



TAKE THE NEXT BIG STEP.

JOIN INDIA'S LARGEST ENGINEERING EXPORT AND TRADE PROMOTION BODY.
AND TAKE YOUR BUSINESS TO THE NEXT LEVEL.





EEPC INDIA invites you to join its growing family of over 12,000 engineering industry members consisting of corporates, star trading companies, small and medium enterprises (SME), trading houses and business and trade associations.

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JOIN!

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EEPC India is the premier trade and investment promotion organization in India. It is sponsored by the Ministry of Commerce & Industry, Government of India and caters to the Indian engineering sector. Set up in 1955, **EEPC India** has a membership base of over 12,000, of which 60% are SMEs.

EEPC India organizes a large number of promotional activities such as buyer-seller meets in India and overseas, trade fairs, India Pavilions and information booths. **EEPC India** facilitates sourcing from India and helps and encourages SMEs to raise their engineering and product standards to international levels. EEPC India is a full member of the French-based UFI (The Global Association of the Exhibition Industry) and its annual show - IESS is an 'UFI Approved International Event'. Also, EEPC India has received the BMO accreditation of the Quality Council of India (QCI)-NABET (National Accreditation Board for Education and Training is one of the constituents of the Board of Quality Council of India).

The growth of engineering goods exports from India from US\$10.8 million in 1956-57 to US\$76.2 billion in 2017-2018 has been because of **EEPC India's** constant efforts to promote exports by encouraging exporters to diversify their products and enter new markets.

HOW YOU BENEFIT AS A MEMBER OF EEPC INDIA

PRODUCT PANELS

Keeping 'Engineering the Future' as the motto, EEPC India serves as the reference point for the Indian engineering industry and the international business community in its efforts towards establishing India as a major engineering hub in the future. It has organised similar kinds of products under one panel and has 42 such panels ranging from machinery for heavy industries, electrical machinery, machine tools, iron and steel, sanitary and industrial castings, railways and related products, forgings, fasteners,

pumps, auto parts, industrial equipment, bicycle parts, steel pipes and tubes, etc. It regularly conducts panel meetings over video conferencing to understand the requirements of the exporting fraternity in that product group from all regions.

EEPC was recently appointed lead agency for the Defence and Medical Devices sectors.

POLICY INFORMATION AND POLICY ADVOCACY

EEPC India acts as an interface between exporters and various government agencies such as the Cus-

toms, Excise, Reserve Bank of India, Export Credit Guarantee Corporation (ECGC), Export Import Bank of India, shipping lines, and freight forwarders associations. EEPC India is in constant touch with the Directorate General of Foreign Trade (DGFT), Government of India, for clarification on matters relating to policy and procedures of the Foreign Trade Policy.

EEPC India brainstorms on various issues and sends its suggestions with respect to Foreign Trade Policy, Union Budget, Credit Policy and various other issues pertaining to exports. The Council has played active role in bringing about amendments in government policies in favour of its members.

EXPORT ASSISTANCE

Direct marketing, structured promotional events, engineering exhibitions, participation in specialized trade fairs and catalogue shows, and buyer-seller meets. EEPC India collaborates with Tenders Info, the largest and most comprehensive source of international tenders, bids and RFP's for access to over 20,000 live contacts.

CAPACITY BUILDING PROGRAMMES

(i) Management development programmes on exports, finance, documentation, branding, soft skills, etc, which include facilitators from the corporates, training institutes and government experts and large banks.

(ii) Opening up avenues for emerging sectors like Engineering Process Outsourcing

(iii) Members get professional help and advice on technology, quality and design improvement, environment protection, standards and specifications.

FINANCIAL ASSISTANCE

Market Access Initiative (MAI)

(i) The Market Access Initiative of the

Government offers highly subsidised rates of participation in fairs. Please visit this link: http://commerce.nic.in/trade/Revised_MAI_Guidelines_W_E_F_04_08_2014.pdf

(ii) The cost of testing engineering products abroad is reimbursed.

Overseas disputes

Assistance provided to contest litigations in foreign countries on restrictions/anti-dumping duties/anti-money laundering law compliances, etc, on certain products of Indian origin.

PUBLICATIONS AND REPORTS

EEPC India's regular publications are: *Indian Engineering Exports* (monthly); *Metal Price Bulletin*, *Macro Economic Update*, market surveys, country profiles, *Doing Business Series* on the business climate in countries, *Info e-bulletin*, *Engineering Export Analysis* (monthly), etc.

E-catalogues

EEPC India's e-catalogues are a major digital drive to promote promoting the country's engineering exports through the 'Brand India' initiative by reaching major export destinations through digital technology.

The e-catalogues cover four major sectors:

- (1) Medical devices
- (2) Textile machinery and accessories
- (3) Electrical machinery equipment
- (4) Pumps and valves

OTHER SERVICES

EEPC India regularly issues visa recommendation letters for business promotion tours of its member exporters. It also issues Certificates of Origin to its members.

ROUND-THE-YEAR EXPOSURE TO OVERSEAS EXHIBITIONS

EEPC India organises large overseas fairs and promotional activities such as Buyer Seller Meets, and India Pavilions at overseas trade fairs. EEPC India's star overseas events are **INDEEs** and **Partner Country Shows**.

INDEE: INDEEs are large exhibitions with around 100 Indian exporters. 38 INDEEs have been held so far – Singapore, Indonesia, Malaysia, Kenya, Nigeria, Sri Lanka, Egypt, Venezuela, the UK, Australia, Ethiopia, Brazil, Kazakhstan, Mexico, South Africa, Russia, China, Colombia, Vietnam, Myanmar, Iran and Bangladesh, etc. INDEE completes 41 years since 1977 when the first edition of INDEE took place in Singapore. INDEE has covered 26 countries which underscores its immense popularity.

Buyer-seller Meets: EEPC India regularly organises Buyer-Seller Meets overseas as well as in India.

Product-specific shows: EEPC India also organises product-specific shows called India Pavilions at international fairs such as Hannover Messe, Automechanika, Asia Pharma, Auto-tech, Mactech, JIMEX, etc.

Partner Country/Lead Agency status: EEPC India has been the lead agency or official organiser while organising several important fairs where India was given 'Partner Country' status.

International Engineering Sourcing Show (IESS): To encourage global partnerships with India, EEPC India organizes the International Engineering Sourcing Show, a prime partnership event that acts as a conduit between Indian and overseas engineering firms. Recognized as the only sourcing event in India, it showcases the latest technologies and is a meeting place for global buyers and sellers. The seventh edition of IESS would see two special attractions – India Subcontracting Expo 2018 and the Technology Pavilion.

EEPC India: Taking exports from US\$10 million to US\$76.2 billion

EEPC India (formerly known as Engineering Export Promotion Council) was set up in 1955 under the sponsorship of the Ministry of Commerce and Industry, Government of India to promote the exports of engineering goods, projects and services from India.

Now, EEPC India has over 12,000 members from the entire spectrum of the Indian engineering industry – large corporates, star trading companies, small and medium scale units (SME), trading companies and business and trade associations.

EEPC India plays a critical role in the promotion of engineering exports from India through its various offices in India and acts as an interface between exporters and various government agencies such as the Customs, Excise, Reserve Bank of India, Export Credit Guarantee Corporation (ECGC), Export Import Bank of India, shipping lines, and freight forwarders associations. EEPC India is in constant touch with the Directorate General of Foreign Trade (DGFT), Government of India, for clarification on matters relating to policy and procedures of the Foreign Trade Policy.

EEPC India has been the face of Indian engineering exports over a span of 63 years when India grew from a meagre US\$10 million engineering exporting nation in 1955 to \$76.2 billion in 2017-18 – the largest share in India's exports.

EEPC India is a model export promotional council in India

TESTIMONIALS

Thank you and all your team very much for the excellent support and the hard work that you put in to help make the Russian participation such a success. The outcome of the Chennai Show was great and historical for us. Many of our delegates remember IEISS with fond memories. We take this opportunity to thank your team for making this happen: for the ability to resolve all complex issues, for the strong coordination, and for the high-level qualification. It was a pleasure to meet and work with you. I hope that we have a chance to meet again at a time when we are all not so busy! – **Natalia Evnevich**, Director, Concord Business Service

INDEE Kenya 2016 was professionally organized. I congratulate the entire EEPC Team for successfully organizing the event in Nairobi. It will be useful if INDEE is organized in Kenya at regular intervals as this will promote India-Kenya bilateral trade. – **Suchitra Dural**, High Commissioner of India, Nairobi

The organisation and quality of the events at the Buyer/Seller Meets was exceptional. I have attended several of these types of events in the United States and Europe. This event by far was the best run and most productive of any I have attended. – **David Becker**, Vice President – Sales and Engineering, American Metal Technologies, Sturtevant, Wisconsin, USA

On behalf of the Ural Chamber of Commerce, I would like to thank you for arranging the business meetings and negotiations between the delegation of the Sverdlovsk region and India companies in Delhi. – **Andrei Besedin**, The Ural Chamber of Commerce and Industry

On behalf of members Development Corporation of Middle Ural and in my personal capacity, I would like to express my gratitude and thank you for visiting INNOPROM 2016 International Industrial Trade Fair. – **Natalya Kraeva**, Head of Partnerships, Middle Ural Development Corporation

The participation of Indian companies from the automotive parts sector at the India Pavilion at INAPA arranged by EEPC India is very much appreciated. In the growing Indonesian market, our manufacturers will reap benefits only through such B2B engagements. – **Rakesh Kumar Arora**, First Secretary (Eco & Com), Embassy of India, Jakarta, Indonesia

Thank you for your contribution to the biggest commercial participation of India in Colombia. The Embassy of India wishes you all the success in your endeavours and reiterates its support for your business requirements in Colombia and Latin America. – **Dr Sumit Seth**, IFS, Second Secretary, Commercial Representative, Embassy of India, Bogota, Colombia

We thank EEPC India for providing us such a wonderful experience for promotion of our products at MEDICA 2010 at Düsseldorf. – **Suresh Chand Singla**, Managing Director, Titan Biotech Limited, Delhi

Our heartiest congratulations to EEPC India for arranging an excellent India Show at WIN 2011 Part I in Istanbul in Turkey. We would certainly like to participate in all such fairs. – **Veena Parikh**, MD, Shashwat Systems Pvt. Ltd, Ahmedabad

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