

INDIA'S TRULY GLOBAL ENGINEERING SOURCING SHOW

International Engineering Sourcing Show (IESS)

16 – 18 March 2017 : Chennai
Chennai Trade Centre, Chennai, India

Partner Country: Russia

Wide array of product
categories

400
Exhibitors

500 Overseas
Delegates

10,000+ Business
Visitors

International Engineering Sourcing Show (IESS)



- ❑ **International Engineering Sourcing Show (IESS)** (erstwhile India Engineering Sourcing Show) has become one of the signature shows in marketing ‘Brand India’ across the world.
- ❑ This is recognized as the only sourcing event in India – showcasing the latest technologies and a preferred meeting place for global buyers & sellers.
- ❑ This show is also important to encourage foreign investments in line with the newly initiated **“Make in India”** campaign, by Government of India.
- ❑ Theme of the sixth edition (IESS VI): **‘Smart Technology for Smart Engineering’**

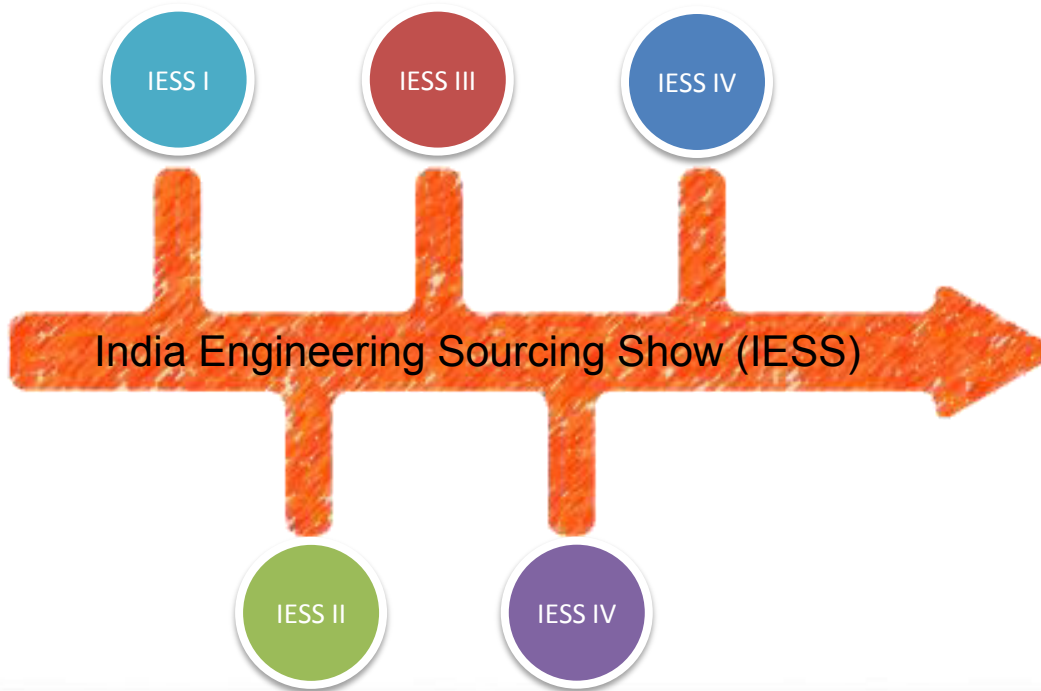
Why IESS?



- ❑ The main objective is to promote India's image and provide a platform to Indian engineering exporters to showcase their strengths and capabilities and explore global business alliances and network with leading industry doyens of the world;
- ❑ To provide opportunity for exporters of engineering product in building business contact with leading importers, buyers, dealers, distributors and wholesales of engineering product from America, Europe, Africa, Latin America, ASEAN, Australia, New Zealand and CIS Countries;
- ❑ To promote India as an 'Outsourcing hub' for the engineering industry where a wide range of high-quality engineering items could be sourced at very competitive rates;
- ❑ Aims at reducing dependence on traditional markets, develop internal markets within India, forge partnerships and joint ventures, strengthen commercial relations and accelerate trade between India and its trading partners;
- ❑ Provides platform to foreign companies to showcase their strength and capabilities in a large developing market.
- ❑ Helping engineering industry in moving up the value chain by upgrading technology.

Journey of IESS

- ❑ 2012 witnessed the birth of India's first global engineering sourcing show – IESS. The event is organized under the aegis of the Ministry of Commerce & Industry, Government of India, with EEPIC India as the lead agency;
- ❑ Leading multinationals such as ABB, Danfoss, Claas, Cummins, Inverto, Kubota, Pentair, etc. have successfully used the IESS exhibition as their sourcing platform



IESS VI
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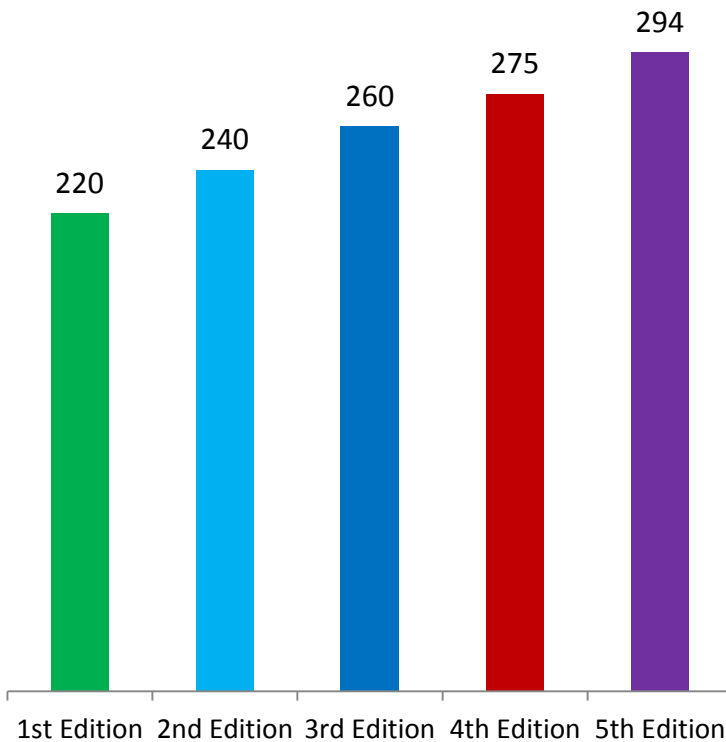
IESS: LOOKING BACK



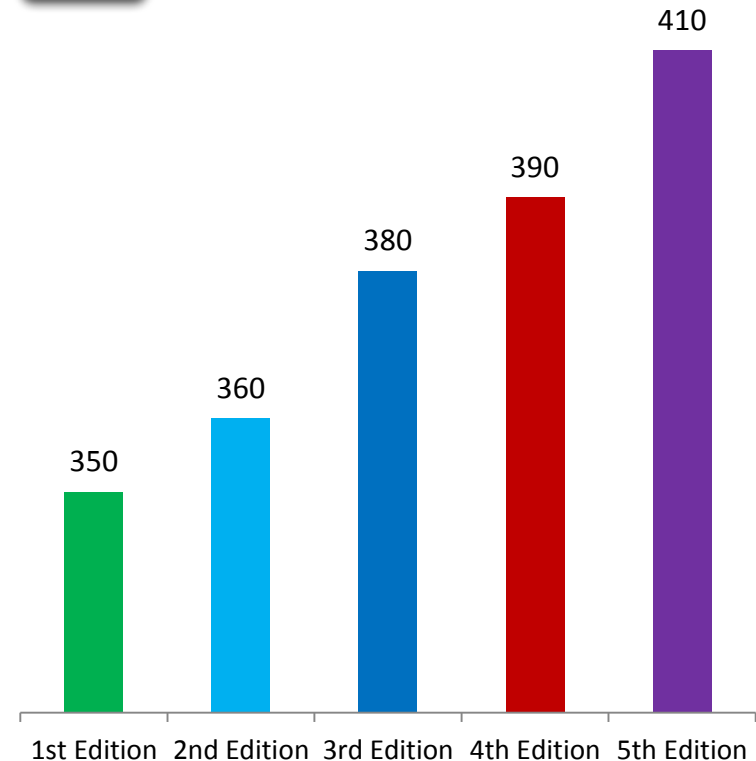
Journey So Far – Exhibitors and Delegates



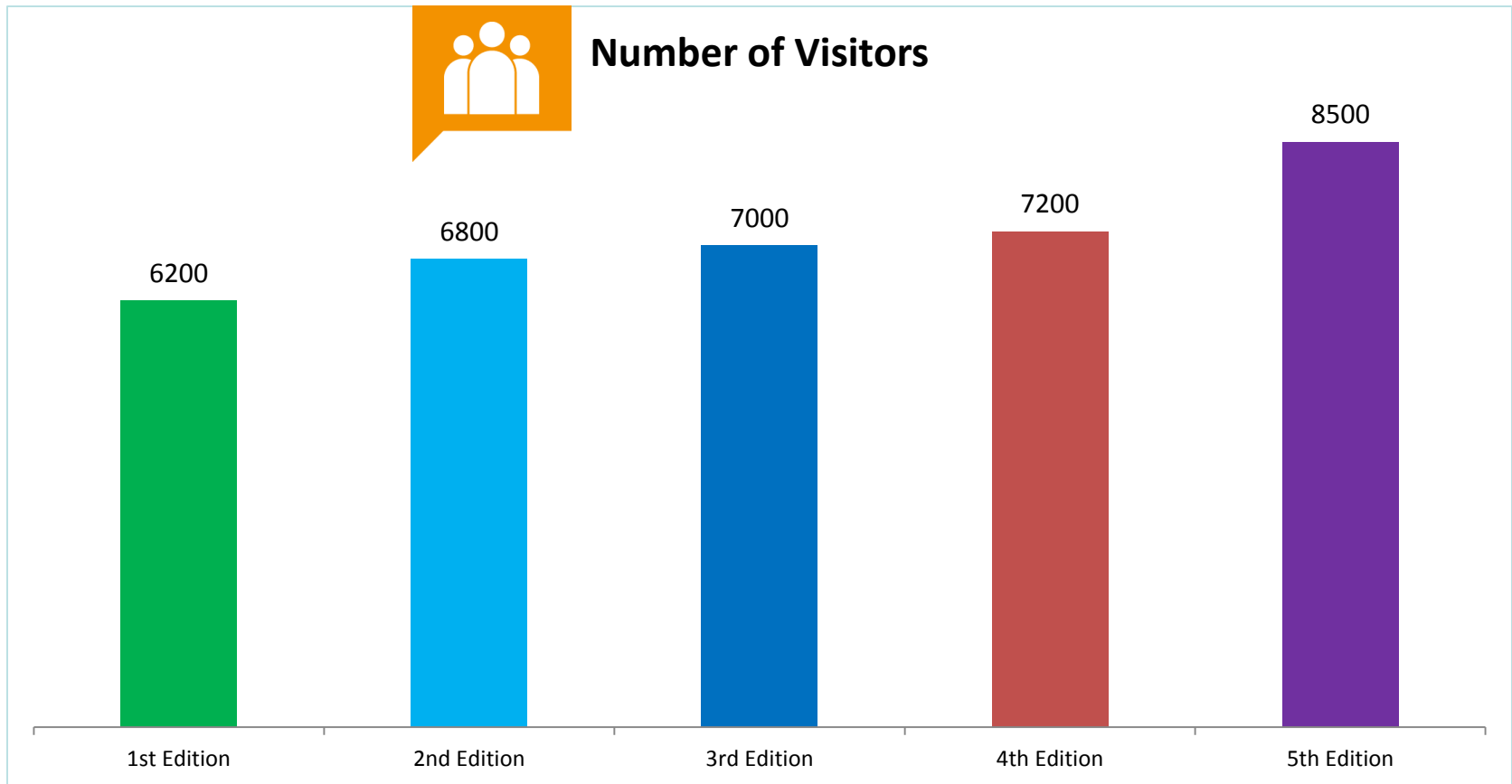
Number of Exhibitors



Number of Delegates



Journey So Far - Visitors



Highlights of IESS 2015

Held during 24-26 November 2015 at the Bombay Exhibition & Convention Centre

Mr. Jiri Koliba, Deputy Minister of Industry and Trade, Czech Republic, inaugurated the event

States participated: UP (as Partner State), MP, Odisha and Jharkhand;

294 exhibitors displayed their products;

8500 professional visitors;

410 delegates from 55 countries;

Exhibitors made more than 6500 contacts averaging 50 contacts per head

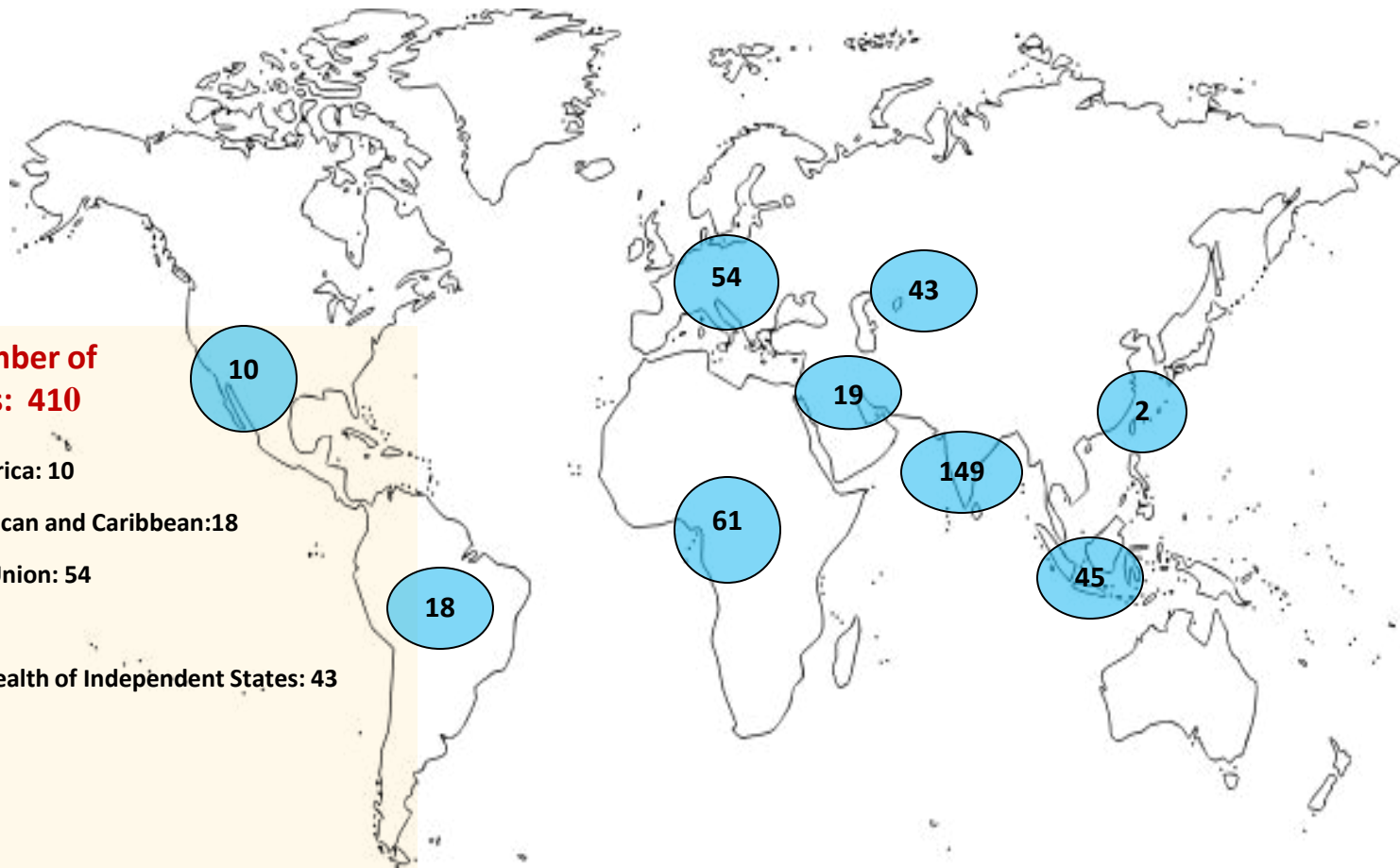
97 speakers in 18 sessions

IESS 2015 – Overseas Delegates



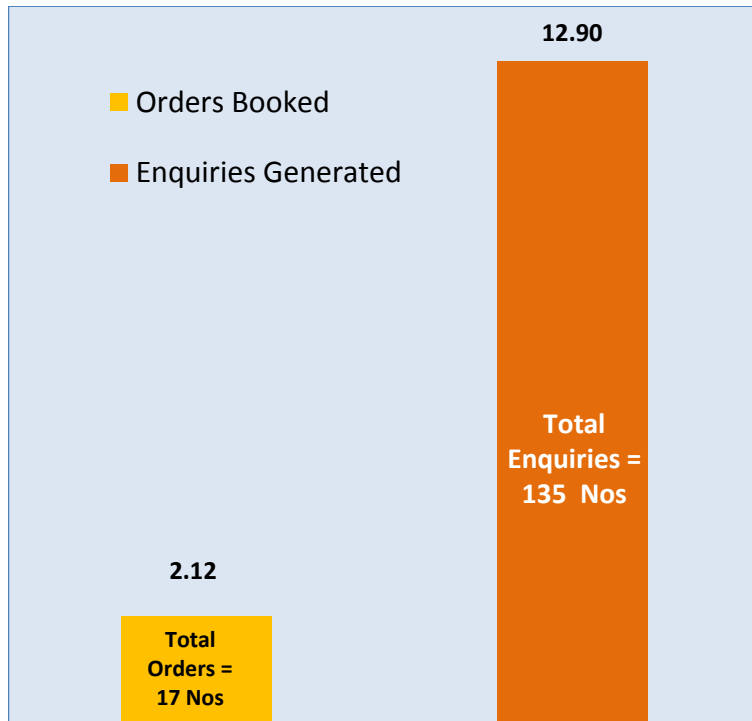
Total number of delegates: 410

- North America: 10
- Latin American and Caribbean: 18
- European Union: 54
- Africa: 61
- Commonwealth of Independent States: 43
- SAARC: 149
- ASEAN: 45
- East Asia: 2
- Middle East: 19

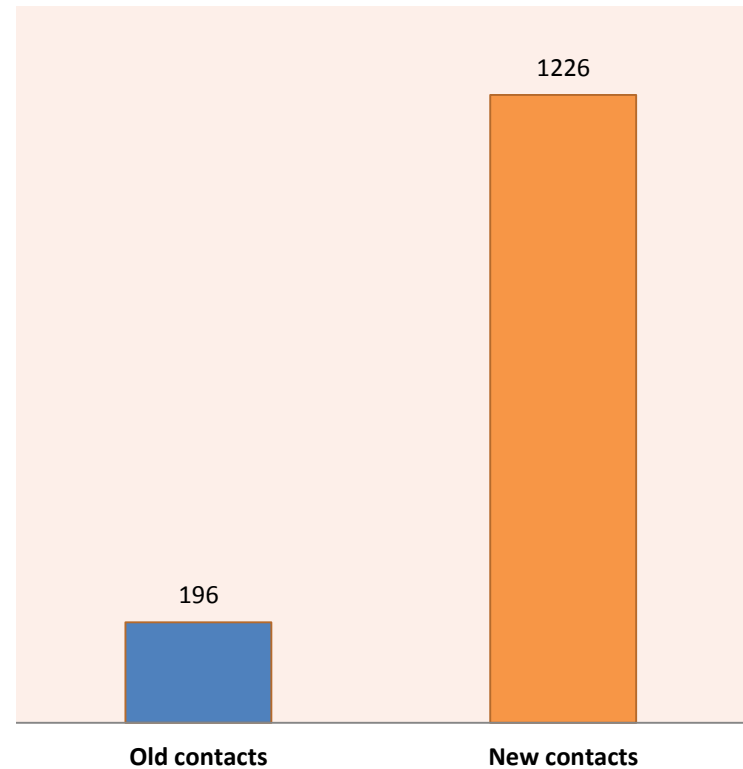


IESS 2015 – Delegates' Feedback

Total Business Deals (Values in USD Mln)



No. of Business Contacts Established



IESS 2015 – Major Sessions



Department of Heavy
Industry, GOI

India's collaboration with Advanced Markets in areas of High Technology Manufacturing - A session with advanced nations like Europe, Japan, Turkey to share technological capabilities to strengthen Engineering manufacturing



Department of Science &
Technology, GOI

Sustainable Technology For Exports - A session with Ministry of Science & technology, CSIR, NRDC, EBIT & UNIDO on filling up the technology gaps to develop export competitiveness



Ministry of External
Affairs, GOI

3rd India- Eurasia Business Forum - A session with Ambassadors' of Eurasian countries to understand business opportunities in their markets

IESS 2015 – Major Sessions



Ministry of MSME, GOI

Strengthening SME Industry Through Trade Finance & Trade Facilitation - Workshop along with Ministry of MSME on financing options for building business



National Institute of Financial Management

Session on Government e- Procurement System - Creating awareness among SMEs on Central Public Procurement Portal launched by GOI

Glimpses of IESS'15



Glimpses of IESS'15



Glimpses of IESS'15



Glimpses of IESS'15



Major Global MOUs At IESS



The National Chamber of
Commerce of Sri Lanka



The Polish Information and
Foreign Investment Agency
(PALIZ), Republic of Poland



Vietnam Chamber of
Commerce and Industry – Ho
Chi Minh City Brach (VCCI
HCM)



Thai Tool and Die Industry
Association (TDIA)



Korea Trade-Investment
Promotion Agency

Korea Trade Investment
Promotion Agency (KOTRA)



Czech Chamber of
Commerce



Iraqi Business Council (IBC)



Thai Subcontracting Promotion
Association



Kenya National Chamber of
Commerce and Industry
(KNCCI)



SEBRAE, Brazil



Association of Ghana
Industries (AGI)



St. Petersburg Chamber of
Commerce & Industry

International partnerships at IESS



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Testimonials

This was the first participation of Polish business enterprises in the IESS and I believe strongly that it will result in greater cooperation and opportunities for partnership between Indian and Polish companies. Our participation in the exhibition, as well as the country and sector specific seminars held on the sidelines of the exhibition, enabled us to interact on a wide scale with not only exhibitors but with a significant number of visitors as well.

Zbigniew Magdziarz, Head of Trade and Investment Section, Embassy of the Republic of Poland

We are satisfied with the outcome and are sure that we would have some good options for our future requirements. Thanks to EEPC for providing this forum.

Ajay Gandhe, Director Procurement - India, Danfoss Power Solutions India Pvt. Ltd

We would like to thank you for extending your support for us in participating in IESS at Mumbai. We are happy to inform you that we have developed very good enquiry from this exhibition and hoping to convert them in the near future. We also appreciate the good support provided by government of Karnataka to EEPC for organizing such an event away from Karnataka, by which in an indirect manner it helps to increase the revenue of Karnataka. We are happy to be associated with EEPC as a member and hoping that more events like this are organized in future.

Syed Faheem, Precision Machinekraft Pvt Ltd, Bangalore

Firstly we thank EEPC for giving an opportunity for branding our company on a proper platform. IESS'14 exceeded our expectations as this was our first time, especially the buyer and seller meet gave an opportunity to directly interact with the foreign delegates. We are already working on the inquires generated and our introduction mail about our product has reached mail box of foreign delegates. We hope in coming days we will bridge the business relationship. Also we express our interest in participating EEPC events henceforth wherever applicable.

Vinay Annappa, DGM – Marketing, Chola Turbo Machinery International Pvt. Ltd.

It was my first IESS and I was thoroughly impressed with the organization of the event and capability of the organization to bring very proficient individuals like you for value addition to IESS. Wishing you a very happy New Year and Looking forward to continuing this dialogue.

Mr. Vatsal Bhatt , Representative, U.S. Green Building Council, Washington

Testimonials

Congratulation for the wonderful organization skill you displayed on IESS 2014 and thank you very much for your kind hospitality too.

- Asrat Worku, General Manager, Maccfa Automotive and Trading Plc.(KIA Motors), Addis Ababa, Ethiopia

Namaste and Greetings from 304 Industrial Park, Prachinburi, Thailand. It was nice meeting you in IESS, Mumbai. Thank you very much for your valuable time and visiting India Engineering Sourcing Show(IESS) held from 22 January to 24 January 2014 and our booth at Thailand Board of Investment (BOI) Pavilion, Hall 1, Bombay Exhibition Centre, Mumbai. We are overwhelmed by your response and attention.

- Mr. Adhistapol Pangnakorn (Andy), Marketing Department

May I firstly thank you for the warm Indian welcome and hospitality, as well as organizing a world class show exhibiting India's technological growth in engineering. With regard to business conducted as a result of the show, I have just got back into the office and I am still analyzing the quotations received accordingly. I am not in a position to quantify the order values, however I will cop our official company order to EEPC when it is placed on Atlas India Machine Tools. Once again I take this opportunity to sincerely thank EEPC India for the memorable experience. Should there be any assistance you require from Zambian Industries, do not hesitate to contact me.

- Lea Appel, Perway Industries Zambia Limited

Thank you very much to the EEPC staff and Executive Director, for the logistic arrangements and organization of the event. The event was fruitful for overseas companies and governmental authorities looking to partner Indian manufacturer of engineering goods. The variety and quality of the companies and products offered during the event were good enough to attract potential international buyers. From our side, we met several interesting options of partnership for our projects and we are expecting to move forward some of them. We think our participation was worth enough to pay the effort we did. At the end of the day, Colombia participated with the delegate from the Hall District of Buenaventura, Colombia. Thank you very much, again, to EEPC for the invitation and organization of this successful event, We look forward to be part of the next edition of the IESS.

- Gustavo Makanaky, Economic Affairs, Embassy of Colombia



Smart tech for smart engineering

International Engineering Sourcing Show (IESS)

16 – 18 March 2017 : Chennai
Chennai Trade Centre, Chennai, India

IESS VI: International Engineering Sourcing Show

- ❑ IESS VI in its reincarnation – as International Engineering Sourcing Show would advocate the theme –‘Smart Tech for Smart Engineering’.
- ❑ Delegations from USA, Canada, Europe, Africa, Latin America, Arab Countries, ASEAN and CIS countries would interact and exchange and see the technological prowess of their Indian counterparts at the event. It will be our endeavor to draw attention to India’s “technology hub” value chain for manufacturing industry.
- ❑ The event will hold several thematic parallel sessions including ‘Global Sourcing Meets’, ‘Vendor Development Seminars’, ‘Investment Forums’, ‘B2B’ and also ‘Export Excellence Awards’.
- ❑ **Russia is the Partner Country** for IESS VI

Smart Tech for Smart Engineering



- ❑ Industry 4.0, Industrie 4.0 or the fourth industrial revolution, is the current trend of automation and data exchange in manufacturing technologies.
- ❑ As the world is moving towards industry 4.0, India will also have to move with it. This will mean that we have to adopt and adapt new technologies not only in our manufacturing but right through our supply chains.
- ❑ Indian engineering industry needs to move up its value chain by emphasizing R&D, innovation, development of new products and services to achieve the export target of US\$ 126 billion by 2019;
- ❑ IESS V marked the beginning of ‘technology Upgradation’ as one of the prime areas of discussion with EEPC India subsequently organizing Technology Meets since last December in identified clusters;
- ❑ IESS VI – in its new avatar will shout out –‘**Smart Tech for Smart Engineering**’

Why IESS VI?



400 EXHIBITORS
/ 500 OVERSEAS
BUYERS / 10000
TRADE BUYERS

IESS VI is the largest display of engineering product and solutions with substantial no. of Overseas Buyers and Trade Buyers.

OVERSEAS
DELEGATIONS

Global Buyers from across the world shall visit IESS VI to explore trading and partnership opportunities.

DEDICATED
VENDOR
DEVELOPMENT
PROGRAMMES

IESS VI shall organize exclusive vendor development programmes with leading Public Sector Undertakings in Defense, Space, Infrastructure and Engineering.

GLOBAL
SOURCING
SEMINARS

Multinational Companies shall organize India Sourcing Meetings at IESS VI to discuss their India Sourcing requirements and shortlist suppliers for their Global Supply Chain programme.

DISPLAY OF
NEW AGE
TECHNOLOGIES

IESS VI provides a business platform for Technology companies to display their Future Ready products to early adopters from all over the world.

Product Categories



Automobiles & Components



Industrial & Electrical Machinery



Industrial Supply & Subcontracting



Metal & Shop Floor



Innovation & Technology

Attractions

International Funded Projects

PPP Opportunities

SME Linkages

Industrial Parks/SEZs

Investments In Core Sector

Opportunities In Indian States

State Pavilions

Partner Country: Russia

Every year a leading industrialized nation is selected as the Partner Country of IESS. Partner countries of the previous editions: **Canada, Czech Republic, COMESA Region** and **Poland**

Partner country of IESS VI: Russia

- ❖ The bilateral trade: \$ 6.18 billion in 2015-16.
- ❖ Two nations have set the goal of boosting bilateral trade to \$ 30 billion and mutual investment to \$ 15 billion by 2025.
- ❖ Innoprom is the Russia's largest industrial fair held every year in the Sverdlovsk region in Yekaterinburg
- ❖ India was awarded as the partner country status in INNOPROM 2016 and EEPC India was the lead agency



Key opportunities

Largest engineering Sourcing Show in India

International delegates from all over the globe

More than 650 international buyers

Exclusive online B2B module and B2B Lounge

Meet procurement executives who want to source their products from India

Exclusive sessions and seminars

Sharpen your marketing skills by attending workshops

Meet top executives at PSU vendor development seminars

Industrial Display

Tentative Schedule for Seminars



16-Mar-17

		Main Conference Hall	Conference Room A	Conference Room B	Conference Room C	Conference Room D
Morning	10:00-12:00	Event Inauguration				
Afternoon	14:00-17:00	Partner Country Session	Global Sourcing Meet 1	Vendor Development session with Indian Railways/Indian Shipping/ PSU's	DHI Seminar "Indo-Russia scope of industrial manufacturing cooperation"	
Evening	18:00-22:00	Tamil Nadu State Session				

17-Mar-17

Morning	10:00-13:00	International Technology Partnership Summit [Territorial Office]	Global Sourcing Meet 2	Session on Accreditation & its benefits to the industry	Session on "Opportunities in Indian States"	
Afternoon	14:30-17:30	International Technology Partnership Summit [Territorial Office]	Global Sourcing Meet 3	Awaeness programme on ZED scheme	India-Eurasia Business Forum	
Evening	19:00-22:00	EEPC India Awards				

18-Mar-17

Morning			Global Sourcing Meet 4	e- procurement	Industrial Design Forum	
Morning			Global Sourcing Meet 5			



Chennai Trade Centre, Chennai, India

thank you!