Tin and products made of Tin, Lead and products made of Led, Zinc and products made of zinc, Motor Vehicle/cars, Nuclear Reactors, Industrial Boilers and Parts, Office Equipments, Accumulator and Battery, Electric Machinery and Equipment, Cranes, Lifts & Winches	Electrodes, Accumulators and Batteries, Prime Mica & Mica Products, Nickel and products made of Nickel, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor, Two and Three Wheeler

Destinations	Substantial Growth	Heavy Decline
UAE	Railway Transport and Parts, Lead and products made of Led, Office Equipments, A. Iron and Steel, Nuclear Reactors, Industrial Boilers and Parts, Prime Mica & Mica Products, Bicycle & Parts, Ships, Boats and Floating Structures	Other Construction Machinery, Two and Three Wheele, Cranes, Lifts & Winches, Machinery for ATMs, Injecting Moulding machinery, valves, etc, Electrodes, Accumulators and Batteries, Motor Vehicle/cars, Tin and products made of Tin, Aircrafts, Spacecrafts and Parts, Nickel and products made of Nickel
SINGAPORE	Iron and Steel, Cranes, Lifts & Winches, Ships, Boats and Floating Structures, Aircrafts, Spacecrafts and Parts, Copper and products, IC Engines and Parts, Lead and products made of Led, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor	Office Equipments, Machinery for ATMs, Injecting Moulding machinery, valves, etc, Auto Components/Part, Other Non Ferrous Metals and their products, Prime Mica & Mica Products, Two and Three Wheele, Nuclear Reactors, Industrial Boilers and Parts, Electrodes, Accumulators and Batteries, Zinc and products made of zinc, Railway Transport and Parts, Motor Vehicle/cars, Nickel and products made of Nickel, Tin and products made of Tin
U K	Iron and Steel, Tin and products made of Tin, Medical and Scientific Instruments, Electric Machinery and Equipment, Prime Mica & Mica Products, Aircrafts, Spacecrafts and Parts, Lead and products made of Led, Motor Vehicle/cars, Cranes, Lifts & Winches	Railway Transport and Parts, Machinery for ATMs, Injecting Moulding machinery, valves, etc, Nuclear Reactors, Industrial Boilers and Parts, Two and Three Wheele, Zinc and products made of zinc
MEXICO	Accumulator and Battery, Other Non Ferrous Metals and their products, Railway Transport and Parts, Office Equipments, Aircrafts, Spacecrafts and Parts, A. Iron and Steel, Cranes, Lifts & Winches, Bicycle & Parts, Machine Tools, IC Engines and Parts, Motor Vehicle/cars, OTHER MISC. ITEMS	Copper and products, Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor, Nickel and products made of Nickel, B. Products of Iron, Nuclear Reactors, Industrial Boilers and Parts, Prime Mica & Mica Products, Lead and products made of Led

F. 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

(Figures in US\$ million)

Destinations	April-March 2015-16	April-March 2016-17 (Prov.)	% Growth
Israel	214.37	330.68	54.26
Kuwait	320.97	646.50	101.42

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

PROMOTIONAL ACTIVITIES

EEPC India as the largest EPC in India has been actively involved in round the year promotional activities in terms of participation at overseas events and also at the domestic level. 2016-17 has been one of the most active years in the history of the Council with 3 INDEEs in one fiscal year, 20 overseas events including our Annual show-I.E.S.S. The Biggest honour was the participation of EEPC India as the Official Organiser of India Pavilion at the largest Industrial Trade Fair of Russia –INNOPROM 2016.

Our Regional Officers conducted road shows for all the major event specially for INDEES, IESS and INNOPROM 2016. Bespoke branding artworks were designed and publicity materials were also prepared to ensure significant number of participants from across the country for all the events. Elaborate branding and publicity materials were arranged for INNOPROM, INDEEs and IESS.

Thematic Policy driven seminars, awareness programmes, workshops, discussions have been organised often on a self sustaining mode by the Regions. Four Awards from 4 regions and two National Awards were conducted with overwhelming response from among the members.

Union Ministry of Commerce and Industry, Department of Commerce has patronised all our initiatives.

An elucidation on the Key events – **INDEES, IESS and Indian Participation at INNOPROM 2016.**

India Pavilion/Indian Engineering Exhibitions

INNOPROM 2016

The 7th edition of INNOPROM 2016 – the largest Russian Industrial Trade show held during 11-14 July, 2016, Yekaterinburg, Russia saw India on the spotlight as the partner country and EEPC India as the official organizer of the India Pavilion.

The Figures - 500 notable speakers , 150 events ,over 700 Exhibitors from 95 nations;229 enquiries of worth USD 5.142 Million bear testimony to the gargantuan size of Industrial Exposition. 190 Companies from Russia, 117 from India, 280 from China & also from Germany, the U.S.A, Austria, Belarus, Denmark, UAE, Poland, Finland, France, Japan and South Africa showcased their industrial excellence.

The digitalisation of factories and energy systems was the foremost topic at the INNOPROM 2016. Today's world of energy generation, distribution and consumption is more complex than ever. Future energy systems

require increasingly detailed solutions that interact with each other via an intelligent system. Electricity comes more and more from decentralised generators that need to be networked. Energy storage and distribution also has to be digitally controlled. Power grids and data networks are converging. The fourth phase of industrial revolution is already in practice in Europe and USA. Till now we have already experienced three industrial revolutions which could also be defined as significant improvement in the manufacturing processes that have lead to increased productivity for the industry.

The gracious presence of Prime Minister Dmitry Medvedev took the show to a different height .Mr Denis Manturov, Minister of Industry and Trade of the Russian Federation, Ms Nirmala Sitharaman, Minister of State for Ministry of Commerce and Industry of the Republic of India and Mr Evgeny Kuivashev, Governor of Sverdlovsk Region inaugurated the show on the 10th July, 2016.

Ms Sitharaman said at the inauguration 'We are proud to be the partner country at INNOPROM 2016. The Indian companies participating will highlight the strengths in the area of engineering and innovation'.

Mr Evgeny Kuivashev, Governor of Sverdlovsk Region said while speaking on the value of hosting Russian – Indian INNOPROM said 'It is needless to say about the uniqueness and extreme value of the event. Suffice it to mention that one of the largest and fastest growing modern economies will present their industrial and economic potential on our exhibition ground. The region should make maximum use of cooperation potential with India. Flagship engineering and machine-building companies of our region as well as defense industry enterprises have committed to taking part in the event: Uralvagonzavod, Urals Optical and Mechanical Plant, Urals Diesel Motor Works, Kalinin Machine-Building Plant, Ural Locomotives and many other. Among the exhibitors there are giants of mining and metallurgical complex: Ural Mining and Metallurgical Company, ChelPipe Group presenting Pervouralsk New Pipe Plant, VSMPO-AVISMA Corporation.'

The business programme of INNOPROM 2016 included over 150 activities, the most notable of them are Coordination Council with participation of Russian Minister of Trade and Industry, Denis Manturov, and Bilateral Business forums between Russia-India;Russia-Korea, Russia- Africa and Russia –Italy as well as National Industrial Award Industria.

India mounted a 117 member delegations headed by Ms. Nirmala Sitharaman, Minister of State for Ministry of Commerce and Industry of the Republic of India and three Chief Ministers - Andhra Pradesh Chief Minister Mr N Chandrababu Naidu, Rajasthan Chief Minister Ms Vasundhara Raje and Maharashtra Chief Minister Mr Devendra Fadnavis. Pavilions from Governments of Jharkhand and Gujarat took the State participation count to five. The Indian contingent showcase their products in Agricultural Machinery, Pharmaceutical Machinery, Heavy Industries, Power Sector and IT Sector. Department of Heavy Industry with Heavy Engineering Corporation and Andrew Yule And Company Limited among others; NTPC Ltd; NHPC Ltd ; Power Grid Corporation of India; Ministry of Tourism, National Institute of Design (NID) along with Sun Group, Bharat Forge among the Private Sector Bluechips dawned the India Pavilion at the show.

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 INNOPROM.

The India Pavilion was inaugurated on the 11th July by Mr Denis Manturov, Minister of Industry and Trade of the Russian Federation and Ms. Nirmala Sitharaman. They were joined by Mr Devendra

Fadnavis, Maharashtra Chief Minister; Ms Vasundhara Raje, Rajasthan Chief Minister; Mr N Chandrababu Naidu, Andhra Pradesh Chief Minister and Mr Denis Manturov, Trade and Industry Minister of Russia Mr Pankaj Saran, Ambassador of India to Moscow, Russia; Mr Ravi Capoor, Joint Secretary, Ministry of Commerce, Government of India & CEO, IBEF.

- In view of the participation of large no. of Indian States at INNOPROM, EEPC India along with Embassy of India in Moscow, FORMIKA, Invest India & UCCI Organized a session on "Opportunities in Indian States" on 12th July 2016. The participating states highlighted the Business & Investments Opportunities & Ease of Doing Business in their states. Around 100 Russian companies participated in the session.
- A close door meeting of select CEO's for the "Strategic Council on Investments in New Industries of the Ministry of Industry and Trade of the Russian Federation" was held on 11th July 2016 at 12.30 p.m. The meeting was chaired by Mr. Denis Manturov, Minister of Trade of Russia. Six Indian CEO's represented during the forum namely Mr. R. P. Sehgal, Sr. Vice Chairman, EEPC India, Mr. Aman Chadha, Chairman EEPC India Committee on Trade with CIS Region, Mr. G. K. Pillai, Managing Director, Walchand Nagar



Ms Nirmala Sitharaman, Minister of State (I/C), Commerce and Industry, Government of India addressing Russia –India Business Forum on the First Day of the show. Mr T.S.Bhasin, Chairman, EEPC India, Ms Vasundhara Raje, Rajasthan Chief Minister; Mr Denis Manturov, Trade and Industry Minister of Russia; Mr N Chandrababu Naidu, Andhra Pradesh Chief Minister; Mr Devendra Fadnavis, Maharashtra Chief Minister are present on the dais

Industries Ltd., Mr. Shiv Khemka, Vice Chairman, Sun Group and Ms. Amit Kalyani, ED, Bharat Forge Ltd.

- A session on “Energy Industry Technologies: Energy Efficiency track” was held on 12th July 2016. The Russian side was represented by Deputy Minister of Industry & Trade of Russian Federation, Deputy Minister of Foreign Affairs, Republic of Kazakhstan & Deputy Minister of Energy, Russia besides others. India’s participation at the event was represented by Ms. Shubhra Singh, Executive Director, India Trade Promotion Organisation (ITPO).
- Conference on “Standardization as an instrument for increasing competitiveness and ensuring State Policy implementation” was held on 12th July 2016: This session was represented by Ms. Alka Panda, Director General, BIS, which is the highest\ representative body on standardization and related issues in India. Other agencies who were present at the conference were CENELEC & CEN and beside others.



L TO R : Mr Rakesh Shah, Former Chairman and PED Chairman, EEPC India ; Mr Ravi Sehgal, Sr Vice Chairman, EEPC India; Ms Nirmala Sitharaman, Minister of State (I/C), Commerce and Industry, Government of India; Mr N Chandrababu Naidu, Andhra Pradesh Chief Minister; Ms Vasundhara Raje ,Rajasthan Chief Minister ;Mr Denis Manturov, Trade and Industry Minister of Russia; Mr Devendra Fadnavis,Maharashtra Chief Minister ; Mr Evgeny Kuivashev, Governor of Sverdlovsk Region ; Mr Ravi Capoor, Joint Secretary, Ministry of Commerce , Government of India & CEO, IBEF;Mr Pankaj Saran, Ambassador of India to Moscow, Russia; Mr T.S.Bhasin, Chairman, EEPC India and Mr Bhaskar Sarkar, ED & Secy, EEPC India at the EEPC India Pavilion

- A session on “Industrial Automation: Industrial Robotics” was held on 12th July 2016. The session was represented by Dr. N. Ramesh Babu, Institute Chair Professor, Manufacturing Engineering Session, IIT, Madras. Other representatives during the session were First Dy. Minister of Industry & Head of the Russian Federation, Chairman of the research Committee of the International Federation of Robotics, FANUC Russia, and KUKA Robotics Russia beside others.
- 6th International Industrial Design Forum was held on 14th July 2016: The session was represented by Mr. Pradyumna Vyas, Director, National Institute of Design, India. Other representatives during the session were IED, Barcelona, Royal College of Arts, London & Tsinghua University, Beijing.
- The Sessions were highly interactive and insightful and shared views on the international best practices in the relevant sectors and themes during the various sessions. The Indian participation and Indian perspective during the forum was highly appreciated by the Russian and the International audience present during the forums.

A series of B2B meetings for the participating states was also organized during the INNOPROM 2016. The B2B meetings were organized with the support of EEPC India, Embassy of India in Moscow & Invest India, and also with the support of Ural Chamber of Commerce & Industry, Russia.

IBEF orchestrated a 360-degree branding and publicity campaign for India’s participation at INNOPROM. The branding plan included advertising by way of billboards, LEDs, Shuttles and Buses, in the Airport, City, Opening Ceremony, Expo and train stations covering all the entry and exit points from Yekaterinburg. The branding plan also included advertising in the newspapers, exclusive giveaways, Experience India visits of Russian journalists to India before INNOPROM 2016 and generating press coverage in India and Russia before and during INNOPROM 2016.

As a part of INNOPROM’s cultural events programme an Indian Film Festival was hosted coinciding with the dates of the trade show. Another mini festival – Indian Culture Days in Sverdlovsk Region was also organized. This included a series of cultural and humanitarian activities, master classes in Indian classical music and dance, yoga, ayurveda and tasting of the famous Indian tea. There was also a field hockey match between Indian and Russian Teams.

EEPC India and Indian Embassy in Russia jointly hosted an India Evening on the 12th July at Hyatt regency where Ms Usha Uthup –Indian Music Diva, kept the audience captivated by her songs. Mr Vladimir Vlasov, First Deputy Prime Minister of Sverdlovsk Oblast (Region) was the Guest of the evening.

The show ended with acknowledgement from EEPC India to the Indian exhibitors with Certificates and Awards for Best Pavilions- The Power Pavilion bagged the Best Pavilion Award under Public Sector Unit and the award was shared among - NTPC Ltd, NHPC Ltd, NEEPCO and Power Grid Corporation of India; Best Pavilion Award under Large Enterprise was won by 'Ace Micromatic Group' and 'Patel Brass Turnomatics Pvt Ltd' got the mandate for the Best Pavilion under Small Enterprise category.

INDEE KENYA

EEPC INDIA organized its 34th Indian Engineering Exhibition (INDEE) Kenya successfully during 9-11 November 2016 at Kenyatta International Conference Centre, Harambee Avenue, Nairobi City, Kenya with the support from Department of Commerce, Union Ministry of Commerce and Industry, Government of India; Indian High Commission in Kenya; Kenya National Chamber of Commerce and Industry, Indian Pharma Machinery Manufacturers Association (IPMMA), Federation of East



Mr. Solomon Boit, Director, Export Promotion Council of Kenya, Mr. Bhaskar Sarkar, Executive Director & Secretary, EEPC INDIA, Mr. T S Bhasin, Chairman, EEPC INDIA, H.E. Ms. Suchitra Durai, High Commissioner of India to Kenya and Permanent Representative to UNEP & UN-HABITAT, Mr. Laban Rao, Vice-Chairman, Kenya Chamber of Commerce & Industry and Mr. M K Desai, Chairman-Committee on Trade with Africa, EEPC INDIA

African Pharmaceutical Manufacturers (FEPM) and Federation of Kenya Pharmaceutical Manufacturers (FKPM). As curtains raised to inaugurate the 34th edition of EEPC India's flagship programme INDEE, Mr T. S. Bhasin, Chairman, EEPC India said- EEPC India has successfully organized 33 INDEEs in 25 focus countries across five continents and has now turned to the Kenyan soil for the third time and twice in the last two years. This time, 73 companies exhibited India's latest technological progress in engineering from sectors including packaging industry, pharmaceutical machinery, food processing machineries and equipments, agricultural machineries, electrical equipment industry, plastic machinery, refrigeration and air conditioning technology, services, and industrial machineries.

At the inauguration H.E. Mrs Suchitra Durai, Honorable High Commissioner of India to Kenya embraced Indian Entrepreneurs and welcomed one more INDEE in Kenya -one of fastest growing economies of Africa with the future predicted 6% growth in 2016-17. The Honorable Chairman of EEPC India, Mr. T. S. Bhasin also echoed the voice of the Honorable High commissioner and proclaimed India's relations with African countries have always been beyond strategic considerations. The grand Inauguration at Kenyatta International Conference Centre (KICC), Harambee Ave. Nairobi City, Kenya was also addressed by Mr. Solomon Boit, Director, Export Promotion Council of Kenya; Mr. Laban Rao, Vice-Chairman, Kenya Chamber of Commerce & Industry.

EEPC had organized a small "Work Shop on Doing Business in Kenya" at KICCI, Nairobi during Indee Kenya where Mr Pius Rotich, General Manager, Kenya Investment Authority (KENINVEST), Nairobi was the Key Speaker.

A special Indo-African Night called India Evening was arranged with Dance performance by Indian group (Ganesh Vandana, Kathak & Bharat Natyam by Hindu Council, Nairobi) and by African Group (Arobics, Drum & Dance). Both the cultural shows were organized with the help of Indian High commission, Nairobi, Kenya.

From the 60 Feedback received immediately after the show, the exhibitors made 1443 contacts approximately 84% were New Contacts and 16% were Old Contacts. 35% of the exhibitors were satisfied with the Business done and the rest 65% thought it could have been better. Almost \$90,000 worth order was booked and \$15,30,000 worth enquiries were generated. 82% -

83% of the exhibitors feedback rated the event between average to excellent on the Buyers/ Delegates turnouts & Quality of Buyers/Delegates and also 60% rated between average to excellent on B2B Matchmaking from feedbacks received. 71% rated Publicity average to excellent and 90% rated above average to excellent for stand design. 235 B2B meetings were organised which resulted in sales at location worth USD 500 for Saket Ortho Appliances and an order of three container loads with an estimated value of USD 70,000.00 for Plasmec Engineering.

INDEE PERU

EEPC INDIA organized its 35th Indian Engineering Exhibition (INDEE) Peru successfully during 24-26 November 2016 at Centro de Convenciones Jockey Plaza, Av. J.Prado, Este Nro. 4200, Santiago de Surco, Lima, Peru with the constant support of Department of Commerce, Union Ministry of Commerce and Industry, Government of India, Embassy of India to Peru; Lima Chamber of Commerce (LCC) and Indian Chamber of Commerce in Peru (INCHAM). Mr T. S. Bhasin, Chairman, EEPC India at the inauguration said- It is a matter of great pride that EEPC India has turned to the Peruvian soil for the second time in the last two years. This time, 60 companies exhibited wide range of engineering products from sectors including Automotive Components, Tractor Parts, Bicycle Parts, Hand Tools, Garden Tools, Power Tools, Files, PU Foam Cutting & Processing Machines, CNC Machined Components, Castings, Forgings, Bearings, Sanitary Fittings, Builders' Hardware, Valves & Accessories, Tools for Mining Industry, Hoses, Steel Pipes & Tubes, Sewing Machines, Industrial Cleaning Machines, Millstones, Transformers & Fuses, Stainless Steel Houseware, Casting Machines, Industrial Magnets, Industrial Boilers, Diesel Engines etc.

At the inauguration H.E. Mr Sandeep Chakravorty, Ambassador of India in Peru said that Peru is one of the fastest growing economies in Latin America due to its aggressive free trade strategies. With an increasing GDP growth rate over the years, along with stable currency exchange rates and low inflation rates in recent years, this has led to extensive economic growth and rapid industrial expansion in Peru. He said that Peru is very rich in minerals and offers huge potential for heavy investments from India along with exports of machinery and other engineering products. He was very optimistic on the future of Indo-Peruvian relationship and looked forward to INDEE Peru 2016 as paving the way for a stronger relations in trade and investments.

The Chairman of EEPC India, Mr. T. S. Bhasin said that

India and Peruvian government have cordial relations and good cooperation dating back to several centuries. Peru's interest in enhancing bilateral ties with India is driven by a desire to maintain its presence in the Asian region, bolstered by Peru's Asia-Pacific Economic Cooperation (APEC) membership. On this occasion, the Chief Guest – Mr Carlos Valdez, Vice Minister of Communications, Government of Peru said that bilateral economic and commercial ties between India and Peru have been steadily improving and both the countries are hoping to increase their bilateral trade ties in the next three to four years by exploring the signing of a Free Trade Agreement (FTA). The inauguration at Centro de Convenciones Jockey Plaza, Lima was also addressed by Mr. Rohit Rao, President, INCHAM, Lima and Mr Mario Mongilardi, President, Lima Chamber of Commerce. Both these Chambers were Partners of EEPC India in this Show and major role was played by the Indian Embassy in Lima.



LIGHTING THE LAMP: R TO L :Mr Pankaj Chadha, Vice Chairman, EEPC India, Mr T S Bhasin, Chairman, EEPC India, Mr Mario Mongilardi, President, Lima Chamber of Commerce, Lima, Peru, HE Mr Sandeep Chakravorty, Ambassador of India in Peru, Mr Carlos Valdez, Vice Minister – Communications, Government of Peru and Mr Rohit Rao, President, INCHAM, Lima, Peru

The three Day Exposition during 24 – 26 November, 2016, had very successful 332 number of Business to Business (B2B) Meeting sessions and two participating companies named M/s Stoker Concast Pvt Ltd, Saboo Millstones and Rex Sewing Machines India Pvt Ltd booked orders on the spot. 47 participants submitted their feedback form by the last day of the exhibition. Nearly 75% of the respondents evaluated the publicity of the event as 'Good' or 'Excellent'. 41 of the respondents collectively made 1,099 contacts during the exhibition with an average of 26 contacts per participants as per

the information provided by them. Around 90% of the contacts made by the participants in INDEE Peru 2016 were new. A total of 167 enquiries were generated by the respondent participants during INDEE Peru that amounted to around US\$33 million.

To celebrate the India – Peruvian Partnership during the Show and integrate the entrepreneurs from both the sides, a special India Evening was organized. The evening witnessed mesmerizing Bharat Natyam dance performance by a Peruvian artiste. The Show was organized with the help of Indian Embassy and Indian Chamber (INCHAM) in Lima. Mr Rohit Rao, President, INCHAM, Lima, Peru; Mr Arup Kumar Saha, Head of Chancery & Commercial Representative, Embassy of India to Peru & Bolivia, Lima, Peru; Mr Carlos Valdez, Vice Minister – Communications, Government of Peru; Mr Suranjan Gupta, Additional Executive Director, EEPC India and Mr T S Bhasin, Chairman, EEPC India were all present.

The exhibition came to a close on the 26th November, 2016 and the Best Pavilion Awards were won by Vira Industries Large/Medium category and Urvashi Industries under Small Enterprises

INDEE IRAN

EEPC India, after the success of 35 Indian Engineering Exhibitions across 25 countries in five continents, made a splash at its maiden venture in Iran from 1-3 February 2017 with 100 Indian Participants, 1550 visitors. The sectors represented by the participants in Iran comprised 'Auto Parts/ components for passenger and commercial vehicles', 'Castings and Forgings', 'Domestic Appliances', 'Electric Motors, Generators and Transformers', 'Engine Turbines and Parts', 'Hand and Machine Tools', 'Kitchenware of Metal', 'Food Processing Machinery and Parts', 'Medical and Surgical Equipment' to name a few.

Inaugurating the show on the 1st February, 2017, Dr J Farhadi, Deputy Governor of the Council and Governor of Tehran City welcomed the Indian contingent and congratulated EEPC India for the event. He said 'India is very special to us. The world's largest population of Zoroastrians are the Parsi community in India. India is the second largest Export Destination of Iran after China with India-Iran bilateral trade during the fiscal 2014-15 being \$13.13 billion. We are confident this initiative will generate more business associations between the two nations.

Mr Devesh Uttam, Deputy Chief of Mission, Embassy of India, Tehran and Dr Talaei, Tehran City Council and Mr T.S.Bhasin, Chairman, EEPC India and Mr Bhaskar



Formal Inauguration of the show on the 1st day of February 2017, in the presence of Dr J Farhadi, Deputy Governor of the Council, Dr Devesh Uttam, Deputy Chief of Mission, Embassy of India, Tehran and Dr Talaei, Tehran City Council

Sarkar, Executive Director and Secretary, EEPC India were also present

Mr T.S.Bhasin, Chairman, India at the inauguration had said. This is high time for the Indian businesses to expand trade with Iran and also to start ventures with their Iranian counterparts. The Indian Engineering sector has witnessed a remarkable growth over the last few years driven by increased investments in infrastructure and industrial production. EEPC India enthused by the Central Government 'Make in India', 'Brand India Engineering campaigns', have acted as the true catalyst of Engineering Exports. We are thankful to Union Ministry of Commerce and Industry; Indian Embassy in Iran; Iranian Government through their Ministry of Energy, Ministry of Industry, Mine and Trade; Trade Promotion Organisation of Iran, A.I.A.C (Association of Industrial Automation Companies) among other supporters.

On 1st February 2017, a seminar on "Promotion of Investment and International Partnership in Engineering Services Industry in Iran" was also organised. Mr K L Dhingra, Regional Chairman – West, EEPC India who had delivered a lecture in the seminar. The Seminar was graced by Dr. Shekarchizadeh, the Deputy Minister of Housing and Urban Development of Iran, among others.

The India – Iran Networking Evening was organized in the Darya-e-Noor Hall of the Persian Esteghlal International Hotel. The event was attended by around 250 Indian and Iranian persons.

More than 300 B2B meetings were held between 128

Iranian companies and their Indian counterparts during the three days of the show. Pneumatic Power Tools, Eastern Copper, Victor Forgings, Beetax and Triton Valves are among the Indian companies who are in the process of initiating business deals with their Iranian counterparts.

Feedback forms could be collected from 69 companies immediately which revealed 14 contacts were made on an average per company. 84% of the Buyers found the quality of visitors average to excellent. 71% were satisfied. USD 280,000 worth of orders were reported to be booked by 4 companies and USD 15.05 Million worth of Enquiries were generated by 10 companies.

IESS VI

The sixth edition of EEPC India’s annual flagship event, the new-look International Engineering Sourcing Show – IESS VI 2017 – held at the spacious Chennai Trade Centre in Chennai over 16-18 March 2017, was a resounding success, with excitement running high right from the unique inauguration with biometric handprints in place of the traditional festive ribbons to the gratifying closing ceremony.

Russia was the Partner Country and Tamil Nadu the Host State at IESS VI, organised by EEPC India, funded by the Government of India’s Ministry of Commerce and Industry, and supported by the Ministry of Micro Small and Medium Enterprises, Department of Heavy Industry, and Department of Scientific and Industrial Research. Flanders was the Focus Region, SIDBI the MSME Solutions Partner, ISB the Knowledge Partner, and the National Internet Exchange of India (NIXI) the Associate Sponsor.

While the Chief Guests at the inauguration were Mr Denis Manturov, Minister of Industry and Trade of the Russian Federation and his Indian counterpart, Ms Nirmala Sitharaman, Minister of State for Commerce and Industry, Government of India, other dignitaries included Mr Mangat Ram Sharma, Principal Secretary MSME, Government of Tamil Nadu, Dr Yaroslav Tarasyuk, Trade Commissioner of Russian Federation in India, Mr Girish Shankar, Secretary, Department of Heavy Industry, Government of India, Mr BS Bhalla, Joint Secretary, Union Ministry of Commerce and Industry; and the EEPC India Chairman, Mr TS Bhasin, Vice-Chairman, Mr Pankaj Chadha, Former Chairman and PED Chairman, Mr Rakesh Shah, and Executive Director and Secretary, Mr B Sarkar.

In her Inaugural Address, the Minister of State for Commerce and Industry, Ms Nirmala Sitharaman, highlighted the futuristic goals set by both countries of

achieving \$30 billion by 2025, and said ‘[It] is possible and can only lead to greater win-win situations both for Russia and India.’ Ms Sitaraman spoke of the Russia railways involvement in increasing the train speeds in the Secunderabad to Nagpur route, for which India had signed an MoU with Russia.

The Keynote Speaker, Mr Denis Manturov, Minister of Industry and Trade, Russian Federation, declared India as Russia’s strategic, special and privileged partner over the past 70 years. At least 26 Russian small and medium hi-tech companies were presenting their various achievements at IESS VI, he said adding that he looked forward to ‘the interest expressed from Indian companies; thus, furthering our bilateral relations.’ Russia is actively pushing for the FTA between India and the Eurasian Economic Union. He also spoke of the potential collaboration with Mahindra and Mahindra to work on manufacturing components and interiors for MC21 aircraft.

Vlth edition saw 13 sessions, 100 speakers, 500 delegates from 100 nations, two MOUs, 10436 Business Contacts, from 181 exhibitors with order value of USD 684,610 from 26 of them, 20652 Business Enquiries totalling USD 8.5 Million.

While the array of engineering prowess in the exhibition was awe-inspiring, visitors were also captivated by the pavilions – the sprawling 750 sqm Russia Pavilion; Flanders, the focus region; the state pavilions of Tamil Nadu, Jharkhand, West Bengal, and Bihar; and those of public sector enterprises, and government ministries and departments.

The Global Sourcing Meet key stakeholders – Yanmar, Kubota, Siemens and Schwing Stetter – made their shows truly engaging. Vendor Development sessions



The Smart Match !!- IESS VI is inaugurated

by the Indian Railways, Industrial Design Forum and Orientation Programme by the National Institute of Design, ZED Certification session by the Quality Council of India, and Accreditation session by NABCB were very well attended and appreciated by delegates and visitors. A session on 'Indo-Russia scope for Industrial Manufacturing Cooperation' was organised on the second day of the exhibition by EEPC India in collaboration with the Department of Heavy Industry, to discuss the prospects and plans for cooperation in the fields of heavy engineering, automotive, electrical engineering, power engineering.

The special Technology and Innovation Pavilion saw representations from the Department of Heavy Industry, BARC, IIT Mumbai, IIT Madras, FCRI (Fluid Control Research Institute), ARCI (International Advanced Research Centre for Powder Metallurgy and New Materials), CMTI (Central Manufacturing Technology Institute), and MSME Tools Room. A One-Day Technology Meet was also organised on 17 March to create awareness among Indian MSMEs on technology upgradation.

A whole-day session on Executive Knowledge Series conducted by ISB was very enlightening and invigorating!

While exhibitors, delegates and visitors were kept busy with business affairs during the day, the evenings were given over to relaxation with cultural events – the Russian Night on day one and a combined display of Russian and Indian cultural renditions on the second day.

At the closing ceremony, the MSME Technology Pavilion was adjudged the Best Pavilion under Indian Public Sector; other Best Pavilion Awards were bagged by Russia in the Overseas category, Tamil Nadu in the States category, Greaves Cotton in the Large Enterprise category, and Atlas Machines among the Small Enterprises.

Exhibitor mobilisation activities seemed to be more diverse and covering more industry clusters, which resulted in 56 percent of the participants in IESS VI being newcomers. An analysis of the feedback received till now from the exhibitors showed that the respondents were satisfied with the contacts made – around 58 contacts per participant. Nearly 83 percent of the contacts were new, indicating promise of good business in the near future. Buyer/delegate turnout during the show was quite up to the mark as 96 percent of the respondents found it either excellent or good or at least average.

BSM - Buyer Seller Meet:

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

OVERSEAS

Name of the event	Period	Focus Region	No. of Participants from India
BSM - Mozambique, South Africa, Botswana and Zambia	26 March - 5 April 2017	Mozambique, South Africa, Botswana and Zambia	18

DOMESTIC

Sl No.	Name of the event	Period	Venue
1	BSM in Mumbai (Coinciding with Pharma Pro&Pack)	27 - 29 April 2016	Mumbai, India
2	BSM in Bengaluru, (Coinciding with IMTEX & ToolTech 2017)	27- 28 January, 2017	Bengaluru, India
3	BSM in Bengaluru (Coinciding with India Medical Device2017)	11- 13 February, 2017	Bengaluru, India

EEPC INDIA EVENTS AND INDIA PAVILIONS IN INDIA AND ABROAD.

In the reporting year, EEPC India organized mega events and also managed India pavilions at various International exhibitions. These events were organized under MAI and MDA schemes. The details are furnished below:

Sl. No.	Name of the Event	Date	Location	Products covered in the Event
1.	India Pavilion in Wire & Tube 2016	4 - 8 April 2016	Dusseldorf, Germany	Wire manufacturing and finishing machinery, Tube manufacturing Machinery, Rebuilt & Reconditioned machinery, Process technology tools and auxiliary process technology materials, special wires and cables, measuring and control technology and test engineering.
2.	India Pavilion in Hannover Messe 2016	25 - 29 April 2016	Hannover, Germany	Industrial Supply - Subcontracting and Lightweight Construction; Development Design and Processes; Parts, Components & Systems; Power Generation and Supply; Transmission and Distribution; Conventional Energy: Oil, gas, coal and nuclear energy Renewable Energy: Solar energy solar heating, biomass, biogas, bio-fuels, geothermal energy and hydroelectric power; Industrial Automation.
3.	BSM in Mumbai, India (Coinciding with Pharma Pro&Pack)	27 - 29 April 2016	Mumbai, India	Pharma Industry Technology
4.	India Pavilion in Automechanika Middle East Dubai	8 - 10 May 2016	Dubai, UAE	Automobile- Parts & Components, Electronics & Systems, Repair & Maintenance, Accessories & Customizing, Tyres & Batteries, Car Wash, Care & Reconditioning.
5.	India Pavilion in JIMEX	16 - 19 May 2016	Amman, Jordan	Industrial machines, Automation & Installation, Energy & Electrical Machines, Security & Monitoring systems, Solar & Renewable energy, HVAC, Refrigeration, Water & Gas Technology, Fire Figting & Safety Systems

Sl. No.	Name of the Event	Date	Location	Products covered in the Event
6.	India Pavilion in HOSPITALAR 2016	17 - 20 May 2016	Sao Paulo, Brazil	Electrical equipment and related, Medical equipments, Surgical tools, Furniture, Accessories and tools, Healthcare institutions Hospitality, Imaging diagnosis, Incubators, Services and material centers, Ambulances and rescue, Equipment and components, Products & services for mobility.
7.	India Pavilion in MetalTech	25 - 28 May 2016	Kuala Lumpur, Malaysia	Sheet Metal Technology, Machine Tools, Material Handling & Storage, Measurement Technology, Surface & Heat Treatment, Tools & Toolings, AC/ DC Power Sources, Fume Extraction System, Software, Manual ARC Welding Equipment, Spot. Stud Welding Equipment, Mould Bases, Mould Repairs, Moulds & Dies.
8.	India Pavilion in INNOPROM	11 - 14 July 2016	Yekaterinburg, Russia	Agricultural Machinery, Pharmaceutical Machinery, Heavy Industries, Power Sector and IT Sector
9.	India Pavilion in Expo Nacional Ferretera Mexico	08 - 10 September, 2016	Guadalajara, Mexico	Abrasives, Baths & Faucets, Building Material, Electrical Products & Appliances, Fastening, Garden & Agricultural Products, Hardware Industry Services, Ladders & Lifting Equipment, Lighting, Locks & Fitting, Machinery & Heavy Equipment, Paint & Accessories, Plumbing & Gas, Riggings, Safety, Storage & Organization, Tools.
10.	India Pavilion in Automechanika Frankfurt	13 - 17 September 2016	Frankfurt, Germany	Automobile- Parts & Components, Electronics & Systems, Repair & Maintenance, Accessories & Customizing, Tyres & Batteries, Car Wash, Care & Reconditioning.

Sl. No.	Name of the Event	Date	Location	Products covered in the Event
11.	BSM & Catalogue Show in Czech Republic	03 - 05 October, 2016	Brno, Czech Republic	Automobile components, Mining, Machines and equipment, Materials and components, Castings & forgings and pressings, Pumps, valves, Electronics, automation and measuring technology, Water treatment plants, Drives, hydraulics and pneumatics, cooling technology and air-conditioning, Power engineering, Technical and consultancy services, Ecological technology, Plastic products and processing machinery, automation and measuring technology, Handling equipment, Warehousing equipment - Packaging machinery.
12.	India Pavilion in Wetex, Dubai	4 - 6 October 2016	Dubai, UAE	Water Technology, Energy Technology, Oil & Gas, Electrical fittings, Ware & Cables, etc.
13.	India Pavilion in China International Hardware Show	21 - 23 October 2016	Shanghai, China	Hand Tools, Power Tools, Garden Tools, Accessories & Equipment, Welding Equipment, Machine tools, Building Material & Components, Decorative Metal ware, FASTENERS, Locks & Keys, Security Equipment & Systems, Building & Furniture Fittings, Work Safety & Protection.
14.	India Pavilion in The Big5 and PMV Live	21 - 24 November 2016	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

Sl. No.	Name of the Event	Date	Location	Products covered in the Event
				Equipment, Transmission Engineering & Fluid Technology.
15.	"Indee Kenya 2016	09-11 November 2016	Nairobi, Kenya	Packaging Industry, Pharmaceutical Machinery, Food Processing Machineries And Equipments, Agricultural Machineries, Electrical Equipment Industry, Plastic Machinery, Refrigeration And Air Conditioning Technology, Services, and Industrial Machineries.
16.	Indee Peru 2016	24-26 November 2016	Lima, Peru	Automotive Components, Tractor Parts, Bicycle Parts, Hand Tools, Garden Tools, Power Tools, Files, PU Foam Cutting & Processing Machines, CNC Machined Components, Castings, Forgings, Bearings, Sanitary Fittings, Builders' Hardware, Valves & Accessories, Tools for Mining Industry, Hoses, Steel Pipes & Tubes, Sewing Machines, Industrial Cleaning Machines, Millstones, Transformers & Fuses, Stainless Steel Houseware, Casting Machines, Industrial Magnets, Industrial Boilers, Diesel Engines etc.
17.	Manufacturing Indonesia	30 November - 03 December, 2016	Jakarta, Indonesia	Air power, Precision tools, Rapid prototyping, Drives and controls, Fluid power and systems, Metal cutting machine tools, Industrial health and safety, Measurements and testing, Hardening and heating machines, Industrial electronics, controllers and drives, Manufacturing and process automation and logistics, Precision tools, chucks and clamps,

Sl. No.	Name of the Event	Date	Location	Products covered in the Event
				tool and Mould making, Service providers, engineering offices, Machine elements, mechanical, hydraulic and pneumatic components.
18.	BSM in Bengaluru, India (Coinciding with IMTEX & ToolTech 2017)	27-28 January - 2017	Bengaluru, India	Machine Tools Industry
19.	India Pavilion in Arab Health 2017	30 January - 02 February, 2017	Dubai, UAE	Medical Technology, Laboratory Equipment, Diagnostics, Physiotherapy and Orthopedic technology, Commodities and consumer goods for hospitals, Information and communication technology in healthcare, Surgical Products and services, Facility management, Medical disposables, Healthcare building technology, Medical services, Radiology, Consulting services in healthcare, Cardiology, Medical Publications.
20.	BSM in Bengaluru (India Medical Device 2017)	27-28 January, 2017	Bengaluru, India	Medical Device and Pharma Machinery
21.	India Pavilion in INLEGMASH	20 - 22 February, 2017	Moscow, Russia	Equipment for - primary treatment of natural fibers, Preparative equipment for natural and man made textiles, Winding and spooling equipment, Weaving equipment, medical textiles, Knitting equipment, Equipment for manufacture of footwear and lather haberdashery, CAD/CAM systems, Equipment upgrade and repair, Test and measuring equipment, Packaging and labeling machines, accessories, R&D, Recycling in textile industry.

Sl. No.	Name of the Event	Date	Location	Products covered in the Event
22.	India Pavilion in Asia Pharma Expo	23 - 25 February, 2017	Dhaka, Bangladesh	Pharma processing Machineries, Packaging Machineries, Packaging materials & consumables, Formulations, Finished products, Analytical, R&D, R&D Equipment, Biotech Instruments, Utilities products and services, Project consultants, Turn-key contractors, etc.
23.	INDEE Iran 2017	1 - 3 February 2017	Tehran, Iran	'Auto Parts/ components for passenger and commercial vehicles', 'Castings and Forgings', 'Domestic Appliances', 'Electric Motors, Generators and Transformers', 'Engine Turbines and Parts', 'Hand and Machine Tools', 'Kitchenware of Metal', 'Food Processing Machinery and Parts', 'Medical and Surgical Equipment'.
24.	International Engineering Sourcing Show (IESS) – 6th Edition	16 - 18 March, 2017	Chennai, India	Industrial Supply & Subcontracting; Automobiles & Components; Metal & Shop Floor and Innovation & Technology
25.	India Pavilion in Thailand Industrial Fair 2017	2-5 March, 2017	Bangkok, Thailand	Machinery, Equipment & Technology; Industrial Supplies; DIGITAL Industry; Renewable Energy; Material Handling & Logistics; LED Technology & Led Lighting Products.
26.	India Pavilion in Oman Plast 2017	21-23 March 2017	Muscat, Oman	Plastic Packaging Machinery & Technology, Equipment & Services; Post Processing machine; Machinery and Plant for Finishing, Decorating, Printing, Packaging, Marking, Manufacturers and Suppliers; Ancillary Equipment; Other Equipment for Pre- processing and recycling.

Sl. No.	Name of the Event	Date	Location	Products covered in the Event
27.	BSM- Mozambique, South Africa, Botswana and Zambia	26 March - 5 April 2017	Mozambique, South Africa, Botswana and Zambia	Multiproduct
28.	BSM-cum-EXPO- Medical devices, Yangon, Myanmar	29-30 March 2017	Yangon, Myanmar	Creating business opportunities for India and Myanmar in Pharma & Healthcare; Exploring potential for collaborations in manufacturing, R & D; Capacity building, training opportunities for Myanmar.
29.	India Pavilion at Arab Plast 2017	8-10 Jan 2017	Dubai, UAE	Pharma Machinery & Equipments, Pharma Processing, Packaging, Lab Equipments, Consumable, Lab-wares, Consumable, Pharma Chemicals, Bulk Actives, Excipients, Lab Reagents & Chemicals, Consultants, Turn Key Contractors, Environment Control Products & Services, Pharma Manufacturing Services, Testing Labs & Services.

SIGNING OF MOUS :

INNOPROM 2016

1. MoU was signed between EEPC India and Ural Chamber of Commerce and Industry (UCCI), to further increase engagement and trade between the Ural region and India.
2. Heavy Engineering Corporation Limited (HEC) and a Russian Research Centre Company also signed an agreement for development of technology for strategic sector of HEC Ranchi.
3. The Government of Maharashtra and Sverdlovsk Region signed MoU for collaboration across trade, economic, scientific-technical and humanitarian sectors.
4. Uralmash and India's SRB International have agreed to form a joint venture (JV) to manufacture heavy equipment for the steel and mining sectors. The joint venture "Uralmash SRB India," to be officially set up in the next few months, will be the maiden JV between Russia and India to produce heavy equipment for steel and mining projects in India.
5. Uralvagonzavod and the Kalyani Group signed an agreement endorsing their intent to expand and deepen their cooperation within the framework of the 'Make in India' programme, as well as to promote UVZ in India.
6. An agreement on trade and economic investment cooperation with the Development Corporation of the Moscow region and the Confederation of Indian Industry was also signed.

INDEE IRAN

MoU was signed between EEPC India and ATMAK – Tractor, Combine, Machines and Agricultural Equipment Manufacturers Association of Iran, the largest association from the agricultural equipment sector. ATMAK caters to nearly 500 Iranian end-users.



MOU signing between EEPC India and ATMAK - Mr Bhaskar Sarkar, ED and Secretary, EEPC India (seated on the left) and Mr H R Nami, Chairman of the Board, ATMAK (on the right seated)

IESS VI

1. EEPC India and JSC Moscow Region Development Corporation signed a Memorandum of Understanding, to promote trade and investment and development of business relations between members of EEPC India and MRDC in the field of engineering business and investment.



MOU signing between EEPC India and JSC "Moscow Region Development Corporation".

2. EEPC India signed an MoU with BVV Fairs, the MSV Brno organisers, to manage the India Pavilion at the 59th edition of the International Engineering Trade Fair (MSV) to be held during 9-13 October, 2017, in Brno, Czech Republic. More than 100 Indian companies are expected to participate at the event and India is the Partner Country this year.



MOU Signing between EEPC India and BVV fairs which organizes MSV 2017 – March 2017

BSM - Mozambique, South Africa, Botswana and Zambia, 2017

- The MoU was signed between EEPC India and the Mozambique Chamber of Commerce during BSM in South African countries.



MOU Signing between EEPC India and BVV fairs which organizes MSV 2017 – March 2017

Others :

- EEPC India and Forderverein Logistics Alliance Germany e.V signed a memorandum of understanding of promoting the development of business opportunities amongst members of both the organizations.

SEMINARS/CONFERENCES/MEETINGS IN INDIA

Export Awareness Programme & Other Seminars

During the year under review, the Council's 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 attended 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

The 48th EEPC India National Awards for Export Excellence for 2015-16

The 48th National award was the Second National award within a span of three months. It was held during the VII th editon of our Annual Show –IESS (International Engineering Sourcing Show) on the 17th March at the Chennai Convention Centre. Mr M.C.Sampath, Hon'ble Minister of Industries, Government of Tamil Nadu and Mr P Benjamin, Hon'ble Minister of Rural Industries and MSME, Government of Tamil Nadu; Mr Girish Shankar, Secretary, Department of Heavy Industry, Government of India; Mr Mangat Ram Sharma, Principal Secretary, MSME, Government of Tamil Nadu. The Award ceremony was preceded by MoU signing between EEPC India and BVV fairs the MSV Brno organisers where EEPC India would be the lead agent to manage India Pavilion at the 59th edition of MSV Engineering Trade Fair in Brno to held over 9-13 October, 2017 in Brno, Czech Republic . Mr. Milan Hovoraka, Ambassador of Czech Republic to India was present.

Mr T S Bhasin, Chairman, EEPC India welcomed all followed by addresses by Mr M.C.Sampath, Hon'ble Minister of Industries, Government of Tamil Nadu and Mr P Benjamin, Hon'ble Minister of Rural Industries and MSME, Government of Tamil Nadu.

103 Member Exporters were awarded with Hindalco Industries Ltd and Bajaj Auto Ltd leading the show with the Gold and Silver Trophy respectively as Top Exporter for the Year 2015-16. Hyundai Motor India Ltd. Ankur Scientific Energy Technologies Pvt. Ltd, Sparklet Engineers Pvt Ltd, Zeemag Industries And General Instruments Consortium won the Special Trophy for Excellence in Exports of High-Technology Products under Large, Medium, Small, Micro and Merchant categories respectively. Special Trophy for Excellence in Exports of MEIS Items went to JSW Steel Limited, Kanin (India), Kostwein India Company Pvt. Ltd., Berkel Industries Private Limited and MMTC Limited under Large, Medium, Small, Micro and Merchant categories respectively. Two Aker Companies - Aker Powergas Private Limited and Aker Powergas Subsea Pvt Ltd were the winners of both the Special trophies for Excellence in Export of Engineering services. There were 24 winners of Star Performer Awards. Mauria Udyog Ltd, Carnation Industries Ltd, GG Valves Pvt.Ltd were three winners of Award for Special Contribution (Highest Growth) and the last three Awards for Maximum Participation in Council's Promotional Activities in 2015-16 were presented to Novateur Electrical & Digital Systems Pvt. Ltd., Industrial Boilers Ltd and Atlas Machine Tools. At the end of the ceremony Russian and Indian Troupes gave mesmerising performances. The Vote of thanks was proposed by Mr Pankaj Chadha, Vice Chairman, EEPC India.

The 47th EEPC India National Awards for Export Excellence for 2014-15

EEPC India rewarded 112 members at its 47th National Award for Export Excellence 2014-15 on the 13th December, 2016 at Kamani Auditorium, New Delhi at the august presence of Mr Suresh Prabhu, Hon'ble Union Minister of Railways, who was the Chief Guest and presented the awards. Ms Rita Teautia, Secretary, Ministry of Commerce and Industry, Government of India and Mr B.S.Bhalla, Joint Secretary, Ministry of Commerce and Industry, Government of India were also present. Mr T.S.Bhasin, Chairman, EEPC delivered the welcome address. Hyundai Motor India Ltd bagged the Gold Trophy under Top Exporter Awards and the Silver Trophy under this went to Bajaj Auto Ltd. Special Trophy for Excellence in Exports of High Technology

Products had four winners under Large, Medium, Small and Merchant sub groups which went to Honeywell Turbo Technologies (I) Ltd; Skipperseil, Sparklet Engineers, Shiv Dial & Sons and Vendeeep Oiltek Exports respectively. Special Trophy for Excellence in Export of Engineering and related services had three sub groups for Large, Medium and Small which were won by, Tecnimont Pvt Ltd, Aker Powergas Subsea Pvt Ltd and Involute Engineering Pvt Ltd respectively. There were 84 Star Performer Award Winners. There were also three Awards for Special Contribution: Highest Growth in Exports won by Indian Commerce And Industries Co Pvt Ltd; Sivaramakrishna Forgings P Ltd & Super Impex; two Awards for Maximum Participation in Council's Promotional Activities won by Rajhans Metals Pvt Ltd and Trishul Machine Tools Pvt Ltd and two Quality Excellence Awards won by Sledgehammer Oil Tools Pvt Ltd and Pyrotech Electronics Pvt. Ltd. Mr Ravi Sehgal, Sr Vice Chairman, EEPC India proposed the vote of thanks to the Chief Guest.

Eastern Regional Export Excellence Award Function 2013-14 in Kolkata

Eastern Region Award Presentation Function for the year 2013-14 was held on 23rd February, 2016 at Ball Room, The Oberoi Grand, Kolkata. H.E. Shri Keshari Nath Tripathi, Hon'ble Governor of West Bengal was invited as Chief Guest for the Award Function and presented Trophies to the outstanding members for their meritorious performance in export for Engineering Goods and Services during the year 2013-14. Mr. Arun Kumar Garodia, Regional Chairman, EEPC India (ER), Mr. R.P. Sehgal, Vice Chairman, EEPC India, Shri G.D. Shah, Former Chairman, EEPC India, Shri B.D. Agarwal, Dy. Regional Chairman, EEPC India (ER), Shri Suranjan Gupta, Addl. Executive Director, EEPC India and Smt. Anima Pandey, Regional Director, EEPC India (ER) were also present at the function. 43 members from Eastern Region received the Trophy. Shri B.D. Agarwal proposed the Vote of Thanks.

Southern Regional Export Excellence Award Function 2014-15 in Puducherry

The Regional Office organized Southern Regional Export Excellence Award Function 2014-15 on March 03, 2017 at Hotel Sunway manor at Puducherry. The Chief Guest, Dr. Kiran Bedi, Hon'ble Lt. Governor of Puducherry graced the occasion and presented the Awards to the Exporters for their outstanding export performance for the year 2014-15. Shri Mahesh K. Desai, Southern Regional Chairman, EEPC India

welcomed the Chief Guest, Award Winners, Fellow Exporters and the Press. Shri T. S. Bhasin, National Chairman, EEPC India addressed the gathering. 77 Awards were presented to the exporters for the excellent performance. Shri R. Seshagiri, Deputy Regional Chairman (SR), EEPC India proposed a Vote of Thanks.

PUBLICITY

Publication is the most conventional and the best medium of conservative branding of a company. This year this department had very meaningful and significant contribution for more than 20 overseas events and 4 Home Events including our Annual Show – IESS !

An elaboration:

On Going 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 20 events across 20 countries During the course of the year, the department had published 5 International Editions on Russia, Kenya, Peru, China and Iran deliberations on event specific sectors along with detailed country report wherever and whenever the events were being held. 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, National Awards 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 Russian, Spanish and Persian 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. Keeping in pace with the Smart manufacturing process and technological overhauling across the world, the cover page was also changed. The major events which have flagged the brand of EEPC India like Hannover, INNOPROM 2016, INDEEs in Peru, Kenya and Iran, Platinum and Diamond Jubilee Celebration and the coveted National Awards are also pictorially shown.

This year it was updated and overhauled during IESS 2016. We had also Russian version for INNOPROM 2016 (Native Russian) and Spanish Version done for Indee Peru 2016

c. Indian Engineering Brochure Booklet

Indian Engineering Brochure which was a four pager hand out with the briefs on Indian Engineering achievements was translated to Russian for INNOPROM 2016 and Spanish for INDEE Peru 2016.

This was converted with a new look as a 8 pager Booklet form during IESS VI. 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 Global Trade Routes

This year theme based Calendar was done on World Trade Routes with the initiative and extensive research done by promotional department. The Calendar was appreciated by Ministers, Bureaucrats and Diplomats.

e. Doing Business in India 2016 and 2017

Doing Business in India series is done with the sole purpose to provide a ready reckoner to the probable Investors in India. It provides an overall update on India covering the key areas including, Taxation, FDI rules and Limits, SEZ policy at the backdrop of Macroeconomic changes. The engineering Export sector along with the latest achievements and updates are also detailed. This series was updated twice in the fiscal year during 2016-17 and 2017-18. After the Budget in 2016 and 2017. There was a Russian and Spanish version also done for INNOPROM 2016 and INDEE Peru 2016 respectively.

e. Doing Business Series in Kenya, Latin American Countries and Russia

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. The Doing Business in LAC and the Caribbeans was the biggest publication with a compilation of information on 41 Latin American Countries and 8 from the Caribbean. The policy department drafted and even the advertisements were garnered by them.

Event Specific Publications

Participants profiles, bi-lingual booklets and special publicity material including posters/standees, leaflets, mugs, tee shirts, wallets, folders, dokra, filigree 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:

Overseas events

1. Wire and Tubes – Dusseldorf, Germany, 4-8 April, 2016
2. Hannover Messe, Hannover, Germany, 25-29 April, 2016
3. Automechanika, Dubai, UAE- 8-10 May, 2016
4. JIMEX 2016, Amman, Jordan, 16-19 May, 2016
5. Hospitalar 2016, Sao Paulo, Brazil, 17-20 May, 2016
6. Metaltech, Kuala Lumpur, Malaysia, 25-28 May, 2016
7. Innoprom 2016, Ekaterinburg, Russia, 11-14 July, 2016
8. Expo Nacional Ferretera, Guadalajara, Mexico, 8-10 September, 2016
9. Automechanika, Frankfurt, Germany, 13-17 September, 2016
10. BSM and Catalogue Show, Brno, Czech Republic, 3-5 October, 2016
11. WETEX ,Dubai, UAE – 4-6 October, 2016
12. China International Hardware Show, Shanghai, China – 21-23 October, 2016
13. Big 5 and PMV live, Dubai, UAE – 21-24 November, 2016
14. Manufacturing Indonesia, Jakarta, Indonesia, 30 November-3 December, 2016
15. Arab Health, Dubai, UAE, 30 January – 2 February, 2017
16. Inglemash, Moscow, Russia, 20-22 February, 2017
17. Asia Pharma, Dhaka, Bangladesh, 23-25 February, 2017
18. 15th Thailand Industrial Fair, Bangkok, Thailand, 2-5 March, 2017
19. 4TH Oman Plast, Oman Convention & Exhibition Centre, Muscat, Oman, 21-23 March, 2017
20. BSM Cum Expo, Yangon, Myanmar, 29-30 March 2017
21. BSM from South Africa, Mozambique, Botswana and Zambia – 26th March – 5th April, 2017

Domestic Events

1. BSM in Mumbai 27 - 29 April 2016, Mumbai, India
(Coinciding with Pharma Pro&Pack)
2. BSM at IMTEX 2017, Bengaluru, 27-28 January, 2017
3. BSM at India Medical Device 2017, Bengaluru, 11-13 February, 2017

Home events

1. INDEE Kenya, Nairobi, 9-11 November, 2016
3. Indee Peru, Lima, 24-26 November, 2016
4. Indee Iran, Tehran, 1-3, February, 2017
3. IESS VI, Chennai, 16-18, March, 2017

Yearly Publications

EEPC INDIA published its 61st Annual Report for the year 2015-16 in English along with a Hindi version.

Post Show Reports:

1. Innoprom 2016
2. INDEE Kenya, Indee Peru and Indee Iran
3. IESS VI

Mega Events where Publicity Department had to make elaborate arrangements

1. Innoprom 2016

Bespoke Publicity Materials include:

1. Exhibitors Directory of Indian entrepreneurs – Both Russian and English versions
2. Jute Bags with the event logo
3. Publications comprised
 - International editions ie2 May (Bilingual – Russian and English),
 - Doing Business in Russia,
 Russian and English Versions of :
 - Indian Engineering Brochure
 - Doing Business in India 2016 edition
 - Business cards
 - Product Catalogues on-Indian Electrical Machinery and Equipment Industry; Indian Industrial Machinery and Indian Renewable Energy Equipment
4. Specially Designed Dokra
5. Bilateral Lapel Pin
6. EEPC India Branded Wallets, Tie Case
7. Certificates of Participation
8. Posters
9. Best Pavilion Trophies

2. INDEE Kenya

Publicity Materials organised for this event

Promotional Literature for mobilisation of the Exhibition in India

- Standee
- Flyer

In Show Publicity

- Exhibitors' Directory
- ie2 – Special Edition on Kenya
- Certificates
- Business Cards
- Writing pad cover
- Jute bag
- Lapel pin
- Posters
- Badge
- Doing Business in Kenya

Post Event

- Post Event Report

3. INDEE PERU

Publicity Materials organised for this event

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

- Standee
- Flyer

In Show Publicity

- Exhibitors' Directory in English and Spanish
- ie2 – Special Edition on Peru in English and Spanish
- Certificates
- Business Cards in English and Spanish

- Writing pad cover
- Jute bag in Spanish
- Lapel pin
- Posters in Spanish
- Badge
- Post event report of 2015 was done in Spanish
- Doing Business in India 2016 was done in Spanish
- Indian Engineering Brochure was done in Spanish

Post Event

- Post Event Report of 2016

4. INDEE Iran

Publicity Materials organised for this event

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

- Standee

In Show Publicity

- Exhibitors' Directory in English and Persian
- Ie2 – Special Edition on Iran in English and Persian
- Certificates
- Business Cards in English and Persian
- Writing pad cover
- Jute bag
- Lapel pin
- Posters in Persian
- Badge

Post Event

- Post Event Report of 2017

5. IESS VI

**Publicity Materials organised for this event
 Promotional Literature for mobilisation of the
 Exhibition in India was done**

- Standee
- Flyer
- Brochure, Product Insert and Retrospective of IESS
- Visitor's Flyer
- Technology Flyer
- The Designs of all artworks were guided by this department

In Show Publicity

- Exhibitors' Directory
- Ie2 – Special Edition on IESS – two editions
- Certificates for both IESS VI and 48th Awards which was held during the event
- Business Cards
- Writing pad cover for IESS VI and 48th Awards which was held during the event
- Jute bags for IESS VI and 48th Awards which was held during the event
- Non Jute Bags
- Lapel pin
- Posters
- T V Advert
- Badge
- Welcome letters for Overseas Delegates and Exhibitors
- Doing Business in India 2017
- Concept note for Technology Meet
- Theme Pavilion Posters
- Luggage Tag
- Lunch Coupon
- Tee Shirts
- Mugs
- Wrapping Paper
- Dinner and Lunch Invite
- Invitation Card

- Dinner and Lunch Menu
- Pen Drive
- 3 day programme booklet
- Best Pavilion Plaque
- EEPC India branded pens
- EEPC India Power Banks
- EEPC India branded leather folders
- Video Film on IESS VI

Post Event

- Post Event Report of IESS VI 2017

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 INNOPROM 2016, INDEE in Kenya, Peru and Iran and IESS VI 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)

INDEE Kenya

EEPC India organised its 34th INDEE and third time in Kenya during 9-11 November, 2016, at Nairobi,. Extensive advertising campaign was undertaken in the local print media prior to the exhibition including 'Business Daily'; 'The East African', 'Daily Nation', '.A press Meet was organised as a prelude to the event where Deputy High Commissioner and First Secretary

and Head of Chancery, High Commission of India in Kenya were present. The event was covered in local news paper including 'Daily Nation'.

INDEE Peru

EEPC INDIA organized its 35th Indian Engineering Exhibition (INDEE) Peru successfully during 24-26 November 2016 at Centro de Convenciones Jockey Plaza, Av. J.Prado, Este Nro. 4200, Santiago de Surco, Lima, Peru. EEPC INDIA carried out an extensive publicity drive by releasing advertisements in the leading newspapers in prior to the exhibition. EEPC INDIA carried out an extensive publicity drive through Electronic Media which helped mobilising participation and also spreading the word 'INDEE'. The list of electronic and print media which spoke off the event – 'Economia', 'JC Magazine', 'Kronos 365', 'La Republica', 'www.Press Peru.com'; 'Rumbo Economico'; 'www.apam-peru.com'; 'Canal N'; 'TV Peru'; 'Radio San Borja'; 'Expreso'; 'Andina'; 'Mundo Empresarial'; 'Serperuano'; 'Generacion'; 'Exportar'; 'Gestion'; 'Diariouno'; 'El Economistaamerica'; 'Elcomercio'; 'Diariocorreo' to name a few.

INDEE Iran

EEPC INDIA organized its 36th Indian Engineering Exhibition (INDEE) successfully during 1-3 February 2017 at Boostan Goftegoo Exhibition & Conference Centre, Tehran, Iran. To attract visitors and foreign buyers, advertisements were published in local newspapers including - Hamshahri, Donya-e Eghtesad, Shargh and Jam-e-Jam and in electronic media like – Breaking News, Marketing Consultants, Iran's power engineers, Power4u, Instrumentation and Automation, Power Point Bank, Student Department of Electrical, Book Up, Aircraft, Production Line, Mechanical Engineer, Jobs Engineering, Technical Recruitment, Potrait of Energy, Oil Industry knowledge, Oil and Energy Tenders, Instagram - Oil Industry, Linkdin –Oil Industry, Entrepreneur 24, Association of Chemical, Department of Chemistry, 4 Delta Industrial Services, Brawler, The Most comprehensive supply channel, Important news, Advertising in Instagram – Ajibtar az Alam, IT News, Javanfanavarikarafarini, Kasbokar.co.

IESS VI

IESS Turned Six on the 16th March, 2017 making a 'Smart Match'! There were many firsts to this show – First time outside Mumbai, First Time in Chennai, First time Technolgy and Industry 4.0 as the theme, First

time 10,000 visitors, First time Russia as the Partner Country and First time Biometric Inauguration with Two Industry Ministers of two Powerful Allies Mr Denis Manturov, Minister of Industry and Trade of the Russian Federation and Ms Nirmala Sitharaman, Minister of State for Commerce and Industry, Government of India opening a colourful innings of three days – 16-18 March, 2017 at Chennai Trade Centre, Chennai. Extensive advertising campaign was undertaken in the local print media prior to the exhibition. Advertisements about the exhibition were published in 24 newspapers all over India since September till the 17th March 2017. Few of the leading names include The Economic Times, The Hindu, The Hindu Business Line, The Business Standard, The Financial Express, The Mint, The Deccan Chronicle, Dainik Bhaskar, The Asian Age. Special Show dailies were also arranged for all three days of the event. Pre and during the event Press Meets were held. The pre event press meet were attended by Mr Mangat Ram Sharma, Principal Secretary (MSME), Government of Tamil Nadu and Mr. Sergey Kotov, Consul General, Consulate of Russian Federation in Chennai.

Mr Denis Manturov, Minister of Industry and Trade of the Russian Federation and Ms Nirmala Sitharaman, Minister of State for Commerce and Industry, Government of India jointly met the press during the event on the 16th March

Ms. Nirmala Sitharaman, Minister of State for Commerce & Industry, Government of India thanked the Government of Tamil Nadu for accepting to be the host state for IESS VI. She said that the International North South Transport Corridor (INSTC) that would cut the time and cost for transportation was a priority as also was the proposed FTA between India and the Eurasian Economic Union. She also invited Russia to be the partner country in India International Jewellery Show 2017 and Advantage Healthcare India. She spoke about the need to bridge the gap between leading R&D labs and the industry. She said that for development of cutting edge export oriented technologies, important industrial clusters have been identified following interaction with stakeholders. Technology gaps could then be filled by research labs and academic institutions. "Indian engineering exports are likely to reach 60 billion USD this fiscal year of 2016-2017", she said, adding that this was contributed by the revivals of demand in the U.S.A and demand for select products like Iron. She said for the April-January of the current fiscal, engineering exports have reached 50.87 billion USD, exceeding that of the entire financial year 2015-2016 which was 49 billion USD. She said the

estimate for exports for February 2017 are 24.5 billion USD as compared to 20.8 billion USD in February 2016, registering a positive growth of 17.5%.

Mr. Denis Manturov, Minister of Industry and Trade of the Russian Federation said that Russia is actively pushing for the FTA between India and the Eurasian Economic Union. He spoke of the potential collaboration with Mahindra & Mahindra to work on manufacturing components and interiors for MC21 aircrafts. Ms. Sitharaman spoke of the Russia railways involvement in increasing the train speeds in the Secunderabad to Nagpur route, for which India had signed a MoU with Russia.

The event was widely covered by all leading 26 dailies across the nation and specially in Chennai which includes the one where adverts were released (as given above) and 'Times of India', 'The Indian Express', 'The Deccan Herald' and 'Sanmarg'.

Advertisements were released in various editions of leading national and business dailies in English and Hindi. Besides this, ads were also released in regional newspapers in other languages like Marathi, Gujarati, Tamil and various industry journals. EEPC INDIA also had barter systems with leading portals for exchange of web ads. Social media and networking sites were also used to publicise the event. Hoardings were put up in targeted areas of Chennai to attract business visitors.

INFORMATION SERVICE TO MEMBERS

During the year, the council 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 and 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 is preparing monthly Territorial Newsletters with real time information on countries in the region that could help members in taking informed decisions. This newsletter brings in latest developments in terms of trade and investments in the region. It also presents emerging trade and

investment opportunities, and highlights upcoming events and exhibitions. At present we publish territorial newsletters for 8 regions- Africa, Latin America, North America, Europe, ASEAN+5, CIS, South Asia, Middle East and West Asia.

- **Engineering Export Analysis-** Emailed monthly, export analysis gives a detailed analysis on the engineering export scenario outlining the trends of engineering panel exports, top 25 destinations and regional distribution of engineering exports with month wise and year wise data. It also includes a comparison of overall India's Merchandise trade scenario vis a vis engineering exports depicting the impact of exchange rate on the export sector.
- **Bulk Mailing Campaigns :** The Bulk Mailing Campaigns were carried out to all members for Government Circulars, Notifications, Public Notices, Invitation Mailer for INDEE, India Pavilions, IESS and also for Council's various promotional activities.
- **Video Conferencing :** Implemented at all of the 8 Offices of the Council comprising Kolkata, Mumbai, Chennai, New Delhi, Ahmedabad, Bangalore, Jalandhar and Hyderabad. A live session on Union Budget 2017 was organized and also other meetings including Panel meetings, various Committee meetings, where the Chairman of the Council along with Working Committee members, Regional Committee members from different regions participated.
- **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.
- **Updating Council's 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 :** Council has the arrangement of providing Foreign Buyers/Traders list and country information to sensitise Indian Participation specific to an overseas event and also otherwise.

ACTIVITIES OF PANELS AND COMMITTEES

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

POLICY MATTERS

Marking of 'Y' in the EDI generated Shipping Bills by exporters would be treated as declaration of intent to claim MEIS benefits

The DGFT issued a Public Notice No. 09/2015-2020 dated 16.05.2016 pertaining to the procedure for declaration of intent in Paragraph 3.14(a) of the HBP 2015-2020 for EDI is simplified. The marking of tick in pursuance of the earlier Public Notice No.47 dated 8th December 2015 shall be treated as declaration of intent in case of EDI Shipping bills. The marking of tick in the appropriate tick boxes are mandatory in EDI Shipping Bills.

Merchandise Exports from India Scheme (MEIS) – Amendments in Table 2 (containing ITC (HS) code wise list of products with reward rates of Appendix – 3B

The DGFT issued a Public Notice No.06/20 15-2020 dated 4th May 2016 amending the paragraph of 1.03 of the FTP 2015-2020. The following amendments were made :

- (a) Addition of markets in 2787 lines, with immediate effect in Table 2 (containing ITC HS code wise list and description of goods with reward rates under MEIS of Appendix 3B.
- (b) Exports made prior to the date of this Public Notice and exports effected from the date of this Public Notice cannot be clubbed in one application, i.e. separate application is required to be filed for the exports made prior to the date of issuance of this Public Notice and exports effected from the date of issuance of this Public Notice.
- (c) Effect of Public Notice : Amendments in Table 2 (containing ITC HS code wise list of products with reward rate of Appendix – 3B under the Merchandise Exports from India Scheme are

notified. MEIS Scheme covers 5012 lines. 2787 lines required submission of proof of landing as reward was not available for all markets. Henceforth, Landing Certificate shall not be required under MEIS.

Trade Notice No.08/2016 dated 09th June 2016

The Department of Commerce, Ministry of Commerce & Industry, Government of India, New Delhi issued Trade Notice No.08/2016 dated 9th June 2016 regarding clarification of all "Other Cast Articles of Iron or Steel" falling under the four digit ITC (hs) Code 7325 whether malleable or non-malleable are eligible for FPS under the entry at Serial No.279 of Appendix – 37D as revised vide Public Notice No.52 dated 25th February 2014. The Council has circulated the said Trade Notice on 10th June 2016 to all member of EEPC India for their information.

Minimum Import Price (MIP) on Steel Products

As per Notification No: 38/2015-2020 dated February 5th, 2016, the government has imposed a minimum import price (MIP) ranging from \$341 to \$752 per tonne on 173 steel products to provide relief to local steel makers hurt by an increase in cheap imports of these items. Again the Directorate General of Foreign Trade has extended the minimum import price (MIP) on 66 steel products till October 4th, 2016, as per Notification No: 20/2015-2020 dated August 4th, 2016. The MIP was further extended beyond 4th December 2016 on 19 HS Codes on Iron and Steel under Chapter 72 for two months till 4th February, 2017. The Government discontinued MIP after 4th February 2017.

According to trade figures published by DGCI&S, imposition of MIP successfully discouraged imports. While the measure has led to curtailment of import to some extent, the move has also increased those of finished goods, idling capacities of small steel manufacturers and downstream industry. EEPC India strongly opposed this protectionist policy as it adversely impacted the user engineering units which face cut throat competition from the neighbouring countries and find it difficult to be globally competitive.

Strengthening MEIS

The DGFT issued a Public Notice No. 32/2015-2020 dated 22nd September 2016 extending the support to certain new products and enhancing the rate of incentives under the MEIS. Rates of 575 product items falling under 11 product categories have been

increased. These product include products of iron and steel, handicrafts, molded and extruded goods, rubber, ceramic, glass, auto tires and tubes, industrial machinery engineering items, IC Engines , machine tools/parts etc.

Anti-dumping Imposed on HR Products

The Government has imposed Anti Dumping duty on Hot Rolled Flat products of alloy or non-alloy steel falling under headings 7208,72111,7225 or 7226 of ITC HS Code by Notification No. 44/2016-Customs (ADD) dated 08 August 2016. The anti-dumping duty imposed under this notification shall be effective for a period not exceeding six months from the date of publication of this Notification.

Further the Government also amended the Safeguard Notification No.1/2016-Customs (SG) dated 29th March 2016 through Notification No.2/2016-Customs (SG) dated 05th August 2016 mentioning the CIF values for levying of Safeguard Duty on 37 tariff lines under 7208 and 72253090.

New All Industry Rates of Drawback for 2016

The Government had notified the new All Industry Rate of Duty for the year 2016 vide Notification No.131/2016-Customs (N.T.) dated 31.10.2016. The new rates come into force from 15.11.2016.

Demonetization and financial crunch

EEPC India had taken up the matter with Dr. Hasmukh Adhia, Union Revenue Secretary and Dr. Urjit Patel, Governor, Reserve Bank of India on 10th November 2016 regarding the RBI Notification dated 9th November 2016 for Cash Withdrawals from Bank Accounts upto Rs.20,000/- per week The Council requested that for registered manufacturing companies cash withdrawal limit from their bank accounts should be removed as they have to make wage payments every weekend and Rs.20,000/- withdrawal per week cash limit is insufficient to meet the needs of even small to medium sized manufacturing companies.

Participating India's FTA negotiations

FTAs have proved to be one of the best ways to open up foreign markets for exporters. According to the WTO more than 50% of world trade today is on account of trade agreements. India also has been aggressively pursuing the policy of expanding its export market base through FTAs.

Based on the feedback received from the member exporters, EEPC India, regularly prepares probable wish list and offer list and shares the same with the Government. EEPC India also participates in the negotiation process in order to ensure best possible outcome for the exporting community. During 2016-17, the council participated in the following trade negotiations: RCEP, Review of India – ASEAN FTA, Review of India – Korea CEPA, FTA with Australia and New Zealand.

Other major submissions to Department of Commerce, Government of India

The policy division of the council regularly interacts with DoC and submits recommendations on various issues as and when required. Following are some of the major submissions of EEPC India:

- Analysis of India's engineering import basket & policy implications
- Study the export possibility of India in CLMV countries
- Comments on National Development Agenda 2030
- Providing recommendations for India SAFTA Trade
- Comments on Imports of Second hand Capital Goods

Miscellaneous activities

- The DGFT, New Delhi organized a meeting of the Grievance Committee on 21.09.2016 in New Delhi under the Chairmanship of Dr. Anup Wadhawan, Director General of Foreign Trade. EEPC India participated in the meeting and submitted detailed representation pertaining to the problems of member exporters for resolution.
- EEPC India received a letter dated 24th October 2016 from the Department of Revenue, Ministry of Finance seeking suggestions for Pre-Budget meeting for Union Budget 2017-18. The meeting was held on 16.11.2016 in North Block, New Delhi under the Chairmanship of Shri S. Ramesh, Member (CBEC) Department of Revenue, Ministry of Finance, Government of India. Shri P.K. Shah, former Chairman, EEPC India, Shri Prdeep Kumar Aggarwal, Dy.Regional Chairman, Northern Region,

EEP India and Shri Suranjan Gupta, Addl. Executive Director, EEPC India attended the meeting and submitted various suggestions pertaining to Direct and Indirect taxes for consideration.

- The Hon'ble Union Finance Minister, Shri Arun Jaitely wanted to discuss with various stakeholders on 26th November 2016 for Union -Budget 2017-18. Shri P.K. Shahj, Former Chairman, EEPC India, attended the meeting and participated in the deliberations and submitted a detailed note pertaining to the refund of all taxes, Technology Upgradation Fund Scheme for the MSME engineering sector and enhancement of limit in plant and machinery for MSME for consideration of the Hon'ble Finance Minister for the next union Budget.

Meeting with Hon'ble Commerce and Industry Minister, Ms. Nirmala Sitharaman on 21st November 2016 in New Delhi on impact on Demonetization

Shri R.P. Sehgal, Sr.Vice Chairman, EEPC India attended the meeting and participated in the discussion and highlighted the acute shortage of cash towards weekly payment of wages to the workers.

Grievance Committee meeting on 28th November 2016 in New Delhi

EEPC India participated in the meeting and submitted a detailed note received from the member exporters for resolution.

Broad points discussed at the meeting with the CBEC Officials on 18th August, 2016 at North Block, New Delhi

- At the meeting with the CBEC Officials led by Member Customs, Shri Bhusan Kumar Bansal, EEPC India, Regional Chairman, Western Region, Shri K.L. Dhingra, who represented EEPC INDIA along with Shri Suranjan Gupta, Additional Executive Director and Shri S.P. Singh, Joint Director (Policy) and submitted the following points.
- With regard to Merchant exporters, he pointed out that since they will not be able to get the H form for export of goods and services, it would lead to higher capital outlay. Merchant exporters account for anything between 15 to 20% of the total engineering exports and hence it is felt that Merchant exporters should be put under the negative list or the list of exemption under the Model GST Act.

- He also pointed out that the refund of exporters will also get stuck. In this context, the CBEC officials mentioned that 80% of the refund of the exporters would be paid online automatically without recourse to Shipping Bills etc. There would be no need for any physical documentation. Shri Dhingra, mentioned that the balance 20% refund would still remain and given the track record of State Governments with regard to VAT, the exporters would face considerable problems in terms of higher capital in getting refund.
- The lot of discussion happened with regard to job work This issue was raised by the representative from Gem and Jewellery EPC, who mentioned that a whole range of their Karigors in the unorganized sector perform various stages of the finished goods and hence not only the valuation but also all input tax credit will become a problem.
- The CBEC officials mentioned that each trade should look into the provision more carefully and advised the CBEC for further changes so that it is a far more seamless process.
- Currently a lot of taxes, all of which paid on reverse charge basis such as foreign agency commission, transport charges, legal charges etc., this issue needs to be sorted out in the GST.
- Shri Dhingra also mentioned that the tax on sale on MEIS Scrip should be part of the negative list. He also mentioned that the issue of merchanting trade and the treatment to advance payments were the main focus especially the Bank and it needs to be cleared as to how this is going to be treated as advance payments as in lieu of future payments of goods.
- Shri Dhingra also mentioned that there should be an exemption list particularly for services and this negative exemption list should include all those services, which are currently exempted under the Service tax net.
- EEPC India along with FIEO and Gem and Jewellery EPC pointed out that the number of schemes in the FTP will be affected. This would in particular with relate to Deemed Exports, EPCG, Advance Authorization etc. on which IGST will be levied. This issue should also be looked into.
- The CBEC Officials pointed out that they are in touch with the Department of Commerce with respect to FTP and work is going on in this respect. CBEC officials also pointed out that they seek further inputs from the exporters so that a comprehensive recommendation with respect to engineering exports can be submitted to them.

Meeting with the Revenue Secretary on GST on 9th November 2016

The GST meeting was Chaired by the Revenue Secretary, Dr. Hasmukh Adhia together with the Commerce Secretary, Ms. Rita A Teotia along with other Officials of Department of Commerce and the Finance Ministry, held on 9th November at 10.00 a.m. at Kalpvriksha , Ministry of Finance, Gate No.2, North Block, New Delhi – 110 001.

Shri Arun Kumar Garodia, Regional Chairman, Eastern Region, EEPC India and Shri Suranjan Gupta, Addl. Executive Director, EEPC India, attended the above meeting and submitted the suggestions based on the feedback received from the member exporters.

Mid Term Review of FTP

EEPC India submitted the suggestions to the DGFT for Mid Term Review of Foreign Trade Policy 2015-2020 for consideration.

MEMBERSHIP DETAILS

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

Region	Membership Position as on 01.04.2016	New / Revived Member 2016-17	Resigned/ Defaulter Member 2016-17	Membership Position as on 31.03.2017
Eastern	784	67	104	747
Northern	3407	399	111	3695
Western	4746	477	285	4938
Southern	2761	250	171	2840
Total	11698	1193	671	12220

Annexure – I

DETAILS OF SEMINARS/MEETINGS/CONFERENCES HELD DURING THE YEAR 2016-17

Name of the Office	Event Details	Date	Venue
Ahmedabad	Organized New Members Meet	22.04.2016	Ahmedabad
Ahmedabad	Organized Industry Awareness Programme on 'International Equivalence of Accreditation and its Benefits to Industry'	22.07.2016	Ahmedabad
Ahmedabad	Organized New Members Meet	30.08.2016	Ahmedabad
Ahmedabad	Attended an interactive session organized by UCO Bank where members exporters present	27.09.2016	Ahmedabad
Ahmedabad	Organized Workshop on 'Segmentation and Sales Training to improve Export'	30.09.2016	Ahmedabad
Ahmedabad	Seminar on 'Say Yes to Sustainable MSMEs in India and Business Opportunities at International Engineering Sourcing Show 2017'	18.11.2016	Ahmedabad
Ahmedabad	Attended 15th National Conference and Technology Exhibition on Indian Medical Devices & Plastic disposables/Implants Industry 2017	17-18.03.2017	Ahmedabad
Bengaluru	Organized Export Awareness and Opportunities at EEPC's Trade Promotion Activities	22.04.2016	Palakkad
Bengaluru	Seminar on Business Opportunities in Russia	28.04.2016	Bengaluru
Bengaluru	Organized session on Export Incentive Schemes	10.05.2016	Cochin
Bengaluru	Industry Awareness programme on 'International Equivalence of Accreditation and its benefits to industry'	17.05.2016	Bengaluru

Name of the Office	Event Details	Date	Venue
Bengaluru	Visit of Russian Journalists to ISRO and Ace Designers	28.06.2016	Bengaluru
Bengaluru	Organized preliminary meeting for R&D meet on Valves sector	16.07.2016	Hubli
Bengaluru	Organized preliminary meeting for R&D meet on Electric Motors	28.07.2016	Bengaluru
Bengaluru	Organized R&D meet on Valve sector	29.07.2016	Hubli
Bengaluru	Organized R&D meet on Electric Motors sector	12.08.2016	Bengaluru
Bengaluru	Interactive session with Mr. Ravi Capoor, Joint Secretary, Deptt. of Commerce, Ministry of Commerce & Industry, Government of India	12.08.2016	Bengaluru
Bengaluru	Organized session on INDEE Peru and Kenya	02.09.2016	Bengaluru
Bengaluru	Organized session on Export Incentives	16.09.2016	Mangalore
Bengaluru	Session on 'Export Financing & Opportunities at IESS 2017	16.11.2016	Bengaluru
Bengaluru	Organized session in association with Netherlands India Chamber of Commerce & Trade	29.11.2016	Bengaluru
Bengaluru	Organized seminar on 'Bavaria - Destination for opportunity in Europe' and opportunities at IESS 2017	06.12.2016	Bengaluru
Bengaluru	Organized Road show on IESS VI and INDEE Iran	15.12.2016	Palakkad
Bengaluru	Organized Road show on IESS VI at Jigani Industrial Estate	18.01.2017	Bengaluru
Bengaluru	Organized follow-up meeting on Valve sector	10.01.2017	Bengaluru
Bengaluru	Organized a Reverse Buyer Seller Meeting during IMTEX 2017. 60 overseas delegates and around 100 indian participants took part in the RBSM	27-28.01.2017	Bengaluru
Bengaluru	RBSM at India Medical Device. EEPC Sub-Regional office Bengaluru coordinated the RBSM	10-11.02.2017	Bengaluru
Chennai	New Members Meet with DGFT and ECGC. Mr. V. Murugesan, Dy. DGFT, Chennai and Ms. Aarthi Pandey, Branch Manager, ECGC Ltd., Chennai were present and interact with the members.	04.08.2016	Chennai
Chennai	Second meeting of the Working Group Meeting on Development of Smart Pumps	09.04.2016	Coimbatore

Name of the Office	Event Details	Date	Venue
Chennai	Organized a seminar on Doing Business with Russia and opportunities in Innoprom Show. Mr. P. Thangappan, Secretary General, Indo Russian Chamber of Commerce & Industry briefed about the ease of doing business with Russia. Regional Director made a presentation on opportunities in Innoprom Russia show	06.05.2016	Chennai
Chennai	Organized seminar on Doing Business with Russia and opportunities in Innoprom Show in association with SIEMA	10.05.2016	Coimbatore
Chennai	Seminar on Strengthen your exports by understanding Trade finance with YES Bank	08.08.2016	Chennai
Chennai	Organized Road show on INDEE Kenya and INDEE Peru	27.09.2016	Chennai
Chennai	Organized seminar in association with SIEMA on Doing Business & Export Opportunities for engineering products in Kenya and Peru	28.09.2016	Coimbatore
Chennai	Seminar on Doing Business & Export Opportunities for engineering products in Kenya	29.09.2016	Madurai
Chennai	Seminar on GST - goods & Service Tax Model	18.11.2016	Chennai
Chennai	Organized a seminar on opportunities at IESS-VI Edition in association with Tamilnadu Small & Tiny Industries Association (TANSTIA)	09.12.2016	Chennai
Chennai	Organized Road Show in association with SIEMA on opportunities in IESS 2017	16.12.2016	Coimbatore
Chennai	Organized Road show on opportunities in IESS 2017 in association with AIEMA	29.12.2016	Chennai
Chennai	Interactive seminar on 'Export Awareness and Opportunities to Meet your Overseas Buyers	25.01.2017	Madurai
Chennai	Organized 39th Regional Export Awards Presentation Function. Dr. Kiran Bedi, Hon'ble Lt. Governor of Puducherry was the Chief Guest and honoured the Awards Winners by presenting Trophies. Mr. T. S. Bhasin, National Chairman, EEPC India, Mr. M. K. Desai, Regional Chairman (SR), EEPC India were attended the function.	03.03.2017	Puducherry
Hyderabad	Seminar on Doing Business with Russia - Indian engineering export potential	26.04.2017	Hyderabad
Hyderabad	Regional Committee Meeting	04.07.2016	Hyderabad
Hyderabad	New Members Meet	30.08.2016	Hyderabad

Name of the Office	Event Details	Date	Venue
Hyderabad	Seminar on Doing Business with Kenya and Peru - Indian engineering export potential	06.10.2017	Secun derabad
Hyderabad	Seminar on Trade Finance, Importance of Energy Efficiency in India for MSMEs' and opportunity to meet international buyers	31.01.2017	Hyderabad
Jalandhar	Export Awareness Programme was organized with DGFT. Mr. M.S. Dhillon, Joint DGFT and Mr. Amit Sharma, Asst. DGFT delivered lectures and made presentation on the role of DGFT.	06.05.2016	Jalandhar
Jalandhar	Organized a meeting with Foreign buyer from Pakistan with members of agriculture implement manufacturers from Punjab	23.06.2016	Jalandhar
Jalandhar	Organized a Technology Meet. Mr. N. Ramachandran, Dy. Secretary, Ministry of Commerce and Mr. Sanjay Chavre, SDODHI were present and delivered lectures and presentation on Technology requirements.	26.08.2016	Jalandhar
Jalandhar	Organized one to one meetinf for IESS 2017 and other promotional events of EEPC India	26.08.2016	Jalandhar
Jalandhar	Seminar on Banking of exports jointly organized with YES Bank, NSIC Care Rating	14.09.2016	Jalandhar
Jalandhar	Attended meeting with Mr. Naresh Chawla, VAT consultant and CA regarding VAT issues	09.09.2016	Jalandhar
Jalandhar	Attended breakfast meeting with Mr. Parsanna Tulpule of Apex Tools USA to discuss sourcing opportunities for Hand Tools from Punjab	07.10.2016	Jalandhar
Jalandhar	Export Awareness Seminar in association with DGFT, FIEO and Patiala Chamber of Commerce and Industry Association. Mr. Satish Kumar, Addl. DGFT interacted on various issues with the members	16.10.2016	Patiala
Jalandhar	Organized Building Committee Meeting	02.12.2016	Jalandhar
Jalandhar	Feedback meeting with NSIC Jalandhar on business banking and easy loan	08.12.2016	Jalandhar
Jalandhar	Organized an awareness programme with Lively professional University students regarding opportunities for industry	24.12.2016	Jalandhar
Jalandhar	Organized Vendor Development programme with the help of NSIC, MSME, RCF and BHEL	27.12.2016	Jalandhar

Name of the Office	Event Details	Date	Venue
Jalandhar	NABCB QCI programme on technology and quality standards	25.01.2017	Jalandhar
Jalandhar	2-day Export Awareness programme with the help of NSIC on various schemes of export	15-17.03.2017	Jalandhar
Jalandhar	Organized a programme with MMR group for foundry industry on EEPC India role and how foundry industry can benefit from IESS-VI	18.03.2017	Jalandhar
Jalandhar	Organized a programme with National productivity Council of India Chandigarh Chapter. Mrs. Kamna Raj Aggarwalla, Regional Chairperson (NR) and Mr. Mr. Harish Gupta, General Secretary of Laghu Udyog Bharti Jalandhar delivered speeches.	22.03.2017	Jalandhar
Jalandhar	Attended Laghu Udyog Bharti Meet and presented EEPC India's role and activities at this event.	25.03.2017	Jalandhar
Jalandhar	Attended Punjab Entrepreneurships Award conducted by 94.3 My FM and Dainik Bhaskar	27.03.2017	Jalandhar
Kolkata	Organized Technology Meet at Kolkata. Foundry and the Castings were the focus products for the meet. Mr. Ravi Kapoor, Joint Secretary, Ministry of Commerce and Industry, government of India along with many scientists from different RND labs and research institute were present and made their presentations. Mr. R.P. Sehgal, Sr. Vice Chairman, Mr. A. K. Garodia, Regional Chairman and Mr. B.Sarkar, Executive Director & Secretary were also present at this meeting.	26.04.2016	Kolkata
Kolkata	Interactive Session with Mr. Rajiva Sinha, Principal Secretary MSME Department, Government of West Bengal on State Government Policy for MSMEs in West Bengal and the Industrial Park Initiatives.		
Kolkata	Organized Road show on SEZ and Niriyat Bandhu	12.05.2016	Rourkela
Kolkata	Export Awareness Seminar with Focus on Innoprom - Russia's major Industrial Show. Mr. Sanjeev Nandwani, Addl. DGFT and Development Commissioner, SEZ was present at the event as Chief Guest.	12.05.2016	Rourkela
Kolkata	Organized factory visit at Raipur. Mr. Sanjay Chavre, SDO, Deptt. of Heavy Industry, Mr. N. Ramakrishnan, Deputy Secretary, Ministry of Commerce & Industry and the Regional Director visited some companies' factory at Raipur and Bhilai	16.06.2016	Raipur
Kolkata	Technology Meet at Raipur	17.06.2016	Raipur

Name of the Office	Event Details	Date	Venue
Kolkata	Organized Interactive Session on GST with KPMG	22.07.2016	Kolkata
Kolkata	Workshop on 'Trade Remedy Measures' with forum for Trade Remedy Measures and BCCI	22.08.2016	Kolkata
Kolkata	Export Awareness Seminar on 'Market Entry Strategy for Exports'	24.08.2016	Jamshedpur
Kolkata	Members meet on upcoming promotional activities of EEPC India	07.09.2016	Kolkata
Kolkata	Organized Export Awareness Seminar jointly with Baruipur Surgical Instrument Manufacturing Association (BSIMA)	19.09.2016	Baruipur
Kolkata	Sensitization National Workshop on Export Marketing	25.10.2016	Ranchi
Kolkata	Interactive Session with members of IFA and FCDA	11.11.2016	Kolkata
Kolkata	Organized meeting with Fumigation from Plant and Quarantine at Directorate of Plant Protection, Quarantine and Storage	18.11.2016	Kolkata
Kolkata	Public Private Dialogue Forum with Policy Advisory Group from Nepal, Bhutan and Bangladesh on trade related issues organized by Regional Office in Federation of Indian Micro and Small and Medium Enterprises (FISME) and Federation of Small and Medium Industries (FOSMI). Mr. N. K. Soren, IRS, Commissioner of Customs (Port and Preventive) was the Chief Guest at the meeting.	25.11.2016	Kolkata
Kolkata	Awareness programme on 'International Equivalence of Accreditation & its Benefits to Industry	28.11.2016	Raipur
Kolkata	Follow up meeting on Technology Development for Engineering Fabrication Units	15.12.2016	Raipur
Kolkata	Organized meeting on initiating of Antidumping Duty by EU on Casting Products	19.12.2016	Kolkata
Kolkata	MRC meeting	27.12.2016	Kolkata
Kolkata	Interaction with Baruipur Cluster on Technology Upgradation and Promotion of IESS-VI	04.01.2017	Kolkata
Kolkata	New Members Meet for promotion of IESS-VI	06.01.2017	Kolkata
Kolkata	Awareness programme on GST and Road show on IESS-VI	10.01.2017	Kolkata
Kolkata	Interactive Work show on REX System / Certificate of Origin	11.01.2017	Kolkata
Kolkata	Follow-up meeting on Initiation of Antidumping Duty by EU on Casting Products	13.01.2017	Kolkata

Name of the Office	Event Details	Date	Venue
Kolkata	Meeting on ECGC's Diamond Jubilee Celebration	13.11.2017	Kolkata
Kolkata	Follow-up meeting on Initiation of Antidumping Duty by EU on Casting Products	18.01.2017	Kolkata
Kolkata	Follow-up meeting on Initiation of Antidumping Duty by EU on Casting Products	27.01.2017	Kolkata
Kolkata	Live Viewing Session of the Union Budget 2017-18	01.02.2017	Kolkata
Kolkata	Interactive Session with the Team from S. Bhargav Associates on initiation of Antidumping	02.02.2017	Kolkata
Kolkata	Follow-up meeting on Technology Development Engineering Fabrication Units	04.02.2017	Bhilai
Kolkata	Export Awareness Seminar and Road show on IESS-VI	11.02.2017	Jamshedpur
Kolkata	GST Outreach programme jointly with Central Excise Kolkata-I Commissionerate	07.03.2017	Kolkata
Kolkata	Awareness session in Iran Export & Import Transaction	10.03.2017	Kolkata
Kolkata	Follow-up meeting on Initiation of Antidumping Duty by EU on Casting Products	23.03.2017	Kolkata
Mumbai	Organized Workshop on Enhance your Exports through Free Trade Agreement (FTA) - ASEAN	13.04.2016	Mumbai
Mumbai	Interactive Panel Discussion on Trade Credit: Its Relevance to Global Value Chains in Context of Indian MSMEs organized by World Trade Centre	29.04.2016	Mumbai
Mumbai	Programme on EEPC India's Exports Promotion Scheme followed by seminar on Enhance your Exports through Free Trade Agreement (FTA) - ASEAN	31.05.2016	Mumbai
Mumbai	Seminar on Doing Business with Russia and Seminar on Vendor Development - Indian Railways	03.06.2016	Mumbai
Mumbai	Organized Technology Meet - Rajkot	03.06.2016	Rajkot
Mumbai	Factory visit with Mr. N. Ramakrishnan, Dy. Secretary, Ministry of Commerce & Industry and Mr. Sanjay Chavre, SDO, DHI, Government of India	03.07.2016	Aurangabad
Mumbai	Organized Technology Meet - Aurangabad	04.07.2016	Aurangabad
Mumbai	New Members Meet	30.08.2016	Mumbai
Mumbai	Awareness Seminar on Business Opportunities with Latin American Countries (LAC) and Seminar on Regional Comprehensive Economic Partnership (RCEP) Rules of Origin	28.09.2016	Mumbai

Name of the Office	Event Details	Date	Venue
Mumbai	Technology Meet - Aurangabad	18-19.11.2016	Aurangabad
Mumbai	Seminar on E-classroom meeting designed to address the skill-development needs of shop-floor employees of the valve industries	28.11.2016	Rajkot
Mumbai	Workshop on 'Doing Business in Flanders, Belgium' to discuss trade and opportunities in the region	28.11.2016	Mumbai
Mumbai	New Members Meet	23.12.2016	Mumbai
Mumbai	Organized awareness programme regarding Niryat Bandhu Campaign by DGFT and Role of EEPC India to boost the exports	27.12.2016	Anand
Mumbai	Seminar on Importance of Energy Efficiency in India for MSMEs, SME Funding and Prudence of Trade Finance, ZED Certification Scheme of MSME, and Business Opportunities at IESS 2017	04.01.2017	Vasai
Mumbai	Seminar on Prudence of Trade Finance and Importance of Energy Efficiency in India for MSMEs, ZED Certification Scheme of MSME and Business Opportunities at IESS-2017	13.01.2017	Pune
Mumbai	Attended seminar organized by JT. DGFT, Surat on Foreign Trade Policy and Free Trade Agreement and Role of EEPC India to boost the exports and business opportunities at IESS 2017	21.02.2017	Vapi
Mumbai	Organized Technology Meet	03.03.2017	Rajkot
New Delhi	Regional Committee Meeting	11.04.2016	New Delhi
New Delhi	Export Awareness Programme under Niryat Bandhu Scheme and Business Opportunities in Innoprom 2016	11.05.2016	Faridabad
New Delhi	India-Uzbekistan : Partner in Progress - New Tie Ups in the Embassy of Uzbekistan in New Delhi.	13.05.2016	New Delhi
New Delhi	Yours Truly - EEPC India New Exporters Meet	16.06.2016	New Delhi
New Delhi	Meeting on promotional measures	22-23.06.2016	New Delhi
New Delhi	Town Hall Meeting on Grievances of Redressal of grievances of exporters	24.06.2016	New Delhi
New Delhi	Industry Awareness Programme on 'International Equivalence of Accreditation and its benefits in association with Udaipur Chamber of Commerce & Industry	08.07.2016	Udaipur
New Delhi	Interactive session on India Mexico Partnership in progress - A land of opportunity under Go Global Series - New Tie-ups.	15.07.2016	New Delhi

Name of the Office	Event Details	Date	Venue
New Delhi	Regional Committee Meeting	22.07.2016	New Delhi
New Delhi	Town Hall Meeting on Grievances of Redressal of grievances of exporters	29.07.2016	New Delhi
New Delhi	Interaction with Business Delegation from Sverdlovsk Region (Russia)	11.08.2016	New Delhi
New Delhi	Coordination with national Board of Quality Promotion for capacity building programme on the revised ISO 9001:2015 Standards	16.08.2016	New Delhi
New Delhi	Joint Session on 'Enhancing Profitability of Empowering Workforce - Business opportunities for Glass companies at Port of Duqm, Sultanate of Oman	02.09.2016	New Delhi
New Delhi	Industry Awareness Programme on 'International Equivalence of Accreditation and its benefits to industry'.	02.09.2016	Agra
New Delhi	Workshop on 'Achieving Zero Defect in Exports for Operational Excellence'	16.09.2016	New Delhi
New Delhi	Seminar on 'Manage your Forex Risk in time of Volatility'	21.09.2016	New Delhi
New Delhi	Round Table Meeting with members of Indian Industry Association, Noida Ch24.11.2016 after for General Awareness and marketing for INDEE Kenya and Peru.	30.09.2016	Noida
New Delhi	An Interactive Session on Forex Volatility	21.10.2016	New Delhi
New Delhi	Yours Truly and 5th Town Hall Meeting	28.10.2016	New Delhi
New Delhi	Regional Office in association with Cyril Amarchand Mangaldas organized an interactive session on 'Features and Implications of proposed GST	10.11.2016	New Delhi
New Delhi	EEPC India in association with Embassy of Uzbekistan, New Delhi organized 3rd Interactive Session on 'India-Uzbekistan Business opportunities for Indian companies.	11.11.2016	New Delhi
New Delhi	Export Awareness programme on Niryat Bandhu Scheme and business opportunities at Indian Engineering Sourcing Show	24.11.2016	Karnal
New Delhi	5th Town Hall Meeting	25.11.2016	New Delhi
New Delhi	Organized B2B meeting with Delegation from Czech Republic	20.12.2016	New Delhi
New Delhi	Export Awareness Programme on International Business Opportunities in IESS-2017. The event was organized in association with Dy. DGFT Panipat and Ambala SSI Welfare Association.	23.12.2016	Ambala

Name of the Office	Event Details	Date	Venue
New Delhi	Interactive Session on 'Business Opportunities in Iran and IESS-VI for Indian exporters	06.01.2017	New Delhi
New Delhi	Round Table with members of Karnal Agriculture Implements Manufacturers Association for mobilizing INDEE Iran	16.01.2016	Karnal
New Delhi	Awareness programme on Sustainable Development of MSMEs and Business Opportunities at IESS-VI. the programme was organized under Niryat Bandhu Scheme of DGFT and supported by Rohtak I.D.C. Industries Association and Yes Bank.	20.01.2017	Rohtak
New Delhi	Yours Truly - New Members Induction Seminar	20.01.2016	New Delhi
New Delhi	Organized Technology Meet. Ms. Padma Ganesh, Dy. Secretary, Deptt. of Commerce, Ministry of Commerce & Industry was the Chief Guest.	17.02.2017	Ghaziabad
New Delhi	Export Awareness Programme under Niryat Bandhu Scheme and business opportunities at IESS-VI. Apart from EEPC India, Dy. DGFT, Dehradun and ECGC Moradabad were the main speaker. the event was also supported by Kumaun Garhwal Chamber of Commerce & Industry.	21.02.2017	Rudrapur
New Delhi	A follow-up meeting was conducted under the Chairmanship of Dy.Regional Chairman Mr. Pradeep Aggarwal regarding the problems and requirements of the industry under the Technology Upgradation Initiative of the Government of India.	07.03.2017	Sahibabad

ANNEXURE - II

Details of Meetings with Government Officials/ Agencies/Open House Meeting held during the year 2016-17

Eastern Region

- Meeting with Drawback Committee on June 10, 2016.
- Meeting for State Government Delegation to Germany to promote exports from Bengal to Germany and to bring German companies to set up industry in the State on June 10, 2016.
- Meeting with WBIDC on June 14, 2016.
- Meeting with Dr. Krishna Gupta, Principal Secretary, Commerce & Industry, Government of West Bengal and Mr. Surendra Gupta, Managing Director, WBIDC on June 27, 2016.
- Meeting on Solas with Mr. Gautam Gupta, Traffic Manager, KoPT and various Shipping Lines on June 29, 2016.
- Interactive Session with Ms. Rita Teatota, IAS, Commerce Secretary jointly with FIEO, ASSOCHAM, BCCI and Gems and Jewellery EPC on August 20, 2016.
- Meeting with Mr. Rajiva Sinha, IAS, Additional Chief Secretary, MSME&T on Indian Foundry Park on October 03, 2016.
- Weekly Open House meeting at DGFT Office in Kolkata on October 05, 12 & 19, 2016.
- Interactive Session with Parliamentary Standing Committee on Commerce from Rajya Sabha at Kolkata organized by WBIDC on October 22, 2016.
- Meeting with Mr. Rajiva Sinha, IAS, Additional Chief Secretary, MSME&T on foundry Sector under Sector Leadership Project of Government of West Bengal on November 02, 2016
- Meeting with Mr. Babul Supriyo, Hon'ble Minister of State for Heavy Industry on Proposed Centre of Excellence on Manufacturing at Kharagpur on November 04, 2016.

- Meeting with Mr. Rajiva Sinha, IAS, Additional Chief Secretary, MSME&T on Foundry Park, Amta and Howrah on November 21, 2016.
- Trade Facilitation Meeting with Customs on November 22, 2016.
- Meeting with Mr. L. N. Gupta, Principal Secretary, MSME Department, Government of Odisha and Mr. B. K. Dash, Director, Department of Export Marketing, Government of Odisha on December 15, 2016 at Bhubaneswar.
- Meeting with Mr. S. Siddharth, IAS, Principal Secretary, Industries Department, Government of Bihar and Mr. Pankaj Kumar Singh, IP&TS, Director of Industries, Government of Bihar for International Engineering Sourcing Show 2017 on December 28, 2016 at Patna.
- Meeting with Mr. Sunil Kumar Barnwal, IAS, Principal Secretary, Industries Department, Government of Jharkhand and Mr. K. Ravi Kumar, Director of Industries, Government of Jharkhand regarding participation in IESS-VI on January 16, 2017 at Ranchi.
- Meeting with Mr. Kartikeya Goel, IAS, Director of Industries, Government of Chhattisgarh and Mr. Sunil Mishra, IFS, Managing Director, Chhattisgarh State Industries Development Corporation (CSIDC) on January 25, 2017 at Raipur.
- Interactive Session with Mr. B. S. Bhalla, IAS, Joint Secretary, Deptt. of Commerce, Ministry of Commerce & Industry on February 16, 2017.

Western Region

- Attended 7th Meeting of Committee on Quality Complaints and Trade Dispute (CQCTD) at DGFT Ahmedabad Office on September 29, 2016.
- Interactive Session with Joint Secretary on July 05, 2016 at Mumbai

Northern Region

- Meeting with the Officials of Dubai Airport Free Zone Authority on April 13, 2016.
- Open House Interaction with DGFT regarding issues collated and compiled for onwards transmission to DGFT at Jalandhar on May 05, 2016.

- Meeting with Mr. Anup Wadhawan, DGFT and Mr. M.S. Dhillon, Joint DGFT, Ludhiana on May 19, 2016 at Jalandhar.
- Town Hall Meeting Grievances of Redressal of Grievances of exporters on May 27, 2016 at New Delhi.
- Department of Commerce has convened a meeting of stakeholders in the Green energy commodities sector on June 02, 2016 at New Delhi.
- CQCTD meeting with DGFT Ludhiana to resolve quality and trade dispute on July 29, 2016 at Ludhiana.
- Meeting with CFPS participants and Mr. Christopher Gibbins, Consul General of Canada and Mr. Gurbans Sobti, Trade Commissioner on August 03, 2016 at Chandigarh.
- CQCTD meeting with Mr. Satish Kumar, Addl. DGFT and Mr. Rajiv Soni, Jt. DGFT on quality and business complaints on March 07, 2017 at Ludhiana.
- Meeting with SIDBI Official for sponsorship of Regional Award on March 21, 2017 at New Delhi.
- Meeting with Mr. Ishnath Jha, Regional Director, ECGC regarding expenditure the claims of the exporters on March 10, 2017 at new Delhi.

ANNEXURE - III

Training Programme Organized during the year 2016-17

Eastern Region

- Programme on "Market Entry Strategy" on May 12, 2016 at Rourkela.
- Programme on "Market Entry Strategy" on August 24, 2016 at Jamshedpur.

Western Region

- Programme on "Documentation under Export L/c" (including Structured Trade Products) on May 13, 2016 at Ahmedabad.
- Programme on Bank Guarantees v/s/ Standby L/c (including INCOTERMS 2010) on June 24, 2016 at Ahmedabad.
- Programme on Export Incentives and Export Documentations on September 19 & 20, 2016 at Ahmedabad.
- Programme on Export Incentives and Export Documentations on August 2-3, 2016 at Mumbai.
- Programme on Export Incentives and Export documentations on October 3-4, 2016 at Mumbai.

- Programme on Export Incentives and Export Documentations on January 18-19, 2017 at Mumbai.

Southern Region

- Programme on 'Letters of Credit and Discrepancy Management in International Trade' on June 16, 2016 at Secunderabad.

ANNEXURE-IV

Details of Panel Meetings Held during 2016-17			
Sl. No.	Name of the Panel	Date of Meeting	Place of Meeting
1.	Sanitary Castings including Builders Hardware (P-20)	22.06.2016	Kolkata
2.	Small & Cutting Tools (P-34)	24.06.2016	Mumbai
3.	Fasteners - all types (P-27)	01.07.2016	Jalandhar
4.	Fasteners - all types (P-27)	16.07.2016	Ludhiana
5.	Fabricated Steel Structures including Transmission Line Towers (P-16)	18.07.2016	Kolkata
6.	Steel Forgings - all types (P-22)	19.08.2016	Mumbai
7.	Hand Tools (P14)	14.09.2016	Jalandhar
8.	Sanitary Castings including Builders Hardware (P-20)	08.12.2016	Kolkata
9.	Railway and Related Products and Equipment (P-36)	09.12.2016	Kolkata
10.	Fabricated Steel Structures including Transmission Line Towers (P-16)	21.12.2016	Kolkata
11.	Iron and Steel (P-13)	23.02.2017	Mumbai

LIST OF WORKING COMMITTEE MEMBERS 2016-17

Sl. No.	Name of Members & Address	Name of the Panel
1.	Mr. Dinesh Patidar CMD M/s. Shakti Pumps (India) Ltd 226 Shastri Market, M G Road, MHP, Indore 452007	Renewable Energy Equipments.
2.	Mr. 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 – Industrial Machinery for Paper, Cement, Chemicals and Textiles.
3.	Mr. Anoop Marwaha Partner M/s. Marslon Industries 9-10-11 Neelam Bldg. (Ground Floor) 108, R. G. Thadani Road, Worli Mumbai 400 018	Food Processing Machinery.
4.	Mr. Hari Singh Director M/s. Preet Agro Industries Pvt. Ltd. P.O. Box No. 29, Patiala Road Nabha, Punjab 147 201	Agricultural Machinery
5.	Mr. Amrutlal B. Bhimani Chairman & Mg. Director M/s. Dynamic Engineering Co. (P) Ltd. 268/269, G.I.D.C. Wadhwanacity – 363035 (Gujarat)	Other Industrial Machinery
6.	Mr. Raju B Ketkale Sr. Vice President Toyota Kirloskar Motor Pvt.Ltd Plot No. 1 Bidadi Industrial, Area Ramanagar Taluk Karnataka, Bangalore 562109	Heavy & Light Motor Vehicles
7.	Mr. Sarabhjit Singh Bhasin CEO - Exports M/s. Styr Exports # 103, IMPERIAL PALACE, 45, TELLY PARK ROAD, ANDHERI (E), MUMBAI – 400 068.	Auto Parts – Electrical and Others
8.	Mr. Satish Kumar Dhanda Partner M/s. Sadem Industries 32 Club Road Ludhiana 141 001	Bicycles Parts and similar Products

Sl. No.	Name of Members & Address	Name of the Panel
9.	Mr. Amrit G. Jalavadia Partner M/s. Sensitive Industries 1 Umakant Pandit Udhyog Nagar MAVDI Plot Rajkot – 360 004, GujaraT	Internal Combustion Engines
10.	Mr. C D Shah Director Nylex Traders B-804, 02, Near Minerva Industrial Estate Opp. Asha Nagar, Mulund (W) Mumbai – 400 080	Electrical Machinery
11.	Mr. Aman Chadha Partner M/s. Harvinder & Co. Nikko House 399 Vithalbai Patel Road Mumbai 400 004	Two Wheelers and Three Wheelers
12.	Vacant	Electrical and Home Appliances
13.	Mr. Pankaj Chadha Partner M/s. Jyoti Steel Industries Opp. Gaiety Galaxy Cinema Kadad Bhavan (4th floor) 30th Road, Bandra (W) Mumbai 400050	Iron and Steel
14.	Mr. K. R. Pandian Partner & CEO M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalappatti Coimbatore 641 048	Machine Tools
15.	Mr. Ajay Kumar Partner M/s. Ajay Manufacturing Company 1071, Urban Estate, Phase - 1 Jalandhar 144 001	Hand Tools
16.	Mr. Arun Kumar Garodia Managing Director M/s. Corona Steel Industry (P) Ltd. P-34, India Exchange Place Shah House (3rd floor) Kolkata – 700 001	Fabricated Steel Structures including Transmission Line Towers

Sl. No.	Name of Members & Address	Name of the Panel
17.	Mr. Ankit Agarwal Director M/s. Rawalwasia Ispat Udyog Pvt. Ltd. 11th K.M. Stone Delhi Road Haryana, Hisar 125044	Steel Pipes, Tubes and Fittings
18.	Mr. Jaspal Singh Bhasin Partner M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033	Steel Wire , Wire Products and Cables
19.	Mr. L. P. Gupta Managing Director M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani Kumarpur Asansol – 713 304 West Bengal	Bright Bars and Other Misc. Products
20.	Mr. 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
21.	Mr. R. P. Sehgal Managing Director M/s. Carnation Industries Ltd. 222, A.J.C. Bose Road 1st Floor, Room No. 4 & 5 Kolkata 700 017	Ferrous Industrial Castings
22.	Mr. Yuvraj Malhotra, CMD M/s. Hilton Metal Forging Ltd. 701, Palmspring, Link Road, Malad (W), Maharashtra, Mumbai 400064	Steel Forgings – all types.
23.	Mr. 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)
24.	Mr. 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
25.	Mr. Kuldip Singh Chadha CEO M/s. Indo Nikko Industries Nikko House 399, V.P. Road, Mumbai – 400 004	Design, Technical and Consultancy Services
26.	Mr. P. R. Venkatachalam M/s. Metro Exporters Pvt. Ltd. Kakad Chamber 132, Dr. Annie Basant Road Worli Mumbai 400 018	Super Star/Star/ Trading and Export House
27.	Ms. Kamna Raj Aggarwalla Partner (Director Marketing) M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004	Fasteners - all types
28.	Mr. Mahesh 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.
29.	Mr. P. K. Shah Director M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani, Kolkata 700 017	Project Exports
30.	Mr. Rakesh Shah Partner M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani, Kolkata 700 017	Construction and Earthmoving Machinery
31.	Mr. 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
32.	Mr. Dilip Kumar Rajgarhia Director M/s. Shree GR Export Pvt. Ltd 2A Pretoria Street, Kolkata 700071	Mica and other Mineral Products
33.	Mr. Tarvinder Singh Bhasin Partner M/s. Bharat Parabolic Springs Pvt Ltd 37, Barrister Nath Pai Marg, Cotton Green, Mumbai 400033	Office Equipment and Similar Products
34.	Mr. Krishanlal Dhingra Managing Director M/s. Snowdrop Engineering Pvt. Ltd. C/1-51, 18C, Elco Arcade 46, Hill Road, Bandra West Mumbai 400 050	Small & Cutting Tools

Sl. No.	Name of Members & Address	Name of the Panel
35.	Mr. C. S. Shukla Director M/s. Paramount Surgimed Ltd 31C, Pocket-B Siddhartha Extension, New Delhi 110 014	Industrial & Scientific Instruments
36.	Mr. Anupam Shah Director M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani, Kolkata 700 017	Railway and Related Products and Equipment
37.	Mr. Surendra Keyal CEO M/s. Alloys & Metals (India) 7, Clyde Row, Hastings, 1st Floor, Flat No. 6, Kolkata 700022	Ferro Alloys.
38.	Mr. Hitendra B. Bhalaria Managing Director M/s. Bhalaria Metal Craft Pvt.Ltd. 401, Soni House, 4th floor 4th Road, 19 Surana Nagar CHS JVPD Scheme, Vile Parle (E) Mumbai – 400 056	Household and Kitchenware
39.	Mr. B. D. Agarwal Partner M/s. Calcutta Export Co. 18, R.N. Mukherjee Road 4th Floor, Kolkata – 700 001	Builders Hardware including Hinges, Door Fittings, Locks, Pad Locks etc. of Base Metal.
40.	Mr. Rohinton R. Engineer Director Industrial Boilers Ltd. 227-228, Vapi Indl. Township, G.I.D.C., Vapi-396 195 (Guj).	Industrial Equipments and Accessories
41.	Mr. Parmeet Singh Sethi, Partner M/s. Ameet Auto Agency W-398 TTC Industrial Area, MIDC, Rabale Maharashtra, Mumbai 400701	Auto Parts – Suspension, Braking and Drive Transmission
42.	Mr. Shaily Grover Director G.S.T. Corporation Ltd. B-13, Okhla Main Road Okhla Phase - II New Delhi-110020	Pharmaceutical Machinery, Medical and Surgical Equipments

Sl. No.	Name of Members & Address	Name of the Panel
NOMINEE OF GOVERNMENT OF INDIA		
43.	<p>Mr. 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>ALTERNATE GOVT. NOMINEE</p> <p>Ms. Padma Ganesh Deputy Secretary Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 223-B New Delhi – 110 011</p>	
NOMINEE OF GOVERNMENT OF INDIA		
44.	<p>Mr. K. Nagaraj Naidu Joint Secretary Economic Diplomacy Division Ministry of External Affairs Government of India 3021, Jawaharlal Nehru Bhawan Opposite National Museum 23D, Janpath New Delhi 110 011</p>	
MEMBER FROM THE SECRETARIAT		
45.	<p>Mr. B. Sarkar Executive Director & Secretary EEPC India Vandhana Building (4th floor) 11, Tolstoy Marg, New Delhi – 110 001</p>	
SPECIAL INVITEES PAST CHAIRMEN		
46.	<p>Mr. Ramesh Maheshwari Past Chairman, EEPC India C/o. M/s. Texmaco Limited Birla Building, 6th floor 9/1, R. N. Mukherjee Road Kolkata – 700 001</p>	
47.	<p>Mr. G. D. Shah Past Chairman, EEPC India C/o: M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata – 700 017</p>	

Sl. No.	Name of Members & Address	Name of the Panel
48.	Mr. R. P. Jhalani Past Chairman, EEPC India M/s. Aarvee Waxpol Tools (India) Pvt. Ltd. 49, Jorbagh New Delhi – 110 003	
49.	Mr. M.C. Shah Past Chairman, EEPC India M/s. Nipha Exports Pvt. Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata – 700 017	
OTHERS		
50.	Mr. Sharad Aggarwal Chairman Committee on Raw Material EEPC India C/o: M/s. Forgings & Chemicals Industries G. T. Road, Bye Pass Near Hotel Ranvir Classic Jalandhar 144 012, Punjab	
51.	Mr. Mukul Khandelwal Chairman Committee on Trade with West Asia other than GCC countries EEPC India C/o:M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani Kumarpur, Asansol – 713 304 West Bengal	
52.	Mr. Aakash Shah Chairman Committee on Trade with Western and Northern Africa EEPC India C/o. : M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	

CHAIRMAN/ SR. VICE CHAIRMAN/ VICE CHAIRMAN/ REGIONAL CHAIRMEN/CHAIRPERSON

Mr. Tarvinder Singh Bhasin (Contact details given under Sl. No. 33)	Chairman EEPC India
Mr. R. P. Sehgal (Contact details given under Sl. No. 21)	Sr. Vice Chairman EEPC India
Mr. Pankaj Chadha (Contact details given under Sl. No. 13)	Vice Chairman EEPC India
Mr. Mahesh K. Desai (Contact details given under Sl. No. 28)	Regional Chairman (SR), EEPC India
Ms. Kamna Raj Aggarwalla (Contact details given under Sl. No. 27)	Regional Chairperson (NR), EEPC India
Mr. Arun Kumar Garodia (Contact details given under Sl. No. 16)	Regional Chairman (ER), EEPC India
Mr. Krishanlal Dhingra (Contact details given under Sl. No. 34)	Regional Chairman (WR), EEPC India

DY. REGIONAL CHAIRMEN

EASTERN	1. Shri B. D. Agarwal 2. Shri Girish Kumar Madhogaria	M/s. Calcutta Export Co. M/s. NIF Ispat Limited	Kolkata Howrah	Dy. Regional Chairman Dy. Regional Chairman
NORTHERN	1. Shri Pradeep Kumar Aggarwal 2. Shri Gunit S. Rana	M/s. Spark Engineering Pvt. Ltd. M/s. Gripwell Forgings & Tools	Ghaziabad Jalandhar	Dy. Regional Chairman Dy. Regional Chairman
SOUTHERN	1. Shri R. Seshagiri 2. Shri K. S. Mani	M/s. Gears & Gear Drives Pvt. Ltd. M/S Atlas Machine Tools	Bengaluru Kerala	Dy. Regional Chairman Dy. Regional Chairman
WESTERN	1. Shri P. R. Venkatachalam 2. Shri Anoop Marwaha	M/s. Metro Exporters Pvt. Ltd. M/s. Marslon Industries	Mumbai Mumbai	Dy. Regional Chairman Dy. Regional Chairman

LIST OF COMMITTEE OF ADMINISTRATION MEMBERS (2015-17)

<p>Mr. Tarvinder Singh Bhasin Partner M/s. Bharat Parabolic Springs Pvt Ltd 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033</p>	<p><i>Chairman</i></p>	<p>Mr. K. R. Pandian Partner & CEO M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalappatti Coimbatore 641 048 Tamil Nadu</p>	<p><i>Member</i></p>
<p>Mr. R. P. 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>Senior Vice Chairman</i></p>	<p>Mr. P. K. Shah Director M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017</p>	<p><i>Member</i></p>
<p>Mr. Pankaj Chadha Chairman Committee on Raw Material EEPC INDIA C/o: M/s. Jyoti Steel Industries Kakad Bhavan, 4th floor Opp. Gaiety Galaxy Cinema, 30th Road, Bandra (West) Mumbai – 400 050</p>	<p><i>Vice Chairman</i></p>	<p>Mr. 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>Mr. Mahesh K. Desai MD & CEO M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1054/ A&B Industrial Area, Azamabad Hyderabad 500 020 (A.P.)</p>	<p><i>Regional Chairman (SR)</i></p>	<p>Mr. Aman Chadha Partner M/s. Harvinder & Co. Nikko House 399 Vithalbhai Patel Road Mumbai 400 004</p>	<p><i>Member</i></p>
<p>Mr. Arun Kumar Garodia Managing Director M/s. Corona Steel Industry (P) Ltd. P-34, India Exchange Place Shah House (3rd Floor) Kolkata 700 001</p>	<p><i>Regional Chairman (ER)</i></p>	<p>Mr. 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 (Govt. of India Nominee)</i></p>
<p>Ms. 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>ALTERNATE OF GOVT. NOMINEE Ms. Padma Ganesh Deputy Secretary Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 223-B New Delhi – 110 011</p>	
<p>Mr. Krishanlal Dhingra Managing Director M/s. Snowdrop Engineering Pvt. Ltd. C/1-51, 18C, Elco Arcade 46, Hill Road, Bandra West Mumbai 400 050</p>	<p><i>Regional Chairman (WR)</i></p>	<p>Mr. Anupam Shah Director M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani Kolkata 700 017</p>	<p><i>Special Invitee</i></p>
<p>Mr. Jaspal Singh Bhasin Partner M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033</p>	<p><i>Member</i></p>		

INDEPENDENT AUDITOR'S REPORT

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, 2017, 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 our 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 conducted my audit in accordance with the Standards on Auditing specified under section 143(10) of the Act. Those Standards require that we 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, 2017;
- 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 Companies Act, 2013, we report that:
 - a) I have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;
 - b) In our opinion, proper books of account as required by law have been kept by the 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, 2017 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.
 - iv) The company had provided requisite disclosures in its financial statements as to holdings as well as dealings in Specified Bank Notes during the period from 8th November 2016 to 30th December, 2016 and these are in accordance with the books of accounts maintained by the company.

Place: Kolkata
Date: 1st September, 2017

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")

We have audited the internal financial controls over financial reporting of EEPC INDIA (Company Limited by Guarantee) ("the Company") as of 31st March, 2017 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 31 March 2017, 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: 1st September, 2017

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

BALANCE SHEET as at 31st March, 2017

(In ₹)

	Note No.	AS ON 31.03.2017	AS ON 31.03.2016
EQUITY AND LIABILITIES			
Funds			
(a) Reserves & Surplus	2.1	626,710,677	524,565,477
Non-current Liabilities			
(a) Long-term provisions	2.2	57,028,728	55,175,574
Current Liabilities			
(a) Trade payables	2.3	40,621,299	68,063,666
(b) Other current Liabilities	2.4	38,266,331	111,392,254
(c) Short-term provisions	2.5	9,471,067	20,401,049
TOTAL		772,098,102	779,598,020
ASSETS			
Non-current Assets			
(a) Fixed Assets			
(i) Tangible Assets	2.6	189,358,302	164,983,256
(b) Long-term Loans & Advances	2.7	14,247,617	14,899,014
Current Assets			
(a) Trade receivables	2.8	25,541,103	1,586,696
(b) Cash & cash equivalents	2.9	504,242,436	553,021,028
(c) Short-term Loans & Advances	2.10	31,618,488	38,986,430
(d) Other Current Assets	2.11	7,090,156	6,121,596
TOTAL		772,098,102	779,598,020
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1		
OTHER EXPLANATORY INFORMATION	3		

Signed in terms of our audit report of even date.

T.S.BHASIN
Chairman

R.P.SEHGAL
Sr. Vice Chairman

P. CHADHA
Vice Chairman

B. SARKAR
Executive Director
& Secretary

For **S. Saraogi & Co.**
Chartered Accountants
F. R. N. 312196 E

(Sushil Kr. Jain)
Proprietor
M. No. 050848

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 1st September, 2017

STATEMENT OF INCOME AND EXPENDITURE for the year ended 31st March, 2017

PARTICULARS	Note No.	2016-2017	2015-2016
(In ₹)			
INCOME			
Revenue from operations	2.12	394,481,618	469,836,608
Grant-in-aid from Govt. of India	2.13	248,719,765	286,081,191
Other Income	2.14	37,597,439	35,448,037
Total Revenue		680,798,822	791,365,836
EXPENSES			
Employee benefits expense	2.15	162,155,410	142,961,564
Depreciation & Amortisation	2.16	16,344,537	18,216,719
Other expenses	2.17	477,907,119	606,375,034
Total Expenses		656,407,066	767,553,317
Surplus /(Deficit) for the year		24,391,756	23,812,519

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

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 1st September, 2017

(Sushil Kr. Jain)
Proprietor
M. No. 050848

T.S.BHASIN
Chairman
R.P.SEHGAL
Sr. Vice Chairman

P. CHADHA
Vice Chairman

B. SARKAR
Executive Director
& Secretary

NOTES ON ACCOUNTS for the year ended March 31, 2017

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

(In ₹)

Particulars	As at 31.03.2017	As at 31.03.2016
NOTE: 2.1: RESERVES & SURPLUS		
General Reserve Fund		
As per last Balance Sheet	104,842,760	104,842,760
Add : Addition during the year	20,000,245	
Closing Balance	(A) 124,843,005	104,842,760
Export Development Fund		
As per last Balance Sheet	166,000,000	136,000,000
Add: Addition during the year	-	30,000,000
Closing Balance	(B) 166,000,000	166,000,000
Staff Welfare Fund		
House Building/Vehicle/Computer Advance		
As per last Balance Sheet	18,644,249	17,718,158
Add: Addition during the year	1,075,597	926,091
Closing Balance	(C) 19,719,846	18,644,249
Building Fund		
As per last Balance Sheet	189,974,873	147,364,860
Add: Addition during the year	44,251,517	25,000,000
Interest on earmarked Investments	12,426,085	17,610,013
Closing Balance	(D) 246,652,475	189,974,873
Surplus		
As per last Balance Sheet	45,103,595	21,291,076
Add: Transferred from the Statement of Income and Expenditure	24,391,756	23,812,519
Less: Transferred to General Reserve Fund	-	-
Closing Balance	(E) 69,495,351	45,103,595
Total (A) +(B) +(C)+(D) +(E)	626,710,677	524,565,477

NOTES ON ACCOUNTS

for the year ended March 31, 2017 (Contd.)

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

	(In ₹)	
Particulars	As at 31.03.2017	As at 31.03.2016
NOTE: 2.2: LONG-TERM PROVISIONS		
Staff Gratuity & Leave Encashment	57,028,728	55,175,574
NOTE: 2.3: TRADE PAYABLES		
Sundry Creditors for expenses	40,621,299	68,063,666
NOTE: 2.4: OTHER CURRENT LIABILITIES		
Outstanding Liabilities	7,933,315	8,775,487
Liabilities for VRS monthly payment cases	-	15,067
Govt. Grant refundable/received in advance	6,750,000	56,904,130
Contribution received in-advanced from members for events	19,215,386	27,568,826
Membership Subscription received-in-advance	4,367,630	18,128,744
	38,266,331	111,392,254
NOTE: 2.5: SHORT TERM PROVISIONS		
Gratuity	7,504,672	9,162,883
Leave Encashment	1,966,395	1,238,166
Arrear against Revision of Pay	-	10,000,000
	9,471,067	20,401,049

NOTES ON ACCOUNTS

for the year ended March 31, 2017 (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 01.04.2016	Additions During the year	Adjustments on Deduction	As on 31.03.2017	As on 01.04.2016	Provided for the year	Adjust- ment on Deduction	Up to 31.03.2017	As on 31.03.2017	As on 31.03.2016
A. TANGIBLES										
Land & Building	193,614,181	31,861,240	0	225,475,421	50,453,343	8,241,079	0	58,694,422	166,780,999	143,160,838
Furniture & Fittings	26,962,188	2,520,313	57,080	29,425,421	17,795,190	2,490,474	28,860	20,256,804	9,168,617	9,166,998
Office Equipments	27,784,387	1,266,077	309,083	28,741,381	25,343,774	1,200,014	295,253	26,248,535	2,492,846	2,440,613
Electrical Fittings	7,452,076	1,319,447	48,764	8,722,759	4,366,352	843,705	46,297	5,163,760	3,558,999	3,085,724
Motor Cars	6,643,179	0	0	6,643,179	4,326,139	722,000	0	5,048,139	1,595,040	2,317,040
Computers	15,946,088	1,108,821	385,810	16,669,099	12,194,215	2,488,612	366,013	14,316,814	2,352,285	3,751,873
Video Conferencing Equipments	2,227,240	2,707,999	0	4,935,239	1,538,784	262,416	0	1,801,200	3,134,039	688,456
Permanent Projection Centre	2,631,180	0	0	2,631,180	2,259,466	96,237	0	2,355,703	275,477	371,714
TOTAL	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	164,983,256
Previous Year	236,217,927	48,133,029	1,090,437	283,260,519	101,039,690	18,216,719	979,146	118,277,263	164,983,256	0

(In ₹)

Particulars	As at 31.03.2017	As at 31.03.2016
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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	8,504,915	9,610,839
Employees towards purchase of Vehicles	752,973	843,060
Employees towards purchase of Computers	92,724	116,310

B. Security Deposits

Security Deposits	4,897,005	4,328,805
	14,247,617	14,899,014

NOTES ON ACCOUNTS

for the year ended March 31, 2017 (Contd.)

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

Particulars	As at 31.03.2017	As at 31.03.2016
NOTE: 2.8: TRADE RECEIVABLE (Unsecured and considered goods)		
Contribution Receivables from Members for Events	25,541,103	1,586,696
	25,541,103	1,586,696
NOTE: 2.9: CASH AND CASH EQUIVALENTS		
A. CASH AND CASH EQUIVALENTS		
Cash in Hand (as certified by the Management including Regional Offices Rs.1,81,301 /- and Postage Stamps Rs.92,775/-)	280,126	432,294
Bank Balance with Scheduled Banks		
In Current Accounts		
In India		
Indian Rupees (including Auto Sweep facilities)	45,770,715	28,365,907
In Savings Account -		
In India (including Auto Sweep facilities)	16,910,541	64,052,083
B. OTHER BANK BALANCES		
In Fixed Deposit Account		
Earmarked for Gratuity & Leave Encashment	68,152,449	70,675,554
Earmarked for Building Fund	185,861,845	191,306,132
Earmarked for Export Development Fund	132,506,788	136,118,520
Having maturity period of more than 12 months	8,862,768	30,275,000
Interest accrued on Fixed Deposits	45,897,204	31,795,538
	504,242,436	553,021,028
NOTE: 2.10: SHORT TERM LOANS AND ADVANCES		
Advance for Promotional Expenses	1,523,711	14,584,417
CENVAT Credit receivable	1,639,558	2,206,270
Income Tax refundable	26,194,348	18,705,201
Others	2,260,871	3,490,542
	31,618,488	38,986,430
NOTE: 2.11: OTHER CURRENT ASSETS		
Units in Franking Machine	521,505	171,453
Govt. Grant receivable	2,515,001	2,515,001
Interest accrued on Loans & Advances	4,053,650	3,435,142
	7,090,156	6,121,596

NOTES ON ACCOUNTS

for the year ended March 31, 2017 (Contd.)

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

(In ₹)

Particulars	2016-2017	2015-2016
NOTE: 2.12: REVENUE FROM OPERATIONS		
INCOME FROM MEMBERS		
Membership Subscription	164,104,475	145,701,176
Subscription for Panel	4,349,685	3,723,746
Contribution from Participating Members	226,027,458	320,411,686
	<u>394,481,618</u>	<u>469,836,608</u>
NOTE: 2.13: GRANT-IN-AID FROM GOVT. OF INDIA		
For the year	<u>248,719,765</u>	<u>286,081,191</u>
NOTE: 2.14: OTHER INCOME		
Advertisement	1,789,980	1,015,851
Other Receipts	1,890,376	6,012,483
Participation/Sponsorship from others	11,092,259	5,458,453
Interest Income	22,824,824	22,961,250
	<u>37,597,439</u>	<u>35,448,037</u>
NOTE: 2.15: EMPLOYEE BENEFITS EXPENSE		
Salaries, Allowances & Exgratia	132,742,133	116,756,341
Contribution to Provident Fund & Superannuation Fund	11,988,509	12,534,187
Staff Welfare Expenses	9,257,497	8,041,920
Arrear against Revision of Salary	3,516,694	-
Provision for Gratuity & Leave Encashment	4,650,577	5,629,116
	<u>162,155,410</u>	<u>142,961,564</u>
NOTE: 2.16: DEPRECIATION AND AMORTIZATION		
Depreciation	<u>16,344,537</u>	<u>18,216,719</u>

NOTES ON ACCOUNTS

for the year ended March 31, 2017 (Contd.)

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

Particulars	2016-2017	2015-2016
NOTE: 2.17: OTHER EXPENSES		
Expenses on Council's Offices		
Rent	10,725,941	10,354,036
Property Tax	1,604,162	1,058,691
Printing & Stationary, Postage & Telegram, Telephone & Fax	2,758,878	2,559,402
Building Maintenance incl. Electricity	9,386,028	8,893,360
Travelling & Conveyance Charges	1,570,746	1,608,381
Motor Car Up-keep	1,223,743	1,065,607
Auditors' Remuneration		
Audit Fees	450,000	400,000
Internal Auditors' remuneration	300,000	660,000
Professional Fees	1,265,450	1,234,133
Election Expenses	118,031	144,456
Legal Expenses	1,504,568	1,083,021
Miscellaneous Expenses	5,581,731	4,334,419
Export Promotion Expenses		
Advertisement/Subscription to Journal & Website	1,582,051	1,723,104
Seminars, Exhibitions, RBSM & Delegations in India	82,942,764	81,902,164
Award Function Expenses (Net)	2,909,053	713,944
Trade Information Division incl. cost of Publications	8,636,444	7,159,654
Expenses on MDA Assistance Scheme	1,011,400	982,164
ISO Series Expenses	363,045	753,706
Buyer Seller Meets abroad	4,169,802	1,619,322
ERP maintenance expences	420,500	2,022,978
Technology Meets	2,761,845	583,513
Publications for use Abroad	6,159,142	4,699,237
Exhibitions Abroad including Advertisement	330,461,795	470,819,742
TOTAL	477,907,119	606,375,034

NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2017 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. As such, no accrued income for membership subscription is considered in the accounts. Subscriptions received in advance have been treated as liability.
- 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.4.42 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.1.25 crore 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.58,43,318/- being interest on earmarked investments of Gratuity & Leave Encashment fund directly credited to the Provision for Gratuity & Leave Encashment Account.
- 1.9. The increase in General Reserve Fund, as shown under the head "Reserves & Surplus" of Rs.2.00 crore represents old outstanding unclaimed liabilities written back during the year. This is because the Council considers the same as no longer required. Claims, if any, against the same shall be considered in the year of actual payment.
- 1.10. 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.
- 1.11. 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. Grant received from Govt. of India for disbursement to the Exporters under MDA Assistance Scheme has not been treated as Income for the year since the Council only acts as a custodian of the said Grant. The Council has appointed a firm of Chartered Accountants for checking the claim of the exporters under this Scheme before making any such disbursement. The interest, if any, earned on the funds received for making such disbursements under this Scheme is utilized for meeting various administrative expenses e.g. Audit Fees, Bank Charges etc., incurred by the Council for administering this Scheme and is shown accordingly in the Accounts.
- 3.7. Contribution from participating members as shown in Note 2.12 includes amounts towards exhibitions, publicity, conferences etc.
- 3.8. In the absence of confirmation from the parties, various accounts like Loans & Advances, Deposits, Sundry Creditors etc. remain unconfirmed.
- 3.9. Previous year's figures have been regrouped/rearranged and nomenclature changed to make them comparable, as far as practicable, with those of current year.

OTHER EXPLANATORY INFORMATION (Contd.)

3.10.	Earnings in Foreign Exchange :	2016 – 2017
		(In ₹)
	(i) Contribution for events	64,59,706 (362038)
	(ii) Others	28,62,690 (2939683)
3.11.	Expenditure in Foreign Currency:	
	(i) Exhibitions, Buyer-Seller Meets	26,02,19,329 (361175827)
	(ii) Others	25,41,306 (6543298)

* Notes: Figures in brackets are for previous year.

Disclosures in respect of holdings as well as dealings in Specified Bank Notes:

Sl. No.	Particulars	SBNs	Other Denomination notes	Total
1	Closing Cash in hand as on 08.11.2016	-	384,622.21	384,622.21
2	(+) Permitted receipts	-	484,673.00	484,673.00
3	(-) Permitted payments	-	659,872.00	659,872.00
4	(-) Amount deposited in Banks	-	-	-
5	Closing cash in hand as on 30.12.16	-	209,423.21	209,423.21

Note : SBN=> Specified Bank Notes i.e Rs1000 & Rs 500 denominations

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 1st September, 2017

For **S. Saraogi & Co.**
Chartered Accountants
F. R. N. 312196 E

(Sushil Kr. Jain)
Proprietor
M. No. 050848

T.S.BHASIN
Chairman
R.P.SHEGAL
Sr. Vice Chairman
P. CHADHA
Vice Chairman
B. SARKAR
Executive Director
& Secretary

CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2017

(In ₹)

Particulars	2016 - 2017		2015 - 2016	
CASH FLOW FROM OPERATING ACTIVITIES:				
Surplus/(Deficit) as per Statement of Income & Expenditure		24,391,756		23,812,519
Adjustment for :				
Depreciation	16,344,537		18,216,719	
(Profit)/Loss on Sale of Fixed Assets	(70,248)		(14,709)	
Interest Income	(22,824,824)		(22,961,250)	
Membership Subscription credited to Building Fund Account	44,251,517		25,000,000	
		37,700,982		20,240,760
Operating Profit before Working Capital Changes		62,092,738		44,053,279
Adjustments for :				
(Increase) / Decrease in Trade Receivables	(23,954,407)		4,990,491	
(Increase) / Decrease in Loans & Advances and Other Receivables	14,539,926		81,880,314	
Increase / (Decrease) in Liabilities and Provision	(89,644,873)	(99,059,354)	(184,887,108)	(98,016,303)
		(36,966,616)		(53,963,024)
Less : Income Tax Paid (Net)		(7,489,147)		(5,699,155)
[A]		(44,455,763)		(59,662,179)
CASH FLOW FROM INVESTING ACTIVITIES:				
Purchase of Fixed Assets	(40,783,897)		(48,133,029)	
Sale Proceeds of Fixed Assets	134,562		126,000	
Investment in deposits with banks	32,991,356		(112,424,821)	
Interest Income directly credited to Fund Accounts	13,501,682		48,536,104	
Interest Received	8,723,158	14,566,861	22,961,250	(88,934,496)
[B]		14,566,861		(88,934,496)

CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2017 *(Contd.)*

(In ₹)

CASH FLOW FROM FINANCING ACTIVITIES:				
[C]		-		-
Net Increase in Cash & Cash Equivalents (A+B+C)		(29,888,902)		(148,596,675)
Opening Cash & Cash Equivalents		92,850,284		241,446,959
Closing Cash & Cash Equivalents		62,961,382		92,850,284
Notes:				
Cash & Cash Equivalents:				
Cash		280,126		432,294
Balance with Scheduled Banks:				
In Savings Account		16,910,541		64,052,083
In Current Account		45,770,715		28,365,907
		62,961,382		92,850,284

Signed in terms of our audit report of even date.

T.S.BHASIN
Chairman

R.P.SEHGAL
Sr. Vice Chairman

P. CHADHA
Vice Chairman

B. SARKAR
*Executive Director
& Secretary*

For **S. Saraogi & Co.**
Chartered Accountants
F. R. N. 312196 E

(Sushil Kr. Jain)
Proprietor
M. No. 050848

1/1A, Vansittart Row, 2nd Floor
Room No.9, Kolkata 700 001
Dated : 1st September, 2017



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