IESS X CHENNAI

International Engineering Sourcing Show

Chennai Trade Centre, Chennai , India >> 16 -18 March, 2023

A Report

UNDER THE AEGIS OF

सत्यमेव जयते

Department of Commerce
Ministry of Commerce & Industry
Government of India

HOST STATE

GOVERNMENT OF TAMILNADU
TRUTH ALONE TRIUMPHS

FaMe TN
FACILITATING MSMEs

ORGANISER

EEPCINDIA
ENGINEERING THE FUTURE

Chennai Trade Centre

Chennai , India >> 16 -18 March, 2023

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Foreword

IESS-X – the tenth edition of EEPC India's annual show, returned after a hiatus of two years because of the pandemic. Tamil Nadu hosted this mega event for the fifth time over 16-18 March 2023, this time in the capital, Chennai.

Smart Engineering was the theme of IESS-X. Smart Tech for Smart Engineering was introduced for the first time in IESS VI in 2017, advocating the government's digital drive. Taking a cue from AtmaNirbhar Bharat Abhiyan, and driving Vocal4local and celebrating eight years of the Make in India initiative, IESS-X will display 149 products under five verticals to promote Brand India Engineering comprising Subcontracting, Metal and Shop-floor, Industrial Machinery and Equipment, Energy and Electricals, and Innovation and Technology. Coinciding with India's G2O Presidency, the tenth edition of EEPC India's engineering sourcing show saw around 350 Exhibitors displaying over 149 Products under 5 Verticals to around 300 prospective buyers from across the globe and around 10,000 visitors and a unique feature of Exporters Clinic where exporters queries were dealt on the spot.

IESS-X shapedup in a big way with Tamil Nadu as the Host State – 5th time, Madhya Pradesh, Jharkhand, Himachal Pradesh, Uttarakhand, Jammu & Kashmir as Focus States and UT for the second time, Flanders as the Focus Region for the 4th time ; and the Ministry of Heavy Industries, and Department of Scientific and Industrial Research (DSIR), Department of Atomic Energy, National Institute of Design, Governments of Odisha, West Bengal and UP with ODOP scheme, confirming their support. Tata Steel was the Steel Forum Partner, Bright India group was the logistics Partner, Union Bank was the Banking Partner,Metalogic was the Conference Partner and 360 TF as Trade Finance Partner

262 Exhibitors had submitted their feedback till the last day of IESS X and about 60% of them were newcomers. 84% rated the seminars and workshops at IESS X as either excellent or good, 84% found the information dissemination of the event was either excellent or good while 81% found B2B sessions were either excellent or good. The analysis revealed that 8,543 contacts were made by the respondent exhibitors during the event averaging about 33 contacts per exhibitor, of which around 70% were new contacts. During these three days of IESS X, 1165 enquiries were generated by the respondents which were worth USD 1.3 million and USD 0.42 million worth of spot orders were booked.

We are now getting ready for the eleventh edition

(Arun Kumar Garodia)
Chairman, EEPC India

सत्यमेव जयते
डॉ. एस. चंद्रशेखर
Dr. S. Chandrasekhar

सचिव
भारत सरकार
विज्ञान एवं प्रौद्योगिकी मंत्रालय
विज्ञान एवं प्रौद्योगिकी विभाग
Secretary
Government Of India
Ministry of Science and Technology
Department of Science and Technology

13th March, 2023

MESSAGE

It gives me immense pleasure to note that Engineering Export Promotion Council (EEPC) of India is organizing its annual mega engineering event- the International Engineering Sourcing Show (IESS) with the theme "Smart Engineering" at the Chennai Trade Centre, Chennai during March 16-18, 2023.

India's manufacturing industry has shown remarkable progress in the past few years. Alignment to the goals of Industry 4.0 ensures that Indian companies are at the forefront of R&D and have already become global leaders in areas such as pharmaceuticals and textiles. Further, areas such as automation and robotics are also receiving the required attention from the industry.

It is heartening to note that today there are Six (6) Government-driven technology innovation platforms namely, ASPIRE (Automotive Solutions Portal for Industry Research & Education), SanRachna, TechNovuus, HMT TechPort, KITE (Knowledge Integration for Technology Enrichment) and DRISHTI (Design, Research and Innovation by Harvesting Science and Technology for Industries). The aim of these initiatives is to boost the domestic manufacturing sector, so as to develop innovative and indigenous technologies, thus helping India to be at par with the global counterparts.

The efforts of the Government of India towards fostering innovation also include incubation, handholding, funding, industry-academia partnership and mentorship.

It is good to see that EEPC India has tied up with Council of Scientific and Industrial Research (CSIR) laboratories to provide Technology access, thus enabling them to upgrade their existing technology. At this juncture of the fourth Industrial revolution across the globe, the efforts of EEPC India, in association with the Government, will go a long way to guide, handhold and train the Engineering entrepreneurs.

I am sure that the participants attending the event will be able to focus on the latest developments in this niche area. This would go a long way in boosting their knowledge on the critical topics, thus contributing to further development of the Indian Engineering industry.

I extend my best wishes to the organizing team at EEPC India and welcome all participants of IESS-2023.

I wish IESS – 2023 a grand success.

(S. Chandrasekhar)

अनुप्रिया पटेल
ANUPRIYA PATEL

सत्यमेव जयते

आज़ादी का अमृत महोत्सव

वाणिज्य एवं उद्योग राज्य मंत्री
भारत सरकार
Minister of State for Commerce & Industry
Government of India

MESSAGE

India is an attractive hub for foreign investments in the manufacturing sector. Several mobile phone, luxury and automobile brands, among others, have set up or are looking to establish their manufacturing bases in the country. The manufacturing sector of India has the potential to reach US$ 1 trillion by 2025.

The Indian engineering sector achieved astounding growth over the last few years driven by increased investments in infrastructure and manufacturing following some much-needed reform measures taken by the Union Government. The engineering sector, being closely associated with the aforesaid two sectors, is of strategic importance to Indian economy. India, in its quest to become a global superpower, has made significant strides towards the development of its engineering sector. Development in sectors such as infrastructure, power, mining, oil and gas, refinery, steel, automotives and consumer durables are driving demand in the engineering sector. In FY 2022-23 (till September, 2022), the combined index of eight core industries stood at 142.8, driven by the production of coal, refinery products, fertilizers, steel, electricity and cement industries.

By creating a market platform - International Engineering Sourcing Show (IESS), EEPC offers an opportunity for exporters of engineering product and services to build business contacts with leading importers, buyers, dealers, distributors, and wholesalers of engineering product from America, Europe, Africa, Latin America, ASEAN, Australia, New Zealand and CIS Countries.

Congratulations to International Engineering Sourcing Show on turning 10 in March, 2023.

(Anupriya Patel)

March 6, 2023
New Delhi

Office : Room No. 509, Vanijya Bhawan, 16-A, Akbar Road, New Delhi-110011; Tel : 011-23039205, 23039206
E-mail : mos-commerce@gov.in

आज़ादी का अमृत महोत्सव
सुनील बड़थ्वाल
SUNIL BARTHWAL

वाणिज्य सचिव
भारत सरकार
नई दिल्ली–110011
COMMERCE SECRETARY
GOVERNMENT OF INDIA
NEW DELHI-110011

MESSAGE

It gives me immense pleasure to know that EEPC India is back with "International Engineering Sourcing Show" after 3 years and is organizing its 10th edition in Chennai from 16-18 March, 2023.

India's engineering sector is the backbone of our economy and the largest segment of the overall Indian industrial sector. The opportunity provided by IESS to the Industry especially MSMEs, which form the growth engines of the Indian economy, makes the event all the more special and relevant for the progress of the economy.

The engineering sector has shown tremendous resilience during the early days of pandemic and has recovered quite remarkably since then. The exports in the engineering sector touched an all time high of USD 112 Billion in 2021-22 registering more than 45% year on year growth. I appreciate the constructive role of EEPC India who have acted as a true catalyst in contributing towards this achievement.

Ministry of Commerce & Industry is committed towards integrated development of the engineering industry with active participation of EEPC India and other stakeholders in the industry. A slew of export boosters by the government, especially for the MSMEs have exhorted the exporting community to search for new products in the export basket, look for newer destinations and ensure deeper penetration of the existing product and markets. These have enabled the nation achieve a milestone in the merchandise exports of USD 422 Billion in 2021-22 and the Engineering sector has been a major contributor towards this achievement. I am confident that EEPC India would continue its relentless efforts to enhance the level of exports to newer heights with the proactive involvement of exporters in re-aligning with the latest global trends.

IESS has truly established itself as the most important sourcing nub for engineering goods and I am sure, the linkages built through IESS 2023 will help in newer industry collaborations and in promoting investments & joint ventures further.

I wish the event a grand success.

[Sunil Barthwal]

New Delhi
09th March 2023

Room No. 426, Vanijya Bhawan, Akbar Road, New Delhi-110 011, Tel.: 011-23039251-55 / E-mail : csoffice@nic.in
Website : www.commerce.gov.in

बी. बी. स्वेन
सचिव
B. B. Swain
SECRETARY

सत्यमेव जयते

भारत सरकार
सूक्ष्म, लघु और मध्यम उद्यम मंत्रालय
GOVERNMENT OF INDIA
MINISTRY OF MICRO, SMALL AND MEDIUM ENTERPRISES

MESSAGE

I would like to congratulate 'EEPC India' for organizing IESS (International Engineering Sourcing Show) from 16th to 18th March, 2023 at Chennai Trade Centre. It is aimed at reducing dependence on traditional markets, developing internal markets within India, forging partnerships and joint ventures, strengthening commercial relations and accelerating trade between India and its trading partners and providing platforms for foreign organizations to showcase their strength and capabilities in a large developing market. IESS has evolved as the exposition of the repertoire of indigenous engineering skills to the world.

I would like to congratulate EEPC India for organizing the event and extend my best wishes to the organizers, participants and all persons associated with this event.

(B B Swain)

168, UDYOG BHAWAN, NEW DELHI-110 011, Tel. : +91-11-23061023, 2306 2107, Fax : 2306 3045
E-mail: secretary-msme@nic.in, www.champions.gov.in, www.msme.gov.in

Past Chairman and Chairman of the Committee on Trade Promotions

IESS is back

Our annual event - IESS (International Engineering Sourcing Show), the only global display of India's capability in Hard Core Metal & Metal Based Engineering will turn ten in March 2023. IESS X will be a three day event over 16-17-18 at Chennai Trade Centre in Chennai advocating #smartengineering as the show theme. Aimed at reducing dependence on traditional markets, developing internal markets within India, forging partnerships and joint ventures, strengthening commercial relations and accelerating trade between India and its trading partners and providing platform for foreign organisations to showcase their strength and capabilities in a large developing market, IESS has evolved as the exposition of the repertoire of Indigenous engineering skills to the world.

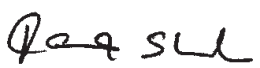
More than 23,000 Business queries valued at USD 14.28 Million, 12 MOUs including 9 Bilateral ones and around 46,000 Business Contacts define the success of this biggest engineering extravaganza on Indian soil. Indian and Overseas Ministries, Diplomatic Missions, World Renowned R & D Institutes, Techpreneurs, Merchants, Manufacturers, Scientists and Investors meet and network and share their ideas here.

This edition has Global Sourcing Seminars, Tech Sessions, G20 Sessions, over 300 Overseas Hosted Buyers, a World class display of 1500 Tariff Lines with more than 300 Exhibitors and 10,000 Trade Visitor

EEPC India, for decades, has played a lead role in building the Brand India image by organising exhibitions around the globe. A signature event of its kind, India Engineering Sourcing Show (IESS) became the latest concept in marketing Brand India across the world.What started as an event with 220 exhibitors, 350 delegates 6200 visitors Canada as the partner country, Maharashtra as the partner state on the 22nd March 2012 at Bombay Exhibition Centre went on to become a journey of 9 completed editions and this would be the 10th one in 2023 with more than 300 Indian Exhibitors, over 400 Delegates with a plan to firm up more than 700 B2B meetings and already confirmed over 75 speakers to address 12 Back to Back Knowledge sessions over the three days

What makes IESS special is that it helps those engineering SMEs who cannot participate in global sourcing events owing to scarcity of resources.IESS brings in buyers who could potentially source products from SMEs. Furthermore, this event helps local companies to establish connections with their foreign counterparts,to generate business and showcase their innovations,products and technologies. In addition, the participants, including exhibitors, get a chance to get detailed information and knowledge about specific sectors and can avail opportunities to meet and interact with the sector experts.

Welcome to IESS X !



(Rakesh Shah)
Past Chairman and Chairman of the Committee on Trade Promotions

ED's words

Go IESS X!

IESS brands India as a 'smart manufacturing' hub encouraging and exposing the local manufactures to use 'smart factory'!

We continue with our 4 year old theme # Smart Engineering for the 5th consecutive time and we expect more participation from all quarters of Industry and Academia to enrich and elevate our event to a global league!

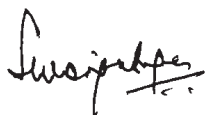
'Smart manufacturing' synonymously used with 'Industry 4.0', shortened to I4.0 or simply I4 is a technology-driven approach. India, as one of the 53 member countries of the Industrial Development Board of UNIDO and with the 3rd largest technology start up base in the world, holds a promise and a hope that 10 Crore Jobs will be created in the manufacturing sector with a four fold growth in the manufacturing sector by 2025

India has shown that It Can!- with two historic highs in Exports in FY 22- USD 419.7 billion in overall merchandise and USD 112.1 billion in Engineering Exports.

The Government of India has setup a target of USD 476 Billion overall merchandise exports for FY 2022-23 and USD 127.79 billion for Engineering Sector . IESS X will be an important milieu of manufacturers, exporters, importers, buyers, technology providers, and government representatives to achieve this target.

Nicknamed as the Detroit of Asia, Chennai has 35% of India's Auto Component Industry, 30% of India's Automobile Industry and is the Manufacturing base of around 23 Auto Majors. The city has the world's second largest research valley and is one of the leading electronics hardware exporters in India making the favourite spot for IESS.

IESS was born out of the womb which has an inbuilt commitment and promise to promote, assist and handhold MSMEs to showcase their engineering goods to their overseas counterparts ,It is glad to see we have covered nine successful editions and now prepared to embrace all in the tenth edition. I would like to thank all the stakeholders to have faith in our initiative and effort and facilitate us in completing this much of distance together .It is a cumulative effort of over 3000 Exhibitors, 3600 Delegates and 76,000 visitors and the sponsors and associates which made this possible. Please continue to patronise our endeavours



(Suranjan Gupta)
Executive Director, EEPC India

CONTENTS

IESS TURNS TEN

EEPC India thanks over 3,000 exhibitors, 3,600 delegates from over 60 nations, 76,000 visitors, and 13 Indian States and Union Territories for being part of nine editions of IESS

Clockwise from above: IESS I; IESS VII; IESS V; the Humonoid at IESS VII; IESS VIII; IESS IX; inauguration of IESS VII; IESS IV; and centre, the inauguration of IESS VI

NARRATING THE IESS International Engineering Sourcing Show JOURNEY

IESS was born with an inbuilt commitment and promise to promote, assist and handhold MSMEs to showcase their engineering goods to their overseas counterparts. It has covered ten successful editions

EEPC India, for decades, has played a lead role in building the Brand India image by organising exhibitions around the globe. A signature event of its kind, International Engineering Sourcing Show (IESS) became the latest concept in marketing Brand India across the world.What started as an event with 220 exhibitors, 350 delegates 6200 visitors Canada as the partner country, Maharashtra as the partner state on the 22nd March 2012 at Bombay Exhibition Centre went on to become a journey of 9 completed editions and this was the 10th one in 2023 with more than 300 Indian Exhibitors, over 400 Delegates representing more than 60 nations with more than 700 B2B meetings and over 75 speakers addressing 12 Back to Back Knowledge sessions over the three days

IESS's success story can be attributed to the enthusiastic participation of different states

The States have sustained their interests

Over 9 editions and this tenth edition more than 13 States and UT had participated , Tamil Nadu as the Host State for the 5th time, Madhya Pradesh, Jharkhand, Himachal Pradesh, Uttarakhand, Jammu & Kashmir as Focus States and UT for the second time each; Maharashtra, Karnataka, Gujarat, UP – 5 times, Haryana, West Bengal, Odisha, Bihar,Telangana and more.

The show has provided the forum to all the Exporters and manufacturers to showcase their products to International and domestic buyers under one roof simultaneously also interacting and learning from experts at the thematic sessions , The unique customised and meaningful B2B meetings have been the prime source of attraction of the State participation

What makes IESS special is that it helps those engineering SMEs who cannot participate in global sourcing events owing to scarcity of resources. IESS brings in buyers who could potentially source products from SMEs. Furthermore, this event helps local companies to establish connections with their foreign counterparts,to generate business and showcase their innovations, products and technologies. In addition, the participants, including exhibitors, get a chance to get detailed information and knowledge about specific sectors and can avail opportunities to meet and interact with the sector experts.

Enhancing the scale and reach of the IESS Show in the coming years.

EEPC India is now a full member of French Based – UFI – The Global Association of the Exhibition Industry and the Annual Show – IESS has now received the status of 'UFI Approved International Event" from the VIIth edition

IESS has evolved over the years and has become the biggest constellation of Indian MSME manufacturers showcasing their engineering goods in Indian soil. The major benefit is that IESS

facilitates SMEs to explore local opportunities in terms of networking, collaboration and sourcing of products and technology. Usually SMEs in one part of India is not aware of markets and opportunities in other parts of India. IESS brings in companies from across India which helps SMEs to explore options for markets,networking and technological collaborations. Our experience over the last nine editions prove that a large number of Indian companies, particularly small and medium ones have benefitted from their participation in the show.

Smart Engineering is the theme of IESS-X. Smart Tech for Smart Engineering was introduced for the first time in IESS VI in 2017, advocating the government's digital drive. Taking a cue from AtmaNirbhar Bharat Abhiyan, and driving Vocal4local and celebrating eight years of the Make in India initiative, IESS-X displayed 149 products under five verticals to promote Brand India Engineering comprising

- Subcontracting,
- Metal and Shop-floor
- Industrial Machinery and Equipment
- Energy and Electricals
- Innovation and Technology

EEPC India have been successful to engage as many MSME from as many quarters of the country and would like to spread the reach further even to the remotest corners and our 15 Chapters in 15 Tier 2 Cities apart from 10 Offices would facilitate us to accomplish this feat so that EEPC India can handhold and enable many more to touch base with the Global Engineering Fraternity at a national event.

IESS X

Products

Subcontracting (26)

1. Forging
2. Casting products
3. Sheet metal forming
4. Machined components
5. Systems/sub-assemblies
6. Latches, locking systems and operating elements
7. Components & parts for Industrial application
8. Semi-finished and finished components (Ferrous & Nonferrous)
9. Sheet metal components
10. Steel & Cast Iron Castings, Steel bars, rods, structures
11. Aluminium, copper and its products
12. Steel Mills equipment and supplies
13. Steel Fittings & Flanges
14. Steel Wires, Coils, Bars, Pipes and Tubes
15. Galvanized Wires, Stainless Steel Wire Mesh
16. Industrial Fastener
17. Industrial Springs, Spring Coils
18. Precision Turned Component
19. Measuring Instruments, Transducers, Meters, Data Recorder, Calibrators
20. Aerospace & Defence products/Accessories

Composites Mouldings and Materials

1. Resin Transfer Moulding (RTM), Injection Moulding, Compression Moulding, Pultrusion
2. Engineering Plastics & Moulded Parts

Raw Materials

1. Material for production of industrial parts in the form of sheets, coils, bars, tubes, wires
2. Enamelled Winding Wires

Testing, Measuring and Analytical Equipment

1. Mechanical and Electrical testing Components
2. Quality control and analytical equipment

Metal & Shop Floor (37)

1. Ferrous & Non-Ferrous
2. Metal Technology

3. Metallurgical Equipment
4. Metal Working Machines & Accessories
5. Industrial boilers and Furnace
6. Sheet Metal Fabrication Machinery & Accessories
7. Machine Tools and Accessories
8. Moulds & Dies Production Machinery & Accessories
9. Welding & Cutting Equipment & Accessories
10. Fasteners & Accessories
11. Hand/Power Tools & Accessories
12. Industrial Automation & Robotics
13. Industrial Electronics
14. Industrial Humidification systems and fans
15. Industrial Cooling Towers, Systems and Heat Exchangers
16. Logistics & Transport Equipment & System
17. Cleaning Equipment & Accessories
18. Industrial Packaging Equipment Machinery & System
19. Plastics & Rubber Processing Machines & Accessories
20. Electroplating and Galvanising
21. Extrusion products
22. Fabrication
23. Machined Parts and Accessories
24. Heat Treatment
25. Hydraulic Systems
26. Hydraulic Press & Hydraulic Cylinder
27. Iron, Steel and its products
28. Non-ferrous Castings
29. Precision Engineering and Turned Components
30. Pumps and Industrial Valves
31. Rolled products

Industry Services

1. Software, Job-work, 3D Designing, industrial design, R&D
2. Safety equipment and products, maintenance equipment
3. Engineering Consultancy, Services-Consultancy and Project Management
4. Outsourcing product development
5. Civil & architectural engineering
6. Information Technology and ITES

Industrial Machinery & Equipment (30)

1. Agriculture & Food Processing
2. Dairy Industry
3. Chemicals & Petrochemicals Industry
4. Construction
5. Heavy Engineering
6. Mining
7. Oil & Gas
8. Wood and Plywood
9. Pollution Control
10. Steel Rolling Mills
11. Tea & Coffee Processing
12. Textile Mills
13. Waste Management
14. Plastic Paper and Rubber
15. Packaging –all types
16. Diesel Engines
17. Hydraulic & Pneumatics Systems
18. Material Handling Equipment & Storage Systems
19. Measuring and Testing Instruments
20. Pumps and Parts
21. Valves and Parts
22. Compressors and Parts
23. Fasteners and Couplings
24. Hoists & Cranes
25. Blowers and Fans
26. Cutting Tools
27. Pipes and Tubes
28. Fittings

29. Furniture and Fixtures
30. Industrial Safety Equipment & Products

Energy & Electricals (28)

1. Electric Motors
2. Conductors
3. Electrical Insulation Materials
4. Electrical Cables
5. Stampings
6. Lugs, Cable Rings
7. Control Panels
8. Generators
9. Transformers
10. Panel Boards
11. Other Electric Power Machinery
12. Switchgears
13. Electrical Transmission & Distribution Equipment
14. Industrial and Domestic Batteries
15. Winding Wires
16. Renewable Energy- Wind, Solar, Small Hydrocarbon, Biogas etc.
17. Other Renewable Energy
18. Lights and Fittings
19. Smart Home Appliances
20. Turbines and Parts
21. Metering and Testing Equipment
22. Power Plant Equipment
23. Refrigeration and Air Conditioning
24. Electrical Cables
25. Cable Glands, Cable Accessories
26. Electrical Wires, Lugs, Cable Rings
27. Electrical Power Tools
28. Engine Dynamo meters & Accessories

Innovation & Technology (28)

1. Additive Manufacturing & 3D Printing
2. Advanced Composites
3. Advanced Manufacturing & Industrial Internet of Things (IIoT)
4. Advanced Materials Technology
5. Aerospace Technologies, Electronics and Systems
6. Air Pollution Control
7. Research Labs & Academic Research Institutes
8. Carbon Reduction Technologies
9. Defence & Aerospace Technologies
10. Drones Manufacturing & Industrial Applications
11. E Mobility
12. Frugal Innovations
13. Green Manufacturing/Technology
14. Healthcare and Medical Technologies
15. Hydrogen Fuel Mobility
16. Innovative Product Start ups
17. Industrial Design & Stimulation Testings
18. New Science and Technology Initiatives & Policy Research
19. Other R&D & Technologies for Engineering Manufacturing
20. Precision Mechanical Systems
21. Product Design & Development
22. Prototype Design and Simulation Testing
23. R&D Services & Facilities
24. Rapid Prototyping, Machining & Tooling
25. Robotics & Mechatronics
26. Solid and Hazardous Waste Management
27. Start-ups & Innovators
28. Smart Manufacturing

IESS International Engineering Sourcing Show IS BACK

India's mega engineering show IESS (International Engineering Sourcing Show), the only global display of India's capability in Hard Core Metal & Metal Based Engineering held over 16-17-18 at Chennai Trade Centre in Chennai advocated #smartengineering as the show theme. Coinciding with India's G2O Presidency, the tenth edition of EEPC India's engineering sourcing show saw over 340 Exhibitors displaying over 149 Products under 5 Verticals to over 200 prospective buyers from across the globe and around 10,000 visitors

From left Mr Suranjan Gupta, Executive Director, EEPC India; Mr Pankaj Chadha, Sr Vice Chairman, EEPC India; Mr. L. Satya Srinivas, Additional Secretary, Department of Commerce, Govt. of India; Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu; Mr Arun Kumar Garodia, Chairman, EEPC India; Thiru V.Arun Roy, Secretary, MSME Department, Government of Tamil Nadu and Mr Aakash Shah, Vice Chairman, EEPC India

Aimed at reducing dependence on traditional markets, developing internal markets within India, forging partnerships and joint ventures, strengthening commercial relations and accelerating trade between India and its trading partners and providing platform for foreign organisations to showcase their strength and capabilities in a large developing market, IESS has evolved as the exposition of the repertoire of Indigenous engineering skills to the world.

Tamil Nadu as the Host State – 5th time, Madhya Pradesh, Jharkhand, Himachal Pradesh, Uttarakhand, Jammu & Kashmir as Focus States and UT for the second time, Flanders as the Focus Region for the 4th time ; and the Ministry of Heavy Industries, and Department of Scientific and Industrial Research (DSIR), Department of Atomic Energy, National Institute of Design, Governments of Odisha, West Bengal and UP with ODOP scheme, confirmed their support. Tata Steel is the Steel Forum

Partner, Bright India group is the logistics Partner, Union Bank is the Banking Partner,Metalogic is the Conference Partner and 360 TF as Trade Finance Partner.

Thiru T.M.Anbarasan, Hon'ble Minister of MSME, Govt. of Tamil Nadu was the Chief Guest. Mr. L. Satya Srinivas, Additional Secretary, Department of Commerce, Government of India and Thiru V. Arun Roy, Secretary, MSME Department, Govt. of Tamil Nadu were Guests of Honours.

Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu, in his address expressed delight that MSMEs from across the world have visited Chennai for the 5th edition of IESS. MSMEs' output forms one –third of the total production in the country. The MSMEs are doing well in the automotive, leather, telecommunication, bitotechnology and nanotechnology sectors. Out of the USD 112 billion in engineering exports last year, Tamil Nadu accounted for USD 16 billion. Tamil Nadu is in second place among the states for engineering production in the country and is the third largest exporter of engineering goods. The Chief Minister allocated INR 4,617 Crore for industrial development. Tamil Nadu is setting up ten export centres to the tune of INR 100 Crores and Tamil Nadu has given INR 683 crore subsidy to 19,332 entrepreneurs. He stressed the role of MSMEs in production and exports is crucial in making Tamil Nadu a USD 1 trillion economy and the State Government will extend all necessary support for the purpose.

Mr. L. Satya Srinivas, Additional Secretary, Department of Commerce, Govt. of India commented, one of the components of Smart

Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu (third from right),Mr. L. Satya Srinivas, Additional Secretary, Department of Commerce, Govt. of India (2nd from right), Thiru V.Arun Roy, Secretary, MSME Department, Government of Tamil Nadu (far right) in presence of Representatives from EEPC India, Mr Arun Kumar Garodia, Chairman (4th from right), Mr Pankaj Chadha, Sr Vice Chairman (5th from right),Mr Aakash Shah, Vice Chairman (second from left), Mr Suranjan Gupta, Executive Director (far left)

Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu flagging off IESS-X by lighting the lamp. Senior dignitaries and EEPC India officials are also present on the dais.

At The Inauguration The Indian Engineering Evolution was Narrated Pictorially

India's engineering industry has come a long way since the 1950s, when it was still in its nascent stages. Today, we will take a look at India's engineering exports from the 1950s to 2020s with a special focus on the defence sector.

First: In the early years, between fifties and sixties, India's engineering goods exports were primarily focused on basic items like

Bicycles

Hand Tools

Electrical Pumps

The exports were largely driven by government policies that aimed to promote import substitution and self-reliance. The total value of engineering goods exports in the 1950s was just US$10 million.

Second: In the 1970s and 1980s, India's engineering goods exports grew significantly, with a focus on heavy engineering products like

Power-Generating Machinery

Farming Equipment

Machine Tools

This was due to the government's emphasis on the development of heavy industries and infrastructure projects. The total value of engineering goods exports increased to US$1.1 billion in 1980-81.

Third: In the 1990s, India began to liberalize its economy, opening up to foreign investment and reducing trade barriers. This led to a shift in the focus of engineering goods exports towards more sophisticated products like .

Automotive parts

Electrical Equipment

Steel Products

Pumps and Turbines

Medical devices

India is a major exporter of medical devices and has emerged as one of the fastest-growing medical device markets in the world. Indian medical device companies export a wide range of products such as diagnostic imaging equipment, orthopaedic implants, surgical instruments, and cardiovascular devices to various countries around the world.

The total value of engineering goods exports reached US$10.3 billion in 1999.

Fourth: In the 2000s, India's engineering goods exports continued to grow, driven by the rapid expansion of the country's technology sector. But what really took off was

Renewable Energy Equipment

India started exporting renewable energy equipment in the early 2000s. Initially, the exports were limited to small-scale equipment such as solar lanterns, solar water heaters, and wind turbines. However, as the renewable energy industry in India grew, so did the range and complexity of the equipment being exported.

The total value of engineering goods exports increased to US$32.9 billion in 2009.

Fifth: In the 2010s and 2020s, India's engineering goods exports continued to expand, with a focus on diversifying into new markets like Africa, Latin America, and the Middle East. The exports were also focused on environmentally friendly products like renewable energy equipment and electric vehicles. The total value of engineering goods exports reached US$107.04 billion in 2022-23.

But the real icing on the cake has been the growth of the defence industry, both government and private.

The government has played a key role in the development of India's defence sector, with the establishment of several public sector enterprises such as Hindustan Aeronautics Limited (HAL), Bharat Electronics Limited (BEL), Bharat Dynamics Limited (BDL), and Mazagon Dock Shipbuilders Limited (MDL). These companies have been involved in the design, development, and manufacture of a range of defence equipment, including aircraft, helicopters, missiles, radars, and naval ships.

In recent years, the private sector has emerged as an important player in India's defence sector, with the government introducing several policy measures to promote private sector participation. The government has allowed private sector companies to participate in defence procurement contracts and has also set up a defence manufacturing corridor in Uttar Pradesh to attract private investment.

Defence Equipment (Tejas)

Electric Vehicles

The government has been actively promoting the export of defence equipment from India, with the aim of increasing India's share in the global defence market. The government has introduced several policy measures, such as the Strategic Partnership model, to encourage joint ventures between Indian and foreign companies for the manufacture of defence equipment in India.

Some of the major export destinations for defence products have been Italy, Maldives, Sri Lanka, Russia, France, Nepal, Mauritius, Sri Lanka, Israel, Egypt, UAE, Bhutan, Ethiopia, Saudi Arabia, Philippines, Poland, Spain and Chile, etc.

Conclusion: India's exports of engineering goods have seen significant growth over the years. The country's engineering exports increased from USD 10 million in 1955 to USD 107.04 billion in 2023, making India one of the top exporters of engineering goods in the world. India's engineering industry has been able to adapt to changing global demands by investing in research and development and adopting new technologies. India's engineering exports are expected to continue growing in the coming years, driven by increasing global demand, the government's focus on promoting exports, and the country's rising position as a global manufacturing hub.

Senior Officials and dignitaries during the inauguration

Mr. Arun Kumar Garodia, Chairman, EEPC India during his opening remarks in the inauguration

Mr. L. Satya Srinivas, Additional Secretary, Department of Commerce, Govt. of India speaking during the ceremony

Mr Pankaj Chadha, Sr Vice Chairman, EEPC India speaking during the event

Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu addressing the audience during the inauguration

Engineering is innovation and technology. This year, our engineering export performance was better than last year in spite of the headwinds that have been affected in the global economy.The global agencies say India is a bright spot in the global economy and have predicted good growth for India. The Micro, Medium and Small Enterprises (MSMEs) will be one of the key areas in the bilateral talks for the FTAs (Free Trade Agreements) with the UK, Canada and EU. One fourth of the country's exports, which was to the tune of USD 422 billion in FY 22, was from the engineering sector. Noting that there is a realignment happening in the global trade, he said, India has a great opportunity to cash in on. The pandemic has proved that we can stay afloat and the spirit must continue.

According to Mr Arun Kumar Garodia, Chairman, EEPC India, this show is being organized at a time when the threat of the Pandemic wanes off and Indian economy is showing great promise to emerge as a global leader. India was one of the quickest to recover from the crisis led by an unprecedented support package from the domestic government that not only helped our socio-economic activities to restore but set a roadmap towards self-reliance. We are indeed thankful to our honourable Prime Minister Mr. Narendra Modi for his exemplary decision making power and the ability to drive us out of the woods. After a short recession, the economy came back to growth path and in 2021-22. As the demand for Indian engineering products witnesses significant rise from all over the world, it is high time to invite global buyers to demonstrate our engineering brilliance.

He continued, India has achieved a milestone in its history of development by assuming the

prestigious G20 presidency for one year starting from 1st Dec 2022. EEPC India, in line with the activities of the Department of Commerce, Government of India promises to take all due advantages of this opportunity to raise the world's reliance on Indian engineering during this IESS X and beyond.

Two knowledge papers on 'India and G20' was released one was on 'India's G20 Presidency: Priorities, Challenges and the Way Forward', and the other on 'India & G20: Scope for Technology Alliances'

Knowledge paper on -'India & G20: Scope for Technology Alliances' being released

Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu giving his comments on the visitor's book. Senior Officials of EEPC India were also seen at the Booth.

Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu being attended by the Press.

EEPC India booth visited by Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu (forth from right); Mr. L. Satya Srinivas, Additional Secretary, Department of Commerce, Govt. of India (fifth from right), Thiru V.Arun Roy, Secretary, MSME Department, Government of Tamil Nadu (fifth from left).

EEPC India officials Mr. Arun Kumar Garodia, Chairman (sixth from left); Mr. Mr Pankaj Chadha, Sr Vice Chairman (forth from left); Mr. P.K. Shah, Past Chairman & Chairman of the Committee on Foreign Trade Policy & WTO (third from right); Dr. Rajat Srivastava - Regional Director (WR) & Director (Marketing & Sales); Mr. Rakesh Suraj, Regional Director (NR) and Mr Mukesh Gulab Samtani, Sr. Assistant Director were also present.

A section of audience during the inauguration. Mr. Mahesh Desai, Immediate Past Chairman, EEPC India (middle) can be seen.

Audience at the event

The dignitaries went on to a touring of the event

Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu taking a tour of the expo guided by Mr C H Nadiger, Regional Director (SR),EEPC India

Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu , Ms Grace L. Panchuau, IAS, Additional Commissioner of Industries, Government of Tamil Nadu being guided by Mr Mukesh Samtani, Sr Assistant Director, EEPC India

Thiru T.M. Anbarasan, Hon'ble Minister of MSME, Govt of Tamil Nadu and Mr. L. Satya Srinivas, Additional Secretary, Department of Commerce, Govt. of India and Thiru V.Arun Roy, Secretary, MSME Department, Government of Tamil Nadu at the event

Uganda Delegation led by High Commissioner of Uganda to India H.E. Prof Joyce Kakuramatsi Kikafunda & Mr Vinod Saraogi, Hony Consul of Uganda in Chennai met Dr Srikar K Reddy, Joint Secretary, Department of Commerce and Industry, Ministry of Commerce and Industry, Government of India, Ms Padma Ganesh, Director, Department of Commerce and Industry, Ministry of Commerce and Industry, Government of India, & Mr Arun Kumar Garodia, Chairman, EEPC India at IESS2023

Quality Awards

Conforming with WTO norms, India's Foreign Trade Policy 2015-20, laid much emphasis upon building capacity. While 'Make in India' provided a major boost for attracting investments in to key engineering manufacturing sector, the need was felt to strengthen MSMEs to scale up their technology to the higher value chain to sustain the momentum of rising domestic manufacturing, and expand the footprint in global engineering exports, which was at that time less than 1%. Under the aegis of Ministry of Commerce and Industry, Government of India, EEPC India brought technology upgradation as the core of its engineering trade promotion activities. It was soon realized that there is a need for recognizing and efforts of those units that have demonstrated excellence in their operations, as it will help in their brand building and encourage wider segment of engineering manufacturers to strive for quality excellence and make their presence felt on quality platform.

Thus EEPC India Quality Awards was launched in association with Quality Council of India in 2020. Quality awards provide a platform for companies to showcase their achievements and to benchmark

themselves against their competitors. This helps to raise the profile of the manufacturing industry and to promote innovation and best practices. Furthermore, quality awards also aims to build trust and confidence in Indian brand in the global markets.

The 2nd edition of EEPC India Quality Awards was held coinciding with IESS 2023 in association with Hindu Business Line and a total of ten awards were presented having three each from large, Medium & Small Enterprise Categories.

- **Super Auto Forge Private Limited** winning the Silver Award under the Large Enterprise Category
- **Connectwell Industries Pvt Ltd** winning the Platinum Award under the Medium Enterprise Category
- **JLC Electromet Pvt Ltd** winning the Gold Award under the Medium Enterprise Category
- **Baumer Technologies India Pvt Ltd** winning the Silver Award under the Medium Enterprise Category
- **Neogi Technologies and Research** – Platinum award under the small enterprise category
- **HP Valves & Fittings India Pvt** – Gold award under the small enterprise category
- **Melux Control Gears Pvt. Ltd.** – Silver under the small enterprise category

BEML Limited winning the Quality Award for outstanding performance under the PSU category

Peekay Steel Castings Pvt Ltd receiving the Platinum Award under the Large Enterprise Category

Hindustan Syringes & Medical Devices Ltd winning the Gold Award under the Large Enterprise Category

Melux Control Gears Pvt. Ltd. winning the Quality Award for Silver under the small enterprise category

Super Auto Forge Private Limited winning the Silver Award under the Large Enterprise Category

EEPCINDIA
ENGINEERING THE FUTURE

SECOND EEPC INDIA QUALITY AWARDS

IN ASSOCIATION WITH businessline.

AWARD CEREMONY AT THE INAUGURATION OF THE
INTERNATIONAL ENGINEERING SOURCING SHOW – X
16 MARCH 2023, 10 A.M.
AT CHENNAI TRADE CENTRE, CHENNAI

WINNERS

BEML Limited	Quality Award for Outstanding Performance under the PSU category
Peekay Steel Castings Pvt Ltd	Platinum Award under the Large Enterprise Category
Hindustan Syringes & Medical Devices Ltd	Gold Award under the Large Enterprise Category
Super Auto Forge Private Limit	Silver Award under the Large Enterprise Category
Connectwell Industries Pvt Ltd	Platinum Award under the Medium Enterprise Category
JLC Electromet Pvt Ltd	Gold Award under the Medium Enterprise Category
Baumer Technologies India Pvt	Silver Award under the Medium Enterprise Category
Neogi Technologies And Research Pvt Ltd	Platinum Award under the Small Enterprise Category
HP Valves & Fittings India Pvt Ltd	Gold Award under the Small Enterprise Category
Melux Control Gears Pvt Ltd	Silver Award under the Small Enterprise Category

PEEKAY STEEL | HMD | JLC Electromet | Baumer Baumer Technologies India Pvt. Ltd. | NEOGI | HP HPLOK | connectwell

TWELVE BACK TO BACK KNOWLEDGE SESSIONS

More than 75 Speakers representing Government, Diplomatic Missions, Bilateral Chambers, Research Institutes and Private bodies addressed in marathon of sessions

March 16, 2023

Afternoon Session 1

Enhancing Steel & Engineering Exports from India – Make in India for the World

Mr. Pankaj Chadha, Sr. Vice Chairman, EEPC India (on the podium). On the dais (from left) Industry speakers from the Steel Sector - Mr. Ganti KSS Bhargav, AGM (Sales-Exports), Arjas Steel Pvt. Ltd.; Mr. Amit Kumar Singh, Chief Sales Manager – Branded Products, TATA Steel; Mr. N. K. Sharma, Regional Manager, SAIL; Mr. C. Murlikrishna, General Manager & Regional Sales Head -Arcelor Mittal Nippon Steel India Ltd.; Mr. Sachin Malani, Dy. Regional Chairman (Southern Region), EEPC India and Ms. Monica Bachchan, Founder & CEO, Metalogic. Vote of thanks was given by Mr. Sachin Malani, Dy. Regional Chairman (Southern Region), EEPC India. Ms. Monica Bachchan, Founder & CEO, Metalogic was the moderator of this session.

The session moderator Monica Bachchan, Founder and CEO of Metalogic welcomed the gathering along with Mr. Pankaj Chadha and channelled the flow of the session by interacting with the panellists. It was observed that our country has seen a huge rise in the production and exporting of steel. The stalwarts in the industry have dominated this space however, in comparison to countries like China and the US, India falls short. The answer to exponential growth in the field of steel and engineering exports is to increase the number of small players (MSMEs) to cater to an ever-growing demand. Leading giants in the industry have come out with various methods of growing MSMEs by ensuring credit facilities, consulting, sharing of best practises and sharing of resources. The government has also realised the vital role that these smaller players will play in the future of India and Indian exports and have entered into

free trade policies, reduced duty costs and provided schemes for the growth of these enterprises.

India is one of the fastest growing economies and is set to soar in the coming years. Our GDP ranks 5th in the world and has a clear path to ranking 3rd with only the US and China in its path. In order to do so 20% of our GDP must be manufacturing based in order for us to compete with manufacturing hubs like China and Korea. India accounts for 4% of Global exports. Mr. Pankaj Chadha the Sr. Vice Chairman of EEPC India stated "The present year featured a dip in steel exports as there was an export duty of 20-25% levied which in turn produced unfavourable prices for importers however, the next year shows promise in our expansion towards the European Union market."

MSMEs are the way towards exponential growth in the Steel Industry. Mr. Ganti KSS Bhargav, of Arjas Steel stated, "The Government has greatly encouraged MSME's to carry on manufacturing of steel in the country by way of incentives and reduction in duty charges." China has dominated this space and now the rest of the world is looking for a China + 1 Strategy as iterated by Mr. Ganti. The free trade policies also help smaller enterprises, navigate this space whilst making profitable advancements.

The giants in the industry, like Tata Steel, ARJAS Steel and Arcelor Mittal Steel are paving the path to this future by providing various credit facilities for these smaller enterprises. Mr. Amit Kumar Singh from Tata proudly presented that their company supports MSMEs by way of raw materials and collateral free loans. Tata has also launched an E-platform for consultancy requirements in this domain. Mr. C. Murlikrishna representing Arcelor Mittal Nippon Steel, stated that "With the rise in the shift towards green energy and semi-conductor chips, India will see a rise in exports."

India is no doubt on the path to success in terms of steel and engineering exports and is looking at a 5%, year on year growth in production. A point of concern laid out by Mr. N.K Sharma of SAIL stated that "Once the emission norms become more stringent like that of Europe, the cost of production of steel will rise" however, the Government has launched many schemes to encourage production of steel at smaller levels in order to see cumulative growth as a country.

The session concluded with Mr. Sachin Malani, Deputy Regional Chairman (Southern Region), EEPC India, thanking the panellists for their esteemed presence and contribution towards the success of the same.

Afternoon Session 2

Automation & Industry 4.0 for MSMEs

Mr. Mahesh Desai, Immediate Past Chairman, EEPC India; Dr. Ramesh Babu, N., Chair Professor, V Balaraman Institute, IIT Madras; Dr. Amitesh Kumar, Professor, Department of Foundry & Forge Technology, NIAMT; Dr. Nagahanumaiah, Director, CMTI; Mr. Gokul Deshpande, Founder, CMOS Processors; Ms. Binita Shah (Head- Global Strategic Alliances) , 360 TF; Mr. Muthu Kumar, Siemens Limited; Mr. Arun Shukla, Dy. Regional Chairman (Northern Region), EEPC India;.Mr. D. J. Basu, Director (P & A),EEPC India all present

"My first and last love is technology", quoted Mr. Mahesh Desai, the Immediate Past Chairman of EEPC India. Mr. Mahesh Desai warmly embraced all the delegate speakers who were present in the hall .

Dr. Ramesh Babu, N., Chair Professor, V Balaraman Institute, IIT Madras, who teaches automation to students of B.Tech, M.Tech and even PhDs. expounded about the machines, technologies and their involvement at the centre which is located at the IITM Research Park. He also spoke about what IIT Madras provides to students on the basis of academics, and clarified that IIT is not a commercial organisation; that it focuses only on education.

Dr. Amitesh Kumar, Professor, Department of Foundry & Forge Technology, NIAMT . He explained how metal was developed at their centre. He elaborated on the importance of automation & Robotics in the foundry and how it helps in dangerous operations, to avoid hazardous outcomes.

Mr. Prakash Vinod, Scientist F and Head, Centre for Precision Machines & Smart Manufacturing, CMTI made a presentation about the Innovative and Focused Technology Developments achieved over the years by CMTI, the Manufacturing Revolution (Industry 1.0 to industry 4.0) Smart manufacturing, the benefits of Smart Manufacturing and the challenges for the Indian MSME in adapting to i4.0

Mr Gokul Deshpande, Founder Director, CMOS Processors Pvt Ltd & Member, Automation Industry Association started by explaining the National Vision in manufacturing and justified why he believes that we are at 4th revolution currently. He spoke about the consequences of data that is being collected over the years.

Ms. Binita Shah (Head- Global Strategic Alliances) , 360 TF outlined about the significance of streamline supply chain. She also added that the Asia Pacific Region is expected to eventually dominate global trade. She concluded that by increasing the efficiency and productivity, 360TF would grow.

Mr. Muthu Kumar from SIEMENS, made a presentation about Digital Transformation in the manufacturing process and explained that creating a powerful digital twin would help merge the 'virtual' with the 'real' world. He explained how the digital twin makes it possible by integrating and digitalizing the entire value chain across discrete and process industries.

The session came to an end with the Vote of thanks offered by Mr. Arun Shukla , Deputy Regional Chairman (NR), EEPC India

Afternoon Session 3

Trade and Investment with G20 Countries – Challenges & Opportunities

Welcome address was given by Mr. Raman Raghu, Regional Chairman (SR), EEPC India. Other speakers were Ms. Michaela Kuchler, Consul General, Consulate of the Federal Republic of Germany; Mr. Jayant Nadiger, Trade & Investment Commissioner of Flanders Belgium, South India; Mr. Aditya Sharma, President & Member of the Board, Indian Business Chamber of Luxembourg; Mr. Vikram Lodha, Co-Founder & CEO, 360Tf; Mr. R. Viswesvaran, Field General Manager, Union Bank of India, Chennai; and Mr. Prabhu Bala, Chairman, Indian American Chamber of Commerce (IACC), Tamil Nadu. Dr. Seshadri Chari, Secretary General, Forum for Integrated National Security (FINS), Member, Governing Council, Research & Information System for Developing Countries (RIS) was the Moderator of the Session 1 based on the theme - Engineering goods current trade and investment trend in traditional and emerging markets and way forward.

In his welcome address Mr. Raman Raghu, Regional Chairman, SouthernRegion EEPC India mentioned that the session would focus on MSMEs which accounted for 90% of Indian industry. With the G20 Presidency going to India the theme of One Earth. One Family. One Future was the way forward. The session was moderated by Dr. Seshadri Chari, Secretary General, Forum for Integrated National Security (FINS), Member, Governing Council , Research and Information System for Developing Countries (RIS). In his opening remarks he mentioned that earlier great power rivalry was in military power but currently the great power rivalry is in trade. The session took a fresh look at trade prospects for the Global South with its multiple opportunities and challenges.

Ms. Michaela Kuchler, Consul General, Consulate of the Federal Republic of Germany, Chennai mentioned that Germany's valuable resource is its human resource with SME's being the back bone of the industry. Nearly 2000 German companies operated in India. Bureaucracy was a burden however Guidance Tamilnadu and similar such bodies support these industries. GTAI Germany's Trade and Invest in Mumbai helps Indian companies invest in Germany. In India, German companies are in Automobiles, automation, tech & textile but are looking to invest in IT and other areas as India is on the path to being the 3rd largest economy. Ms. Kuchler main thrust was that the Free trade Agreement between Germany and India will be concluded quickly to open up Bilateral Trade between the 2 countries.

Mr. Jayant Nadiger, Trade and Investment Commissioner of Flanders Belgium South India invited Indian industry to make use of the infrastructure and position of the Flanders to improve business and further trade relations with the EU.

Mr. Aditya Sharma, President and Member of the Board, Indian Business Chamber of Luxembourg, mentioned that G20 has a share of 75-85% of world trade with 60 % land mass. Each of the G20 countries with their individual national standards create silos preventing co creation. An example of Hindustan Syringes which manufactured 5600 syringes in a minute only for a particular vaccine for Pfizer was not able to scale up for other vaccines. G20's agenda should be to remove these challenges and bring about a common understanding of the world. Areas of Education needed to find common ground even with different perspectives.

Mr. Vikram Lodha, Co-Founder and CEO, 360TF,urged companies engaged in international trade to do so through Letters of Credit. In developing markets and across the world even through the pandemic the Bank risk was only 0.08% as against corporate risk which was very high. 360tf offers services to help importers and exporters with LC from smaller banks from smaller developing country to get larger banks to cover these markets Nifty 50s are not willing to take corporate risk whereas MSMEs takes this corporate risk. Mr. Lodha advised MSME that by changing their instruments they could protect their risk and grow their investment and markets.

Vasudevan Senior Consultant TERI mentioned many success stories of clean energy initiatives brought about by TERI in cluster areas using foundries and furnaces. He highlighted that growth was also to be measured in energy initiatives and environmental performance.

Mr. R Viswesvaran, Field General Manager-Union Bank Of India, Chennai

mentioned that many entrepreneurs were not leveraged enough. MSMEs require hand holding as there was tremendous growth in MSMEs. However MSMEs needed to know how to finance right. Many MSMEs do not get right pricing with big corporates and if they had the right financial awareness they would grow themselves, the country and G20.

The session concluded with Mr. Pankaj Bajaj, Working Committee Member, EEPC India thanking the panellists for their valuable inputs and for the vibrant discussion thereafter.

March 17, 2023

Morning Session 1

Session on Digitisation of MSMEs

Mr. Anoop Marwaha, Regional Chairman (Western Region), EEPC India; Mr. Govind Korekar, Director Consulting, Deloitte & Mr. C.D. Shah, Working Committee Member, EEPC India are seen

Anoop Marwaha, (Regional Chairman (Western Region), EEPC said in his opening remarked that he hoped that the session would allow businesses to see how best India could incorporate digitization in their businesses.

Govind Korekar, Director Consulting, Deloitte, a 20-year-old veteran in the field of industry digitization, made a presentation on the topic where he explained the background, the challenges, digitization success stories and the future of digitization in the MSME space.

He stated that MSME contribution to the gross industrial value produced in India is 40% and has become the most important sector that fuels the country's growth. This sector provides employment to 120 million people across the country and also contributed 50% to India's 2022 exports. "Women MSMEs have a share of 18% in the total MSMEs registered, which is a very proud statistic for us as a country," he said.

Korekar felt that Governmental focus on helping MSME entrepreneurs, the entrepreneurial ability of the businessperson, access to credit and ability to target the global market are the four pillars that would generates success in the MSME sector.

Among the major challenges faced by the MSMEs were issues around inefficient operations that are still done manually, lack of access to capital due to inconsistent credit history, lack of human resource skills and disparate and limited access to digital

resources as further challenges that MSMEs generally face.

The presentation highlighted how MSMEs could benefit through digitization of the following business processes:

- **Marketing and customer engagement**

  CRM platforms to integrate customer information, AI enables chatbots and customer analytics based on customer engagement, email marketing and working through e-commerce platforms were ways that could work for the MSMEs

- **Credit and Finance**

  Fintechs use lending models where they evaluate credit worthiness via apps, e-wallet based payments and the usage of other convenient systems that provide transparency in areas of credit finance. MSME digital lending has the potential to increase 15-fold in annual disbursements.

- **Upskilling and training**

  The upsurge in e-learning systems has helped upskilling people and helped in MSMEs getting access to a wider pool of skilled workers globally. Emerging tech can also be utilized to fill knowledge gaps and assist MSMEs in devising course curricula for their people.

- **Operation and Infrastructure development**

  MSMEs can benefit from the efficiencies arising from digitizing internal processes like cash flows, invoices, stock movement and the like. The push from the Govt towards formal invoicing helps manage GST compliance issues. Robust digital strategy can create a unified, connected experience for the MSME as well as its customers.

Korekar gave examples of successful digitization strategies in the restaurant space as this helped them function seamlessly even during the pandemic. He also spoke about how the kirana stores have begun to use digital strategy to become virtual supermarkets in their localities. Online training was another area where MSMEs hugely benefitted from the move towards digitizing offerings. Adoption of digital payments like UPI, phone wallets etc have helped in significant growth in MSMEs over the last few years.

He also spoke about the multiple Government led initiatives to support MSMEs in their drive to become efficient, like the Udyam registration, MSME Sambandh, PMEGP and special subordinate debt.

Korekar ended with a look to the future of MSMEs through the lens of society, technology, economics and politics. He foresaw many important global megatrends that could emerge over the next decade, which, if adequately addressed, could help Indian MSMEs become more resilient.

To a question on the type of digital presence that could help MSMEs, he said that the need of the hour was continuous engagement with one's customers. Sales, having to be a continuous process and not an event in time, needs the MSME to chase their customers to be available on the forums / websites that they go for to look for answers to their requirements. Training on how to market one's company digitally was both important and easy to learn because of the ready availability of training programmes available.

Morning Session 2

Scope of Technology alliance with G20 countries for engineering sector

Mr. Anupam Shah, Former Chairman & Chairman EEPC India Committee on Technology Upgradation stated in his opening remarks that technology is the driving force of communication, entertainment, health, etc. The G20 countries are greatly developing in terms of technology and the world looks to India as a source of innovation. The G20 countries account for 80% of the world's GDP and that greatly affects India positively in its pursuit to technological advancements and dominance. Mr. Shah spoke about how knowledge transfer and sharing of best practises within these countries will aid cumulative innovation and that the scope for alliances in technology will only increase in future.

Mr. Rahul Kulshreshtha , Strategic Alliances Division, Office of PSA, Government of India

said that his office was led initially by former President, Dr. Abdul Kalam. He stressed that MSMEs are the backbone of technological advancements as they are the future for sustainable development. The technological alliance that he spoke about was in the form of a platform that has been created by the GOI known as 'Manthan.' The platform enables MSMEs, Researchers and Start-ups to share market practises, knowledge, request funding and take up projects. He went on to give an example on how you can view emerging technology in a particular field and can contribute to the same or even dialogue with the researchers.

Mr. Amit Chatterjee, MD & Co Founder RLACM, Partner European Business Technology Centre (EBTC),emphasised the way to Indian technological advancements is only when we shift from being a supplier to a partner. Technology is going to put India on the world stage and by facilitating good relations and market practices with our fellow G20 countries, this dream is easily attainable. He said

Mr. Anupam Shah, Former Chairman & Chairman EEPC India Committee on Technology Upgradation; Mr. Rahul Kulshreshtha , Strategic Alliances Division, Office of PSA, Government of India; Mr. Amit Chatterjee, MD & Co Founder RLACM, Partner European Business Technology Centre (EBTC); Dr. Nitin Seth (Ph. D. IIT Delhi), Director, Indo-French Centre for the Promotion of Advanced Research (IFCPAR); Mr. R. Madhan, Director, Indo-German Science & Technology Centre; Dr. Sandeep Chadha, Director, Italian Technology Centre, India are seen

that the Indian system of product delivery is based on trust and relationships yet if we want to compete on a global level we have to shift this approach by having more structures and systems in place. MSMEs needed to be adequately equipped in order to cater to the growing demands of the rest of the world.

Mr. R. Madhan, Director, Indo-German Science & Technology Centre,had a clear vision for this alliance. He propagated a 4 tier approach:

Inclusivity

Connection of industry and start-ups, RnD and Industry, Academia and Industry, etc has to be the way in order for growth. He stated that the approach followed abroad is that there is intermingling between persons who are in different facets in the industry.

Focus Areas

A key component is focus-areas. Importance given to AI, Energy, Smart Manufacturing, etc will go a long way in fostering better transfer of knowledge as this is the need of the hour.

Expected Outcome

Encouraging Academia and Industry along with Networking on the world stage whilst sharing knowledge in respective domains will aid the process of growth.

Facilitation

Funding of workshops in different countries, quick grants in order to kick start projects and collaborations between countries will create better opportunities for innovation and expansion.

Dr. Sandeep Chadha the Director of the Italian Technology Centre, India spoke about the creation of this alliance by way of developing confidence, identifying the requirements of businesses and direct collaborations. He stated that the Indian Economy is growing at the rate of 6.7% and that we are a rising influence on the International stage.

To a question on how dependency would shift from China to India, Dr. Sandeep Chadha said that China took the lead in an era where they were providing solutions to which no other country had the solution. However due to the shift in the geopolitical situations, the increasing support of the Indian Government and the general evolution of the industry, India is in a prominent position to take on international demands.

A member of EEPC profusely thanked the panellists and summarised their valuable contentions.

Morning Session 3

Global Sourcing Meet by Boson Energy, A European MNC

Mr. Pankaj Chadha, Sr. Vice Chairman, EEPC India, welcomed the gathering and invited the dignitaries from Boson Energy. Here are the excerpts of the Presentation made by Boson Energy: An energy independent India:

Mr. Aditya Sharma, Country Head, Boson Energy set the context by sharing the aspirations of India to become energy independent by 2047 and to become a net zero company by 2070. He also shared that India has set a target to produce 5 million tons of hydrogen by 2040 and another 5 million to follow in the next few years.

Hydrogen as a sustainable energy system: Mr. Liran Dor, CTO, Boson Energy, briefed the audience that he was here to present hydrogen as a sustainable energy system. He said that hydrogen is the key to moving away from polluting and inefficient combustion-based energy towards clean and efficient electrification. Viable Solutions: He shared that Boson Energy has developed technologies to deliver high and predictable volumes of local hydrogen at a quality and price comparable with diesel and fossil fuels. The advantage is that the process cuts emissions and creates additional sector coupling synergies, such as grid-independent hydrogen-powered fast charging, green methanol, urea, etc., Mr. Dor shared that his company believed in solving waste and energy stress right where it happens, ideally within the first mile. This, according to him, saves tremendous amounts of truck kilometers

The Potential: He also shared that as of today, cities from across the globe have the potential to generate 31 million tons of waste which have the capacity to produce over 4 million tons of hydrogen. Giving a sneak peek into the future, he predicted that by 2040, 15-20 million tons of hydrogen can be produced

Mr. Pankaj Chadha, Sr. Vice Chairman, EEPC India, Mr. Liran Dor, CTO, Boson Energy – A European MNC and Mr. Ajay Goswami, Dy Regional Chairman (NR), EEPC India

from 200 million tons of waste sourced from across global cities. Mr. Dor shared that Boson Energy was part of the popular Clean Ganga Initiative of India and the company is in the process of setting-up plants along the banks of the river to handle waste from the cities right at the point of generation.

Patented Technology: Speaking about their patented technology, Mr. Dor presented that they deploy plasma to heat waste in an oxygen-free vertical silo to produce hydrogen. This process has no moving parts and no ash residues as well. He further explained that about 80 to 100 kg of hydrogen can be produced per ton of waste. To give the audience a grasp on the volumes, he further explained that one plant can typically produce about 100 tons of hydrogen per day which can replace 25,000 liters of diesel. As a closing remark, he shared that we are all living in an energy-poverty world and therefore it is imperative that we utilize all the resources we have as much as we can to lead a sustainable life

Afternoon Session 1

Good Design Seminar & India Design Mark Award 2022

Praveen Nahar, Member Secretary, India Design Council & Director, National Institute of Design; Mr. Arun Kumar Garodia, Chairman, EEPC India; Mr. Abhijit Bansod, Founder & Creative Director, Studio ABD; Mr. Alamelu Pasupathy, Business Ideator, Carborundum Universal Ltd; Mr. Satish Gokhale, Director, Industrial Design, Design Directions Pvt. Ltd; Mr. Ravi Shankar, Director NID, Jorhat; Mr. Sathiyaseelan G., VP Design, Styling at Ashok Leyland; Dr. Kaustav Sengupta, Director – Insights, VisioNxt; Mr. S. Sivakumar Head- Industrial Design, Royal Enfield; Chief Guest Hon'ble Shri Anurag Jain (Online/Prerecorded), Secretary, Department for Promotion of Industry & Internal Trade, Ministry of Commerce & Industry, Govt of India & Special Address by Ms. Makiko Tsumura (Online/Prerecorded), Director, Japan Institute of Design Promotion, Japan

EEPC India in association with National Institute of Design, and India Design Council organized a seminar on good design and India Design Mark Award 2022. The welcome address was presented by Mr. Praveen Nahar, Member Secretary, India Design Council and Director, National Institute of Design. The Desi Connect: Abhijit Bansod, Founder and Creative Director, Studio ABD, asked the audience what the word "Desi" meant for them. Home, local and jugad were some of the responses he received. He then outlined the power of desi in design and how he sees the word desi first even in desi - gn. Desi - gn is an inquiry and introspection followed by imagining Indianness in our present and future world, he stated. He shared his experience of designing Titan watches that drew inspiration from the Indian Mandala designs, Mahabharata stories and other motifs that capture India's essence and aesthetics

Design leads to prosperity: Ms. Alamelu Pasupathy, Business Ideator, Carborundum Universal Ltd, who is also a designer from NID, analyzed the connection between design and business. She pointed out that Good Design will not just determine the future of manufacturing in India but will also enable the entire business ecosystem to become more profitable and sustainable.

Value Creation: According to Mr. Satish Gokhale, Director, Industrial Design, Design Directions Pvt. Ltd., a good design should be simple, functional, safe, delightful, easy to use and most importantly, desirable. He opined that industrial design is not value engineering but in fact is value creation. The Panel discussion on good design practice in industry had panelists including:

Mr. Balaji Rengaranjan, Principal Designer, NID

Mr. Arun Kumar Garodia, Chairman, EEPC India

Mr. Sathiyaseelan G, VP Design, Styling at Ashok Leyland

Dr. Kaustav Sengupta, Director – Insights, VisioNxt

Mr. S. Sivakumar Head - Industrial Design, Royal Enfield

An Exciting Proposition: The panelists unanimously agreed that good design should trigger the right emotions. The panel discussed that excitement is the key tool: excitement for the idea itself, excitement while creating the layout and geometry, excitement while detailing and finally excitement while using the product.

The Award, a rewarding experience: The session moved on to 'India design mark' with pre-recorded videos of two speakers. The first pre-recorded video was of Ms. Makiko Tsumura, Director, Japan Institute of Design Promotion, Japan. She gave an introduction to the Good design award, stating that it was established in 1957 by the Ministry to encourage the capability of Japan's regional design. Japan Institution of Design Promotion and India Design Council worked closely together and created the India Design Mark System in 2010. Ms. Makiko expressed that more people are now aware about the importance of design and this award aims to celebrate good design standards.

Design and Evolution: The second video was from the Chief Guest, Mr. Anurag Jain, Secretary, Department for Promotion of Industry & Internal Trade, Ministry of Commerce & Industry, Govt of India. Mr. Jain stated that design needs to evolve and integrate with technology. Mr. Jain also highlighted the seriousness of inclusivity and shared how Handicrafts and Handlooms of every state is indeed the backbone of our country

Award Recipients: Durian Industries Ltd, Geeken Seating Collection Pvt. Ltd, Godrej Interio, Wipro Enterprises Pvt. Ltd, Havells India Ltd, Idex India Pvt. Ltd and Titan Company Ltd, received awards for their design excellence

Afternoon Session 2

Opportunities for technology upgradation for MSME in engineering sector

Mr. Pradeep Kumar Aggarwal, Regional Chairman (Northern Region), EEPC India; Dr. Sujata Chaklanobis, Scientist "G" & Head (CRTDH, PACE & A2K+ schemes) and In-Charge – Central Electronics Limited and Consultancy Development Centre, Department of Scientific and Industrial Research; Dr. Avanish Kumar Srivastava, Director, CSIR-AMPRI; Dr. N. Anandavalli, Director, CSIR-SERC; Dr. Ashis Kumar Chakraborty, Ph.D, Head of SQC & OR Division, Indian Statistical Institute and Mr. Shashi Kiran Lewis, Dy. Regional Chairman (Southern Region)

Mr. Pradeep Kumar Aggarwal, *Regional Chairman (NR), EEPC India,* in his keynote address, said that the DNA of business is to remain competitive. Considering engineering businesses, one must ensure that their products stay relevant or ensure that, they are made relevant. Most MSMEs fear upgradation as that brings with it increased costs and skilled manpower, which are both rare to find. Mr. Kumar went on to say how EEPC helps this need and has set up two technology sectors in Bangalore and Calcutta which caters to the need of MSMEs.

In her address, Dr. Sujata Chaklanobis, Scientist "G" & Head (CRTDH, PACE & A2K+ schemes) and In-Charge – Central Electronics Limited and Consultancy Development Centre, Department of Scientific and Industrial Research, stated that India has 633.9 lakh MSMEs and is the backbone of our economy. She proudly iterated how the Common Research and Technology Development Hub has converted many research proposals into full fledged products. CRTDH also provides Lab spaces, advisors, industry-academia support to increase innovation in technology and create profitable businesses. They also provide loans that cover 70% of cost. Another scheme that is given much importance is the PACE programme that supports women by equipping them to create businesses. She concluded by saying that MSMEs are now being given the tools to grow and innovate through various bodies that are set up.

Dr Avanish Kumar Srivastava – *Director CSIR -AMPRI* said that material sciences are the future as every commodity has some material that is used in them. He stated that the country must become self-reliant and that MSMEs are the way. Tungsten and lithium are materials that are in high demand and are utilised in many products and hence MSMEs must upgrade in their utilisation of the same. Mr.

Srivastava greatly encouraged MSMEs to follow this path as it is not yet a fully tapped market. Innovations in lead-free high-energy radiation shielding, has been developed at CSIR Bhopal and is free to be built upon. Agro waste conversion is also a technology that has been developed and MSMEs have to only take hold of these opportunities.

Dr N. Anandvalli, *Director, CSIR- SERC* built upon her counterpart Mr. Srivastava on the advancements that CSIR- SERC has brought about. The impact on societal needs while keeping in mind the 'Make in India' motto has been a constant theme. Many innovations have been brought about, like Explosive Storage Structure and Emergency Retrieval Systems which are one among the many noteworthy accomplishments. She further contended that CSIR- SERC provides training in utilising of these technologies in order to build sustainable businesses. These technologies are meant for MSMEs to capitalise and evolve the same into sustainable and profitable businesses.

Dr Ashis Kumar Chakraborty, *Head of SQC & OR Division, Indian Statistical Institute* – the final speaker for the evening went on to observe a few realities of MSMEs in India.

- Home grown, not much ambition.
- No use of technology, no proper quality check systems.
- No long-term plan, etc.

Some exceptions to the traditional MSMEs

- Owner takes interest in implementing quality system checks
- Slow but steady improvement at lesser costs
- Demand for the product increases, subsequently profit.

He went on to lay out a path that can be taken by MSMEs for technology upgradation.

- Implement reliable data gathering system- problems will be clearly known.
- Implement the basic ISO 900 QMS in the right spirit – profit will rise by 5%
- Implement basic statistical and managerial tools – cost goes down at least by 5%
- Implement some new quality initiative.
- Six sigma
- Data Analytics including machine learning and eventually,
- Profit goes up by 20-30%

Mr. Shashi Kiran Lewis, *Dy. Regional Chairman (SR) EEPC India* concluded the session by expressing his gratitude to the esteemed panel. He stressed on the reality that staying relevant and updated in the industry is of utmost importance. He profusely expressed his regards to the panellists who showcased the latest advancements in technology across the country and the broad scope for MSMEs.

Afternoon Session 3

Global Sourcing Meet by Alico, A Qatari MNC

Dr Rajat Srivastava, Regional Director (WR) & Director (Marketing & Sales), EEPC India ; Mr. Rohinton R. Engineer, Dy. Regional Chairman (Western Region), EEPC India and Mr. Amrit G. Jalavadia, Working Committee Member, EEPC India EEPC India are seen

Rohinton Engineer, Deputy Regional Chairman (WR),EEPC India and Dr. Rajat Srivastava, Regional Director (WR) & Director (Marketing & Sales), EEPC India welcomed the representative of ALICO Electromechanical Engineering Co., Qatar and urged the attended gathering – a full room - to take advantage of the opportunity and offer their services to ALICO in keeping with the EEPC objective of marketing India as a prominent engineering hub to the world.

Eng. Ahmad Alghanim, General Manager, Alico introduced his company as one of the larger engineering companies in Qatar that were involved in offering a wide range of engineering goods and services to the local industry, primarily the Oil & Gas industry. He said that the Ras Laffan developments in northern Qatar has got many exciting new projects that would go on till 2030 and there was a huge scope for Indian engineering to make its mark there.

ALICO are involved in trading – their primary sourcing is done from Europe – and providing services. Involved in a wide range of services in lightning protection services from Project Design to Installation to Inspection. They also do steel fabrication like manufacturing cable trays and cable management systems; they work on conduit systems, exorthermic welding, aircraft warning systems, as well as powder coating work. They trade in channel nuts & hardware, cable glands, lugs, industrial steel, plates and sheets.

As part of their global sourcing business process, they import 73% of their raw material, 84% or their machinery, 67% of their component parts and 95% of their manpower. As part of their procurement system, they maintain a Preferred Vendors List and seek 3 – 5 quotations for anything they wish to source before issuing a Purchase Order.

They are currently looking for suppliers in India who could give them raw materials, component parts, machines, services (3rd party) and manpower. They are looking to be the local agents in Qatar for Indian suppliers of airconditioner copper pipes, labeling machines, circulation pumps, fire rated cables, surge protection and fasteners.

Mr. Ahmed listed some of their immediate requirements which were galvanized steel, powder coating paint, laser machines and earthing clamps.

After his presentation, Mr. Ahmed had one-on-one sessions with the various Indian suppliers who had products to offer his company.

March 18, 2023

Morning Session 1

Global Sourcing Meet by India Europe AL, Germany

Mr. Mahesh Desai, Immediate Past Chairman, EEPC India, Mr. Michael Wiemann, India Europe AL, Germany; Mr. Yuvraj Malhotra, Working Committee Member, EEPC India and Ms Anima Pandey, Regional Director (ER) and Director (Membership), EEPC India

Morning Session 2

Vendor Development Meet with Indian PSUs

Mr. Mukul Khandelwal, Working Committee Member, EEPC India, Mr. Ganesan D, Senior GM (AM), SR-II, Chennai; Mr. Akhilesh Kumar Singh, Ch. Manager (CS), Corporate Centre, Gurugram- both from Power Grid Corporation of India Limited; Mr. Varinder Duggal, Chief Materials Manager & Mr. Vinod Sharma, Chief Manager (Contracts)- both from Indian Oil Corporation Ltd; and Mr. Srinivasan T N , Deputy General Manager, Vendor Development Cell, BEML Ltd

Morning Session 3

Global Sourcing Meet by KROMAQ, A Brazilian Company

Mr. Vikram Jhunjhunwala, Working Committee Member, EEPC India, Mr. Thiago Ferreira, CEO, Kromaq seen

CLOSING CEREMONY OF THE EXHIBITION

The closing ceremony announced the Best Pavilion Awards to Indian Exhibitors including Premium Transmission Private Limited under Large Enterprise Category ; Selec Controls Pvt. Ltd. under Medium Enterprise Category, Precise Engineering Company under Small Enterprise Category;Department of Atomic Energy under Public Sector Unit , Jharkhand under State Category and Special Awards to Canadian Crystalline Water India Ltd; Century Extrusions Ltd; Tubemann India (Unit Of Kongu Enginears; Omkar Machining Centre Pvt Ltd and Valco Industries Ltd.NID won a special award for best display under Institutional Category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ON HOST STATE

TAMIL NADU

There are many reasons for Tamil Nadu being among the most appropriate states to host IESS-X. It is the only state in India to have all its districts covered under industrial corridor projects. This is aimed at the development of futuristic industrial cities, which can compete with the best manufacturing and investment destinations in the world. The state is well connected with the road network of National Highways and State Highways. The Chennai-Bangalore Industrial Corridor Project and the Chennai-Kanyakumari Industrial Corridor Project are expected to further transform the economic landscape of the state in the next few years. Amongst all states, Tamil Nadu's economic growth and path towards achieving economic prosperity have been consistent.

Tamil Nadu is situated at the southeastern extremity of the Indian Peninsula. The state is bounded on the north by Karnataka and Andhra Pradesh, on the west by Kerala, on the east by the Bay of Bengal, and on the South by the Indian Ocean. Among the state's notable features are:

- Tamil Nadu has a well-developed infrastructure with an excellent road and rail network and seven airports.
- The state's coastline of 1076 km is the second-longest in India and houses four major ports.

- Tamil Nadu is recognised as an 'Achiever' among the coastal states by DPIIT in Logistics Ease (LEADS 2022) and is ranked #4 in Export Preparedness Index 2021.
- The state is the highest contributor to India's renewable energy capacity at 16 GW and has a total installed power capacity of 32,620 MW.
- Tamil Nadu is India's 2nd-largest economy and 3rd-largest exporting state, contributing 8.95 percent to India's net exports.
- The state has the highest number of operational SEZs (41) in India.
- It is ranked 9th globally in net share of wind energy in total power generation.
- Tamil Nadu is among the top 10 manufacturing hubs in the world with over 1.7 million installed capacity of cars.
- Tamil Nadu has a diversified manufacturing sector and features among the leaders in several industries such as automobiles, pharmaceuticals, textiles, leather products, and chemicals.

The epicentre of ancient global maritime trade, it is the cultural hub of the cosmopolitan community. A global leader in manufacturing, it is endowed with a highly skilled workforce and best-in-class infrastructure. A strategic location to access Southeast Asia, it is the crucial node in the land-sea corridors conecting the eastern world.

Aerospace and defence

Creating an integrated ecosystem covering design, engineering, manufacturing and more, Tamil Nadu is fast emerging as the defence and aerospace manufacturing hub. It will also be home to the first proposed Defence Industrial Corridor. The state houses several defence manufacturing PSUs and ordinance factories, which now have led to numerous SMEs forming the supply chain in defence-related products.

- Investments of approximately Rs3100 crore have been announced for the Tamil Nadu Defence Corridor.
- A 250 acre established TIDCO Aerospace Park (expandable to 500 acre)
- An Aircraft MRO (Maintenance Repair Overhauling) facility in Krishnagiri and an upcoming MRO facility in Chennai will further catalyze Industry growth.

Heavy engineering

Known for precision and heavy engineering, and hydraulic manufacturing, Tamil Nadu is home to a number of global manufacturers with respect to capital goods and heavy electrical equipment segments.

- Heavy engineering exports have grown at a five-year CAGR of 8 percent to reach more than $3 billion.
- Contributes 19 percent to the national production of general purpose and special purpose machinery.
- Contributes 8 percent to the national production of heavy electrical equipment.
- 100 percent FDI allowed under automatic route.
- Second in the production of general-purpose and special-purpose machinery.
- Fourth in the production of heavy electrical equipment.

Iron and steel

India is the second-largest steel producer in the world and a major contribution to that comes from the large steel manufacturing plants based out of Tamil Nadu. The state's steel usage is more than 10 million tonnes which is the highest in the country.

- The state has an iron and steel manufacturing output of $3 billion.
- Iron ore occurs as banded magnetite in Salem and Tiruvannamalai District. The inferred re serves are estimated about 180 million tonnes.
- Tamil Nadu contributes 3 percent to the national iron and steel output.
- 100 percent FDI allowed under automatic route.

Machine tools

The integrated machine tools industry in Tamil Nadu comprises well-established clusters across the state providing a robust ecosystem for manufacturers. It has a large proportion of machine tools manufacturing companies along with the common infrastructures such as testing facilities, tool rooms, training and developments centres to support industry growth.

- Tamil Nadu has an output of more than $240 million in machine tools manufacturing.
- Common infrastructure such as testing facilities, tool rooms, training and development centres are present to support industry growth.
- Advanced Manufacturing Technology Development Centre (AMTDC), a centre of excellence on machine tools and production technology, is set up in IIT Madras Research Park.
- 150+ machine tools and allied units in the state.
- Tamil Nadu's share in the national machine tools manufacturing output is 20 percent.
- Tamil Nadu has 16 percent of total employment in the machine tools sector at the national level.

Automobiles

Tamil Nadu is one of the top 10 automobile hubs in the world and home to India's top auto clusters. The state is often referred as the Automobile Capital of India and Detroit of Asia. As one of the leading manufacturing hubs in the world, it has more than 1300+ factories linked to this sector.

- Tamil Nadu contributes to over 45 percent of India's automotive exports.
- Accounts for 35 percent of India's auto component production.
- Tamil Nadu has an annual installed capacity to produce 1.71 million units of vehicles.
- #1 in tyre manufacturing in India
- Produces 1 commercial vehicles every 90 seconds
- Produces 3 cars every 60 seconds
- Produces 9 two-wheelers every 60 seconds

Electronic hardware

With global companies leveraging the well-developed manufacturing system, Tamil Nadu has emerged as one of the major electronics hardware manufacturing and exporting states in the country. Promoting ESDM, Tamil Nadu has increased the level of value addition that is done in the state and provides an excellent opportunity for the investors to set up their manufacturing facilities here.

- Accounts for 20 percent of the total electronics production in India.
- Ranks second in India in computer, electronics and optical product manufacturing.
- Ranks third nationally in terms of electronic exports.
- India's second-largest manufacturing hub.

2 -SEZs for electronic hardware manufacturing.


H2-P7
PRECICRAFT COMPONENTS INDIA PVT LTD
H2-P8
KPM PLASTO RUBBER CO.
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H2-004
AMIRTHALAKSHMI CNC COMPONENTS

Tamil Nadu pavilion


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Highlights !!!
Facility for testing of LED Lamps & Fittings
Upto 30% reduced Test Charges for select products.
30% OFF
10% Discount to all repeat Customers for more than once in a year
Web-portal for easy accessibility.


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SRIVARI ENGINEERS
H2-D16
PERUMAL FOUNDRY
FISCURTS
BASU Industries
SRB ENGINEERS


H2-C18
AVON SEALS PRIVATE LIMITED
MICSON CORPORATION
H2-C17
MICSON CORPORATION


Tamil Nadu Pavilion
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ON FOCUS STATE

JHARKHAND

Jharkhand lies in one of the richest mineral zones in the world. It is the only state in India to produce coking coal, uranium, and pyrite. The state provides investment opportunities in sectors such as mining and metals, power, infrastructure, manufacturing and food processing. The state's industries enjoy a unique location-specific advantage as it is close to the vast market of eastern India.

- Largest producer of Tassar silk in India.
- Second-largest producer of horticulture crops.
- Contributes over 20-25 percent to India's total steel production.
- Home to 40 percent of India's mineral wealth.
- Home to one of India's largest commercial manufacturing units by Tata Motors.
- Second-largest iron ore deposits.

The country's oldest and one of the largest steel plants, operated by the world's 10th-largest steel manufacturer – Tata Steel, is located in Jamshedpur. Plenty of business opportunities in Jamshedpur, including auto-component industries, power projects, and cement plants, can be explored as metals and minerals such as steel and coal are highly available. Jharkhand has an installed production capacity of more than 2500 MW.

Jharkhand is endowed with a wide variety of natural resources and is one of the most attractive destinations for setting up mineral-based units because of its vast mineral reserves and an industrious workforce. Around 30 percent of Jharkhand's geographical area is covered with highly bio-diverse forests, thus affording ample opportunities for the development of minor forest produce-based industries and Ayush-centric units. The state has a rich presence of major industrial houses, a number of reputed educational institutes and centres of excellence in the field of management, science and technology.

Jharkhand is located in the eastern part of India. The state shares its borders with West Bengal in the east, Uttar Pradesh and Chhattisgarh in the west, Bihar in the north and Odisha in the south. In India, Jharkhand is one of the leading states in terms of economic growth. At current prices, Jharkhand's gross state domestic product (GSDP) stood at Rs3.63 trillion ($48.63 billion) in 2021-22E.

Jharkhand is one of the richest mineral zones in the world and boasts of 40 percent and 29 percent of India's mineral and coal reserves, respectively. Due to its large mineral reserves, mining and mineral extraction are the major industries in the state. Mineral production (excluding fuel minerals, atomic minerals, and minor minerals) in the state stood at Rs10,172.47 crore ($1.38 billion) in FY21 (until January 2021).

Jharkhand is rich in mineral resources such as coal (27.3 percent of India's reserves), iron ore (26 percent of India's reserves), copper ore (18.5 percent of India's reserves), uranium, mica, bauxite, granite, limestone, silver, graphite, magnetite and dolomite. Jharkhand is the only state in India to produce coking coal, uranium, and pyrite. With 25.7 percent of the total iron ore (hematite) reserves, Jharkhand ranks second among the states.

The state's industries enjoy a unique location-specific advantage as it is close to the vast market of eastern India. It is near the ports of Kolkata, Haldia, and Paradip, which helps in transportation of minerals.

According to the Department for Promotion of Industry and Internal Trade (DPIIT), cumulative foreign direct investment (FDI) inflows in Jharkhand stood at $5 million in FY22 and were $2.65 billion between October 2019-June 2022. In August 2022, the number of IEMs filed was five and the value of proposed investments stood at $497.94 million.

Total exports from the state stood at $1622.31 million in 2020-21. Exports from the state stood at $2449.27 million in 2021-22.

Jharkhand offers a wide range of fiscal and policy incentives to industries, under the Industrial Policy 2012. The state also has policies for IT and SEZs offering sector-specific incentives, as well as the Jharkhand Energy Policy 2012 which aims to supply reliable and quality power in an efficient manner at a reasonable price.

About 80 percent of the rural population of the state depends on agriculture. Rice is the major food crop of the state, covering 80 percent of the cropped area.

Recent developments

• In August 2021, Tata Steel, India's largest steelmaker, announced to invest Rs3000 crore ($410 million) in Jharkhand over the next three years to expand capacity.

• In August 2021, the state-owned steel company, SAIL, announced to invest Rs4000 crore ($546 million) in Jharkhand over the next three years to expand capacity at its Gua mines and build a 4-million-tonne (MT) pallet facility.

• As of August 2021, the Jharkhand government decided to equip all government hospitals, including community health centres (CHCs) and primary healthcare centres (PHCs), with rooftop solar plants.

• In July 2021, urban development projects were launched totalling Rs84 crores ($11.51 million) for Ranchi.

• The Asian Development Bank (ADB) has approved a loan of ~Rs831 crore ($112 million) to develop water delivery facilities in Jharkhand.

Jharkhand Pavilion

ON FOCUS STATE

UTTARAKHAND

The State of Uttarakhand was formed on 9 November 2000 as the 27th state of India, when it was carved out of northern Uttar Pradesh. It offers locational advantage due to its proximity to the important market of the National Capital Region (NCR) and has excellent connectivity with its neighbouring states.

Uttarakhand, located at the foothills of the majestic Himalayan mountain ranges, is known for its pristine beauty and breath-taking locales. The state has always been acknowledged as a tourism hub due to its snow-covered peaks, gushing rivers, verdant valleys, untouched forests and the presence of major religious destinations. The young state has also emerged as one of the major investment destinations for manufacturing in the country, particularly in automobiles, pharmaceuticals and food processing, due to its business-friendly environment, conducive investment policies, and simplified regulations. Therefore, entrepreneurs can leverage particularly lucrative business opportunities in Uttarakhand. World class industrial areas have been developed by the State Infrastructure and Industrial Development Corporation of Uttarakhand Ltd (SIIDCUL).

The Gross State Domestic Product (GSDP) of Uttarakhand for 2022-23 (at current prices) is projected to be Rs2,76,677 crore. This is a growth of 9 percent over the revised estimate of GSDP for 2021-22 (Rs2,53,832 crore). In 2021-22, GSDP was estimated to grow by 8.2 percent over the previous year. The tertiary sector in the state contributed around 39.76 percent to the GSDP in 2017-18.

With the literacy rate (78.8 percent) higher than the national average and the presence of institutes of international repute, the state has abundant availability of quality human resources. The state offers a wide range of fiscal and non-fiscal incentives.

- Transparent tax policies and swift approvals for projects.
- Fractional cost of setting up of operations as compared to NCR or other cities.
- Large number of engineering and management institutes including IIT and IIM.
- Political stability, good governance and image as a peaceful state.
- Attractive investment policy of state government.
- Availability of suitable industrial land to start business at a cheap rate.
- Good quality of life for employees due to healthy environment.
- Good connectivity by rail, road, and air with NCR.

The state offers an unbeatable combination of single-point clearances, competitive land prices in world-class industrial estates, cheap power, clean water, a highly-skilled workforce, good law and order, proximity to the NCR. Also, the state offers its vast consumer base and dedicated relationship managers for investors to guide them through their investment life cycle; hence, potential investors can do their due diligence and explore rewarding investment opportunities in Uttarakhand. Its world-renowned education system, wildlife sanctuaries, peaceful and friendly people provide an unmatched quality of life to its residents.

Uttarakhand State has been 100 percent electrified. A majorly organic state, the four agro-climatic conditions allow the production of off-season vegetables and the state has the highest production of pear, peach, plum, and apricot in the country. The state is rich in limestone and has a huge potential for value added industries. It is home to India's first agricultural university, GB Pant Agricultural University.

As of March 2022, the state had a total installed power generation capacity of 3950.19 MW. Of this, hydropower accounted for 1975.89 MW, followed by thermal power at 1011.26 MW and renewable power at 931.8 MW. Of the total installed power capacity, 1324.52 MW was under state utilities, 1656.63 MW under private sector and 969.04 MW under central utilities.

The state also offers tremendous opportunities in the wellness and tourism sector. In 2020, total tourist arrivals in the state was over 39 million. The state attracted close to 20 million domestic and foreign tourists in 2021. Uttarakhand is the Yoga Capital of the World. Wellness is imbibed in Uttarakhand's culture and it has the potential to emerge as the world's 'Wellness Destination'.

Uttarakhand has been consistently ranked amongst the top states in India by DPIIT in its assessment for ease of doing business. The State's Investment Promotion Agency (IPA) is adjudged as the 'Top Performer' by Invest India, DPIIT, in the rankings for investment promotion agencies across 20 states, thereby ensuring the suitability to invest in Uttarakhand. Uttarakhand is also recognised as an 'Achiever' among the landlocked states by DPIIT in Logistics Ease (LEADS 2022).

Investor facilitation

The Government of Uttarakhand has laid huge emphasis on business facilitation by creating an enabling environment for industries to set up and start their operations in the state.

The state government houses a dedicated Investment Promotion and Facilitation Centre (IPFC), which acts as a centralised one-stop-shop

for the investors/businesses and provides complete handholding support in a structured, focused and comprehensive manner. IPFC focuses on investment promotion, facilitation, direct engagement, and consultation with investors/stakeholders and ensures investment realisation and sustainable industrialisation in the state.

Uttarakhand Right to Service Act, 2011 and the Uttarakhand Enterprises Single Window Facilitation and Clearance Act, 2012 were enacted to provide necessary time-bound licenses, permissions, and approvals for setting up of commercial establishments in the state. The state has established robust processes to ensure time-bound delivery of government services with more than 100 department services already notified under both the acts and monitoring the timely disposal of services.

Competitive advantage

• Uttarakhand has a good number of automobile and auto-component manufacturers in the state. Pantnagar and Haridwar have evolved as important auto hubs in northern India.

• Most of the auto component units are contract manufacturers and are spread across the state with majority of them located in the integrated industrial areas of Pantnagar and Haridwar.

• There a few private industrial estates, which provide 24*7 electricity, effluent treatment plants, waste management facility, etc. These industrial estates are very well connected to major cities and hubs through roads and railways.

• To facilitate availability of skilled and trained manpower for the sector, the state is pushing the implementation of the National Skill Development Mission throughout the state. The Skill Development Mission provides specific courses on the automobile sector.

• The state has a good presence of commercial banks and financial institutions to provide financial assistance to these industries for managing their working capital requirements, daily operation maintenance costs, etc.

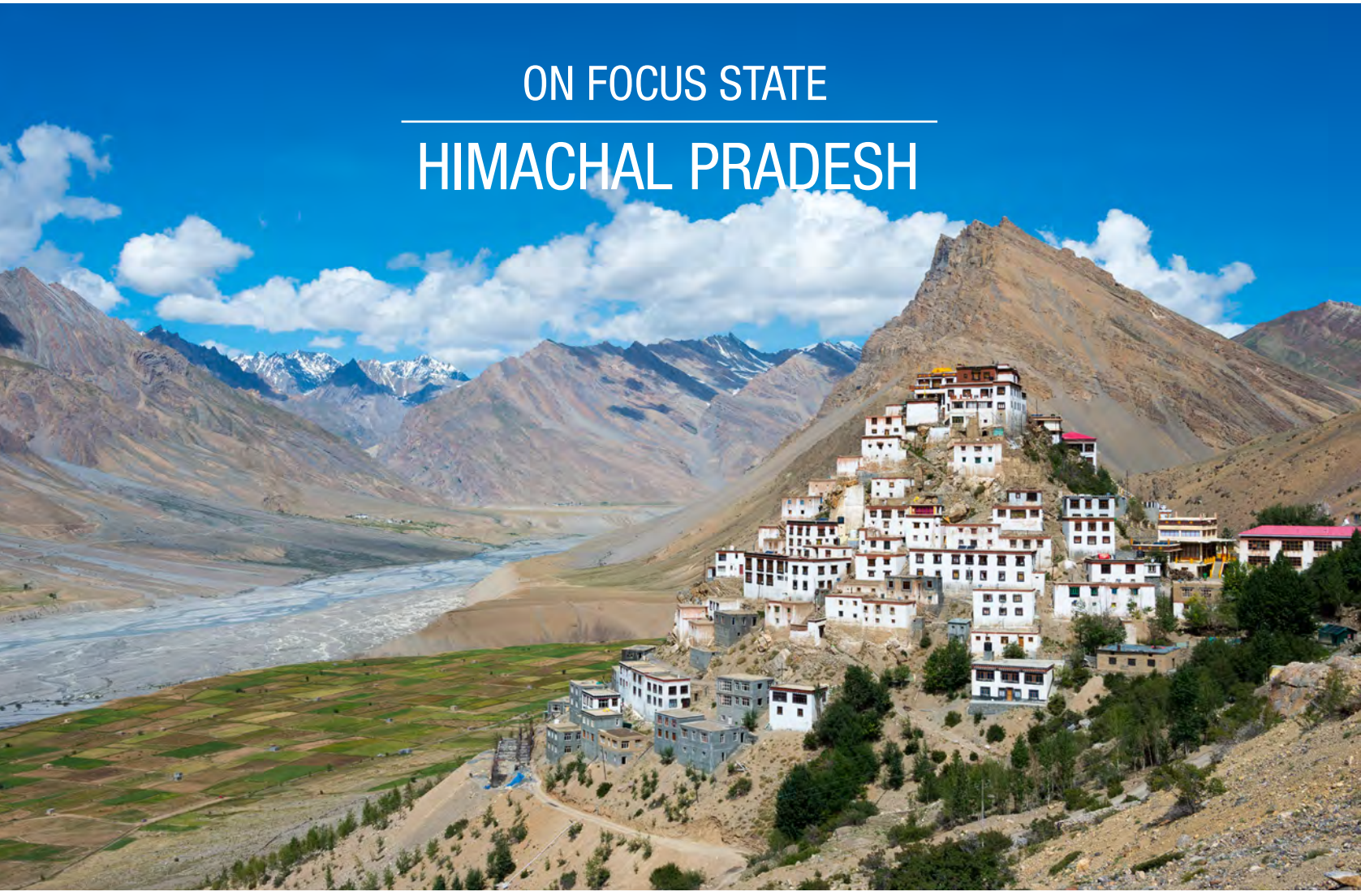
• The industrial electricity tariff is among the lowest across the states in India with ample availability of land, providing enabling environment for doing business in the state. Uttarakhand is proud of its history of industrial harmony, with one of the lowest mandays lost due to industrial strife in India.

• Uttarakhand offers locational advantage with close proximity to the National Capital region including advanced as well as emerging markets. Abundant skilled manpower is available in the state.

• Home to auto majors Hero Motors (world`s biggest two-wheeler manufacturer operating the world`s largest integrated two-wheeler plant in Haridwar),Tata Motors (world`s second-largest truck manufacturer), Bajaj Auto (world`s largest three-wheeler manufacturer), Ashok Leyland (fourth-largest manufacturer of busses in the world) and the presence of large no of ancillary units in the districts of Udham Singh Nagar, Haridwar, etc. These players have introduced state-of-the-art operating practices which have been fed into the local production environment.

ON FOCUS STATE

HIMACHAL PRADESH



Himachal Pradesh is also known as Dev Bhoomi, meaning Land of Gods and Veer Bhoomi which means Land of the Brave. Himachal is one of the most popular and easily accessible hill states of India. People from all parts of the country as well as from different parts of the world visit this beautiful state to enjoy its natural beauty. From time immemorial, Himachal Pradesh has been one of the greatest contributors towards building tourism, resulting in better economic development and success for the nation.

Located in the northern region of India, the state is surrounded by Jammu and Kashmir on the north, Punjab on the west and the southwest, Haryana on the south, Uttar Pradesh on the southeast, and China on the east.

At current prices, Himachal Pradesh's GSDP was estimated to be Rs1.92 trillion ($24.84 billion) in 2022-23. The GSDP increased at a CAGR of 7.7 percent between 2015-16 and 2022-23. The tertiary sector witnessed the fastest growth at a CAGR of 10.76 percent between 2011-12 and 2020-21. Total exports from Himachal Pradesh stood at $2147.46 million in FY22, and $909.47 million in FY23 (until August 2022).

As of August 2022, Himachal Pradesh had a total installed power generation capacity of 4473.10 MW, comprising 2013.39 MW under private utilities, 1062.21 MW (state utilities) and 1397.50 MW (central utilities). The state has immense potential for hydropower as it is naturally blessed with abundant streams and rivers flowing down from towering mountains.

The State Government offers a wide range of policy and fiscal incentives for businesses under the Industrial Policy 2017. The state has also undertaken other policies such as Tourism Policy 2005 and IT Policy 2001 for upgradation of these sectors in the state. Himachal Pradesh has announced a Revised Solar Policy 2016, under which it plans to establish 700 MW of solar photovoltaic cell capacity.

The state will have the world's longest and highest tunnel by 2025, which will connect Zanskar Valley in Ladakh to Lahaul in Himachal Pradesh, and will be 4.25 km in length.

According to the Department for Promotion of Industry and Internal Trade (DPIIT), the cumulative FDI inflows in Himachal Pradesh were valued at $168.35 million between October 2019-June 2022.

With five perennial rivers flowing through the state, Himachal Pradesh is the leader in hydropower generation in India, contributing nearly one-fourth of total hydro generation in the country. It has the potential to contribute 26 percent to India's hydropower potential with an estimated hydropower potential of ~25,000 MW.

The Baddi-Barotiwala-Nalagarh industrial belt has emerged as a key manufacturing hub for various sectors, and the region is recognised as the rising 'Manchester of Pharma in India,' thereby generating many business opportunities in Himachal Pradesh.

The state ranks #2 in NITI Aayog's Export Preparedness Index (EPI 2021) under the Himalayan states category and is recognised as an 'Achiever' by DPIIT in Logistics Ease (LEADS 2022).

Enabling factors

- Available land parcel.
- Available water resource.
- 24*7 affordable electricity.
- Net exporter of power; accounts for 26 percent of the total hydropower potential of India.
- Fruit bowl of India, second-largest producer of apple along with stone fruits such as plum, peach and citrus.
- Ranks second in the country on Niti Aayog's SDG India Index 2020-21.
- Power surplus state, 100 percent from green energy source.

Advantage Himachal Pradesh

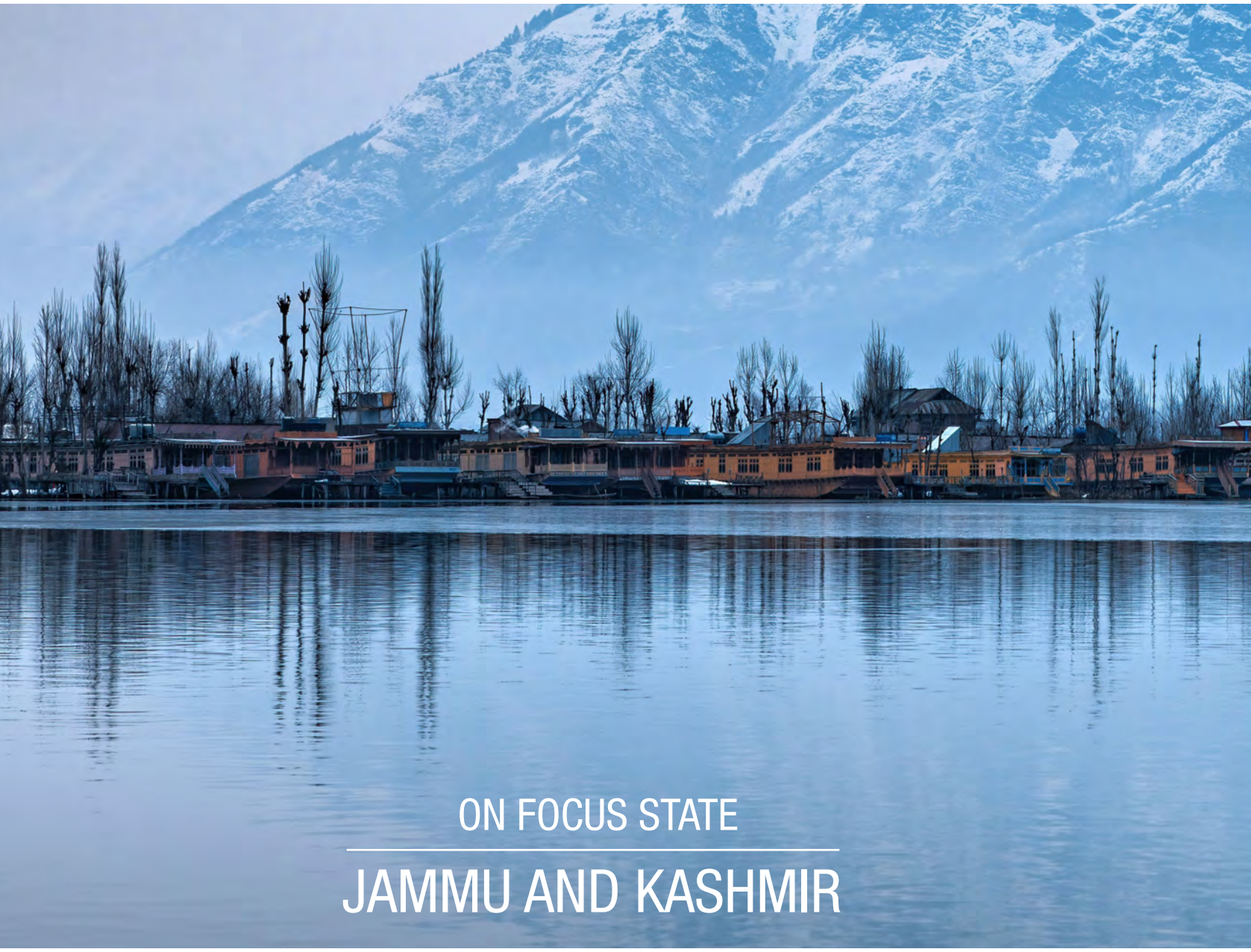
- Proactive governance.
- Proactive facilitation and attractive policies.
- Simplified procedure and speedy time-bound approvals.
- Strong industrial zero tolerance policy.

Skilled manpower

- 82.8 percent literacy rate, well ahead of the national average at 74 percent.
- Highest increase in technical institutions over last six years.
- Total 3532 private educational institutes.

Tourism attraction

- One of the best tourism states of India.
- Great places to visit for pristine natural environment.
- Tourist wellness across the world



ON FOCUS STATE

JAMMU AND KASHMIR

Jammu and Kashmir (J&K) is a Union Territory (UT) of India, located in the country's northern part and a global tourist destination. In addition to traditional recreational tourism, vast scope exists for adventure, pilgrimage, spiritual, and health tourism. The natural beauty and picturesque locations have made it a favoured destination for tourists across the world. Jammu is famous for its temples, while Kashmir Valley is known for its lakes and gardens.

Jammu and Kashmir shares its international border with Pakistan. The UT lies in the Greater Himalayan range and is enclosed in mountains and valleys. Chenab, Jhelum, and Ravi are the major rivers that flow through it. It is well connected with an international airport in Srinagar and a domestic airport in Jammu. The UT is home to about 65 industrial estates.

J&K has agro-climatic conditions best suited for horticulture and floriculture. Horticulture is the mainstay of the rural economy, providing employment to large number of local inhabitants. The GSDP increased at a CAGR of 8.51 percent between 2015-16 and 2020-21 to reach Rs1.76 trillion ($24.28 billion).

The J&K government has an industrial policy that offers attractive incentives along with a single-window clearance mechanism. In April 2021, the government of Jammu and Kashmir signed 456 MoUs with various firms for potential investment worth Rs23,152 crore ($3.17 billion). In March 2022, the UAE pledged to invest Rs3000 crore ($391.8 million) in J&K.

According to the Department for Promotion of Industry and Internal Trade (DPIIT), cumulative FDI inflow in J&K was valued at $0.7763 million between October 2019-June 2022. Total exports from J&K stood at $89.77 million in FY 2022-23 (until August 2022).

J&K SIDCO is the nodal agency for promotion and development of medium- and large-scale industries in the UT. In July 2021, the Jammu and Kashmir administration planned to launch helicopter services to numerous tourist locations in an effort to enhance tourism.

In 2020, the Government of India approved new land laws for Jammu and Kashmir to allow land to be transferred for the benefit of an individual or institution for the promotion of healthcare or senior secondary or higher or specialised education. In January 2021, the Cabinet Committee of Economic Affairs (CCEA) approved a new scheme for the industrial development for the UT of Jammu and Kashmir with a total outlay of Rs. 28400 crore ($3918 million) up to 2037.

- India's largest producer of saffron, one of the most expensive spices globally.
- Leading producer of wool in India.
- Willow bats, used in the game of cricket, are made out of willow trees found in Kashmir.
- Largest producer of apple, walnut, and cherry in India.
- Renowned for its strong horticulture and vibrant floriculture sectors, J&K is also one of the prominent locations for handloom and handicrafts products.
- J&K is home to world's finest Biovoltine

silk and Pashmina wool with the handloom sector employing about 43,000 weavers across the UT. Major handicraft items include carpets, paper mache and shawls.

- While J&K offers boundless investment opportunities across sectors, in FY21-22 the drug formulation and biological products accounted for 24 percent of the total exports of Rs390 crore of the UT. Also, the state is India's largest apple grower, with 1.72 million tonnes produced in FY22, accounting for 70.54 percent of overall output.

Recent developments in key sectors

- As of 31 August 2022, J&K had a total installed power-generation capacity of 3511.61 MW, comprising 1866.08 MW under central utilities, 1541.82 MW (state utilities) and 103.71 MW (private utilities).
- According to the Telecom Regulatory Authority of India, J&K had 11.39 million wireless and 8.47 million internet subscribers with a tele-density of 86.3 percent, as of March 2022.
- Under the State Budget 2022-23, Rs1137 crore ($139.06 million) was allocated for housing and urban development.
- Raw silk production stood at 98 MT in FY 2021-22.
- Total tourist arrivals to the UT reached 113.16 million in 2021.
- In 2021-22, total production of horticulture crops in the UT was estimated to be 3580.82 thousand metric tonnes. In 2021-22, the total production of vegetables and fruits in the state was estimated at 1338.27 thousand metric tonnes and 2237.87 thousand metric tonnes, respectively.

Handicrafts

The handicrafts industry has been receiving priority attention from the government in view of its large employment base and exports potential. The Government of India's newly constituted Union Territory of Jammu and Kashmir announced a fresh plan to revitalise the region's crafts sector in August 2021. The project, known as Karkhandar, aims to improve trainee learning techniques and help artisans better their living standards.

In October 2020, the J&K government signed an MoU with Flipkart to provide an online platform to showcase and encourage local artisans/craftsmen/ weavers to meet clients worldwide.

This is a significant step towards fostering the rural economy and boosting sale of authentic exotic handicraft and handloom products and seeking new destinations for niche handmade Jammu and Kashmir products.

J&K is famous for its small-scale and cottage industries such as carpet weaving, silks, shawls, basketry, pottery, copper and silverware, papier-mâché and walnut wood.

ON FOCUS REGION

FLANDERS

The Flemish region of Belgium (or Flanders) is a Dutch-speaking area in the country's north, and one of three Belgian regions. The national capital, Brussels, considered its own region, lies near Flanders' southern edge. Antwerp is a port city and major diamond trade centre with a reputation for fashion design. Its Royal Museum of Fine Arts has a large collection of paintings by Flemish masters.

Flanders Investment and Trade (FIT) promotes international enterprise in Flanders in a sustainable way as a key factor in the social and economic development of the region. FIT does so by supporting the international activities of Flemish companies and by attracting foreign investors to Flanders. FIT assists, supports, and stimulates companies in international business. FIT offers tailored advice and guidance. Companies can call on their networks of contacts both at home and abroad. And they give financial support and information on a wide range of financial incentives. Flanders has many assets for ambitious Flemish enterprises and SMEs as well as for interested international companies. For Flemish companies, this region is a perfect gateway.

Investment advantages

- Close to Europe's institutions and purchasing power.
- We speak your language.
- Fourth most productive workforce in the world.
- Cutting-edge infrastructure.
- Set up a business in four days.
- Pay zero social security for your first employee.

Strategically located in the heart of Europe, Flanders lies at the very centre of Europe's most prosperous region. The purchasing power of its residents and those living within 500 km of the region makes it a prime business location.

As such, Flanders takes centrestage within a megalopolis stretching from the London region to the Netherlands, Belgium, and parts of Germany and France. This area is home to no less than 60 percent of Europe's purchasing power and covers one of the world's highest concentrations of people, money and industries. In short, there's just no better place than Flanders to prepare someone's business plans or start up one's business activities in order to reap the rewards of commerce in the European mainland, West Asia and Africa.

Brussels, the centre of Europe

Brussels, capital of Flanders (Belgium), is home to numerous international corporations and intergovernmental decision-making organisations, such as the EU and NATO. It can easily be considered Europe's lobbying capital as well: more than 3800 diplomats are active in the city – a number that is only surpassed by New York City. It is also the world's second international conference centre by number of events, and the second-largest centre for advocacy after Washington DC.

Brussels by numbers

- 700 professional associations
- 400 organised interest groups
- 150 international consulting firms
- 150 law firms specialising in European law
- 30 chambers of commerce
- Over 1000 accredited journalists
- Representation of over 220 regions and federal entities
- 1300 European HQs or subsidiaries of foreign companies.

Reputed knowledge centres and R&D initiatives

To the World Economic Forum and many other international spectators, Flanders ranks among the world's elite when it comes to R&D and innovation.

Flanders is a top five knowledge region in Europe and home to world-famous knowledge institutes and universities. Its strategic research centres – IMEC, VIB, Flanders Make, and VITO – are known the world over. In close partnership with Flanders' universities – KU Leuven, UGent, Antwerp University, VUB, and UHasselt – and the global business world, they contribute to the realisation of a sustainable future.

Flanders ranks in the top 15 worldwide when it comes to 'company spending on R&D,' 'availability of the latest technology,' and 'capacity for innovation'

Notes

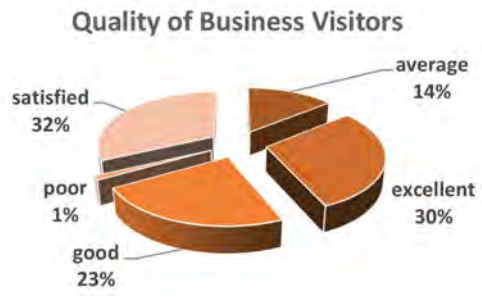
1. DIPP, GoI; now DPIIT (Department for Promotion of Industry and Internal Trade)
2. http://www.maa.org.my/statistics.html
3. https://investingintamilnadu.com/DIGIGOV/ and Invest India
4. https://www.flandersinvestmentandtrade.com/invest/en/why-invest-in-flanders
5. MIDA, GoM
6. WEF Global Competitiveness Report 2017-18.

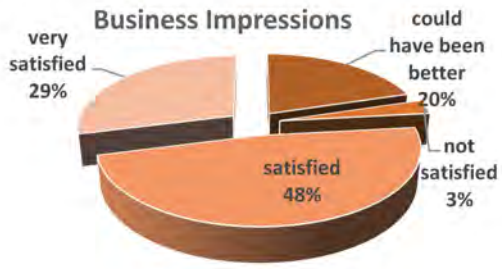
Highlights of IESS X

- 262 exhibitors submitted their feedback by the end of IESS X
- Publicity and advertising for the show was quite satisfactory as 60% of the respondent participants were new comers.
- A total of 8543 contacts were made by the 262 respondent exhibitors during the show with an average of around 33 contacts per respondent exhibitor. Around 70% of the contacts were new contacts.
- Only a few of the respondent exhibitors disclosed the number and amount of orders booked by them during the show. A total of 163 orders were booked by them the sum of which was US$ 0.42 million.
- As per the information submitted, a total of 1165 enquiries were generated by the 262 exhibitors amounting to US$ 1.3 million.
- As much as 63% of the respondents were able to appoint their distributor agents during the show.

Key Takeaways

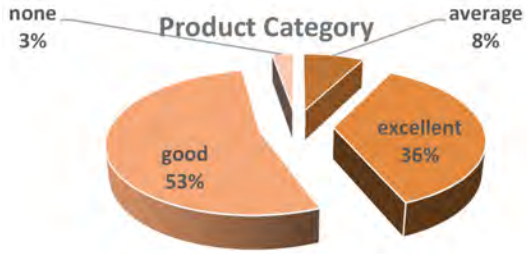
1. Quality of business visitors in IESS X was excellent as 85% of the respondent exhibitors categorized them as either Excellent or good or satisfactory.

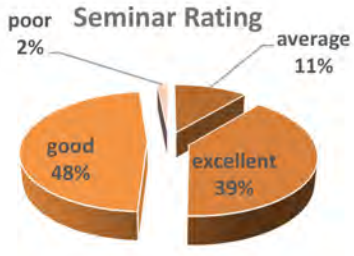




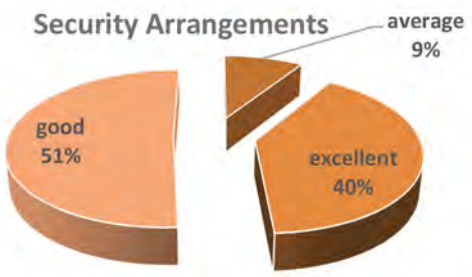
2. 77% of the participants were quite satisfied about the quality of business done during the event while only 20% of them expected better businesses.
3. Buyers' turnout during the show was quite satisfactory as 78% of the respondent exhibitors found it as either excellent or good.

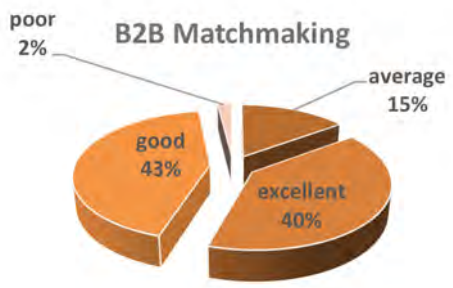
4. Quality of buyers also matched the expectation of the exhibitors as 76% of the reporting exhibitors marked the quality of buyers as either excellent or good.
5. As per the respondent exhibitors, category of the products exhibited was very much satisfactory as it was either excellent or good for 89% of the exhibitors.





6. Quality of the seminars were also quite up to the mark as per the respondent exhibitors as 87% of them found the seminars and workshops conducted during IESS X as either excellent or good.
7. Overall Security arrangement was quite good as around 91% of the reporting exhibitors categorized them as either good or excellent





8. B2B sessions turned out as quite effective and fruitful as 83% of the reporting exhibitors viewed them as either good or excellent.
9. 95% of the respondents reported that they were quite aware of the events and activities organized by EEPC India.
10. The event IESS X was overall a grand success and it was quite satisfactory for our exporters as 99% of the reporting participants expressed their intention to participate in EEPC India events going forward.

Suggestions for further improvement by delegates

- Despite the fact that most of the participants were satisfied with the event, a few of the participants has suggested faster stall installation and logistic process.
- A few of the respondents thought that B2B meeting could have been organized in a better way.
- Some of the participants suggested better food arrangements.
- A few of the respondents opined better facility for getting procurement.
- A handful of exporters wanted more categorized product specific buyers from overseas.

GLIMPSES OF THE EXHIBITION

Stalls

Excel Power

Canadian Crystalline

SAIL

Rashtriya Ispat Nigam Limited

Exim Bank

India Design Mark

OPEL

Bureau of Indian Standards

Presscotech Engineering Pvt Ltd

AIMA

Trishul Machine Tools Pvt Ltd

Brasstech Engineering Pvt Ltd

Union Bank of India

Tech Pavilions

IITD-AIA FSM

ARAI

PSG College of Technology

Garuda Aerospace Pvt Ltd

State Pavilions other than Host State

Jammu And Kashmir

Himachal Pradesh

Karnataka

MP Industrial Development Corporation Ltd

Odisha

Uttarakhand

Telangana

SMAK


ELTEC CABLES AND INSTRUMENTS
RTD CABLES
THERMOCOUPLE CABLES
RTD SENSORS & TEMPERATUR TRANSMITTER
EEPCINDIA

West Bengal

Overseas Pavilion

Flanders

Overseas Delegates

Kazakhstan and Kyrgyzstan

Kyrgyzstan Kazakhstan and Russia

Delegates from Cameroon

Crowd


H2-P15 EXCEL POWER SWITCHGEAR PVT LTD
Powered by ABB
H2-P15 EXCEL POWER SWITCHGEAR PVT LTD


EEPC INDIA
H2-P7 PRECICRAFT COMPONENTS INDIA PVT LTD
INFRASTRUCTURE
DESIGN - IN HOUSE TOOL ROOM
ZINC AND ALUMINIUM
DIE CASTING HPDC & GDC


SRP CRANE CONTROLS (INDIA) PVT. LTD.
AISLE C


#WeAlsoMakeTomorrow
TATA STEEL
#WeAlsoMakeTomorrow

Azadi Ka Amrit Mahotsav (AKAM) Branding

EEPC India booth


IESS X
IESS TURNS TEN


EEPCINDIA
ENGINEERING THE FUTURE
Big push for manufacturing


EEPCINDIA
G20
India assumed the Presidency of the G20 on 1 December 2022
Let us join this big opportunity to showcase India's capabilities
वसुधैव कुटुम्बकम्
ONE EARTH • ONE FAMILY • ONE FUTURE


Auto parts production to hit $200 bn by 2026
EEPCINDIA


India moves towards a knowledge-based economy
Electrical machinery tech poised to take off
EEPCINDIA


EEPC INDIA CELEBRATES
'ICONIC WEEK' AT IESS X


EEPCINDIA
ENGINEERING THE FUTURE
2023 will see two big INDEEs
Big push for manufacturing
CANADIAN CRYSTALLINE WATER

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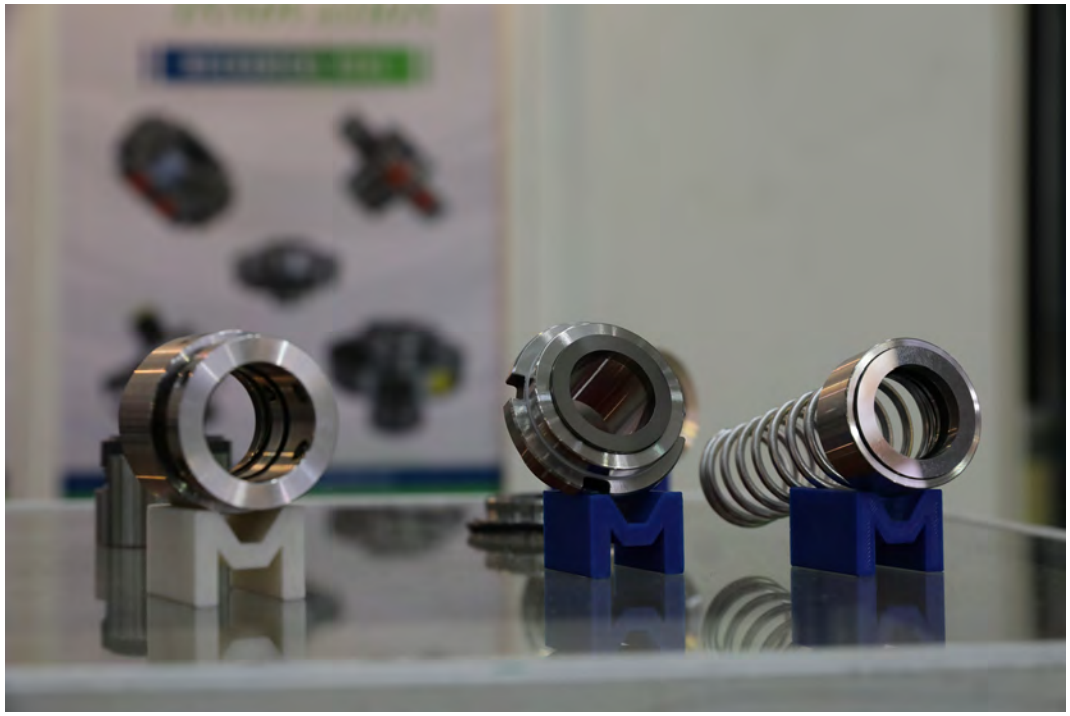


MMD
PVC PIPES FITTINGS
& TRADERS


EEPCINDIA
RADCOFLEX
RADCOFLEX
RADCOFLEX

INDIA EVENING

Cultural Peformance by local group was worth the wait


KRONOS

PUBLICITY AND PROMOTION

Pre – Event Publicity in India and abroad

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

Promotional Literature for mobilisation of the Exhibition in India was done

Flyer

Standee

Overseas Flyer

Mailer

Tech Flyer

Show Publicity in Chennai, Bangalore, Coimbatore

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

- Bus backs

- Bus Shelter

➢ Bus Shelter


VISIT
iess X CHENNAI
G20
FREE ENTRY
INTERNATIONAL ENGINEERING SOURCING SHOW
16-17-18
MARCH 2023 | 10am - 6pm
Venue: Chennai Trade Centre
INDIA'S LARGEST ENGINEERING SOURCING EXHIBITION
CONTACT:
www.iesshow.in


To Register, Log on to: www.iesshow.in
Contact : 044 2829 5501 | 2829 5502
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International Engineering Sourcing Show
FREE ENTRY
16-17-18
MARCH 2023 | 10am - 6pm
Venue: Chennai Trade Centre
G20
INTERNATIONAL ENGINEERING SOURCING SHOW
Subthemes
Subcontracting
Metal & Shop Floor
Industrial Machinery & Equipment
Energy and Electricals
Innovation & Technology

- Uber car body

- Van Branding

- Billboards


INTERNATIONAL ENGINEERING
SOURCING SHOW
TN 01 BH 2211


INTERNATIONAL
ENGINEERING
SOURCING SHOW
16-17-18
CONTACT: 044 28295501 / 02
DAIKIN

- Airport branding in Chennai and Coimbatore

➢ Social media campaign

Advertisements in Print Media

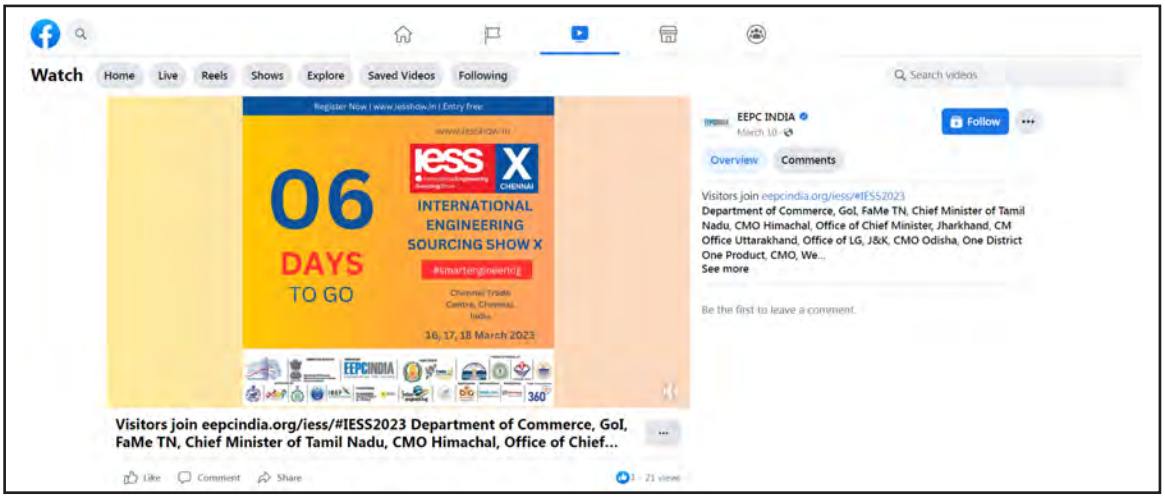
Extensive advertising campaign was undertaken in the local print media prior to the exhibition.

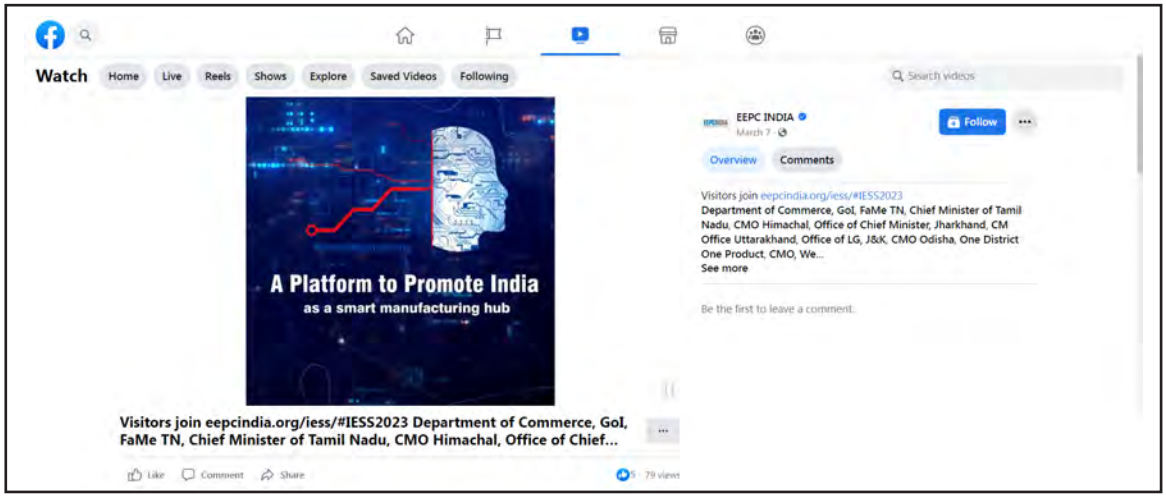
Advertisements about the exhibition were published in the following newspapers all over India since January 2023 till March 2023

Social Media campaign was done using all the 6 handles

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

Facebook





Instagram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INTERNATIONAL ENGINEERING SOURCING SHOW
16-18 MARCH 2023
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THE BIGGEST INDIAN ENGINEERING EXTRAVAGANZA
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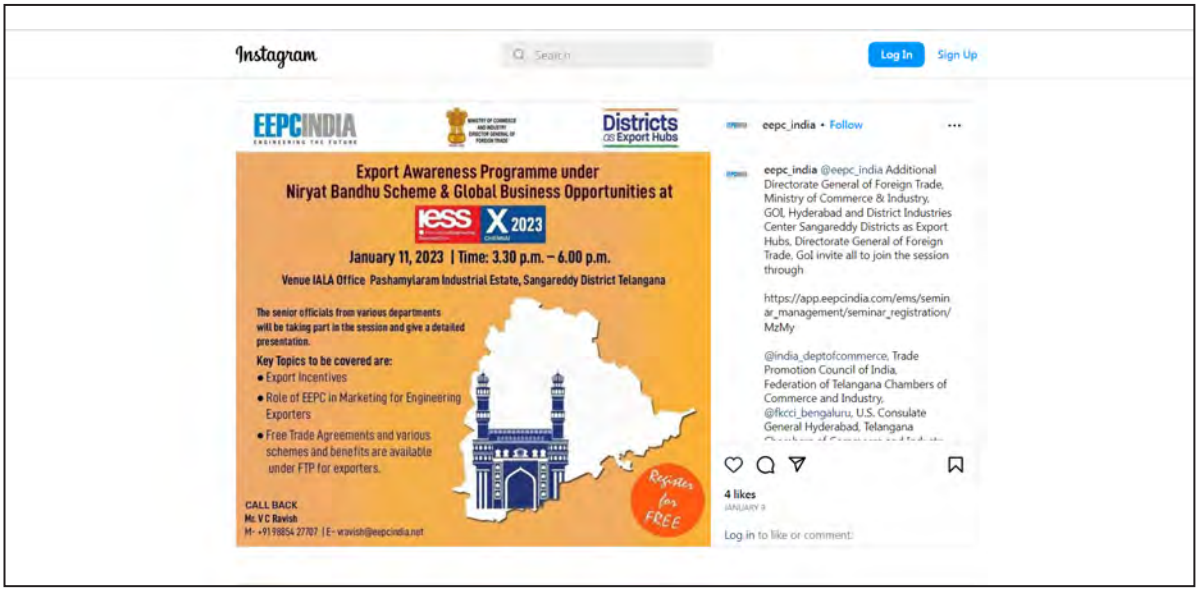
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EEPCINDIA
Districts as Export Hubs
Export Awareness Programme under
Niryat Bandhu Scheme & Global Business Opportunities at
IESS X 2023
January 11, 2023 | Time: 3.30 p.m. – 6.00 p.m.
Venue IALA Office Pashamylaram Industrial Estate, Sangareddy District Telangana
The senior officials from various departments will be taking part in the session and give a detailed presentation.
Key Topics to be covered are:
• Export Incentives
• Role of EEPC in Marketing for Engineering Exporters
• Free Trade Agreements and various schemes and benefits are available under FTP for exporters.
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Mr. V C Ravish
M- +91 98854 27707 | E- vravish@eepcindia.net
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https://app.eepcindia.com/ems/seminar_management/seminar_registration/MzMy
@india_deptofcommerce, Trade Promotion Council of India, Federation of Telangana Chambers of Commerce and Industry, @fkcci_bengaluru, U.S. Consulate General Hyderabad, Telangana
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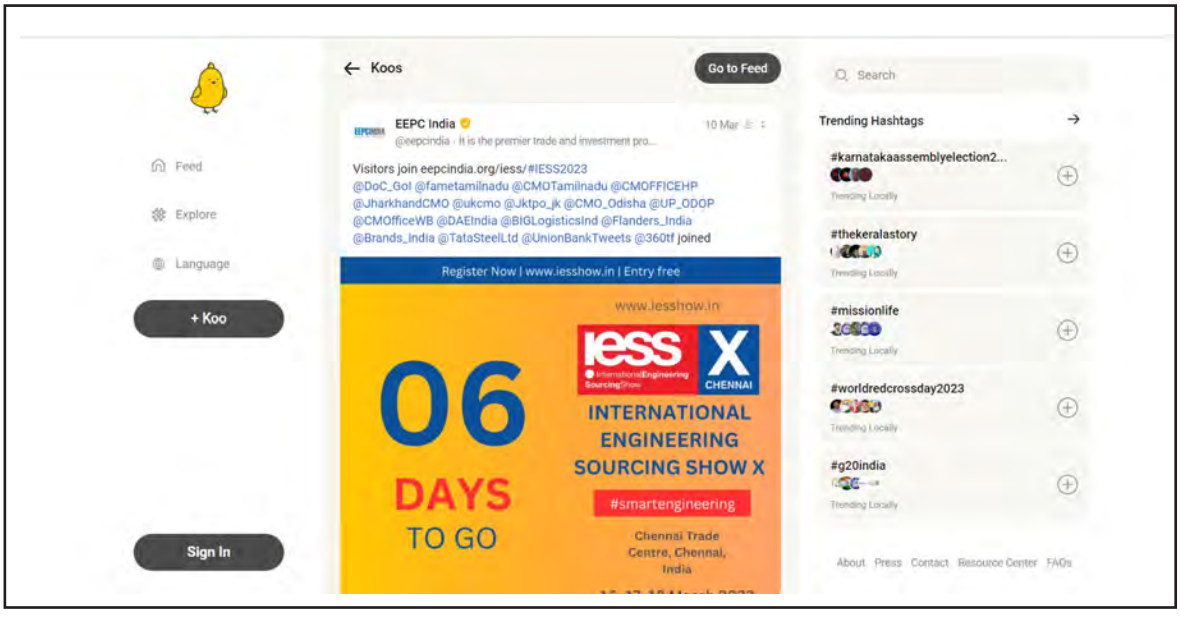
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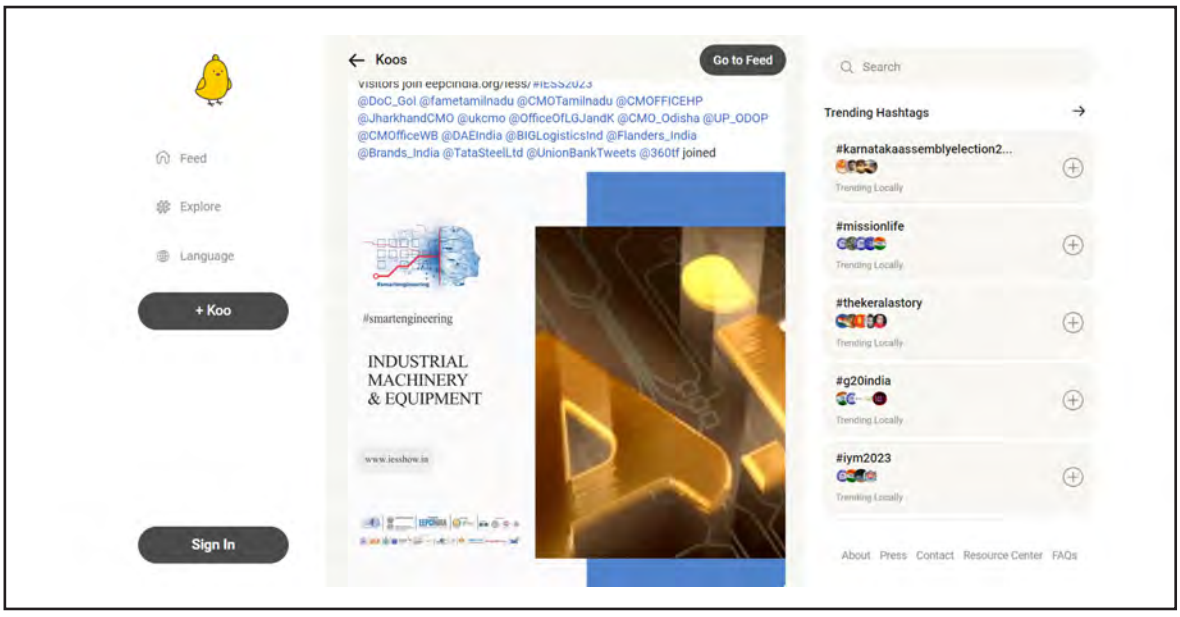
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Fit India, Indian Steel Association, International Copper Association India, ISHRAE, #AiacraIndia, IMTMA Training, The Institute of Indian Foundrymen (IIF), Ministry Of Heavy Industries , Department of Science & Technology, Government of Gujarat, ICEMA, Indian Electrical & Electronics Manufacturers' Association (IEEMA), Construction Equipment Rental Association , #tma_india, Textile Machinery Manufacturers Association, The Tractor and Mechanization Association (TMA), F A D A India, ACMA India, Association of Indian Forging Industry, #pumpipma, Adityapur Auto Cluster, Madras Chamber, Ambattur Industrial Estate Manufacturers Association (AIEMA), FKCCI - Federation of Karnataka Chambers of Commerce & Industry, The Federation of Telangana Chambers of Commerce and Industry, #NATIONALTELECOM, Electronic Industries Association of India-ELCINA, Indian Stainless Steel Development Association (ISSDA), India Builders (Chennai) Limited, #sme1965, IamSMEofIndia, Govt of Uttar Pradesh, TERI - The Energy and Resources Institute, CDP India Pvt. Ltd., Indo-American Chamber of Commerce, India, Indo-Belgian-Luxembourg Chamber of Commerce & Industry (IBLCCI)
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IamSMEofIndia, Andhra Pradesh Chambers of Commerce and Industry Federation, Indian Steel Association, International Copper Association India, #Aluminium1981, FKCCI - Federation of Karnataka Chambers of Commerce & Industry, Digital FTCCI, Australia India Chamber of Commerce (AICC), Indo-German Science & Technology Centre, ACMA India, IMTMA Training, #PumpIpma, INDIAN TEXTILE ACCESSORIES AND MACHINERY MANUFACTURERS' ASSOCIATION, Indian Pharma Machinery Manufacturers' Association (IPMMA), #IndiainItaly, #ceamaindia, ICEMA, Construction Equipment Rental Association , The Institute of Indian Foundrymen (IIF), Association of Indian Forging Industry, Ambattur Industrial Estate Manufacturers Association (AIEMA), Madras Chamber, Association of Indian Medical Device Industry (AIMED), Plastics Machinery Manufacturers Association of India, Society of Indian Automobile Manufacturers (SIAM)
ECGC
EEPCINDIA
Capacity Building Programme on
Enhancing Global Export Opportunities for Engineering Goods at IESS-X
& Risk management in International Trade
Friday, January 20, 2023 | 6.00 p.m. | Visakhapatnam
Venue : Hotel Daspalla, 28-2-48, Suryabagh,Jagadamba Junction,Visakhapatnam - 530200
Key Topics to be covered are:
• FOREX Risk Management
• Role of EEPC in Marketing for Engineering Exporters
• Support from ECGC for Exporters
Guest Speakers
• Mr Pydah Krishna Prasad, President Andhra Pradesh Chambers of Commerce and Industry Federation (AP Chambers)
• Mr Subhash Chahar, Regional Manager, ECGC Ltd.
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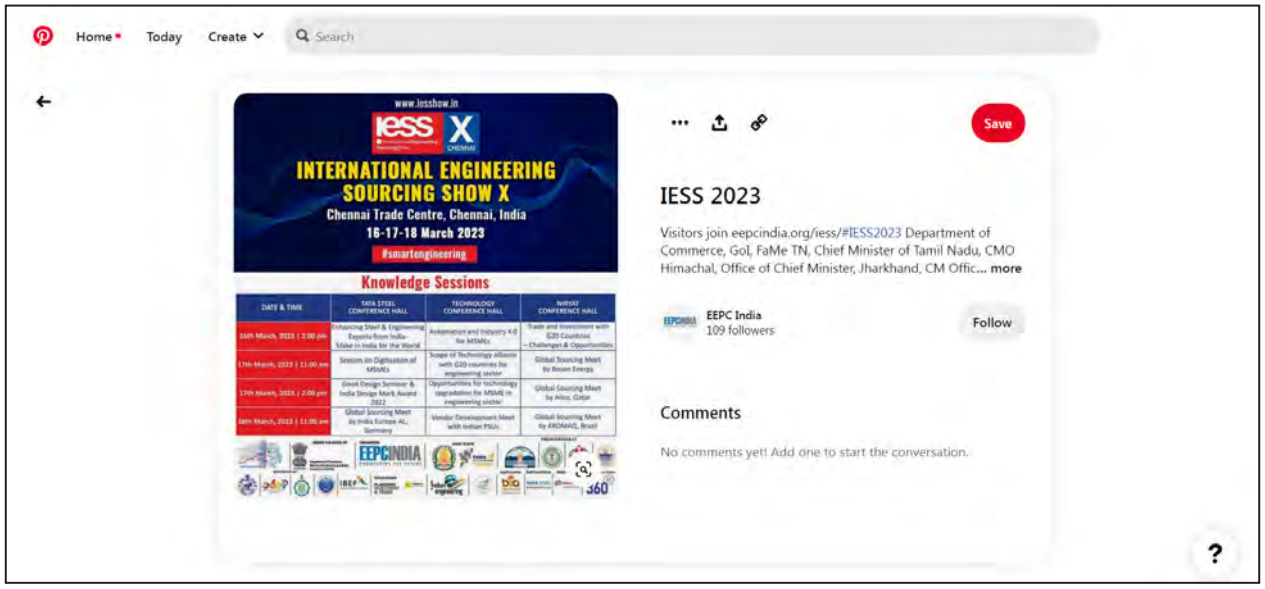
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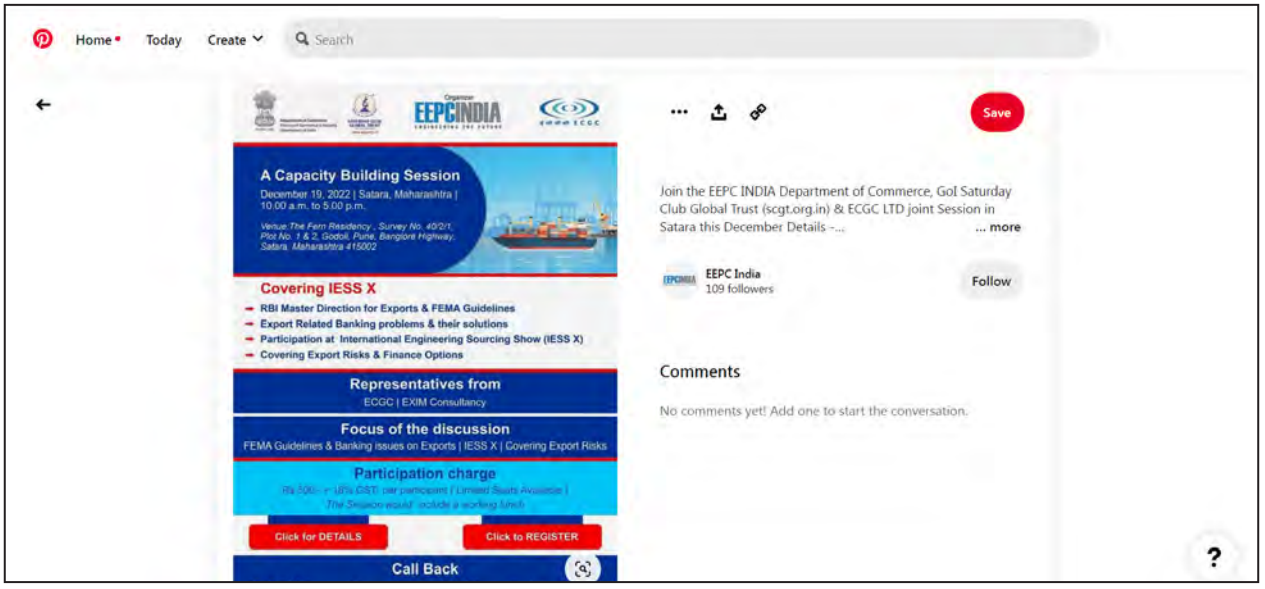
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A Capacity Building Session
December 19, 2022 | Satara, Maharashtra | 10.00 a.m. to 5.00 p.m.
Covering IESS X
RBI Master Direction for Exports & FEMA Guidelines
Export Related Banking problems & their solutions
Participation at International Engineering Sourcing Show (IESS X)
Covering Export Risks & Finance Options
Representatives from
ECGC | EXIM Consultancy
Focus of the discussion
FEMA Guidelines & Banking issues on Exports | IESS X | Covering Export Risks
Participation charge
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The official account of the Department of Commerce under the Ministry of Commerce and Industry, Government of India.

In-Show Publicity

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

Exhibitors' Directory

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Writing pad cover

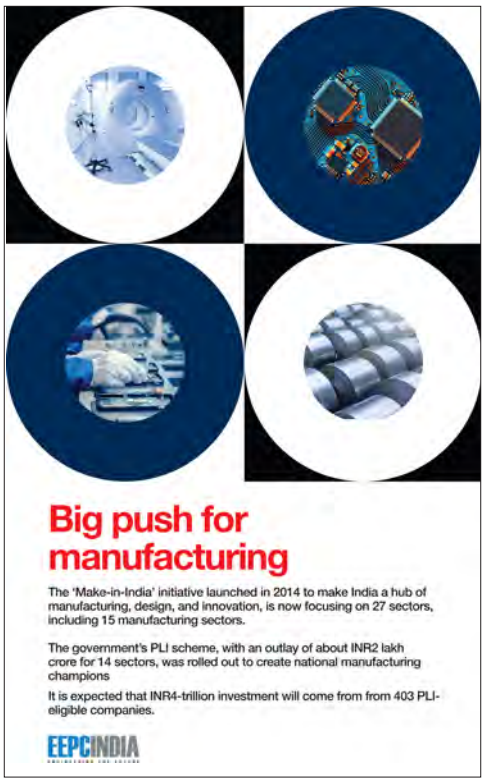
Jute bag

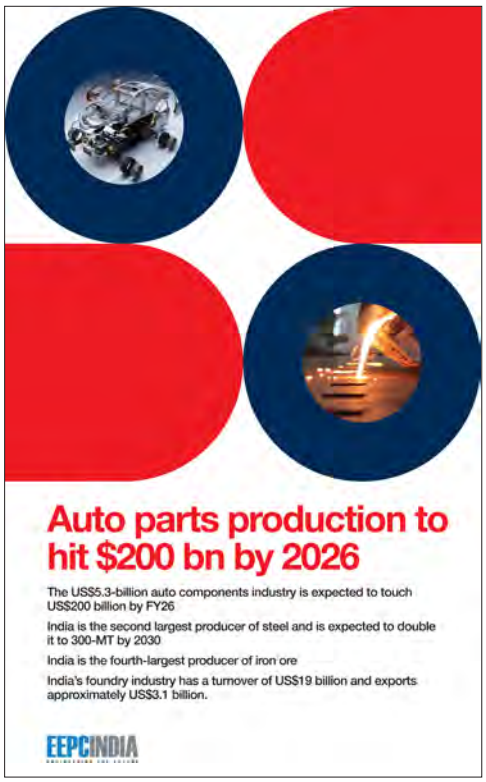
Non Jute bag

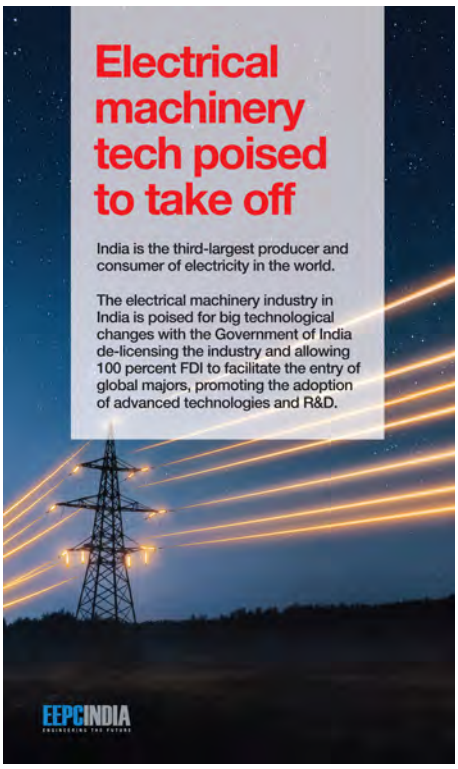
Posters

Badge

Theme Pavilion Posters





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भारत 2023 INDIA
India assumed the Presidency of the G20 on 1 December 2022
Let us join this big opportunity to showcase India's capabilities
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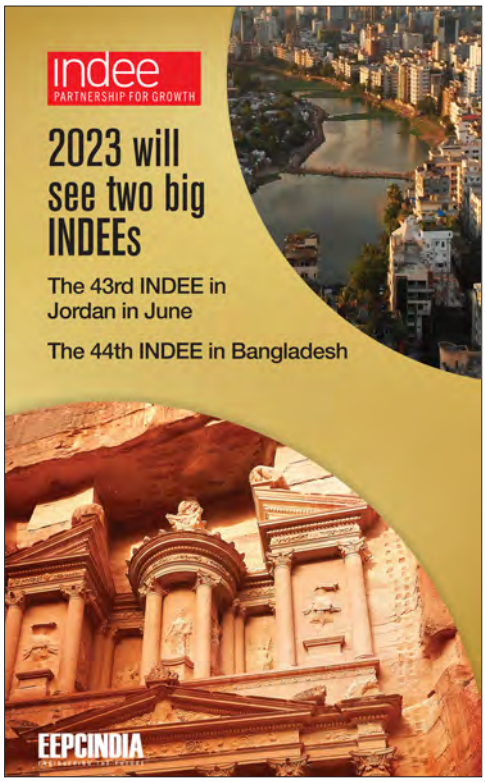
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PARTNERSHIP FOR GROWTH
2023 will see two big INDEEs
The 43rd INDEE in Jordan in June
The 44th INDEE in Bangladesh
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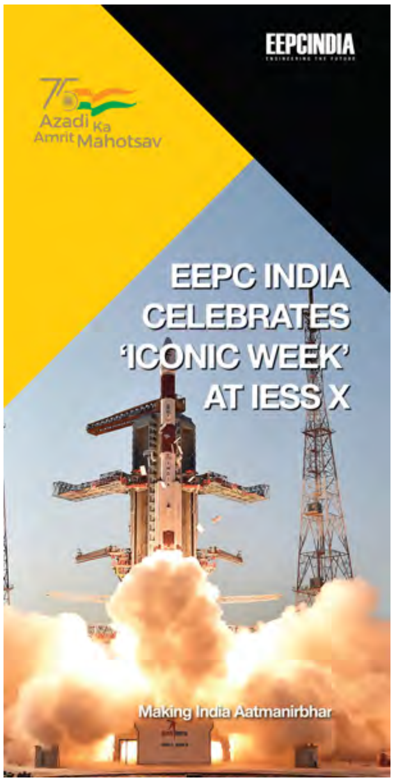
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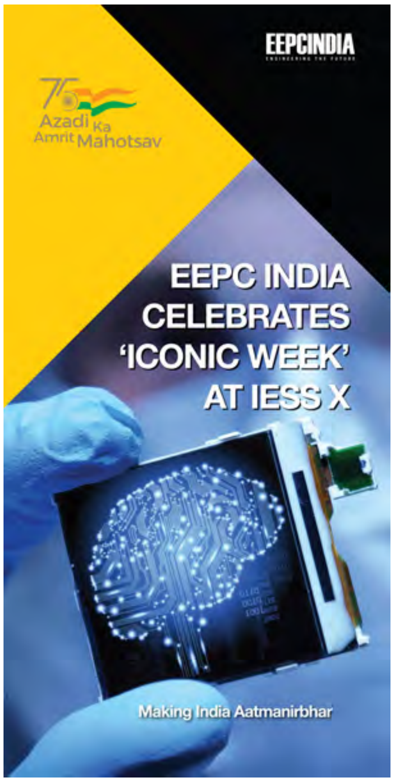
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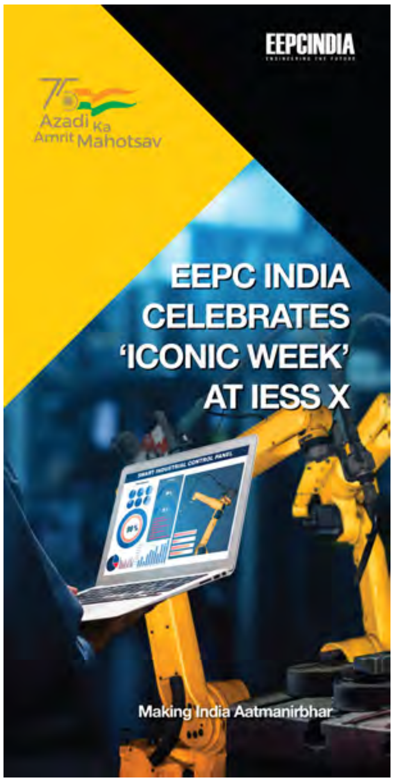
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EEPCINDIA
India's economy hits new highs
Projected as the fastest-growing major economy at 6.5-7 percent in FY23.
Second largest mobile market
Second largest producer of steel with 300 MT domestic steel production capacity by 2030
Fourth largest market for medical devices in Asia and in the top 20 globally
Fourth largest vehicle market with 40% share in global R&D
By 2025, India is expected to have more than 100 unicorns and will create more than 1.1 million direct jobs according to the Nasscom-Zinnov report 'Indian Tech Start-up'.

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Lunch Coupon

Mugs

Wrapping Paper

Invitation Card

Dinner and Lunch Invite Card

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16 - 17 - 18 March 2023, Chennai Trade Centre, Chennai
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International Engineering Sourcing Show
EXPERIENCE
Second EEPC India Quality Awards
in association with
businessline.
16TH MARCH 2023
11.40 AM ANWARDS
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WORLD-CLASS OFFERINGS TO PARTNER MSMEs ON THEIR JOURNEY OF GROWTH
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International Engineering Sourcing Show
16 - 17 - 18
March 2023
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International Engineering Sourcing Show
CHENNAI
16 - 17 - 18 March 2023
Chennai Trade Centre, Chennai
Entry Free
10.00am to 6.00pm
ENTRY FROM
CONVENTION CENTRE
EEPCINDIA
IBEF
TATA STEEL
360
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PRESS & MEDIA

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

'Technology, innovation in engineering key to remaining globally competitive'

Our Bureau
Chennai

The engineering sector accounted for one-fourth of India'a exports of $422 billion last year. However, the focus in the future will be on smart engineering, according to L Satya Srinivas, Additional Secretary, Department of Commerce.

"Unless we capture the new technology and innovate, it would not be easy to stay competitive. Technology is the key for the future. We need to innovate and lead with technology,without which we would not be in the forefront," he said.

FOCUS AREAS

To help the MSME/engineering sector, the Centre has come up with schemes and support to ensure that there is remission of taxes in terms of production incentives, he said.

Ease of living, ease of doing business and trade facilitation are the core principles of the government, he said at the International Engineering Sourcing Show that commenced on Thursday. The three-day event, organised by the Engineering Export Promotion Council (EEPC), offers a glimpse into India's capability in hard core metal and metal-based engineering.

Of the event's 10 ten editions so far, Tamil Nadu is hosting the event for the fifth time.

TN Anbarasan, Tamil Nadu's MSME Minister, said the State accounted for $16 billion of the $112 billion in engineering exports last year. Tamil Nadu is ranked second in engineering production in the country and is the third largest exporter of engineering goods.

Arun Kumar Garodia, Chairman, EEPC, India said, "EEPC India, for decades, has played a lead role in building Brand India by organising exhibitions around the globe."

The second EEPC India Quality Awards, in association with *businessline*, were also presented in three categories – large, medium and small industries.

TM Anbarasan, TN Minister for MSME and L Satya Srinivas, Additional Secretary, Commerce and Industries Department, presenting a quality award to representatives of BEML, at the second EEPC India Quality awards function held in association with *businessline*, in Chennai. Also seen are Arun Kumar Garodia, Chairman, EEPC India, V Arun Roy, TN MSME Secretary and Vinay Kamath, Senior Associate Editor, *businessline* BIJOY GHOSH

Business Line, Tamilnadu, 17.03.23

IESS X takes off in Chennai for the 4th time

Chennai:

The International Engineering Sourcing Show, the only global display of India's capability in Hard Core Metal & Metal Based Engineering, turned ten today as the three day event spread over 16-17-18 March advocated #Smart-Engineering as the show's theme.

The event was inaugurated by Minster for MSME, Government of Tamil Nadu, T M Anbarasan at Chennai Trade Centre. The Guests of Honour for the event were V Arun Roy, Secretary, MSME Department, Government of Tamil Nadu and L Satya Srinivas, Additional Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India.

Aimed at reducing dependence on traditional markets, developing internal markets within India, forging partnerships and joint ventures, strengthening commercial relations and accelerating trade between India and its trading partners and providing platform for foreign organisations to showcase their strength and capabilities in a large developing market, IESS has evolved as the exposition of the repertoire of Indigenous engineering skills to the world.

More than 23,000 Business queries valued at USD 14.28 Million, 12 MOUs including 9 Bilateral ones and around 46,000 Business Contacts define the success of this biggest engineering extravaganza on Indian soil.

Indian and Overseas Ministries, Diplomatic Missions, World Renowned R & D Institutes, Techpreneurs, Merchants, Manufacturers, Scientists and Investors meet and network and share their ideas here.

This edition has Global Sourcing Seminars, Tech Sessions, G20 Sessions, over 300 Overseas hosted Buyers, a World class display of 1,500 Tariff Lines with more than 300 Exhibitors and 10,000 Trade Visitor.

Tamizhagam Voice ,Chennai , 17.03.23

உள்நாட்டு உற்பத்தியிலும், ஏற்றுமதியிலும்

சிறு, குறு மற்றும் நடுத்தர நிறுவனங்கள் முன்னேற தமிழ்நாடு அரசு துணை நிற்கும்

அமைச்சர் தா.மோ.அன்பரசன் பேச்சு

Daily Thanthi ,Chennai , 17.03.23

கண்காட்சி குறித்து விளக்கம்

சென்னையில் நடைபெற உள்ள சர்வதேச பொறியாளர் கொள்முதல் கண்காட்சி (இண்டர்நேஷனல் இன்ஜினியரிங் ஷோ) குறித்த பத்திரிகையாளர் சந்திப்பு தேனாம்பேட்டையில் நேற்று நடந்தது. தமிழ்நாடு தொழில் மற்றும் வர்த்தக துறை கூடுதல் ஆணையர் கிரேஸ் எல்பச்சாவ், இ.இ.பி.சி.யின் தலைவர் அருண்குமார் கோடியா, பெல்ஜியம் ப்ளாண்டர்ஸ் பகுதி வர்த்தக ஆணையர் ஜெயந்த், நாடிகர் உள்ளிட்ட பலர் பங்கேற்றனர்.

Dinakaran , Chennai

இரண்டு ஆண்டுகளுக்குப் பிறகு மீண்டும் இ.இ.பி.சி. நடத்தும் IESS கண்காட்சி

சென்னை: இண்டர்நேஷனல் எஞ்சினியரிங் சோர்சிங் ஷோ (IESS-X) என்பது சர்வதேச பொறியியல் கொள்முதல் பத்தாம் ஆண்டு கண்காட்சி, வரும் 2023 மார்ச் 16 முதல் 18 வரை சென்னையில் நடத்தவிருக்கிறது. இதனை பொறியியல் ஏற்றுமதி மேம்பாட்டு கழகம் இந்தியா நடத்துகிறது. கொரோனா பெருந்தொற்று காரணமாக நிறுத்தி வைக்கப்பட்டு இருந்த இந்த நிகழ்ச்சி, இரண்டு ஆண்டுகள் கழித்து, இப்போது மீண்டும் நடைபெறுகிறது.

இம்முறை இந்த மெகா கண்காட்சியின் கருப்பொருள் நிறன் தொழில்துட்பம் (ஸ்மார்ட் இஞ்சினியரிங்) என்பது தான். 2017இல் நடைபெற்ற இக்கண்காட்சியின் 7ஆம் பதிப்பில் இருந்து அரசாங்கத்தின் டிஜிட்டல் மயமாக்கும் முயற்சியை அடிப்படையாக, நிறன் பொறியியலுக்கு நிறன் தொழில்நுட்பம் என்பது அறிமுகம் செய்யப்பட்டது குறிப்பிடத்தக்கது. இந்தியா மற்றும் மோக்கல்4மோக்கல் ஆகிய திட்டங்களை கருத்தில் கொண்டதோடு, 'மேக் இன் இந்தியா' திட்டத்தின் 9ஆம் ஆண்டு கொண்டாட்டத்தை ஒட்டி, IESS-X கண்காட்சியில், ஐந்து பிரிவுகளின் கீழ் 149 தயாரிப்புகள் காட்சிப்படுத்தப்படும். இந்திய பொறியியல் துறையின் மேன்மைகளைச் சொல்வதாக இந்தக் கண்காட்சி இருக்கும்.

அதில், துணை ஒப்பந்தம் செய்தல் (சப்கான்டிராக்டிங்), உலோகம் மற்றும் விற்பனை தளம் (மெட்டல் அண்டு ஷாப் ஃப்ளோர்), தொழில்துறை இயந்திரங்கள் மற்றும் கருவிகள் (இண்டஸ்ட்ரியல் மெஷினரி அண்டு எக்விப்மென்ட்), ஆற்றல் மற்றும் மின்பொருட்கள் (எனர்ஜி அண்டு எலக்ட்ரிகல்ஸ்), புத்தாக்கம் மற்றும் தொழில்துட்பம் (இன்னோவேஷன் அண்டு டெக்னாலஜி), ஆய்வுத் துறை, அறுவசுத்தித் துறை, நேஷனல் இண்டிபியூட் ஆஃப் டிசைன் ஆலோசிரோடு ஒடிஷா, மேற்கு வங்கம், உத்தர பிரதேச அரசுகள் ஆதரவு தெரிவிக்கின்றன. மேலும் பலர் வந்து இணைய உள்ளனர். எந்த அரங்கு பங்கேற்பாளர்களுடனும் இருக்க, போக்குவரத்து பங்கேற்பாளராக பிரைட் இந்தியா குழுமமும், வங்கித் துறை பங்கேற்பாளராக யூனியன் வங்கியும், கருத்தரங்க பங்கேற்பாளராக மெடாலாஜிக்கும் இணைந்துள்ளனர்.

Dina Thodhar,Chennai

உலோக சார்ந்த பொறியியல் திறன்களை

சர்வதேச அரங்கிற்கு எடுத்துக்காட்டும் 3 நாட்கள் கண்காட்சி

சென்னை, மார்ச் 19- இந்தியாவின் உலோகம் மற்றும் உலோக சார்ந்த பொறியியல் திறன்களை சர்வதேச அரங்கிற்கு எடுத்துக்காட்டும் மூன்று நாட்கள் கண்காட்சி, சென்னை நந்தம்பாக்கத்தில் உள்ள வர்த்தக மையத்தில் தொடங்கியுள்ளது.

தமிழ்நாடு தொழில் மற்றும் நடுத்தர தொழில்கள் துறை அமைச்சர் தா.மோ. அன்பரசன் தொடங்கி வைத்துள்ள இந்த கண்காட்சியில், துறையின் தலைமை செயலாளர் அருண் ராய்சௌதரி, அரசின் வர்த்தகம் மற்றும் தொழில்துறை இணைச் செயலாளர் சத்யா ஸ்ரீனிவாசன் உள்ளிட்டோர் பங்கேற்றனர்.

இந்த கண்காட்சியில், உலக அளவிலான கொள்முதல் தொடர்பான கருத்தரங்குகள், தொழில்நுட்ப கருத்தரங்குகள், ஜி20 அமர்வுகள், 300 வெளிநாட்டு கொள்முதலாளர்கள், 1500 உலகத் தரம்வாய்ந்த பொருட்களின் விலைப்பட்டியல், 300 கண்காட்சியாளர்கள் மற்றும் 10 ஆயிரம் வர்த்தக பார்வையாளர்கள் பங்கேற்றனர்.

அமைச்சரும் அதிகாரிகளும் உரையாற்றிய, இ.இ.பி.சி. இந்தியா தலைவராள அருண் குமார் கோடியா, "இ.இ.பி.சி இந்தியா பல பத்தாண்டுகளாக, உலகெங்கும் கண்காட்சிகளை நடத்துவதன் மூலம், இந்தியாவின் மதிப்பை உயர்த்துவதில் முக்கிய பங்கு வகித்து வருகிறது. இந்தியா இஞ்சினியரிங்சோர்சிங் ஷோ என்ற இந்த தனித்துவமான நிகழ்ச்சி, உலக அளவில் இந்தியாவின் மகத்துவத்தை முன்னிறுத்துவதற்கு பயன்படுகிறது.

Cheithi Alasal, Chennai , 19.3.2023

ഐ.ഇ.എസ്.എസ്. പ്രദർശനം 16 മുതൽ

ഇന്റർനാഷണൽ എൻജിനിയറിങ് സോഴ്സിങ് ഷോയെക്കുറിച്ച് വിശദീകരിക്കുന്നതിനായി നടത്തിയ പത്രസമ്മേളനത്തിൽ എൻജിനിയറിങ് എക്സ്പോർട്ട് പ്രൊമോഷൻ കൗൺസിൽ ചെയർമാൻ അരുൺകുമാർ ഗരോഡിയ സംസാരിക്കുന്നു

ചെന്നൈ ▸ എൻജിനിയറിങ് എക്സ്പോർട്ട് പ്രൊമോഷൻ കൗൺസിൽ സംഘടിപ്പിക്കുന്ന ഇന്റർനാഷണൽ എൻജിനിയറിങ് സോഴ്സിങ് ഷോ(ഐ.ഇ.എസ്.എസ്.) 16 മുതൽ 18 വരെ ചെന്നൈ ട്രേഡ് സെന്ററിൽ നടക്കും. വിവിധ രാജ്യങ്ങളിൽനിന്നുള്ള എൻജിനിയറിങ് സ്ഥാപനങ്ങൾ അവരുടെ സാങ്കേതികവിദ്യയും ഉത്പന്നങ്ങളും ഷോയിൽ പ്രദർശിപ്പിക്കും. ഇന്ത്യൻ എൻജിനിയറിങ്മേഖലയെ രാജ്യാന്തരതലത്തിൽ ബ്രാൻഡു ചെയ്യുകയാണ് പ്രദർശനത്തിന്റെ ലക്ഷ്യമെന്ന് എൻജിനിയറിങ് എക്സ്പോർട്ട് പ്രൊമോഷൻ കൗൺസിൽ ചെയർമാൻ അരുൺ കുമാർ ഗരോഡിയ പറഞ്ഞു. തമിഴ്നാട് വ്യവസായവകുപ്പിന്റെ കൂടി സഹകരണത്തോടെയാണ് പ്രദർശനം നടത്തുന്നത്. പത്രസമ്മേളനത്തിൽ തമിഴ്നാട് വാണിജ്യ, വ്യവസായവകുപ്പ് അഡീഷണൽ കമ്മിഷണർ ഗ്രേസ് എൽ. പാച്ചുവ, ബെൽജിയം ഫ്ളാൻഡേഴ്സ് മേഖലയിലെ ട്രേഡ് കമ്മിഷണർ ജയന്ത് നാടിഗർ തുടങ്ങിയവർ പങ്കെടുത്തു.

Mathurbhumi , Chennai

+ Engineering exports to grow despite headwinds: EEPC Chairman

M Ramesh
Chennai

Engineering goods exports in FY23 will surpass the achievement of FY22, despite India not being in the market for a good seven months during the year, says Arun Kumar Garodia, Chairman, Engineering Export Promotion Council (EEPC).

In FY22, Indian manufacturers of engineering goods exported products worth $112 billion, which was about a fourth of the total merchandise exports of around $420 billion. But in the current year, not only have the European and the American markets been under the grip of a slowdown consequent to the Ukraine-Russia war, but also because steel exports were hit by an export duty that was in place between May and November 2022.

CHALLENGING TIMES. Arun Kumar Garodia, Chairman, EEPC India, and Grace L Pachuau, Additional Commissioner of Industries & Commerce, Tamil Nadu, at a press conference

However, exports are now picking up and "we hope to catch up," he said. Garodia's confidence also stemmed from the fact that India's engineering exports in the nine months to December 2022 had crossed $90 billion.

He was here in connection with the 10th edition of the International Engineering Sourcing Show (IESS) to be held here between March 16 and 18. The event, which brings together MSMEs and foreign buyers, is being held in Chennai for the fifth time. Under a scheme financially supported by the Government of Tamil Nadu, the EEPC would bring in 300 overseas buyers from 60 countries.

HEADWINDS

Garodia observed that India's exports faced several headwinds, such as a slowdown in the key markets of the US and the EU, which might slip into a recession, Covid-hit China not being fully up as yet, and the possibility of the EU imposing a carbon border tax. However, noting that in his career he had faced such issues several times, Garodia said that India would be able to brave these difficulties, primarily because India's stature in the world is now pretty high, and more and more Indian companies are getting into exports.

Business Line ,Tamilnadu ,3.3.2023

'Capacity expansion, tax cuts vital to seize global markets'

M Ramesh
Chennai

China's preoccupation with Covid-19, the Western world's disenchantment with China and the consequent 'China+1' policy, has given a big opportunity for India to seize global markets. But to cash in on the opportunity for India, there are two essentials. The industry should increase manufacturing capacity; the government, on its part, should bring in a tax regime that ensures remission of all taxes, says Rakesh Shah, Chairman, Trade Facilitation, Engineering Export Promotion Council (EEPC).

"To get to China's kind of volumes, we need capacity," Shah told *businessline* on Friday. India's engineering exports in April-December 2022-23 fell 3.03 per cent over the corresponding period of 2021-22—to $79.83 billion compared with $82.32billion previously. December's exports were pretty bad, down by 11.89 per cent to $9.82 billion, EEPC's figures say.

EXPORT SLOWDOWN

Shah observed that since the Ukraine war broke out, engineering exports to the US and Europe have suffered, because of the slowdown in the region. "The China+1 advantage that we were enjoying pre-March has slowed down because the market is not taking goods," he said. ('China+1' refers to the recent proclivity of the Western world to have a country other than China as a source of goods or investment destination)

Agreeing that the slowdown in exports due to Europe's and US' economic woes could be temporary, Shah said India should have enough manufacturing capacity to grab opportunities as they arise. He said the government's decision, in November, to scrap the 15 per cent export duty on steel had hurt engineering exports, because

Rakesh Shah, Chairman, Trade Facilitation, EEPC

the move increased the prices of steel.

TAX REMISSION

He noted that steel companies sold in the export markets at lower prices than in the domestic market. In the long run, India's steel manufacturing capacity should go up in order to be able to cater to both domestic and international markets. Shah said while steel capacity has been going up in the last five years, "it is still not enough".

He called for a full remission of taxes paid on inputs that lay embedded in the products' costs. The RODTEP scheme, he observed, pays back only a few taxes. For example, in West Bengal, there is an electricity duty of 15 per cent, which is not paid back to the exporters. Taxes add to the costs and make Indian products less competitive.

Asked about the 'carbon border adjustment mechanism' that the EU is trying to bring in (a levy for carbon dioxide emissions that goods imported into Europe may have caused during their production), Shah said was a "regressive measure" and another tariff barrier. Russia, India, China, Turkey and Brazil would be affected, he said. "Surprisingly, when EU is burning coal for heating, it is talking of carbon tax," he said. Noting that the mechanism is slated to come into force from October 2023, Shah said, "let's see how it is implemented", adding that it would definitely impact Indian engineering goods exports to EU.

On Free Trade Agreements, Shah said they would be good for India in the long run. One of the India's earliest FTAs was with Thailand, a country that competes with India. The FTA has proved to be beneficial to India, he said. On the Indo-Australia FTA, which came into force on December 29, 2022, he said the results are yet to be seen. Shah also welcomed rupee trade. "I'm very excited about it," he said, adding that India would be able to trade more with countries like Russia, Sri Lanka and Myanmar.

Business Line, National , 28.1.2023

Rupee trade facing friction as banks wary of U.S. sanctions, says Garodia

The RBI had set up international trade settlement mechanism in rupee last year to facilitate trade with countries under sanctions such as Russia; EEPC Chairman urges RBI, banks to work together to make the settlement process seamless

Sanjay Vijayakumar
CHENNAI

There is a lack of clarity among banks about the International Trade Settlement mechanism in rupees and those with exposure to the U.S. are wary of sanctions, the Chairman of India's Engineering Export Promotion Council (EEPC) said.

Last year, the Reserve Bank of India (RBI) had set up the rupee settlement mechanism with a view to facilitating trade with countries under sanctions such as Russia.

Teething troubles

The rupee trade settlement mechanism is struggling to gain traction as banks are wary of the impact on their U.S. exposure

- Banks are not issuing e-Bank Realisation Certificates hindering export transactions, says EEPC's Garodia
- Engineering goods exports to the CIS region have declined by 34% this fiscal
- Given Russia is largest regional market, rupee settlement essential to grow trade: Garodia

The rupee trade settlement mechanism was yet to function seamlessly as banks, especially those who have offices or those dealing directly with the U.S., were wary of sanctions, EEPC Chairman Arun Kumar Garodia said in an interview. The nodal trade body for the promotion of engineering exports is backed by the Union Ministry of Commerce.

This was the reason why banks were not issuing e-Bank Realisation Certificates, which were required to complete an export transaction, he added.

The onus therefore was on the RBI and the banks to arrive at an understanding to make the rupee trade mechanism seamless, Mr. Garodia observed.

This was all the more urgent and essential, at a time when engineering goods exports to the CIS region had fallen by 34% during the current fiscal, and especially in the backdrop of the Russia-Ukraine crisis, he pointed out.

Russian market

"Russia is the largest market in the region. Once rupee settlement becomes seamless, we are sure trade is bound to grow," Mr. Garodia said.

The EEPC had also requested the Indian government to bring in the rupee settlement mechanism with other countries such as Sri Lanka, Bangladesh and other nations which were under U.S. sanctions or have issues relating to forex payment in hard currency, he added.

The Hindu , Tamilnadu ,22.2.2023

Engineering fair in city from March 16

The Hindu Bureau
CHENNAI

The Engineering Export Promotion Council (EEPC) of India will be organising the tenth edition of International Engineering Sourcing Show (IESS X) from March 16 to 18.

The event will provide platform to Indian engineering exporters, especially from the MSME sector, to showcase their strengths and capabilities and explore global business alliances and network in India.

IESS X will display 149 products under five verticals to promote brand India engineering. Delegates from across the globe will be participating in the event.

Grace L. Pachuau, Additional Commissioner of Industries, Government of Tamil Nadu, told the media that Tamil Nadu had over 60 lakh MSMEs engaged in a wide variety of sectors and such events would help them connect with domestic and overseas buyers.

The Indian engineering sector had surpassed the export target for 2021-22 and reached $112 billion. The Centre had set a target of $127 billion exports for the engineering sector in year 2022-23. IESS X would be a platform for collaboration between various manufacturers, exporters, importers, buyers, technology providers, and government representatives to achieve this target.

Arun Kumar Garodia, National Chairman of EEPC India, spoke.

The Hindu , Tamilnadu ,22.2.2023

MSMEs are a prime focus in FTAs under pipeline

TIMES NEWS NETWORK

Chennai: The Micro, Medium and Small Enterprises (MSMEs) will be one of the key focus areas in the bilateral talks for the Free Trade Agreements (FTAs) with the UK, Canada and EU.

Speaking at the inauguration of the International Engineering Sourcing Show here on Thursday, **L Satya Srinivas**, additional secretary, department of commerce, Government of India said, one-fourth of the country's exports, which was to the tune of $422 billion in FY22, was from the engineering sector. Noting that there is a realignment happening in the global trade, he said, India has a great opportunity to cash in on.

"FTAs with the UK, Canada and EU are in the pipeline," he said, adding that one of the focus areas will be the MSMEs, which is the strength of India. He further emphasised that the global agencies are underscoring that India is in a bright spot. "The pandemic has proved that we can stay afloat and the spirit must continue," Srinivas said.

Later, Tamil Nadu minister for MSME T M Anbarasan said, the state has contributed $16 billion out of the $112 billion exports in the engineering sector in the previous fiscal of 2021-22. Stressing that the role of MSMEs in production and exports is crucial in making Tamil Nadu a $1 trillion economy, he said, the state government will extend all necessary support for the purpose.

The state's MSME secretary V Arun Roy said the government is committed in its support to the MSMEs to facilitate better market access.

Times Of India , Tamilnadu , 17.03.23

International engineering sourcing show launched

The Hindu Bureau
CHENNAI

Minister for MSME T.M. Anbarasan on Thursday inaugurated the International Engineering Sourcing Show X, organised by the Engineering Export Promotion Council of India. "India exported engineering goods worth $112 billion last year. Tamil Nadu's contribution was $16 billion," he said.

The Hindu, Chennai, 18.03.23

ONLINE

UNIINDIA.COM , 16.03.23

http://www.uniindia.com/~/india-needs-to-cash-in-on-re-alignment-in-global-trade-says-top-official/Business%20Economy/news/2934276.html

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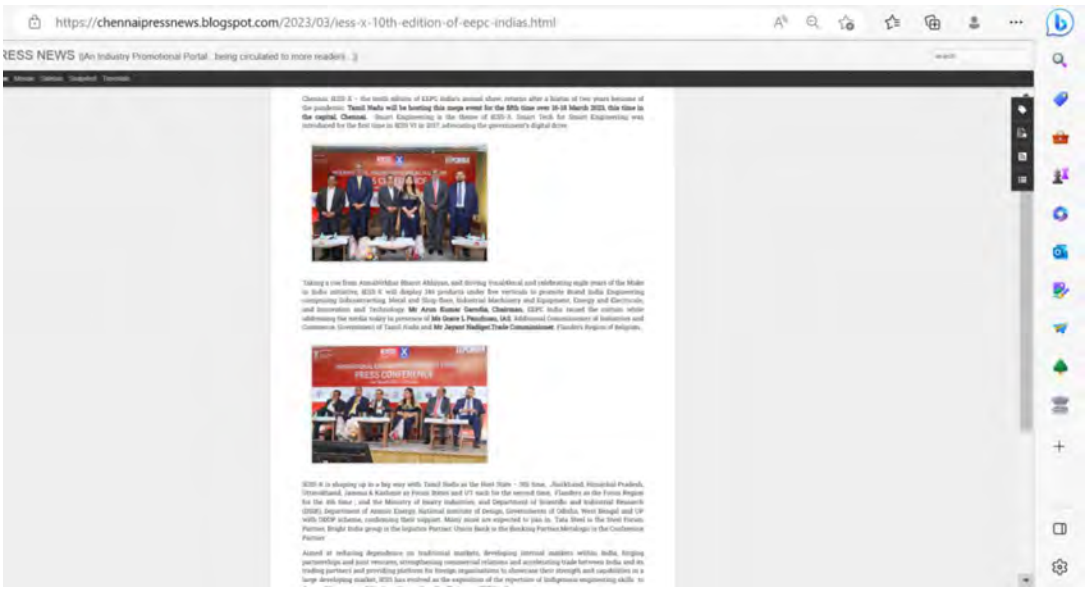

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HT NEWS (Television) , 16.03.23

https://youtu.be/F0GUVeHGFdU

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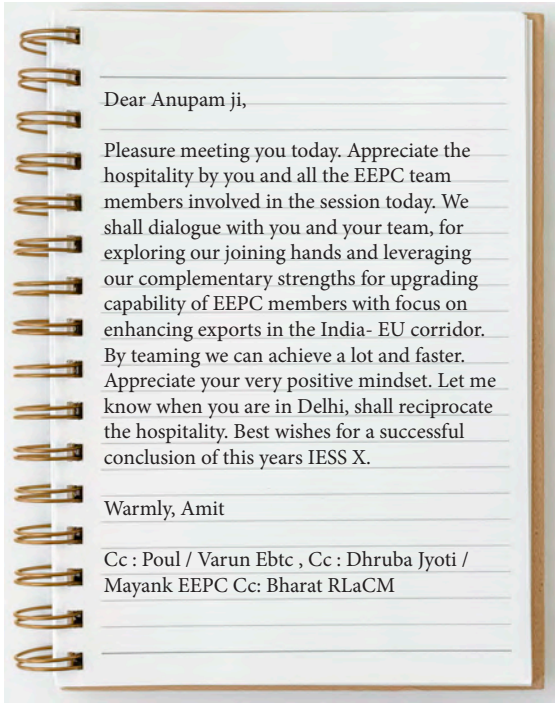
https://youtu.be/eV3f7H5ebzE

MEMORANDA OF UNDERSTANDING

EEPC India signs MoU with NIAMT Ranchi on 17th March, 2023- Mr. Suranjan Gupta, Executive Director, EEPC India (right) and Dr. Amitesh Kumar, Professor, NIAMT, Ranchi signed the MoU.



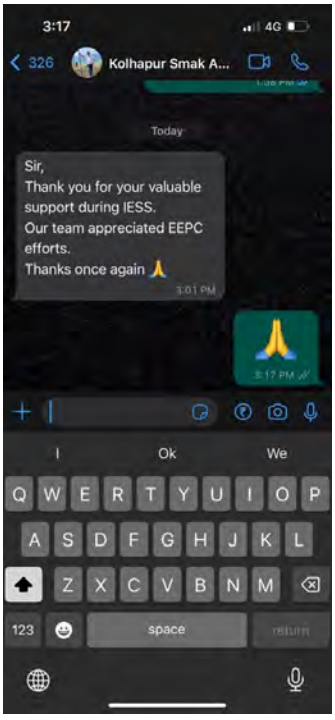
Dear Anupam ji,

Pleasure meeting you today. Appreciate the hospitality by you and all the EEPC team members involved in the session today. We shall dialogue with you and your team, for exploring our joining hands and leveraging our complementary strengths for upgrading capability of EEPC members with focus on enhancing exports in the India- EU corridor. By teaming we can achieve a lot and faster. Appreciate your very positive mindset. Let me know when you are in Delhi, shall reciprocate the hospitality. Best wishes for a successful conclusion of this years IESS X.

Warmly, Amit

Cc : Poul / Varun Ebtc , Cc : Dhruba Jyoti / Mayank EEPC Cc: Bharat RLaCM

Thank you Cosma Pavellion!!!!Got first tie up with Zimbabwe. And $ as bony.EEPC exhibition really good.Tied up with Nepal, Shrilanka, Malaysia counterparts...Anand



SMAK (Kolhapur Association)

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1. NRW GLOBAL BUSINESS GMBH
2. SUBCONTRACTING AND PARTNERSHIP EXCHANGE OF CAMEROON

EEPC INDIA OFFICES

REGISTERED & HEAD OFFICE

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

H.O. (Cell)

EEPC INDIA
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
URL : www.eepcindia.org

REGIONAL OFFICES

Chennai

EEPC INDIA
Greams Dugar (3rd Floor)
149 Greams Road, Chennai-600 006
Tel : 91-44-28295501/5502 **Fax :** 91-44-28290495
E-mail : eepcrochen@eepcindia.net

Kolkata

EEPC INDIA
Vanijya Bhavan (2nd Floor)
International Trade Facilitation Centre
1/1 Wood Street, Kolkata-700 016
Tel : 91-33-22890673/74 **Fax :** 91-33-22890687
E-mail : eepcrokol@eepcindia.net

Mumbai

EEPC INDIA
B-202 & 220, Aurus Chambers
Annex "B", 2nd Floor
Behind Mahindra Tower
S.S. Amrutwar Marg, Worli, Mumbai - 400 013
Tel : 91-22-42125555 **Fax :** 91-22-42125556
E-mail : eepcromum@eepcindia.net

New Delhi

EEPC INDIA
Flat No.10
P, Q, N, 10th Floor
DCM Building, 16 Barakhamba Road
New Delhi - 110 001
Tel : 91-11-23314171/74 **Fax :** 91-11-23317795
E-mail : eepcrodel@eepcindia.net

SUB-REGIONAL OFFICES

Ahmedabad

EEPC INDIA
TF- 313/A (3rd Floor), ATMA House
Ashram Road, Ahmedabad-380 009
Tel : 91-79-26588720
E-mail : eepcsroahd@eepcindia.net

Bangalore

EEPC INDIA
Embassy Square 103, First Floor
No.148, Infantry Road
Bengaluru 560 001
Tel : 91-80-25581396/8669 **Fax :** 91-80-25586914
E-mail : eepcsroblr@eepcindia.net

Hyderabad

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

EEPC INDIA
Plot Comm. 1, Focal Point, Jalandhar-144 012
Tel : 91-181-2602264 **Fax :** 91-181-2601124
E-mail : eepcsrojld@eepcindia.net

A Post Event Report – IESS X 2023

EEPCINDIA

ENGINEERING THE FUTURE

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