

Seminar on Doing Business with European Countries, Philippines & Colombia



सत्यमेव जयते

Department of Commerce
Ministry of Commerce and Industry
Government of India



Highlights of India's Engineering exports in 2017-18

India's engineering exports surpassed the export target and hit US\$ 76.2 billion during 2017-18, recording 16.81 percent year-on-year growth.

In last five years, contribution of engineering exports to India's total exports grew notably and reached 25.16 percent during 2017-18.

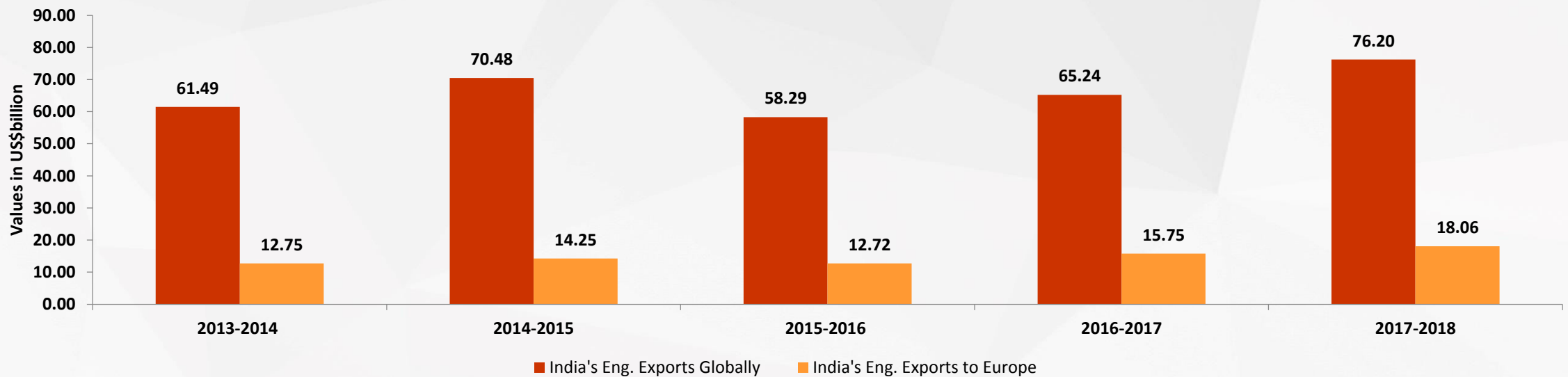
After decline in 2015-16, the engineering exports started showing signs of recovery since 2016-17.

After registering all-time-high \$70 billion in 2014-15 India's engineering exports started showing a declining trend due to turbulent global economic scenario.

India's Exports to Europe

- ❖ Europe as a region is India's largest export destination.
- ❖ In the last five years, India's engineering exports to Europe have increased from US\$ 12748.5 million in 2013-14 to US\$ 18059.4 million in 2017-18 registering a growth of more than 40 percent.
- ❖ The growth rate of India's engineering exports to Europe is higher than that of India's global engineering exports.

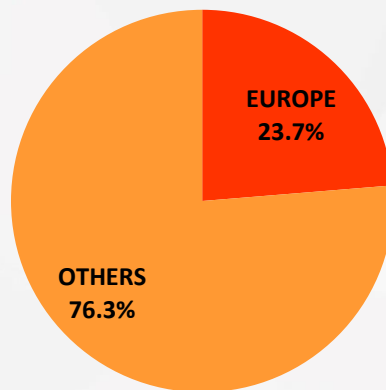
India's Engineering Exports Globally viz-a-viz Europe



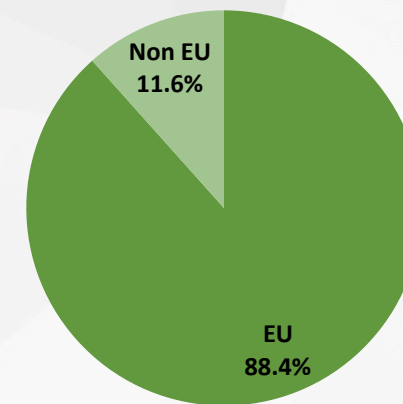
Segmentation of Europe into EU & Non EU

- ❖ The share of India's engineering export to Europe in 2017-18 was 23.7 percent.
- ❖ Europe comprises of 28 EU (including UK) and 10 Non EU countries.
- ❖ The share of India's engineering exports to EU (20.9 percent) in comparison to Non EU (2.8 percent) , makes EU as India's top trading partner for engineering exports.
- ❖ Therefore our presentation henceforth restricts its scope to EU only.

Share of India's Engineering Exports To Europe in 2017-18



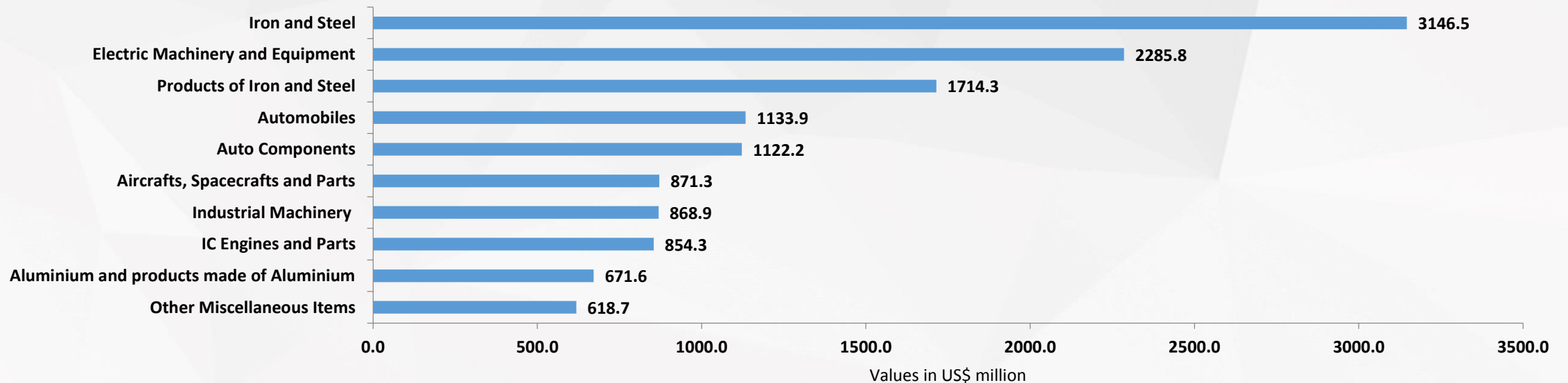
Share of India's Engineering Exports To EU & Non EU in 2017-18



Major Engineering Product Groups Exported to EU

- ❖ Top 10 EU countries which accounts for more than 90 percent of India's engineering exports to EU in 2017-18 includes Germany, UK, Italy, France, Belgium, Spain, Netherlands, Poland, Sweden and Romania.
- ❖ The following panels accounts for more than 80 percent of the India's engineering exports to EU.

Major Products Exported to EU



Columbia



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 Columbia	892.42	912.12	1,007.51	1,105.15	888.11	784.5	939.14
India's Import from Columbia	559.83	2,352.79	4,970.62	2,134.94	807.79	593.96	592.8
Total Trade with Columbia	1452.3	3265	5,978.13	3,240.08	1,695.89	1,378.47	1,531.94

Panelwise Engg Exports to EU (USD Million)

Panelwise Engg Exports to EU (USD Million)			
Panel	2016-17	2017-18	Growth (%)
Iron and Steel	2,522.76	3,143.36	24.60
Electric Machinery and Equipment	1,299.61	2,285.27	75.84
Products of Iron and Steel	1,517.70	1,712.65	12.85
Motor Vehicle/cars	1,722.94	1,133.76	-34.20
Auto Components/Parts	855.25	1,121.44	31.12
Aircrafts, Spacecrafts and Parts	1,563.77	871.33	-44.28
Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc	683.30	865.36	26.65
IC Engines and Parts	637.88	854.04	33.89
Aluminium and products made of Aluminium	492.81	671.58	36.28
OTHER MISC. ITEMS	503.05	618.06	22.86
Medical and Scientific Instruments	409.00	566.87	38.60
Machinery for ATMs, Injecting Moulding machinery, valves, etc	240.74	305.55	26.92
Hand Tools, Cutting Tools and Implements made of Metals	214.29	236.88	10.54
Pumps of all types	157.26	214.84	36.61

Panelwise Engg Exports to EU (USD Million)

Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor	133.02	213.11	60.22
Other Construction Machinery	156.27	203.24	30.06
Other Non Ferrous Metals and their products	170.03	187.56	10.31
Machine Tools	122.63	151.57	23.60
Copper and products made of copper	111.32	121.35	9.01
Two and Three Wheelers	58.55	110.20	88.20
Bicycle & Parts	66.61	107.57	61.49
Cranes, Lifts & Winches	63.96	60.77	-4.99
Railway Transport and Parts	25.02	37.09	48.25
Nuclear Reactors, Industrial Boilers and Parts	40.18	35.44	-11.78
Accumulator and Battery	27.59	30.63	11.02
Ships, Boats and Floating Structures	0.66	27.56	4079.56
Doubtful Codes	17.45	18.68	7.07
Office Equipments	10.63	12.31	15.88

Panelwise Engg Exports to EU (USD Million)

Nickel and products made of Nickel	8.45	10.85	28.44
Zinc and products made of Zinc	7.42	6.53	-11.97
Electrodes, Accumulators and Batteries	5.36	4.19	-21.91
Lead and products made of Lead	4.26	3.87	-8.98
Prime Mica & Mica Products	4.03	3.82	-5.31
Tin and products made of Tin	1.60	1.16	-27.46
Total engg Exoports to EU	13,855.38	15,948.50	15.11

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2018
PARTNERSHIP FOR GROWTH

22-25 AUGUST, MANILA

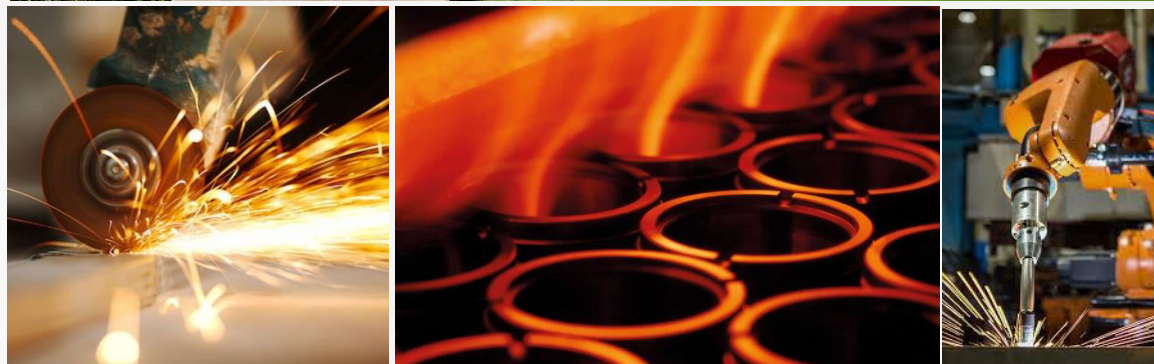


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EEPCINDIA
ENGINEERING THE FUTURE



INDEE PHILIPPINES 2018
Coinciding with
**INTERNATIONAL METALWORKING
PHILIPPINES
(IMTP) & PDMEX**



**INTERNATIONAL
METALWORKING
PHILIPPINES**

22-25 August 2018
World Trade Centre
Metro, Manila, Philippines

EEPCINDIA
ENGINEERING THE FUTURE

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India Engineering Exhibitions (INDEE)

- ❖ Held since 1977, till date 38 editions in 25 countries
- ❖ Showcase over 100 Indian companies

The Objective is:

- ❖ To create increased awareness on India's rapid technological progress
- ❖ Provide platform for trade, investments, JV and B2B
- ❖ Focus Market
- ❖ Some recent Caxias do Sul, Brazil; Jakarta, Indonesia; Bogota, Colombia; Cairo, Egypt; Bangkok, Thailand; Casablanca, Morocco; Ho Chi Minh City, Vietnam; Yangon, Myanmar; Nairobi, Kenya; Mandalay, Myanmar; Lima, Peru; Phnom Penh, Cambodia ; Bangkok, Thailand; Dhaka; Tehran, Iran; Lima, Peru; Nairobi, Kenya; Sri Lanka.

Opportunity Philippines

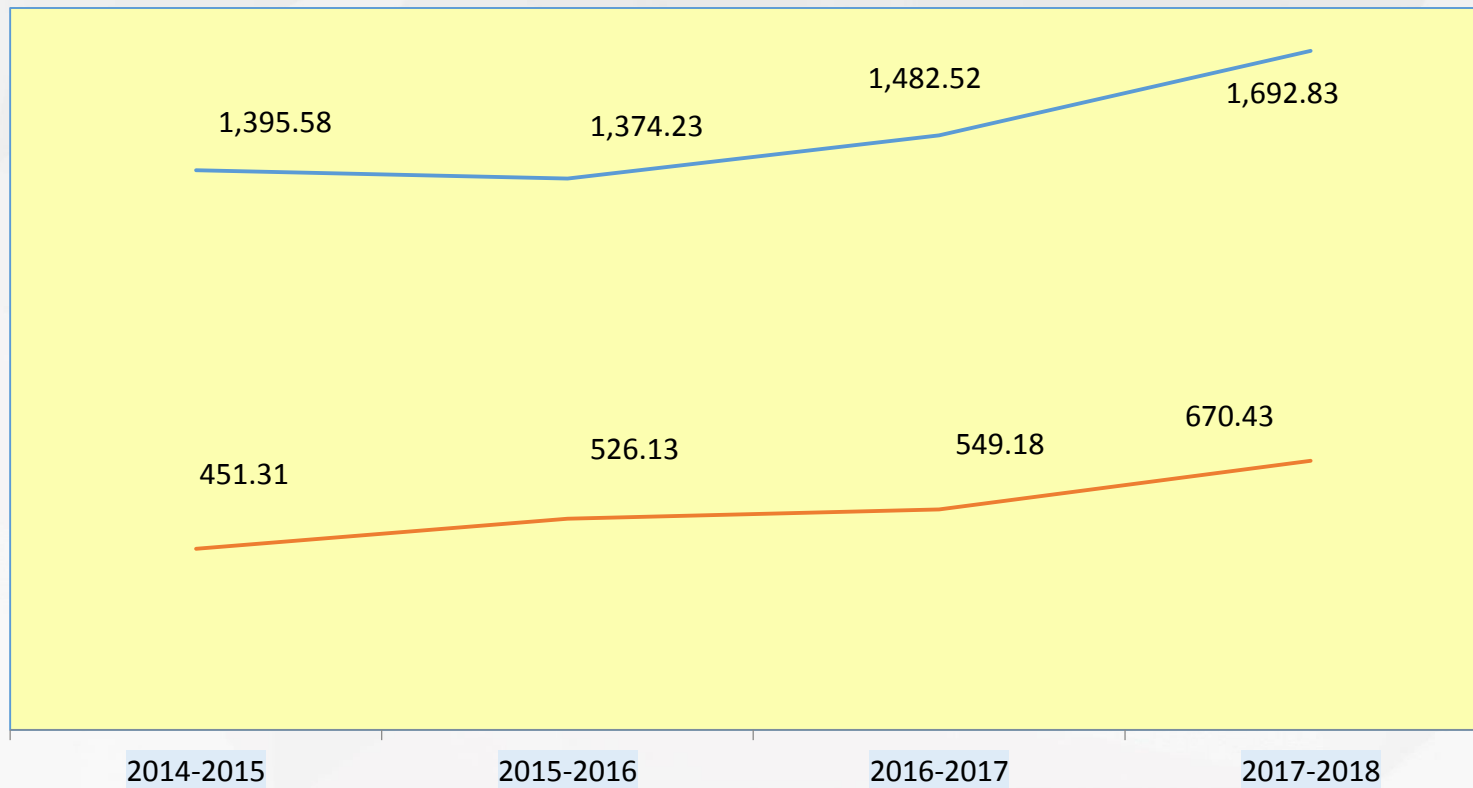
- ❖ 5th largest economy in Asia and the 16th largest in the world and 2nd largest in ASEAN by 2050
- ❖ Located at cross roads of emerging Asia Pacific markets and is among fastest growing economy of ASEAN region
- ❖ Engineering constitutes the bulk of total imports ie over 55%, East Asia account for 47.4 % of imports
- ❖ Major engineering imports includes – electrical equipment, Industrial machinery, vehicles and components, iron & steel products, aircrafts & spacecraft and optical & medical equipment and general engineering goods.
- ❖ Between 2015-2017, the engineering imports surged by 40%, reaching US\$ 56 Billion

- ❖ Economy has well-structured network of production facilities
- ❖ The automotive industry is one of the key economic growth drivers
- ❖ Includes supporting industries, such as metalworking, automation tech, and tools and accessories encourage strong backward linkages
- ❖ Other emerging sectors include capital-intensive production and equipment testing, machinery, dyes and moulds, metal stamping, die casting, and machining.

Philippines– Upcoming business destination

- ❖ India is part of the Regional Comprehensive Economic Partnership Negotiations (RCEP) which supports economic integration of proposed free trade agreement (FTA) between ASEAN and the ASEAN-FTA nations
- ❖ RCEP markets accounts for 44% of global population, US\$ 49.5 trillion of GDP at
- ❖ RCEP would cover trade in merchandise, services, investment, economic and technical cooperation, intellectual property, competition, dispute settlement and other issues.

India's Export Trends to Philippines (US\$) Million



Total Exports 21.30% ↑

Engineering Exports 48.55% ↑

— Total — Engineering

Source: DGCIS (US\$ Million)

Top engineering exports to the Philippines [US \$million]

SI No.	PANNEL	April, 2016 - March,2017	April,2017 - March,2018
1	A. Iron and Steel	33.54	176.42
2	Two and Three Wheele	104.81	127.42
3	Motor Vehicle/cars	98.62	72.22
4	Auto Components/Part	30.03	44.37
5	Industrial Machinery	42.75	42.97
6	B. Products of Iron	33.54	32.55
7	"Nuclear Reactors In"	31.59	27.99
8	Electric Machinery a	47.95	24.73
9	Aluminium and produc	4.48	13.10
10	Lead and products ma	0.79	12.93

Why IMT, Philippines

- IMTP2018 is presently, the largest metalworking exposition in Philippines
- Hall Square Metre : 8,500 Sqm. gross
- Expected Number of Exhibitors : 170-200
- No. of Participating Countries : 9 Countries
- Expected Number of Visitors: 10,000
- Targeted Marketing & Publicity campaign to heighten participation benefit
- Support from various industry associations/bodies.
- Highly professional participation

METAL CUTTING MACHINERY

- Grinding Machines
- Lathe Machines
- Machining Centre
- Milling Machines
- Multi-Task Machines
- Bridge type Machines
- Drilling Machines
- Filing Machines
- Gear Cutting Machines
- Boring Machines
- Planing Machines
- Sawing Machines
- Shaping Machines
- Threading Machines
- Turning Machines

ACCESSORIES / OTHERS

- CAD/CAM/CAE & Prototyping Machine
- Computer Hardware & Design
- Software Industrial Health & Safety
- Lubrication & Coolant and Coating Systems
- Material Handling and Warehousing Equipment
- Precision Measuring Machines & Instruments
- Smart Automation & Robotic Systems
- Test & Measurement Devices
- Tools & Dies
- Metrology Equipment

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

SMART MANUFACTURING TECHNOLOGIES

- Boring Machines/ Bridge Type Machines
- 3D Printing Technologies
- CAD/CAM/CAE & 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

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

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

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Layout Plan



INTERNATIONAL METALWORKING PHILIPPINES 2018

www.imtpexpo.com



www.stmpexpo.com

22-25 August 2018
World Trade Center
Metro Manila



INDIA PAVILION



ENTRY TO FAIRGROUNDS

Concurrent Event/s



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.

Topics covering (but not limited to):

- Industrial 4.0 / IOT / Digital Factory / Smart Manufacturing
- Automation / Robotic
- Metrology
- Additive Manufacturing



PDMEX show series continuously holds the reputation as the biggest & best platform for Die & Mould Machineries & Equipment in the country.

PDMEX 2018 is expected to be a bigger and better event that will highlight various activities designed to benefit the die and mould industry as well as its related industries.

Application Procedure

Apply online at: https://app.eepcindia.org/ems/exhibitors/exhibitor_application_form/ODY

Participation fees for EEPC India members

- ❖ One side open (built-up booth) **Rs.15,000/- per sqm i.e. (Rs.1,35,000/- for 9 sqm)**. 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**.
- ❖ On getting the approval from Ministry an **airfare reimbursement up to Rs.45,000/-** will be available to participating companies subject to fulfilling MDA guidelines laid by the Ministry.

*Last date for application is **15th July, 2018**

Bogota International Trade Show

- ❖ The Bogota International Trade show, an industrial exhibition, is the protagonist of the economic impulse of Colombia, the Pacific Alliance, Latin American, Central America and the Caribbean.
- ❖ The International Business and Exhibitions Center of Bogota – CORFERIAS, will carry out the **XXXII** edition of the **FERIA INTERNACIONAL DE BOGOTA (The Bogota International trade show) – FIB, INDUSTRIAL EXHIBITION**, from September 24 to 28 of 2018. This event will count with the presence of over 690 exhibitors and expects about 50.000 professional visitors.

Bogota International Trade Show

- ❖ **The Bogota International trade show, FIB** is the most important specialized industrial event on Latin America and is consolidated as the mean for the companies to become updated and interact with the main industrial manufacturers, suppliers, importers and wholesalers with a showcase of the latest trends and cutting-edge technology on machinery, equipment, manufacturing processes, raw material, supplies, and components.
- ❖ The place for business and industrial contacts that fosters the technological and commercial exchange in the productive industries in Latin America.

Major items of export to Colombia

- ❖ Two and Three Wheelers
- ❖ Aluminium and products made of Aluminium
- ❖ Products of Iron and Steel
- ❖ Auto Components/Parts
- ❖ Motor Vehicle/cars
- ❖ Iron and Steel
- ❖ IC Engines and Parts
- ❖ Electric Machinery and Equipment
- ❖ Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc
- ❖ Medical and Scientific Instruments

Major items of Exports from India to Colombia

Top ten engineering products of India's export to Argentina (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%

Focus Products

- ❖ INDUSTRIAL MACHINERY
EQUIPMENT AND TOOLS
- ❖ HEAVY CONSTRUCTION
MACHINERY
- ❖ ENERGY
- ❖ PLASTIC, PETROCHEMICAL
AND PACKAGING
- ❖ WIRE & TUBE

Participation Charges

One side open (built-up booth): Rs 18000 per sqm. Booth size: 9 sqm.

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

The above participation charges will also include the following:

❖ Six nights of hotel stay for one person per exhibiting company (to be allotted on first-cum-first-served basis)

Mode of payment

Full payment is to be made by Demand draft favoring “EEPC INDIA” along with the duly filled-up Application Form OR Pay through RTGS/NEFT in INR as per the following details :

Name of Bank **HDFC BANK LTD.**

Branch **CENTRAL PLAZA**

Address of Bank **2/6, SARAT BOSE ROAD, KOLKATA – 700 020**

Account No. **00142090000452**

Account Name **EEPC INDIA**

NEFT Code **HDFC0000014**

You can also make payment online through the following Payment Gateways

❖ ATOM

❖ BILLDESK

Booth Display

❖ Participation charges for a 9 sqm. booth includes the following services:

- Carpet Flooring
- 2 Discussion Chairs
- 1 Information Counter
- 1 Discussion Round Table
- 3 Spot Lights
- Waste Paper Basket

Members will be informed of the final details of booth display in due course

❖ 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 firms are requested to fill in the online Application Form latest by **10 August 2018** at the following link:

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

Cancellation of participation

Kindly note that no request for cancellation and / or refund / adjustment shall be accepted by EEPC India on submission of online form.

Thank you- Contact us at :

**Mr Rajat Srivastava - Regional Director
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**THANK
YOU**