

INDIA-ASEAN TRADE



June 2018



About EEPC India

Established on
September 21, 1955

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

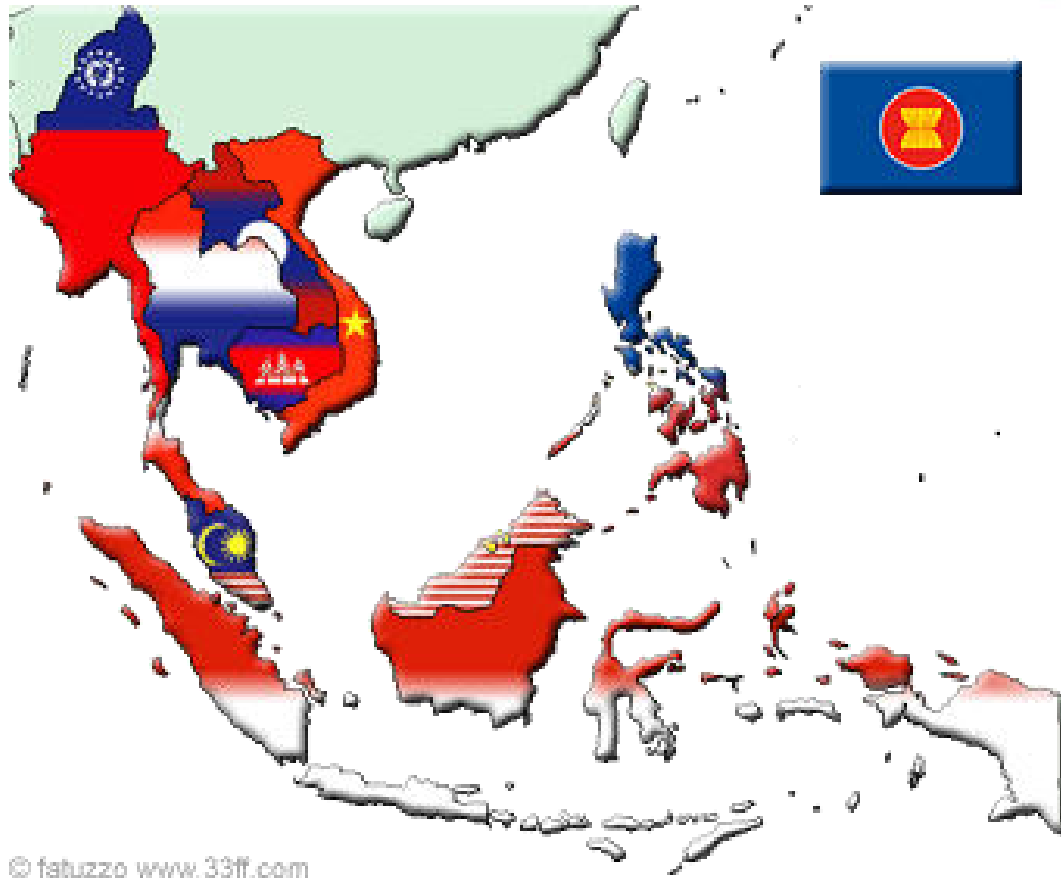
An ISO 9001:2013
Certified Organization

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



What we do to promote exports...

- ❖ Exclusive India Engineering Exhibition - INDEE
- ❖ International Engineering Sourcing Show (IESS)
- ❖ Exhibitions Abroad
- ❖ Buyer-Seller meets (B2B) in India as well as Abroad
- ❖ Invite / Send Trade Delegations
- ❖ Catalogues shows overseas
- ❖ Providing details of business opportunities/ tenders information
- ❖ Market Surveys
- ❖ Product-specific conferences/ workshops for capacity building
- ❖ Monthly/ Weekly newsletters - metal prices, exports etc.
- ❖ Mailing campaigns



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

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INDIA-ASEAN Relations

- India's Look East Policy has now matured into a dynamic and action oriented 'Act East Policy'.
- 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.
- 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."



INDIA-ASEAN Relations (Contd.)

- 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.
- India has an annual Track 1.5 event Delhi Dialogue, for discussing politico-security and economic issues between ASEAN and India.
- 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.



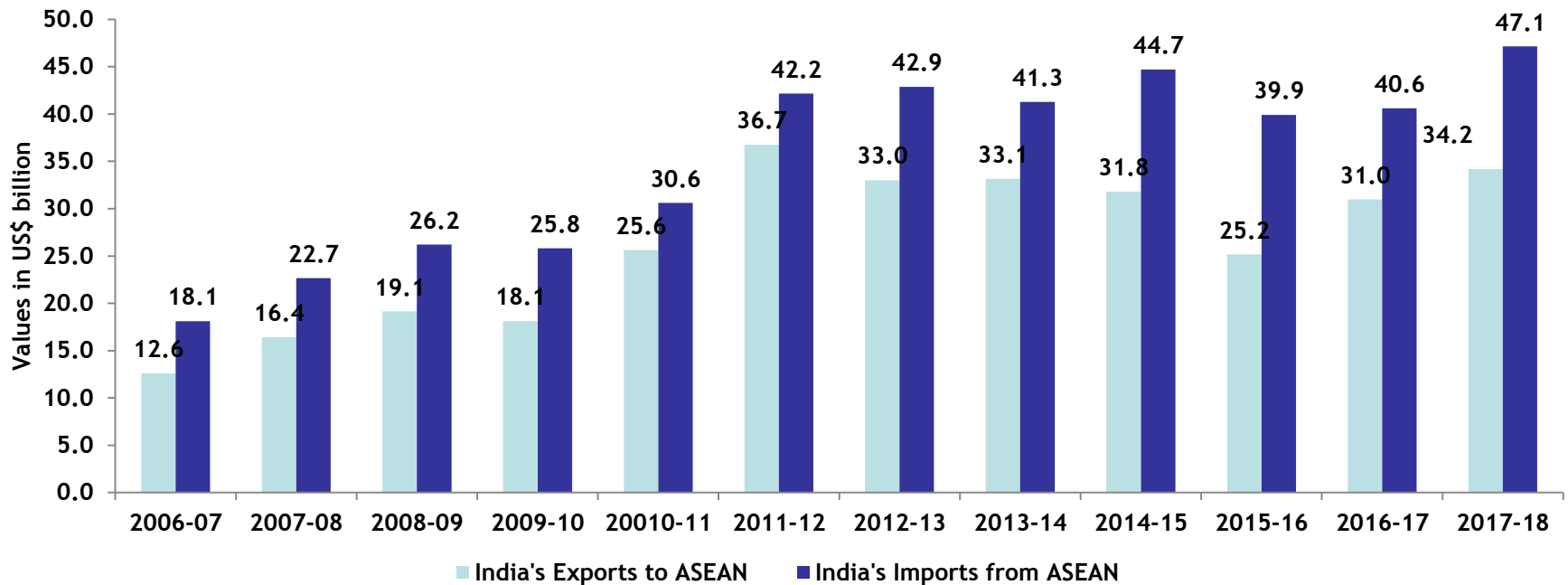
India's Export by Region x Countries

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



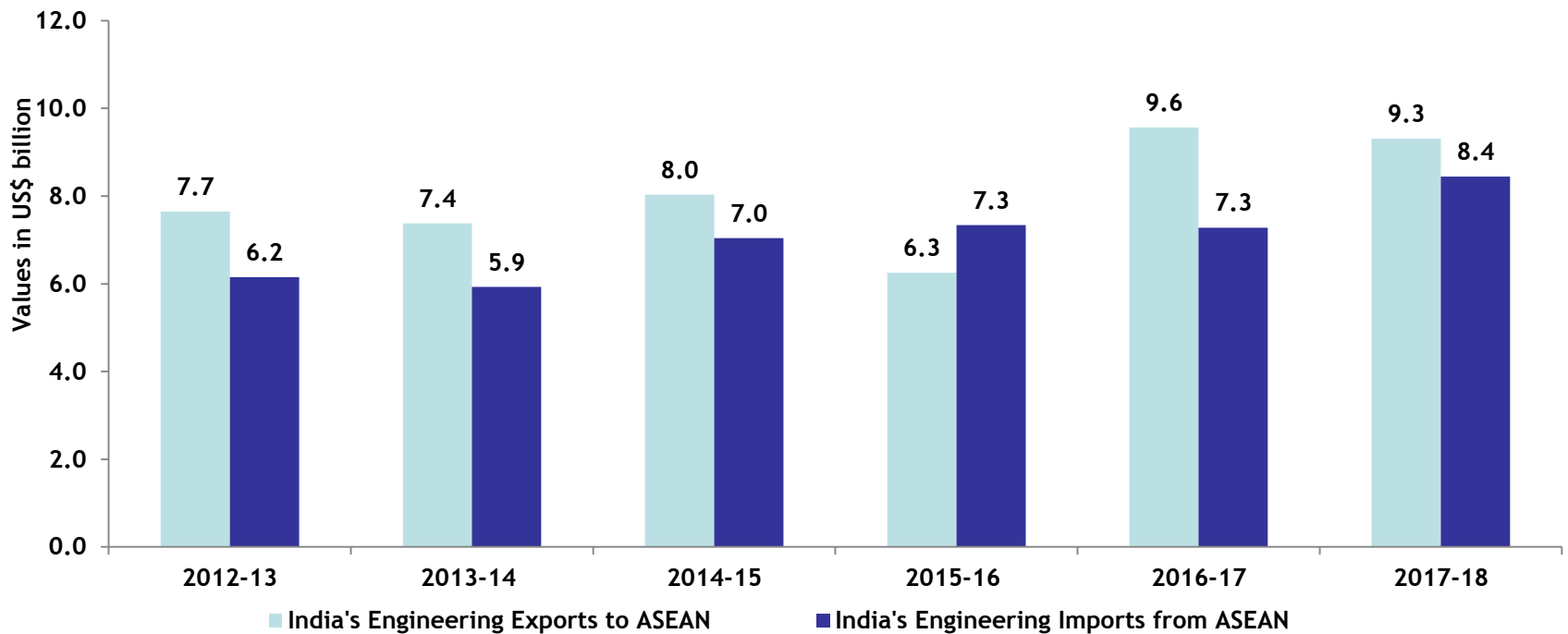
India ASEAN Total Trade



India-ASEAN total trade is now more than US\$ 81 billion. During the last fiscal 2017-18 11.3% of India's exports and 10.1% of India's imports was on account of trade with ASEAN countries.



India-ASEAN Engineering Trade



The share of exports and imports to ASEAN countries are 12.2% and 9.5% respectively of India's total engineering exports and imports.



India's major items of engineering exports to ASEAN

US\$ Million

Major Exports	2017-18
Iron and Steel	2059.1
Aluminium and products made of Aluminium	1000.8
Electric Machinery and Equipment	741.0
Ships, Boats and Floating Structures	738.8
Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc	633.3
Auto Components/Parts	568.7
Motor Vehicle/cars	540.8
Copper and products made of copper	501.7
Products of Iron and Steel	319.2
Aircrafts, Spacecrafts and Parts	311.0



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

EEPCINDIA
ENGINEERING THE FUTURE

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

**INTERNATIONAL
METALWORKING
PHILIPPINES**

INDEE PHILIPPINES

Manila

**22 - 25
AUGUST
2018**





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."



SMART TECH MANUFACTURING SUMMIT 2018

- There has been a continuous rise every year in the exports of Indian engineering products to Philippines. During the year 2017-18 India exported US\$ 670.4 million worth of engineering products to Philippines which was 22.1 percent higher than US\$ 549.2 million worth of engineering exports in the year 2016-17.
- 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.



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



INDEE Philippines 2018 - Product Profile

- ❖ SMART MANUFACTURING TECHNOLOGIES
- ❖ METAL CUTTING MACHINERY
- ❖ INDUSTRIAL & ELECTRICAL MACHINERY
- ❖ INDUSTRIAL SUPPLY
- ❖ SHEET METAL MACHINERY
- ❖ OTHERS (SPECIAL PROMOTION IS PLANNED FOR THE FOLLOWING PRODUCTS FROM INDIA)



Participation Charges

- One side open (built-up booth): Rs. 15,000- per sq. mtr. Minimum Size (9 sq.mtr)
- 10% extra for two sides open booth (subject to availability)
- The above participation charges will also include five nights of hotel stay for one person per exhibiting company.
- We are collecting expression of interest from our members participating in INDEE Philippines. An initial proposal seeking assistance towards airfare reimbursement to the members has already been submitted to the Ministry for computation. On getting formal approval from the Ministry an airfare reimbursement up to INR 45,000/- will be available to participating companies subject to fulfilling MDA guidelines laid by the Ministry.



Mode of payment

- **FULL PAYMENT IS TO BE MADE BY:**
- Demand draft favoring “EIPC INDIA” along with the duly filled-up Application Form
- OR
- Pay through RTGS/NEFT in INR as per the following details :
- Name of the Bank:HDFC BANK LTDBranch:Central PlazaAddress of Bank:2/6, Sarat Bose Road, Kolkata 700 020Account Number:00142090000452Account Name:EIPC INDIANEFT Code:HDFC0000014
- You can also make payment online through the following Payment Gateways :
- 1. Atom
- 2. Billdesk



Booth Display

- Participation charges for a 9 sqm. booth includes the following services:
 - Floor covered with carpet
 - 3 Discussion Chairs
 - 1 Information Counter
 - 1 Discussion Round Table
 - 3 Spot Lights
 - Waste Paper Basket
 - Fascia
- Selection Criteria
 - Since limited space is available, selection of participation will be done strictly on first-come, first-served basis.



Benefits to the participating engineering companies

EEPC India is organizing this event under the MAI Scheme of Ministry of Commerce & Industry, Government of India. The rates mentioned above are subsidized in comparison with the normal rates offered by the Fair Authorities.



Submission of application

Interested members are requested to fill in the online Application Form latest by **15th July 2018** at the following link:

https://app.eepcindia.org/ems/exhibitors/exhibitor_application_form/ODY

- Cancellation of participation

Kindly note that no request for cancellation and / or refund / adjustment shall be accepted.



THANK YOU