



**ROLE, ACTIVITIES & SERVICES
OF EEPIC INDIA TO GROW
ENGINEERING EXPORTS
AND
DOING BUSINESS WITH
COLOMBIA & PHILLIPINES
AHMEDNAGAR, 17TH JUNE 2018**



About EEPC India

Established on
September 21, 1955

Over 12, 000 members;
60% of the total
membership of the
Council constitutes
MSMEs;

An ISO 9001:2013
Certified Organization

Played instrumental
role in promoting
India's engineering
exports from US\$ 10
million in 1955-56 to
its lifetime high at US\$
76.2 billion in 2017-18,
a record high since
independence



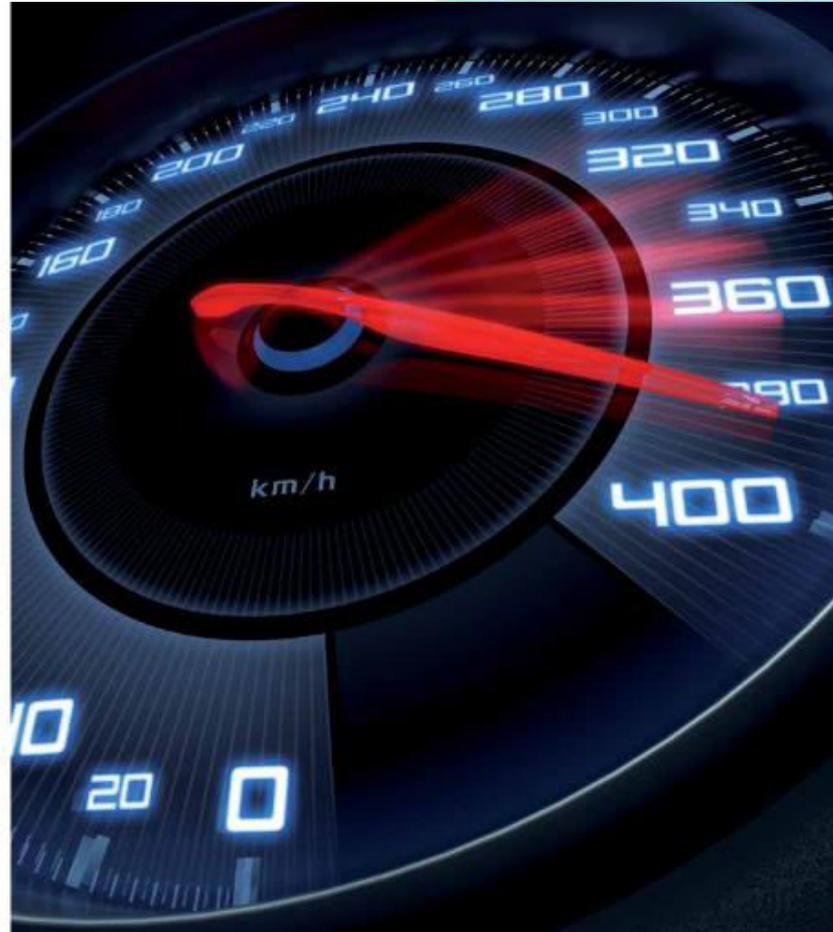
PRODUCT GROUPS WITH STRONG SUPPLIER BASE

1. Renewable Energy Equipment
2. Heavy Industries – Industrial Machinery for Paper, Cement, Chemicals and Textiles.
3. Food Processing Machinery.
4. Agricultural Machinery
5. Other Industrial Machinery
6. Heavy and Light Motor Vehicles
7. Auto Parts – Electrical and Others
8. Bicycles Parts and similar Products
9. Internal Combustion Engines
10. Electrical Machinery
11. Two Wheelers and Three Wheelers
12. Electrical and Home Appliances
13. Iron and Steel
14. Machine Tools
15. Hand Tools
16. Fabricated Steel Structures including Transmission Line Towers
17. Steel Pipes, Tubes and Fittings
18. Steel Wire, Wire Products and Cables
19. Bright Bars and Other Misc. Products
20. Sanitary Castings including Builders Hardware
21. Ferrous Industrial Castings
22. Steel Forgings – all types.
23. Aluminium and Products (other than Castings)
24. Other Non-Ferrous Metals and Manufactures thereof (other than Aluminium)
25. Design, Technical and Consultancy Services
26. Super Star/Star/Trading and Export House
27. Fasteners – all types
28. Pumps – all types.
29. Project Exports
30. Construction and Earthmoving Machinery
31. Free Trade Zone and 100% Export Oriented Units
32. Mica and other Mineral Products
33. Office Equipment and Similar Products
34. Small and Cutting Tools
35. Industrial and Scientific Instruments
36. Railway and Related Products and Equipment
37. Ferro Alloys.
38. Household and Kitchenware
39. Builders Hardware including Hinges, Door Fittings, Locks, Pad Locks, etc. of Base Metal
40. Industrial Equipment and Accessories
41. Auto Parts – Suspension, Braking and Drive Transmission
42. Pharmaceutical Machinery, Medical and Surgical Equipment



INDIA ON THE MOVE

- India, a South Asian nation, is the seventh-largest country by area, the second-most populous with over 1.33 billion people, and the largest democracy in the world.
- The Foreign Direct Investment (FDI) inflows into India's miscellaneous mechanical and engineering industries during April 2000 to December 2017 stood at around US\$3.39 billion.
- The Indian automotive aftermarket is estimated to grow at around 10-15 per cent to reach US\$16.5 billion by 2021. It has the potential to generate up to US\$300 billion in annual revenue by 2026, create 65 million more jobs and contribute over 12 per cent to India's Gross Domestic Product.
- India is expected to become the second largest steel producer in the world by 2018.
- The manufacturing sector of India has the potential to reach US\$1 trillion by 2025 and India is expected to rank among the top three growth economies and manufacturing destinations of the world by 2020.





INDIA'S ENGINEERING EXPORTS SHINE

India's engineering sector is a crucial backbone of the economy, and is the largest segment of the Indian industrial sector. In 2017-18 Indian engineering exports was US\$76.2 billion, the highest-ever since independence, surpassing the previous all-time-high of US\$70 billion in 2014-15 and registering a record 16.81 percent year-on-year growth.

Apart from contributing more than 25% of merchandise exports from India, engineering exporters are the foremost net foreign exchange earners of the country.

The biggest buyers of Indian engineering goods are the US, UAE, China, Germany, UK, Mexico, Nepal, Italy, Bangladesh, and Malaysia.

The largest share – 21 percent – of exports are to countries in the European Union, which was up 15.1 percent from the year before. Eighteen percent of the exports were to North America, up by 37 percent from the last fiscal. Exports to Northeast Asia also grew by 36 percent.





FROM US\$10 MILLION TO US\$76.2 BILLION

In the last six decades, EEPC India has transformed the profile of India's engineering exports.

- In 1956-57, engineering exports accounted for a miniscule 0.5% of India's total exports. Today, it stands at about US\$76.2 billion, almost 25% of the country's exports.
- From a supplier of low-value engineering goods, India has emerged as a manufacturing base for sophisticated machines and equipment. The share of capital goods in engineering export basket has risen from 12% in 1956-57 to 37% in 2017-18.
- EEPC India has equipped Indian SMEs to compete globally. After securing the confidence of global investors in the Indian capital goods sector, EEPC India is now focusing on exploring opportunities in areas like civil nuclear sector, defence, engineering process outsourcing and so on.
- Cumulative FDI in the engineering sector increased to US\$3.39 billion in FY 2017-18 (upto December 2017) from US\$0.89 billion in FY 2010.

Composition of India's engineering exports



The proportion of consumer durables decreased from 34% in 1956-57 to 28% in 2017-18, while the proportion of capital goods increased considerably from 12% in 1956-57 to 37% in 2017-18.

Trend in India's overall merchandise exports and engineering exports



Source: DGCI&S



SERVICES

- Advisory Body to various Department's of Government; Institutions relating to Policy Procedures, Incentives, Problems / Constraints, etc.
- Issuance of RCMC (Registration cum Membership Certificate)
- Liaison with JDGFT, Customs, Central Excise, ECGC, EXIM Bank, RBI, EP Zones, Chambers of Commerce, Air Cargo Complex, State Government, etc.
- Circulation of Tenders & Enquiries
- Preparation of Market Survey Reports
- Issuance of Certificate of Origin
- Publishing Monthly Bulletin
- Issuance of Visa / Passport Recommendation
- Attending to Overseas Complaints
- Recommendation for clearing trade samples and carrying trade samples.



OPENS MARKETS

SPARKS COLLABORATION

SHIFTS THINKING

EXPLORES POSSIBILITIES

SHARES KNOWLEDGE

FINDS OPPORTUNITIES

FUELS EXPORTS

WHAT EEPIC INDIA CAN DO FOR YOU

- EEPIC India serves as a facilitator of two-way trade between Indian and foreign companies
- Acts as a link between Indian exporters and the foreign buyer
- Identifies suitable suppliers in India
- Arranges visits of overseas buyers, exploratory missions, and teams to India
- Provides suppliers' profiles
- Helps collaboration efforts for third country exports
- Creates awareness among overseas buyers on India's technical competence and supply capabilities
- Helps to resolve trade disputes and remove operational constraints
- Educates the foreign buyer on Indian business policies



INDEE TURNS 41

KEPC India organizes exclusive Indian Engineering Exhibitions, branded as INDEE, in potential markets to showcase India's rapid progress in the engineering sector. It has organised 38 INDEEs in 26 countries for the past 41 years. The countries were Singapore, Indonesia, Thailand, Kenya, Nigeria, Sri Lanka, Egypt, Venezuela, UK, Australia, Rthiopia, Brazil, Kazakhstan, Indonesia, Mexico, South Africa, Russia, Malaysia, Colombia, Morocco, Vietnam, Myanmar, Kenya, Peru, and for the first time, in Iran and Bangladesh.

This involvement in specialized engineering exhibitions and trade fairs have proved to be extremely productive and yielded good results for the Indian exporting community and foreign buyers.

Left, INDEE Thailand held in Bangkok in February 2018



IESS: EPC INDIA'S INTERNATIONAL SOURCING SHOW

While continuing to build 'Brand India' overseas, it became important to create awareness about Indian entrepreneurs, particularly in the MSME sector. This gave birth to the *India Engineering Sourcing Show (IESS)* in 2012, an initiative of the Department of Commerce, Ministry of Commerce and Industry, Government of India. Organised by KEPC India, the three-day show held every year in India provided a big B2B platform in India to overseas delegates and industry leaders.

The success of IESS prompted KEPC India to rename the show *International Engineering Sourcing Show*. The eighth edition of IESS opens on 14 March 2019 in Chennai, India.

IESS VII was held from 8 - 10 March 2018 in Chennai which witnessed 14 sessions, more than 95 speakers, over 500 delegates from 100 nations, more than 300 exhibitors and 10,000 business visitors. KEPC India's humanoid, Mitra and the Arjun Mark II Tank were the new attractions this year. Based on the feedback of 267 out of the over 300 exhibitors, 10,671 contacts were made with an average of around 55 contacts per participant; US\$16,200 worth of orders and US\$ 719,102 worth of enquires were generated; 84% of the respondents found the business visitors excellent and 76% rated the business deals very satisfactory.

The inauguration of IESS VII on 8 March 2018 in Chennai, India



EEPC India as lead agency at large trade fairs where India was the partner country (anti-clockwise from above): Mr T S Bhasin, Chairman, EEPC India speaking at the inauguration of the India Pavilion at MSU 2017, Brno, the Czech Republic; the former Prime Minister of India, Mr Manmohan Singh, the German Chancellor, Ms Angela Merkel and Mr Rakesh Shah, former Chairman of EEPC India at Hannover Messe 2006; Mr Anupam Shah, former Chairman of EEPC India, Mr Rajiv Kher, Union Commerce Secretary, Mr Ravi Capoor, Joint Secretary, Department of Commerce and Industry, Government of India, and Mr Bhaskar Sarkar, Executive Director and Secretary of EEPC India, at Hannover Messe 2015

TRADE FAIRS WITH INDIA AS 'PARTNER COUNTRY'

Another very successful initiative has been EEPC India's 'India Pavilions' at large trade fairs where India is the 'Partner Country'. This has been an effective way of displaying

high-quality and advanced technology, and EEPC India makes full use of these exhibitions to promote Indian engineering goods.



B2B MATCHMAKING

On request, EEPC India introduces overseas buyers to the most appropriate companies in India. Business meetings are also organized in the major cities in India on request. EEPC India also sends delegations of Indian engineering companies abroad to explore global markets with the help of Indian diplomatic missions and local chambers of commerce.

EEPC India's Buyer-Seller Meets abroad help Indian exporters to closely interact with their counterparts. Meets held in recent months were in Botswana, South Africa, Mozambique and Zambia.



The tech centre in Bengaluru was inaugurated by Ms Rita Teasota, Commerce Secretary, Department of Commerce, Government of India on 22 June 2017. With her are Mr T S Bhasin, Chairman, Mr Bhaskar Sarkar, Executive Director and Secretary, Mr CH Nadiger, Regional Director (SR), EEPC India and Mr Bhupinder S Bhalla, Joint Secretary, Department of Commerce, Government of India

EEPC INDIA TECHNOLOGY CENTRES

The EEPC India Technology Centres provides the engineering industry with some of the most cutting-edge design technology and close interaction with institutional design facilities.

The centres: provide hardware and software to engineering companies, especially for the small-scale sector; hold training for design engineers on design, simulation and testing software; Support MSMRs in their technology upgradation initiatives; Create a Knowledge Interaction Grid; provide designing and testing facilities; provide training on high-end software; provide product design solutions to industry through national institutions, such as, NID, etc.; collaborate with R&D institutions for industry outreach; connect with industrial clusters in Kolkata, Chennai, Mumbai, Ahmedabad, Ludhiana, Bengaluru, Hyderabad and Delhi NCR



Mr M C Sampath, Minister of Industries, Government of Tamil Nadu; Mr P Benjamin, Minister of Rural Industries and MSME, Government of Tamil Nadu presented the trophies at the 48th EEPC India National Export Awards

EXPORT AWARDS

EEPC India Awards are the oldest engineering awards in India and is keenly awaited by Indian engineering companies, big and small.



The inauguration of the 59th edition of MSV 2017 in Brno, the Czech Republic on 9 October: EEPC India receives the Commemorative Award for Partner Country participation and the most impressive exposition at the Fair. Mr T S Bhasin, Chairman, EEPC India, with the certificate. The others are Mr Bohuslav Sobotka, Prime Minister of the Czech Republic (on his right); Mr Jiri Havlicek, Minister of Industry and Trade of the Czech Republic (second from left); Mr. Petr Stepanek, Rector, Brno University of Technology (first from left) and Mr. Jaroslav Hanak, President, Confederation of Industry of the Czech Republic (second from right); Mr Jiri Kuris, Chairman of Management Board and Chief Executive Officer, Veletrhy Brno a.s (far right).

GLOBAL APPRECIATION

EEPC India's efforts to promote two-way trade in the engineering sector have always been recognized and appreciated by numerous governments and business leaders globally. On several occasions, local governments have wholeheartedly supported EEPC India's international expos and expressed their willingness to partner with India for trade and business.



EEPC INDIA'S PUBLICATIONS

EEPC India's Publicity Department regularly brings out publications, specially studies on various sub-sectors of the engineering industry. EEPC India's strong editorial team oversees the quality of the publications in terms of the depth of study and its usefulness in the Indian context. EEPC India



Ms Rita Teasota, Commerce Secretary, Ministry of Commerce and Industry, Government of India launching the Brand India Engineering E-Catalogue, an EEPC India initiative, in the presence of industry and media representatives in December 2017. Mr B S Bhalla, Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India, Mr Ravi Sehgal, Chairman EEPC India, and Mr Bhaskar Sarkar, Executive Director and Secretary, EEPC India, were also present

publishes its journal, *Indian Engineering Exports*, every month. An international edition of this journal is also brought out regularly. EEPC India also brings out product specific catalogues highlighting leading manufacturers of various products.

EEPC India also teams up with globally-renowned management consultancy firms to prepare and publish strategy documents for the Indian engineering sector.



EEPC INDIA'S DIGITAL INTERFACES



SOCIAL MEDIA

EEPC India has an active presence on Facebook, Twitter, LinkedIn, YouTube, Pinterest and g+.

MOBILE APP

EEPC India maintains a cross-platform mobile app to keep its members updated about the latest happenings. It also maintains a dedicated app for its flagship event, IESS



WEBSITE

The official website of the council is responsive and compatible to most of devices such as desktops, laptops, tabs and mobiles. Information is updated regularly.



THE WAY FORWARD

- Help the manufacturing sector reach 25% of GDP by 2022
- Create synergy by partnering with similar bodies in India and the world
- Equip SMEs to compete globally
- Provide Indian exporters a single window and new-generation services network
- Use cutting-edge technology to promote trade



Doing Business with Colombia





Colombia

| India's Bilateral Trade (In Million USD) | | | | | | | |
|--|---------|----------|----------|----------|----------|----------|----------|
| Year | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 | 2016-17 | 2017-18 |
| India's Export to Colombia | 892.42 | 912.12 | 1,007.51 | 1,105.15 | 888.11 | 784.5 | 939.14 |
| India's Import from Colombia | 559.83 | 2,352.79 | 4,970.62 | 2,134.94 | 807.79 | 593.96 | 592.8 |
| Total Trade with Colombia | 1452.3 | 3265 | 5,978.13 | 3,240.08 | 1,695.89 | 1,378.47 | 1,531.94 |

Source: Trade Map



Major items of Exports from India to Colombia

| Top ten engineering products of India's export to Colombia (In Million USD) | | | | | |
|---|---------|---|-----------------------|-----------------------|------------|
| S. No. | HS Code | Commodity | Value of Exports 2016 | Value of Exports 2017 | Growth (%) |
| 1 | 87 | Vehicles other than railway or tramway rolling stock, and parts and accessories thereof | 265.6 | 189.8 | -29% |
| 2 | 76 | Aluminium and articles thereof | 22.7 | 74.2 | 227% |
| 3 | 73 | Articles of iron or steel | 12.5 | 63.3 | 409% |
| 4 | 84 | Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof | 35.9 | 26.5 | -26% |
| 5 | 72 | Iron and steel | 24.4 | 24.8 | 2% |
| 6 | 85 | Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ... | 19.2 | 14.9 | -22% |
| 7 | 90 | Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical ... | 6.9 | 5.8 | -16% |
| 8 | 82 | Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal | 3.5 | 4.5 | 30% |
| 9 | 94 | Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; ... | 0.7 | 0.9 | 28% |
| 10 | 74 | Copper and articles thereof | 0.2 | 0.4 | 167% |



(*values in Million USD)

| Rank | Country | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | % Share |
|------|-----------------|-----------|-----------|-----------|-----------|-----------|---------|
| 1 | BRAZIL | 5,552.47 | 5,963.82 | 2650.34 | 2400.46 | 3,063.49 | 41.4 |
| 2 | COLOMBIA | 1,007.51 | 1,105.15 | 888.11 | 784.5 | 939.14 | 12.7 |
| 3 | CHILE | 663.94 | 565.82 | 679.32 | 674.34 | 763.56 | 10.3 |
| 4 | PERU | 620.55 | 819.86 | 703.12 | 696.42 | 760.68 | 10.3 |
| 5 | ARGENTINA | 611.48 | 460.19 | 536.46 | 510.72 | 708.71 | 9.6 |
| 6 | GUATEMALA | 212.36 | 229.01 | 255.97 | 241.23 | 291.93 | 3.9 |
| 7 | ECUADOR | 290.4 | 225.04 | 153.2 | 197.73 | 279.81 | 3.8 |
| 8 | PANAMA REPUBLIC | 211.4 | 302.4 | 201.41 | 220.21 | 227.05 | 3.1 |
| 9 | DOMINIC REP | 125.7 | 140.91 | 175.11 | 224.98 | 196.92 | 2.7 |
| 10. | PARAGUAY | 88.91 | 106.48 | 98.22 | 125.03 | 168.43 | 2.3 |
| | Total | 9456.79 | 10020.52 | 6395.85 | 6075.62 | 7399.72 | |

Top 10 countries of India's export to LAC

Source: DGC&S



India-Colombia engineering trade:

- The Collaboration between India and Colombia has been intensifying especially the growing importance of economic ties between Colombia and India, as well as India's inclination to invest in the country.
- Colombia has become one of the main destinations for India's exports in Latin America.
- India-Colombia business organizations have been interacting on regular basis and number of business delegations from India mainly from export promotions councils such as EEPC has visited Colombia. EEPC led a delegation of 151 Indian companies to participate in the Bogota International Fair in October 2010.
- Exim Bank of India has signed an agreement with Bancoldex of Colombia for extending a US\$ 10 million Line of Credit for exports from India.



- Colombia-India Chamber of Commerce was formed in Bogota in September 2008 by Indian and Colombian firms to take up issues of bilateral business interest with the support of Embassy. They took a trade delegation to India in November 2012.
- It may be seen from the trade statistics that bilateral trade between India and Colombia is on a growing path during the last few years.
- In case of engineering goods, total trade has increased from US\$ 431 million in 2016 to US\$ 433 million in 2017. Exports from India to Colombia increased from US\$ 393 million to US\$ 406 million from 2016 to 2017. Similarly, imports from Colombia decreased from US\$ 38 million in 2016 to US\$ 26 million in 2017.
- India has been enjoying an increasing trade surplus with Colombia. The increase in bilateral trade establishes that there is a considerable potential for further expansion in the coming years.
- The relationship between India and Colombia will become stronger as economic; Trade and commercial ties deepen between the two countries.



EEPC India invites participation
for India Pavilion at

BOGOTA INTERNATIONAL TRADE SHOW



सत्यमेव जयते

Ministry of
Commerce & Industry
Government of India





The Bogota International trade show (FIB) is the
**MOST IMPORTANT SPECIALIZED
INDUSTRIAL EVENT ON LATIN AMERICA**

This XXXII Edition of the event expects
**OVER 690 EXHIBITORS AND ABOUT 50,000
PROFESSIONAL VISITORS**

The place for business and industrial contacts that
fosters the technological and commercial exchange in
the productive industries in Latin America.



SPECIALISED SHOWS

The Following Specialised shows will be held concurrently during the five day affair under the umbrella for “FERIA INTERNACIONAL DE BOGOTA”





WHY TO PARTICIPATE

1. Participate in academic agenda within the framework of the International Industrial Trade Fair of Bogota 2018.
2. Generate brand recognition, visibility and positioning amongst the different participating sectors and over 50.000 attendees expected
3. Find in one place all related to your direct and indirect market, competence and contacts interested in your products or services
4. Be part of the most important specialized business platform in the region that gathers different industries in order to promote your company in an International level showcase.
5. Identify potential clients and complementary services related to your products or services.



Product Profiles

• Industrial Machinery, equipment and tools

Metal Working-Machine Tools, Casting & Forging, Fasteners, Hardware, Automotive Industry-auto Parts& Components, Auto rickshaw, Bicycle,Power Tools & Hand tools, Garden Tools,Pumps, compressors, faucets and valves, Bearings, gears, gear trains and, transmission parts, Dumpers, Metal packaging, Lifting and Handling Equipment, Welding equipment, Hydraulic equipment, Heating, Distilling, Industrial Furnaces and Burners, Textile Machinery, Mixers, Skid steer loaders, Motor, Graders, Engines and turbines, Backhoes, Saws and choppers, Drills, Lathes and milling, machines, Tractors and trailers, Crushers, Vibrators, Air Conditioning, Refrigeration and Ventilation Systems

• Plastic, Petrochemical and Packaging

Petrochemicals and Related: Machinery and Equipment, Robotics, Fittings, Tools, Moulds, Raw Materials and Input, End-products, Semi manufactured products, Services and Publications, Packaging: Machinery and Equipment, Raw Material and Input, and Suppliers of all types of Packaging and Shipment Packaging

• Heavy Construction Machinery

Construction machinery and equipment, Construction materials, Safety at work, Debris transport

• Energy

Electrical accessories, Alternative energy (GENERATION), Energy Generation equipment, Transmission and Electrical management, Maintenance and supplies, Spare parts, Generators, Distributors and transmitters, Machinery and equipment for energy use and management, Industrial safety

• Wire & Tubes

Electrical cables, Construction industry wires, Industrial process wires, Material, special wires and cables, Wire manufacturing and finishing machinery, Tubes and valves for the construction of public works, Tubes and valves for civil construction, Tubes and valves for oil and gas transportation, Tubes with seams and seamless in carbon steel, Alloy, cast iron, stainless steel
Pumps and Motor pumps, Mechanicals seals



Participation Charges

Under MAI Scheme (highly subsidized in comparison with the normal rates offered by the Fair Authorities.)

Subsidized Rate for a built-up booth:
Rs 18,000 per sqm

10% extra for two sides open booth (subject to availability)

9 sq. m. (One Side Open) : 1,62,000/-

9 sq. m. (Two Side Open) : 1,78,200/-

Complimentary Benefits:

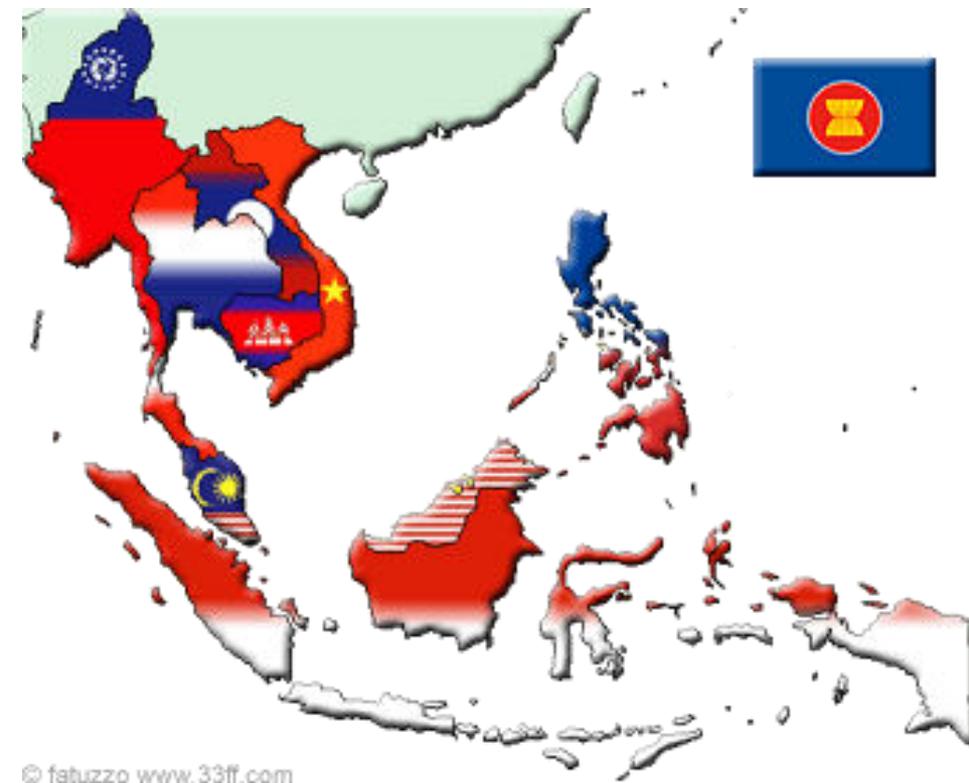
- Six nights of hotel stay with breakfast for one person per exhibiting company
- Flight Reimbursement of Rs. 1 Lakh for one person per exhibiting company (Subject to final approval)
- Shipping Exhibits (Subject to final approval)





Doing Business with Philippines

The Association of South-East Asian Nations (**ASEAN**) comprises of 10 Nations Indonesia, Singapore, Philippines, Malaysia, Brunei, Thailand, Cambodia, Laos PDR, Myanmar and Vietnam.



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INDIA-ASEAN Relations

1. India's Look East Policy has now matured into a dynamic and action oriented 'Act East Policy'.
2. India has set up a separate Mission to ASEAN and the EAS (East Asia Summit) in Jakarta in April 2015 with a dedicated Ambassador to strengthen engagement with ASEAN and ASEAN-centric processes.
3. India and ASEAN are observed 25 years of their Dialogue Partnership, 15 years of Summit Level interaction and 5 years of Strategic Partnership throughout 2017 by undertaking a wide range of activities, both in India and through Missions in ASEAN Member States, which would culminate in a Commemorative Summit on the theme "Shared Values, Common Destiny."
4. ASEAN Multilateral Division offers project-based financial assistance to ASEAN countries. Financial assistance has been provided to ASEAN countries from the following Funds: ASEAN-India Cooperation Fund, ASEAN-India S&T Development Fund (AISTDF), ASEAN-India Green Fund, & ASEAN-India Projects.
5. India has an annual Track 1.5 event Delhi Dialogue, for discussing politico-security and economic issues between ASEAN and India.
6. Set up in 2013, the AIC (ASEAN-India Centre) has been serving as a resource centre for ASEAN Member States and India, for strengthening ASEAN-India strategic partnership and promoting India-ASEAN dialogue and cooperation in the areas of mutual interests.



Philippines Key Facts -

- The only ASEAN nation enjoys no tariffs in EU-bound exports
- The fastest GDP growth with over 100 million population in ASEAN
- 6-8 years tax exemption for foreign investors



PHILIPPINES is the fastest expanding economy of ASEAN

- The Philippines is the fastest-expanding major ASEAN economy in 2016. The IMF expects the Philippines to maintain a similar GDP growth in 2017 on the back of a series of continued demands and modest fiscal stimulus programs supported by the local government. Backed with US\$50 billion of revenue from remittances and outsourcing which represents approximately, 9.8% of GDP in 2016, was definitely, a major driver of private consumption in the Philippines economy!
- Since 2012, the government has implemented new Industrial policies that aimed to improve the country's industrial competitiveness with a business savvy environment. Now seen as a new growth area, the Philippines is well positioned to attract new investment & suppliers that would catalyse industry growth and development.
- According to World Bank & Asian Development Bank, "The Philippines will continue to be the fastest-growing economy in the Association of Southeast Asian Nations (ASEAN) in 2018."



Major items of export to PHILIPPINES

- Iron & Steel
- Two and Three Wheelers
- Motor Vehicle/cars
- Auto Components/Parts
- Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc
- Products of Iron and Steel
- Nuclear Reactors, Industrial Boilers and Parts
- Electric Machinery and Equipment
- Aluminium and products made of Aluminium
- Lead and products made of Lead



India's Export by Region x Countries

Values in US\$ Millions

| Countries | 2016-17 | 2017-18 | %Growth |
|--------------------|----------------|----------------|-------------|
| SINGAPORE | 9564.6 | 10202.1 | 6.7 |
| VIETNAM SOC REP | 6786.6 | 7813.1 | 15.1 |
| MALAYSIA | 5224.9 | 5700.1 | 9.1 |
| INDONESIA | 3488.1 | 3963.8 | 13.6 |
| THAILAND | 3133.4 | 3653.7 | 16.6 |
| PHILIPPINES | 1482.5 | 1692.8 | 14.2 |
| MYANMAR | 1107.9 | 966.2 | -12.8 |
| CAMBODIA | 105.1 | 121.4 | 15.6 |
| BRUNEI | 42.9 | 63.2 | 47.4 |
| LAO PD RP | 25.7 | 25.0 | -2.8 |
| TOTAL | 30961.6 | 34201.3 | 10.5 |



India's Engineering Export by Region x Countries

Values in US\$ Millions

| Countries | 2016-17 | 2017-18 | Growth |
|--------------------|--------------|--------------|-------------|
| MALAYSIA | 2406.9 | 2021.3 | -16.0 |
| SINGAPORE | 2833.3 | 1995.7 | -29.6 |
| INDONESIA | 1421.1 | 1785.0 | 25.6 |
| THAILAND | 970.0 | 1241.2 | 28.0 |
| VIETNAM SOC REP | 1133.1 | 1170.1 | 3.3 |
| PHILIPPINES | 549.2 | 670.4 | 22.1 |
| MYANMAR | 204.4 | 353.7 | 73.1 |
| BRUNEI | 13.8 | 29.2 | 111.5 |
| CAMBODIA | 18.3 | 21.4 | 16.7 |
| LAO PD RP | 14.3 | 16.2 | 12.8 |



Realizing the immense potential which the country has to offer, EEPC India has identified Philippines as the location of the next edition of its flagship engineering show – Indian Engineering Exhibition (INDEE).

This is the first time that EEPC India is venturing into Philippines.

INDEE Philippines will coincide with the International Metalworking Expo scheduled from 22 – 25 August 2018. This is the largest metalworking exposition in Philippines and is being organized in partnership with The Die and Mould Association of Philippines (PDMA), the organizer of PDMEX, which is the largest and a focused metalworking show in Philippines. PDMA has organised eight editions of PDMEX till now.

This year PDMEX will be a concurrent show with International Metalworking Expo 2018.



EEPC India invites participation

EEPCINDIA
ENGINEERING THE FUTURE

indee PHILIPPINES
2018
PARTNERSHIP FOR GROWTH
22-25 AUGUST, MANILA

INTERNATIONAL METALWORKING PHILIPPINES

INDEE PHILIPPINES
Manila

**22 – 25
AUGUST
2018**



EEPCINDIA
ENGINEERING THE FUTURE

Follow us on





Features of International Metalworking Expo:

- With a well-structured network of production facilities, the automotive industry is one of the key drivers of the Philippine economy. Supporting industries, such as metalworking, automation tech, and tools and accessories encourage strong backward linkages in automotive manufacturing. These linkages include capital-intensive production and equipment testing, machinery, dies and moulds, metal stamping, die casting, and machining. This exhibition focuses on professional international exhibitors and is an easily-accessed platform for all exhibitors to expand their overseas markets and increase brand visibility.
- 200 exhibitors to display their products
- 10,000 visitors expected
- 7 Country Pavilions - Germany, Thailand, Philippines, Taiwan, Singapore, China and EU.



Features of PDMEX:

- It is the largest metalworking Show in Philippines.
- It incorporates eight allied industries such as Auto Car, Machine Tools, Metrology, Outsourcing & Engineering, Plastics, Welding, Sheet Metal etc.
- In the year 2017, over 13,000 sqm. allocated for the event was occupied by 187 registered participating companies and 383 combines local and international exhibitors who showcased a numerous state-of-the-art technologies coming from different country origins.
- 9,932 trade visitors and buyers from CEO, Decision Makers to people coming from different industries and other neighboring countries registered in show.



SMART TECH MANUFACTURING SUMMIT 2018

- There will be two full days of exciting themes & seminars on selected topics associated with smart manufacturing, IOT & digitalization impact, automation, robotics and industry challenges.
- The 2-day summit will share the technological innovation and thought-leadership that will help pave the way towards a brighter and more connected world.



Product Profile

➤ Smart Manufacturing Technologies

- Boring Machines/ Bridge Type Machines
- 3D Printing Technologies
- CAD/CAMCAE & Prototyping Machine
- Computer Hardware & Design Software
- Fluid & Air Power Technology
- Hoists & Cranes
- Hydraulics & Pneumatics
- Industrial Electronics, Controllers and Drives
- Industrial Health & Safety
- Injection Moulding Machinery
- Instrumentation & Controls
- Lubrication, Coolant and Coating Systems
- Machine Parts, Components and Accessories
- Material Handling and Warehousing Equipment
- Mechanical Seals & Sealing Technology
- Metal Cutting Machinery & Tools
- Metrology & Quality Assurance Equipment
- Mold and Die Materials and Components
- Precision Measuring Machines & Tools
- Pumps & Valves Components
- Sheet Metal Working Machinery & Tools
- Smart Factory Automation & Robotic Systems
- Stamping & Punching Machinery
- Surface Treatment and Polishing Equipment Test & Measurement
- Tools & Dies Welding
- Cutting, Hardening & Heating Equipment

➤ INDUSTRIAL SUPPLY

- Iron, Steel And Its Products
- Tube, Wire, Cable and Accessories
- Forging & Casting Products
- Components & Parts For Industrial Application
- Electrical Insulation Materials, Electrical Cables
- Electrical Wires, Lugs, Cable Rings
- Galvanized Wires, Stainless Steel Wire Mesh
- Industrial Springs, Spring Coils & Fasteners
- Turned Component
- Sheet Metal Components, Fittings & Flanges
- Steel Mills Equipment And Supplies
- Systems/Sub-Assemblies
- Fasteners, Bolts – Nuts & Bearings
- Control, Measurement & Testing Tools

➤ Sheet Metal Machinery

- Bending / Forging Machines
- Laser Cutting Machines
- Press / Riveting Machines
- Shearing Machines
- Tube & Wire Processing Machine



Product Profile

➤ Metal Cutting Machinery

- Boring Machines/ Bridge Type Machines
- Drilling Machines/ Filling Machines
- Gear Cutting Machines
- Grinding Machines
- Lathe/ Milling/ Multi Task Machines
- Threading Machine/ Turning Machines
- Machining Center
- Sawing & Shaping Machine
- Threading and Turning Machine

➤ Others (Special promotion is planned for the following products from India)

- Bicycle, parts and Components
- Auto parts and Components
- Hand Tools, Power Tools
- Garden Tools
- Steel Utensils
- Medical Equipments & Devices

➤ Industrial & Electrical Machinery

- Foundry & Casting equipment
- Rolling Mill machinery & parts
- Steel mills, plants equipment & parts
- Equipment for Oil & Gas sector
- Packaging & Food Processing Machines
- Printing & Plastic Machinery
- Oil extraction Machinery
- Waste management system
- Heavy Engineering Machinery
- Industrial machines for the small-scale industry
- Pollution control equipment
- Diesel engines and generators
- Agricultural Machinery & Equipment
- Construction Machinery
- Electrical Transmission & Distribution Equipment
- Electric Motors, Generators & Transformers
- Electric Power Machinery & Switchgear
- Renewable and Non-renewable Energy Equipment



Participation Charges

Under MAI Scheme (highly subsidized in comparison with the normal rates offered by the Fair Authorities.)

Subsidized Rate for a built-up booth:
Rs 15,000 per sqm

10% extra for two sides open booth (subject to availability)

9 sq. m. (One Side Open) : 1,35,000/-

9 sq. m. (Two Side Open) : 1,48,500/-

Complimentary Benefits:

- Five nights of hotel stay with breakfast for one person per exhibiting company
- Flight Reimbursement of Rs. 45,000 for one person per exhibiting company (Subject to final approval)



FLIGHT REIMBURSEMENT



THANK YOU