A BRIEF REPORT ON
IESS 2013
14>16 MARCH 2013, BOMBAY EXHIBITION CENTRE, MUMBAI

PARTNER COUNTRY: CZECH REPUBLIC
IESS 2014 Factsheet

DATES  22 - 24 January 2014
VENUE  Hall 1, Bombay Exhibition Centre, Mumbai
EXHIBITORS  500 companies from India and overseas
PARTICIPATING COUNTRIES  USA, Canada, Europe, Middle East, ASEAN, SAARC, Africa, CIS and LAC
VISITORS  10,000 visitors from India and overseas
FOREIGN DELEGATES  1000 delegates expected from over 80 countries
FOCUS SECTORS
  • Automobile Component & Systems
  • Industrial & Electrical Machinery
  • Subcontracting
  • Research & Technological Development
WEBSITE  www.ilesshow.in
ORGANISED BY  Department of Commerce, Ministry of Commerce & Industry, Government of India
LEAD AGENCY  EEPC India
CONTACT  Executive Director
EEPC India
'Vandhna', 4th Floor, 11, Tolstoy Marg, New Delhi 110001, INDIA
Tel: (+91 11) 23711124 / 1125
Email: iess@eepcindia.net
Website: www.eepcindia.org
India Engineering Sourcing Show 2013, Mumbai – A brief report

After the success of the first edition of the India Engineering Sourcing Show (iESS) held from 22–24 March 2012 at the Bombay Exhibition Centre in Mumbai, the Ministry of Commerce, Government of India, organised the second India Engineering Sourcing Show from 14–16 March 2013 at the same venue. EEPC India is the Lead Agency of IESS.

The Ministry of Micro Small & Medium Enterprises, Department of Heavy Industries and the Ministry of External Affairs, Government of India are key supporters of the show.

The event drew participation from 64 countries. Over 300 exhibitor stalls covering an area of 11,000 sq m exhibiting attracted over 5,000 international and Indian visitors who were keen to explore new technologies and solutions.

India has emerged as a global manufacturing hub. India has all the requisite skills in product, process and capital engineering. India’s cheap and skilled manpower is attracting a number of companies from diverse industries. India with its vast design skills is set to attract a lot of outsourcing technological orders. EEPC India has taken the initiative to develop more trade in the engineering sector by holding this mega engineering event in India.

iESS has emerged as India’s leading engineering sourcing show and the third IESS will be held in Mumbai from 22-24 January 2014.
FOCUS SECTORS

IESS 2013

- Energy
- Defence items
- Industrial machinery and Machine tools
- Industrial supply
- Infrastructure
- Automobiles and Components

WIDESPREAD SUPPORT

Govt. of India Ministries

- Department of Heavy Industries

Partner & Supporting Associations

- National Engineering Association
- SEVP
- Entrepreneurs International

International Partners

- IACC
- Indo-American Chamber of Commerce
- ANCC
- Indian Purchasing Managers Institute
- Engineers India
- Engineers International

Media Partners

- Product Finder
- IndiaMART.com
- Tender World Product Today
- Engineering Review
- IAU
- Tagma India
IESS 2013 THREE-DAY PROGRAMME

Day I, (Thursday 14 March 2013)
- Inauguration session: Hall 1, Seminar Hall A, BEC (10:30-11:30)
- Press Conference: Hotel Leela, Andheri East, Mumbai (12:00-13:00)
- VIP Lunch: Hotel Leela, Andheri East, Mumbai (12:00-13:00)
- Czech India Business Forum: Hotel Leela, Andheri East, Mumbai (14:30-15:30)
- ABB Seminar – Global Indian Sourcing: Seminar Hall D (10:00-17:00)
- RBSM – ASEAN, North East Asia, LAC, Africa: B2B Hall, BEC, 2 Sessions (12:00-14:30 and 15:00-17:30)
- Vendor Development Program (PSU): Seminar Hall B, BEC (14:30-17:00)
- Investment Forum (State): Seminar Hall C, BEC (14:30-17:00)
- CxO Design Board – India: A Global Manufacturing Hub - A Panel Discussion on the Future of Manufacturing in India: Hotel Leela, Andheri East, Mumbai (17:00-18:30)
- Czech India Evening followed by Cocktails and dinner: Hotel Leela, Andheri East, Mumbai (19:00-onwards)

Day II (Friday 15 March 2013)
- RBSM: European, SAARC, Africa - B2B Hall, three Sessions (10:00-12:30, 13:00-15:30, 16:00-18:30)
- Vendor Development Program: Seminar Hall B (10:30-13:00)
- AMCHAM – Growth opportunity for Indian SMEs with American Companies in India, followed by High-tea: Seminar Hall B (14:30-18:00)
- Investment Forum (International): Seminar Hall C, BEC (10:00-13:30)
- Skill Development Program: Seminar Hall D, BEC (14:30-17:00)
- Seminar on Trade Finance: Seminar Hall B, BEC (14:00-17:30)
- 44th EEPC India National Awards for Export Excellence 2011-12: Hall A, BEC (18:30-19:30)
- India Cultural Evening and IESS 2013 Networking Dinner: Hall A, BEC (19:30 onwards)

Day III (Saturday 16 March 2013)
- Award Distribution to IESS 2013 participants & Closing Ceremony: Hall A, BEC (3:00 pm – 4:00 pm)
Inauguration of IESS 2013

IESS 2013 was inaugurated by the Hon’ble Minister for Commerce, Industry & Textiles, Mr Anand Sharma (left middle), Mr Martin Kuba, Hon’ble Minister for industry & Trade, Czech Republic (right) and Mr Aman Chadha, Chairman, EEPC India (far left).
The three day exhibition had more than 300 exhibitors from India and all over the world. International country pavilions were from Czech Republic France, Japan, South Africa, Thailand and Yemen. Australia, Canada and Hungary also sent their International exhibitors.

Indian Central and State Governments had impressive participation and exhibitors included Department of Heavy Industries, Indian Army, (DGQA) Ministry of Defence, Governments of Madhya Pradesh, Punjab and Rajasthan, Maharashtra Industrial Development Corporation, The National Small Industries Corporation Ltd., Rail Wheel Factory (Ministry of Railways), MMTC Ltd., Indian Space & Research Organisation, Adityapur Industrial Area Development Authority, Bokaro Industrial Area Development Authority (BIADA), Jharkhand Government Mini Tool Room & Training Centre were key exhibitors.

Top Indian corporates included Bajaj Electricals Limited, Birla Ericsson Optical Limited, Finolect Cables Ltd., Ghatge Patil Industries Ltd., Industrial Boilers Ltd., HPL India Ltd., Jindal Steel & Power Limited, JSW Steel Ltd., Mahindra World City, Jaipur Ltd., State Bank of India, Tata Autocomp Systems Ltd., Toyota Kirloskar Motor Pvt. Ltd. etc.

the Czech Republic lists India among its 12 priority countries. India and the Czech Republic attach a great deal of significance to bilateral partnerships. Indo-Czech bilateral trade is expected to touch USD 2 billion in the next few years.

The bilateral interest in developing trade and investment relations with India was confirmed again by the fact that the Czech Republic participated as a Partner Country in India’s largest engineering show — India Engineering Sourcing Show 2013 in Mumbai.

The Minister of Industry and Trade of the Czech Republic, Mr Martin Kuba, who was on his visit to Bangladesh and India from 10 – 15 March 2013, was proud to inaugurate IESS 2013 jointly with the Minister of Commerce, Industry and Textiles of India, Mr Anand Sharma on 14 March 2013. Minister Kuba was also

**IESS 2013 captivates the Czech Republic delegation**

Minister Kuba says Czech participation in IESS was an unprecedented step forward in forging bilateral economic and commercial relations with India.

From left, Mr Miloslav Stašek, Ambassador of the Czech Republic to India, Mr Martin Kuba, Minister for Industry & Trade, Government of the Czech Republic, and Mr Anand Sharma, Minister for Commerce, Industry & Textiles, Government of India inaugurating the Czech pavilion.

Minister Sharma is welcomed by Jan Svetlík, the CMD of Vitkovice Machinery Group of Czech Republic.
pleased to reward the best Indian exporters on 15 March 2013.

According to Minister M Kuba, the participation of the Czech Republic in IESS 2013 was an unprecedented step forward in forging bilateral economic and commercial relations. He also reminded everybody about India’s participation at the International Engineering Fair in Brno in 2012.

The Czech Republic brought about 100 business delegates. The focus sectors for the Czech Republic were Heavy Machinery, Auto, Defence, Energy and Science & Technology. Exhibiting with Czech small and medium companies were Czech multinational companies like Vitkovice Machinery Group and the Skoda Group.
International participation
International Buyer-Seller Meet

The International Buyer-Seller Meet was one of the key highlights of IESS 2013. 450 overseas buyers explored business opportunities with 250 Indian companies and meetings were spread over two days.
Concurrent events

A series of seminar and conferences were organised over three days for the benefit of international delegates and Indian visitors. These included:

**INDO-CZECH BUSINESS FORUM**
Cxo Procure – Public Sector Vendor Development Opportunities

New Paradigms in Government Procurement: A seminar on Business Opportunities with leading public sector undertakings (PSUs) was organized on 14 and 15 March 2013 to develop global SME vendors.

The companies that participated were:
- Bharat Heavy Electricals Limited (BHEL)
- Engineers India Limited (EIL)
- Bharat Petroleum Corporation Limited (BPCL)
- Western Railways
- Mazagaon Dock
- Ordnance Factory Board
- Defence Research and Development Organisation (DRDO), Ministry of Defense
- The Research Design and Standards Organisation, Ministry of Railways

EEPC India released the SME toolkit on ‘Defence opportunities for SMEs’ during the vendor development session. The toolkit was prepared for EEPC India members to explore business opportunities in the defence sector.
Nearly two decades of economic liberalization, coupled with robust domestic demand, a growing middle class, a young population and a high return on investment, make India a credible investment destination. CXO Invest was a forum to guide investors. There is need for promoting foreign investments in India in a structured manner and provide quality input and support services to the investors, particularly SMEs and family-owned overseas enterprises.

The agencies that participated were:
- Invest India
- State of Maharashtra
- State of Rajasthan
- State of Haryana
A panel discussion, CxO Design Board – India: A Global Manufacturing Hub, was held on the 14 March. India has emerged as a global manufacturing hub. India has all the requisite skills in product, process and capital engineering. India’s cheap, skilled manpower is attracting a number of companies, spanning diverse industries, making India a global manufacturing powerhouse. India with its vast design skills is set to attract a lot of outsourcing technological orders.

The panelists were:
- Mr Dalibor Fabian, Commercial Director - Vitkovice Machinery Group
- Mr Sudhir Rao, Managing Director – Skoda Auto India Ltd
- Mr Anupam Shah, Director - Nipha India (P) Ltd
- Mr Saif Qureishi, Managing Director - KRYFS Power Components Ltd
- Mr M S Unnikrishnan, Managing Director & CEO - Thermax India
- Mr R Sridharan, CEO - Birla Ericsson Optical Ltd.
- Ms Devina Menon – Moderator, News Anchor, NDTV
A growing economy like India requires a large and skilled workforce. However, the lack of quality trainers and training institutes has created roadblocks to growth. Skills shortage is evident in every sector of the economy. Important agencies like the National Skill Development Corporation with support from the Department of Commerce and the Department of Heavy Industries seek to fill the gap between the growing demand for, and the scarce supply of, skilled personnel across sectors, by conducting skill training programs.
Emerging Market Sourcing is one of the key strategic sourcing initiatives of ABB. ABB which operates in more than 100 countries has earmarked a US$ 1-billion purchase order for India. The ‘ABB Seminar Global Sourcing Meet’ was organized during IESS to look for potential vendors from India.
AMCHAM SEMINAR ON DEFENCE & ENERGY SECTORS

The American Chamber of Commerce in India organized a panel discussion on ‘Revised Defence Offset Guidelines’ and ‘Resource Efficiency & Sustainable Development’ and created a networking platform for US companies operating in India SMEs.
MEMORANDA OF UNDERSTANDING

Several MoUs were signed during IESS 2013 between:

- Invest India and Czech Invest
- EEPC India and Czech Chamber of Commerce
- Varun International, India and Water Savers, Czech Republic
- Pushpak Products India Pvt Ltd and LikoS International
- Agile Europe s.r.o. and The Law House

Mr Petr Kuzel, President, Czech Chamber of Commerce and Mr Aman Chadha, Chairman, EEPC INDIA signing an MoU.
1ST MEETING OF INDO-CZECH JOINT WORKING GROUP ON HEAVY ENGINEERING & ADVANCED MANUFACTURING

The First Meeting of the Indo-Czech Joint Working Group on Heavy Engineering & Advanced Manufacturing was held on March 14.

The participants were:

- Mr Eduard Murický, Director, Department of Industry, Ministry of Industry and Trade of the Czech Republic – the Head of the Czech part of the Group
- Mr Harbhajan Singh, Joint Secretary, Department of Heavy Industry & Public Enterprise, Government of India
- Mr Suamanta Chaudhuri, Joint Secretary, Ministry of Commerce & Industry, Government of India
- Mr B Sarkar, ED & Secretary, EEPC India
Czech India Cultural Evening

The Czech-India Cultural Evening was held on 14 March. The Czech folk music group, Gajgosi and Ms Prachee Shah from ICCR performed for the audience.
44th National Awards for Export Excellence 2011-12 & IESS 2013 Networking Dinner
### Event Summary

<table>
<thead>
<tr>
<th>Event name</th>
<th>India Engineering Sourcing Show 2013</th>
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<tbody>
<tr>
<td>Website</td>
<td><a href="http://www.iesshow.in">www.iesshow.in</a></td>
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<tr>
<td>Event dates</td>
<td>14, 15 and 16 March 2013</td>
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<td>Gross Area</td>
<td>11000 sqm</td>
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<td>Organizers</td>
<td>EEPC India under support from Ministry of Commerce &amp; Industry, Government of India</td>
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<td>Partner Country</td>
<td>Czech Republic</td>
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<tr>
<td>No. of participating countries</td>
<td>64</td>
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<td>No. of exhibitors</td>
<td>250 Indian companies, 60 overseas companies</td>
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<tr>
<td>No of visitors</td>
<td>5000 Indian visitors, 450 overseas visitors</td>
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<td>Visitor Profile</td>
<td>Overseas visitors from Czech Republic, Africa, ASEAN, CIS countries, Latin America and other countries such as France, Australia etc. Majority of them were decision makers from the respective industry.</td>
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<td>Inauguration</td>
<td>Inaugurated by Hon'ble Minister for Commerce, Industry &amp; Textiles, Mr. Anand Sharma and Mr. Martin Kuba, Hon'ble Minister for industry &amp; Trade, Czech Republic. Inauguration was also attended by a host of Ambassadors &amp; other Diplomats of various countries and senior level decision-makers from Government of India.</td>
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<td>VIP Visits</td>
<td>• Czech Delegation was led by Mr. Martin Kuba, Hon’ble Minister for Trade &amp; Industry, Government of Czech Republic. Dy. Minister for Trade and Industry and Dy. Minister for transportation also attended.</td>
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<td>• Myanmar sent a ministerial delegation which included H.E. UMyint than, Mandalay Region Minister for Agriculture &amp; Livestock Breeding, H.E. Dr. Myint Kyu, Mandalay Region Minister for Industry &amp; Electricity and H.E. UThan Htike, Sagaing Region Minister for Forest, Mining and Energy</td>
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<td></td>
<td>• H.E. Mrs. Ramatoulaye Bah, Minister of Industry and SMEs, Guinea led a delegation from Guinea</td>
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<td>• Minister for Commerce, Togo</td>
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<td></td>
<td>• Three Governors from Mozambique</td>
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<td>Results of the show</td>
<td>As many as 226 companies provided complete or major details regarding their impression of the exhibition. An analysis of the responses shows that 10,539 contacts were made and 10 orders were signed on the spot. At least 43 agents were appointed during the three-day show. The respondents received 418 business enquiries – the value of the business enquiries being $38.03 million. More than 70 percent of the respondents felt their experience at IESS 2013 was satisfactory, good or excellence</td>
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| Supported by | • American Chamber of Commerce in India  
• Bombay Industries Association  
• Federation of Karnataka Chambers of Commerce & Industry  
• Gurgaon Industry Association  
• Indian Textile Accessories & Machinery Manufacturers’ Association  
• Indo-African Chamber of Commerce & Industries  
• Indo-American Chamber of Commerce  
• Industries Association of Uttarakhand  
• Jamnagar Chamber of Commerce & Industry  
• Jodhpur Entrepreneurs International  
• Karnataka Small Scale Industries Association  
• Mahatta Chamber of Commerce, Industries and Agriculture  
• Malabar Chamber of Commerce  
• National Chamber of Industries & Commerce  
• Peenya Industries Association  
• Rajasthan Chamber of Commerce & Industry  
• Rajasthan Stainless Steel Re-Roller Association  
• Rajkot Engineering Association  
• Sangli Miraj MIDC Manufacturers Association  
• Small & Medium Business Development Chamber of India  
• Surat Engineering Vikas Association  
• TAGMA  
• The All India Plastics Manufacturers Association  
• The Council of EU Chambers of Commerce in India  
• The Industrial Technology Developers Association  
• Vatva Industries Association |
| International Support | • All Industrialists’ and Businessman’s Association, Turkey  
• Baghdad Chamber of Commerce, Iraq  
• Czech Chamber of Commerce, Czech Republic  
• Dubai Chamber of Commerce & Industry, UAE  
• Egyptian International Trade Point, Egypt  
• Federation of Malaysian Foundry & Engineering Industries Associations, Malaysia  
• Indo European Chamber of Small & Medium Enterprises, Italy  
• Small & Medium Enterprises Association (SAMENTA) Malaysia  
• Thai Subcontracting Promotion Association, Thailand  
• The Electrical and Electronics Association of Malaysia (TEEAM), Malaysia |
| Electronic Media Partner | NDTV Profit |
| Supporting Media | • Akash Publications  
• Diplomatist  
• Electronics Maker  
• Enefinder  
• Energy Plus Communications  
• Engineering Review  
• Four Square Media  
• Indiamart  
• Kompass  
• Tender Tiger  
• Trade India |
VISITORS AT IESS 2013

Visitors' Profile

- Government
- Trading/Distribution companies
- Manufacturing companies
- Manufacturing companies
- Importers
- Exporters
- Associations
- Agent Representatives
- Others
- Nature of business not available
It was a huge pleasure to attend IESS13 and to have this great opportunity to identify and meet several potential partners and suppliers for future business development. We consider IESS a success, and for that, we extend our compliments to the Commerce and Industry Ministry of India along with its partners for the organization of the event. As a government representative, I am personally very satisfied with the many contacts I could make, and I hope that in the very near future, the business relationship between Indian and Angolan companies will grow because Angola has several business opportunities.

Alcídio José, Departamento de Pesquisas e Desenvolvimento, DPD, Instituto de Desenvolvimento, Industrial de Angola Ministério da Indústria - MIND

IESS 2013 was eventful and memorable. I met a number of potential suppliers and hope to import engineering products and services in the near future. I express my gratitude to EEPC India and the IESS team for arranging India Engineering Sourcing Show.

Rajib Roy, Engineer (Mechanical), Bangladesh Atomic Energy Commission

We thank for your support and co-operation you have provided during IESS. We hope our mutual understanding will reach new heights and will strengthen our relations further.

Kirti Kumar Seth, N-Pipe Solutions Inc., Mumbai, India

I see IESS as a valuable platform for high-level networking, increasing visibility to business and strategic partners and eventually business making with Indian partners. Our major goal is to open the door to Indian companies who are looking to or expanding in the Israeli market.

Effi Shuv, Founder & CEO, Noa TV Technologies Ltd

We, at TÜMSİAD (All Industrialists’ and Businessmen's Association) Turkish delegation appreciate meeting and collaborating together within IESS 2013 and express our sincere thanks for your hospitality and kind interest. We strongly believe that mutual economic relations and cooperation between Turkey and India will be strengthened by such organizations and contribute to both countries’ economic development.

Yaşar Doğan, Vice President, Overseas Organization, TÜMSİAD

It was very successful event. We from Latin America really got some good suppliers. We hope to be there in 2014. We confirm our participation in IESS 2014.

Shashi Bhushan, Ailyn Auto Industries E.U, Envigado, Colombia, South America

TESTIMONIALS