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● IndiaEngineering  
SourcingShow

**'13**  
MUMBAI  
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Global  
sourcing  
for you

# IndiaEngineering SourcingShow2013

Bombay Exhibition Centre, Mumbai  
14 > 16 March 2013



Department of Commerce  
Ministry of Commerce & Industry  
Government of India

**EEPCINDIA**  
ENGINEERING THE FUTURE  
[www.eepcindia.org](http://www.eepcindia.org)

# Organizer



Ministry of Commerce  
and Industry

**GOVERNMENT OF INDIA**

Implementing Agency

**EEPCINDIA**  
ENGINEERING THE FUTURE

India Engineering Sourcing Show, 14 > 16 March 2013

# IESS 2013 – Dates & Venue

*Mark your calendar...*

**March 2013**  
**14** Thursday  
**15** Friday  
**16** Saturday

**Bombay Exhibition Centre  
Goregaon East  
Mumbai 400063  
Maharashtra, India**

[www.iesshow.in](http://www.iesshow.in)

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NEWS BUSINESS

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Asia Business Market Data Economy Companies

4 April 2012 Last updated at 20:08 GMT

Share



## Markets down over US and Europe economy fears

Stock markets have declined on fears over the state of the US and European economies.

Market Data

**India to be one of world's best performing market in 2012: G Chokkalingam, Centrum Wealth Management**

**“India is doing “very well” in terms of economic growth. We are seeing a global recovery that is fact....India is doing very well and actually India is helping the averages (growth of world economy) look better....” Secretary General, Organization for Economic Cooperation & Development (OECD) – June 2011**

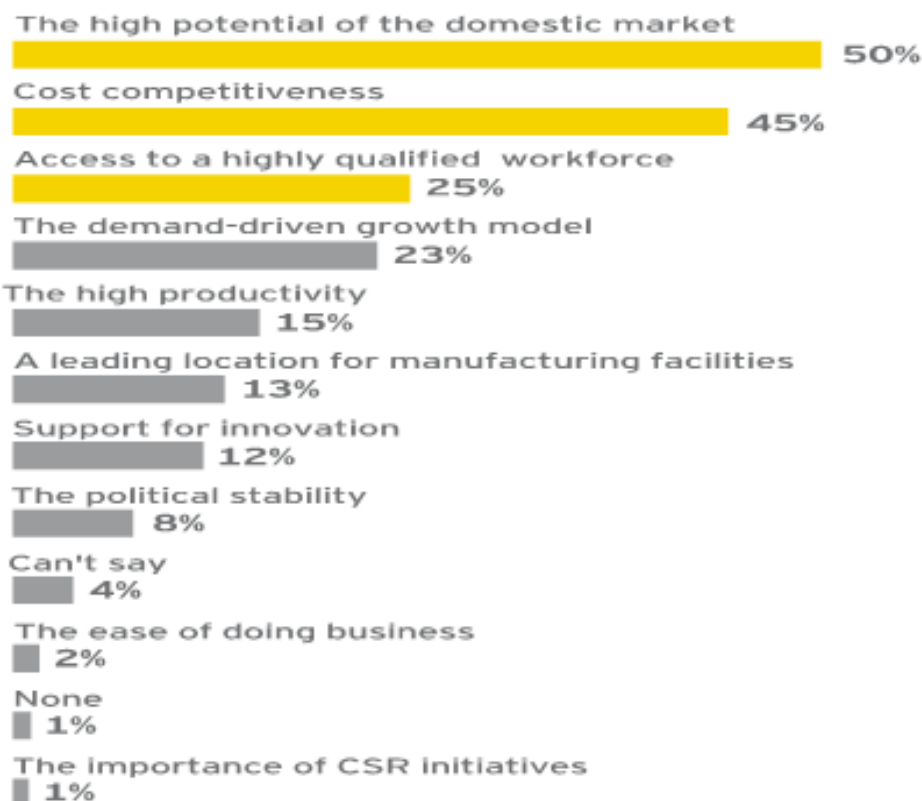
# India Calling

## 2012 FDI Confidence Index - top 10 countries

Rank	Country
1	China
2	United States of America (USA)
3	India
4	Brazil
5	Germany
6	Poland
7	Australia
8	Mexico
9	Canada
10	United Kingdom

Source: A.T. Kearney, Aranca Research

## What are the three most attractive characteristics of the Indian market?



Source: Ernst & Young's 2012 India attractiveness

# Recent Global Perspectives on India

- ❑ **May 19, 2012:** Richard Ward, CEO, Lloyd - “ We are seeking an onshore India licence”
- ❑ **May 18, 2012:** Zavier Louyot, Director, Accor Group - “We are not latecomer, but new kid on the block”
- ❑ **May 2, 2012:** Stefan Holzmann, MD, MAN Truck & Bus - “ Plan to capture 5% market share in 2-3 years”
- ❑ **April 20, 2012:** Jonathan Mildenhall, Vice President, The Coca-Cola Company - “ Creative momentum in India is amazing”
- ❑ **April 16, 2012:** William D Gallo, President, AREVA -“ India will be a global sourcing hub for solar projects”
- ❑ **April 8, 2012:** Aaron Mankovski, Managing Partner, Pitango Venture Capital - “ India has a huge market, Israel should be there”
- ❑ **January 27, 2012** - Jim Hagemann Snabe, CEO, SAP - “ India jumping a generation of tech adoption”
- ❑ **January 16, 2012:** David T Kong, President and CEO, Best Western International Inc, USA - plans to expand presence in the country with an investment of US\$ 309.88 million.

# New Global Realities

1.	<b>Traditional Markets need to be refreshed</b>
2.	<b>Look for unexplored International markets</b>
3.	<b>Develop Internal Markets</b>
4.	<b>Mergers / Joint Ventures / Business Partnerships</b>
5.	<b>India is on our radar.... How to make that happen ?</b>

# IESS 2013 – The Approach

- Highlight India's “**technology hub**” value chain for manufacturing industry...from SME to large scale organizations.
- **Business** (Import / Export / Trade ) with India
- **Global M&A / Investments / Joint Ventures**
- Networking platform for **Real Business**

**India's trade show for global markets**



# IESS 2013 – FOCUS SECTORS



*The Product profile of IESS 2013 have been matched with global sourcing trends*

# Automobile Component & Systems

Ceramics	Multi-Area Mechanical Components
Engine & Power train	Adhesives, Sealants & Coatings
Steering, Suspension & Braking	Ceramics
Advanced Electronics, Entertainment & instruments	Composites
Switching, Lighting & Signalling	Fabrics
Conductors	Foams & Cellular Rubber Materials
Commercial Vehicle Fittings & Equipment	Glass
Light Trailer Equipment	Insulation/ Damping Materials
Car Accessories	Metals
Electrical/ Electronic Assemblies & Components	Minerals/ Natural Fibres
Electrical Wiring, Cable & Connectors	Perforated & Expanded Materials
Sensors & Transducers	Polymers

# Infrastructure and Projects

- Construction Engineering Materials
- Construction Engineering Products & Equipment
- Environmental Engineering
- Geotechnical Engineering
- Ground Engineering
- Information Systems
- Structural Engineering

# Industrial supply, Industrial Machinery and Machine Tools

Material Handling Equipment & Machinery	Hydraulics and Pneumatics
Foundry Equipment	Machinery for Food Processing Industry
Pumps & Fittings	Metallurgical Plant & Equipment
Precision Tools, Cutting Tools	Textile Machinery & Equipment
Dies & Moulds	Fabrication Machinery & Equipment
Quality & Testing Equipment	General Tools & Equipment
Instrumentation & Automation	IT Consulting and Service Providers
Factory Cleaning and Pollution	Software Solutions for Industry
Control Equipment	Safety Equipment & Devices
Fire Detection & Rescue Equipment	Testing & Instrumentation Equipment
Woodworking Machinery	Calibration Equipment
Material Handling Equipment	

# Defence

## Developers and Suppliers of Equipment for:-

- Military Operations
- Aerospace
- Naval
- Communications and Information
- Home land and Corporate Security

## Service Providers & Subcontractors for:-

- Simulation and Training
- Software Development
- Engineering
- Engineering Maintenance

# Energy

- Power stations, power station technology
- Electricity generating sets - Control equipment, measurement and control equipment for power engineering
- Regenerative primary energy sources, renewable energy
- Solar Energy
- Water power
- Tidal/Wave Energy
- Electrical energy conversion, distribution and storage
- Energy transmission and conduction
- Power electronics

# Innovation

- Scientific and Technological Innovations for Industry
- Product Innovation & Development
- Robotics, Computer Aided Designs and Technologies for better manufacturing
- Nano Technology
- Sustainable Designs & Innovations

# Other Networking Program

- **Indian Large organization – Vendor Development Activity (Global Sourcing Program)**
- **Investment Forum – Opportunities in India & focus countries**
- **Raising Business Capital/Export Finance**
- **Doing Business with Foreign Companies in India**
- **High Level panel discussion on “India as manufacturing hub”**
- **Sector Specific Workshop**
- **Top 100 Companies - Best Performance Award**
- **Cultural Program & Gala Dinner**



# IESS 2013 offers....

**500 +** Indian & Overseas Exhibitors

**2000 +** International Delegates (USA, Canada, Europe, Middle East, ASEAN, Africa, CIS, LAC)

**10000 +** National Visitors

**Vendor Development Activities (Global Sourcing)** with Leading Indian Buyers of Engineering products and Services

**Business Networking** activities including customized **B2B match making**

# Glimpses of 1<sup>st</sup> IESS



# IESS 2012 – World Wide Support

## Partner Chambers of Commerce



## Partner Bilateral Chambers



## Partner Associations



Japan Engineering Association



Entrepreneurs' International



## Foreign Agencies



ISTANBUL CHAMBER OF INDUSTRY



Singapore Manufacturing Association  
www.sma.org.sg



FINNODE A STEP AHEAD



ivC  
Korea Trade-Investment Promotion Agency



Korea Engineering and Consulting Association



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# IESS 2012 – Fact Sheet

<b>DATES</b>	<b>22-24 March 2012</b>
<b>EXHIBITORS</b>	260 companies from India and overseas
<b>FOREIGN DELEGATES</b>	600 foreign delegates from 61 countries
<b>VISITORS</b>	Over 7000 professional visitors from India and overseas
<b>PARTICIPATING COUNTRIES</b>	USA, Canada, Europe, Middle East, SAARC, ASEAN, Africa, CIS and LAC
<b>COUNTRY PAVILIONS</b>	Canada, Czech, Thailand, Africa, Arab
<b>PARTNER COUNTRY</b>	Canada
<b>PARTNER STATE</b>	Maharashtra

# IESS 2012 – Domestic participation

- Ministry of Science & Technology
- Ministry of Micro, Small & Medium Enterprises
- Ministry of Heavy Industry
- State Pavilions



# Finolex

## STULZ

## khaitan

The name is enough



## एचईसी

*Notable highlight was participation of Indian SMEs showcasing their technological capabilities and joining the “Brand India” campaign.*

# IESS 2012 – International Buyer Delegations

Algeria	Malaysia	Dubai	Egypt	Finland	Colombia
Congo	Saudi	Indonesia	Italy	Bahrain	Ghana
Germany	Arabia	Mozambique	Nigeria	Poland	Kuwait
Malawi	Turkey	Singapore	Spain	Sudan	Romania
St. Petersburg,	Bangladesh	UAE	USA	Uzbekistan	Thailand
Russia	Czech Republic	Benin	Brazil	Canada	Zambia
Trinidad & Tobago	Guyana	Ecuador	Ethiopia	France	Zimbabwe
Australia	Mauritius	Iraq	Jordan	South Korea	
Costa Rica	Senegal	Myanmar	Philippines	Portugal	
Guatemala	Ukraine	South Africa	Sri Lanka	Tanzania	
	Belgium	U.K	China	Vietnam	
		Botswana	Burundi		




# IESS 2012 – National Buyers

- Over 7000 professional visitors

## TOP BRANDS THAT VISITED IESS 2012



# IESS 2012 – Business Networking Seminars

Panel Discussion (India as Global Manufacturing hub)	PSU Procurement (Vendor Development)	Investment Forum (Inward/Outward)
		



# IESS 2012 – Business Networking Seminars

- **Innovate India 2012**

Conference on Leveraging Innovations: Enhancing Productivity by National Research Development Corporation (Ministry of Science & Technology)



- **Skill Development for Manufacturing Sector**

A national workshop by National Skill Development Corporation (NSDC)



- **Common Goals, Uncommon Results**

A national convention organized by Indo Canadian Business Chamber on India Canada Partnership

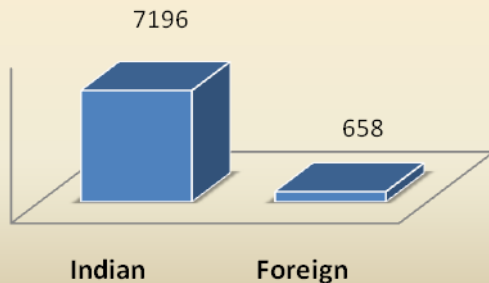


# IESS 2012 – National Export Awards & Cultural Program

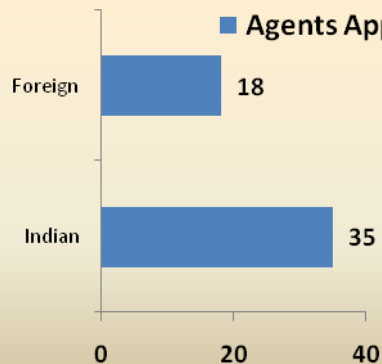


# IESS 2012 – Highlights of Business Generation

■ Number of Contacts



■ Agents Appointed



Category	Number of Business Enquiries	Value of Business Enquiries in USD
Indian Exhibitors	353	37.41 million
Foreign Participants	44	881,000

Category	Those who said "Excellent"	Those who said "Good or Satisfactory"	Those who said "Could have been better or Poor"
Indian Exhibitors	34 (17%)	117 (58%)	28 (14%)
Foreign Participants	12 (48%)	11 (44%)	0

# 2013 – What's new ?



## Structured B2B meetings

**EEPCCONNECT**)))

ENGINEERING B2B NETWORKING

Meeting Platform for Exhibitors & Delegates



# 2013 – What's new ?

- **Supply Opportunities in Defense Sector**

*India's defence spending has grown manifold since the country announced its first defence budget in 1950, to \$36.03 billion in 2011-12. Of this, approximately 40 percent relates to capital expenditure which is currently driven by equipment modernization programs in each of the three Services. India currently procures approximately 70 percent of its equipment needs from abroad, but Government's aim is to reverse this balance and manufacture 70 percent or more of its defence equipment needs in India.*

# 2013 – What's new ?

## Business opportunities in Indian States

State Pavilions – highlighting opportunities

- International funded projects
- PPP opportunities
- SME linkages
- Industrial parks/SEZs
- Investments in core sector



# 2013 – What's new ?

- **How to do raise Business capital/Export Finance ?**
  - Private Equity
  - Venture Capital
  - Debt Finance
  - Export Credit

# 2013 – What's new ?

- IESS goes digital....
  - LinkedIn
  - Facebook
  - Blogger
  - Digital Community Building





# Exhibition Tariff – IESS 2013

Category	Constructed Stall (9SQM*)	Open Space (Min 36 SQM)
EEPC India Member Company	7000 (INR)/SQM	6800 (INR)/SQM
EEPC India Non Member Company	7500 (INR)/SQM	7250 (INR)/SQM
Foreign Exhibitor <i>(4 nights complimentary hotel for 1 member of the company)</i>	250 (US\$)/SQM	235 (US\$)/SQM
<p><b><i>Foreign Delegates: Attractive Hotel &amp; Airlines Package (Limited offer)</i></b></p> <p><b><i>(Foreign Sponsored Delegates – Registration fee: 150 US\$)</i></b></p>		
<p><b><i>+ 12.36% Service Tax on INR amount</i></b></p>		<p><b><i>* With Standard Package</i></b></p>

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# EEPC India & International Exhibitions....



Japan, Canada, Turkey, Thailand, Egypt, Colombia, Brazil, Malaysia, Indonesia, etc

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