

**Chairman**

Shri Anupam Shah

**Sr. Vice Chairman**

Shri Tarvinder Singh Bhasin

**Vice Chairman**

Shri Ravi Sehgal

**Executive Director & Secretary**

Shri Bhaskar Sarkar

**Additional Executive Director**

Shri Suranjan Gupta

**Auditors**

M/s. S. Saraogi & Co.

1/1A, Vansittart Row, Room No. 9

2nd Floor, Kolkata – 700 001

**Solicitors & Advocates**

M/s. Fox & Mandal

12, Old Post Office Street

Kolkata - 700 001

**Bankers**

HDFC Bank Ltd.

Punjab National Bank

**Registered & Head Office**

Vanijya Bhavan (1st Floor)

International Trade Facilitation Centre

1/1 Wood Street, Kolkata-700 016

**Territorial Office**

New Delhi

**Regional Offices**

Chennai

Kolkata

Mumbai

New Delhi

**Sub-Regional Offices**

Ahmedabad

Bangalore

Hyderabad

Jalandhar

## EEPC INDIA OFFICES

### Mr. B. Sarkar

*Executive Director & Secretary*

#### Territorial Office

Vandhna (4th Floor), 11 Tolstoy Marg, New Delhi-110 001

Tel : 91-11-23353353, 23711124/25

Fax : 91-11-23310920

E-mail : eepcto@eepcindia.net

### Mr. S. Gupta

*Addl. Executive Director*

#### Registered & Head Office

Vanijya Bhavan (1st Floor)

International Trade Facilitation Centre

1/1 Wood Street, Kolkata-700 016

Tel : 91-33-22890651/52/53, Fax : 91-33-22890654

E-mail : eepcho@eepcindia.net

### REGIONAL OFFICES

#### Chennai

##### Mr. C. H. Nadiger

*Regional Director*

EEPC INDIA

Greems Dugar (3rd Floor)

149 Greems Road, Chennai-600 006

Tel : 91-44-28295501/5502

Fax : 91-44-28290495

E-mail : eepcrochen@eepcindia.net

#### Kolkata

##### Ms. Anima Pandey

*Regional Director*

EEPC INDIA

Vanijya Bhavan (2nd Floor)

International Trade Facilitation Centre

1/1 Wood Street, Kolkata-700 016

Tel : 91-33-22890673/74, Fax : 91-33-22890687

E-mail : eepcrokol@eepcindia.net

#### Mumbai

##### Mr. Rajat Srivastava

*Regional Director*

EEPC INDIA

B-202 & 220, Aurus Chambers

Annex "B", 2nd Floor, Behind Mahindra Tower

S.S. Amrutwar Marg, Worli, Mumbai-400 013

Tel : 91-22-42125555

Fax : 91-22-42125556

E-mail : eepcromum@eepcindia.net

#### New Delhi

##### Mr. Rakesh Suraj

*Regional Director*

EEPC INDIA

Vandhna Building (7th Floor)

11 Tolstoy Marg, New Delhi-110 001

Tel : 91-11-23314171/74

Fax : 91-11-23317795

E-mail : eepcrodel@eepcindia.net

### SUB-REGIONAL OFFICES

#### Ahmedabad

##### Mr. Sudhakaran C.K. Nair

*Senior Asst. Director*

EEPC INDIA

TF- 313/A (3rd Floor), ATMA House

Ashram Road, Ahmedabad-380 009

Tel : 91-79-26588720

E-mail : eepcsroahd@eepcindia.net

#### Bangalore

##### Mr. J.V. Raja Gopal Rao

*Deputy Director*

EEPC INDIA

Vinayaka Complex (2nd Floor)

44/45 Residency Road Cross, Bangalore-560 025

Tel : 91-80-25581396/8669

Fax : 91-80-25586914

E-mail : eepcsroblr@eepcindia.net

#### Hyderabad

##### Mr. V. C. Ravish

*Executive Officer*

EEPC INDIA

Soham Mansion (1st Floor)

No. 5-4-187/3 & 4/4, M.G. Road

Secunderabad-500 003

Tel : 91-40-27536704

Fax : 91-40-27536705

E-mail : eepcsrohyd@eepcindia.net

#### Jalandhar

##### Mr. Opinder Singh

*Deputy Director*

EEPC INDIA

Plot Comm. 1, Focal Point

Jalandhar-144 012

Tel : 91-181-2602264

Fax : 91-181-2601124

E-mail : eepcsrojld@eepcindia.net

**Website : [www.eepcindia.org](http://www.eepcindia.org)**

**CIN : U51900WB1955NPL022644**

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## Former Chairmen of EEPC India

1955-56	Late D. N. Jalan	1978-79	Late V. P. Punj
1956-57	Late K. L. Chowdhary	1979-82	Shri G. D. Shah
1957-58	Late S. L. Kirloskar	1982-83	Shri T. A. S. Balagopal
1958-60	Late B. S. Agarwal	1983-85	Shri R. P. Jhalani
1960-62	Late A. K. Bhattacharya	1985-90	Shri M. C. Shah
1962-64	Late S. L. Kirloskar	1990-94	Shri J. S. Bhasin
1964-66	Late R. H. Mody	1994-2000	Shri P. K. Shah
1966-68	Late R. L. Rajgarhia	2000-02	Shri J. S. Bhasin
1968-70	Late K. L. Chowdhury	2002-03	Shri Satish K. Dhanda
1970-72	Late Raunaq Singh	2003-08	Shri Rakesh Shah
1972-74	Late Dr. B. V. Bhoota	2008-13	Shri Aman Chadha
1974-77	Shri R. C. Maheshwari		
1977-78	Late Suresh Mehta		

## Report of the Working Committee

### To the Members of EEPC India

(Formerly Engineering Export Promotion Council)

Your Committee is pleased to present its 60th Annual Report for the financial year ended 31st March 2015 together with the Audited Financial Statement of Accounts and the Auditor's Report for the said period. Your Committee gratefully acknowledges the encouragement, co-operation and support extended by the Members throughout the year. In order to maintain transparency, transactions of major financial impact were discussed in the working committee meetings from time to time.

### Membership

The Membership strength in the Council as on 31.03.2014 was 11431 and as on 31.03.2015 was 11520.

The details are as under:-

	<b>As on 31.03.2015</b>	<b>As on 31.03.2014</b>
Ordinary Members	<b>5658</b>	6978
Associate Members	<b>5849</b>	4448
Nominated & Affiliated Members	<b>13</b>	05
<b>Total:</b>	<b>11520</b>	11431

### Financial Status

#### Summary of Income & Expenditure Account

	<b>2014-2015</b>	<b>2013-2014</b>
Income from Members' & Other Income	<b>277088159</b>	276535005
Grant – in – Aid from Govt. of India	<b>157927157</b>	63570335
Interest	<b>20752606</b>	20002922
<b>Total Income</b>	<b>455767922</b>	360108262
<b>Total Expenses</b>	<b>445655825</b>	351977635
<b>Surplus / (Deficit) for the year</b>	<b>10112097</b>	8130627

### Dividend

The Council is registered under Section 8 of the Companies Act, 2013 as not for profit entity. Hence, no dividend can be declared by the Council.

### Material Changes And Commitments

No material changes and commitments affecting the financial position of the Council occurred between the end of the financial year to which this financial statement relates and the date of this report.

## Conservation of Energy, Technology Absorption, Foreign Exchange Earnings & Outgo

### 1. Conservation of Energy, Technology Absorption

The particulars as required under the provision of Section 134(3)(m) of the Companies Act, 2013 in respect of conservation of energy and technology absorption have not been furnished considering the nature of activities undertaken by the Council during the year under review.

### 2. Foreign Exchange Earnings and Outgo

During the financial year 2014-15, the foreign exchange earnings of the Council amounted to **Rs.3010948** as against **Rs.12769881** in the previous year. The expenditure in foreign exchange during the financial year was **Rs. 154946411** as compared to **Rs. 10869719** in the previous year.

### Loan, Guarantees or Investments

Particulars of loans given, investment made, guarantees given, if any, and the purpose for which the loan or guarantee and investment is proposed to be utilised are provided in the standalone financial statement in note nos 2.8 & 2.11.

### Extract of Annual Return

In accordance with Section 134(3)(a) of the Companies Act, 2013, an extract of the Annual Return for the financial year ended 31st March, 2015 in Form MGT-9 is appended as **Annexure – 1** to the Working Committee Report.

### Internal Financial Control

The Council has a proper and adequate internal control system commensurate with its nature of activities and meets the following objectives:

- providing assurance regarding the effectiveness and efficiency of operations;
- efficient use and safeguarding of resources;
- compliance with policies, procedures and applicable laws and regulations; and
- transactions being accurately recorded and promptly reported.

The members of the Working Committee regularly review the adequacy of internal control system.

### Committee Responsibility Statement

As stipulated in Section 134(3)(c) of the Companies Act, 2013, your Committee subscribes to the "Committee Responsibility Statement" and confirms as under:

- 1) That in the preparation of the Annual Accounts, the applicable Accounting Standards have been followed and there are no material departures;

- 2) That the committee has selected such accounting policies and applied consistently and made judgments and estimates that are responsible and prudent so as to give a true and fair view of the state of affairs of the Council at the end of the financial year and of the Surplus of the Council for the year ended on that period;
- 3) That the committee has taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the assets of the Council and for preventing and detecting fraud and other irregularities;
- 4) That the committee has prepared the Annual Accounts of the Council on a going concern basis.
- 5) That the committee has laid down internal financial controls to be followed by the Council and such internal financial controls are adequate and were operating effectively; and
- 6) That the committee has devised proper systems to ensure proper compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.

#### **Auditors and Auditors' Report**

M/s. S. Saraogi & Co., Chartered Accountants, who are the statutory auditors of the Council, hold office until the conclusion of the ensuing Annual General Meeting of the Council and are eligible for re-appointment. Members of the Council at the AGM held on 30th September, 2014 had appointed M/s. S. Saraogi & Co., Chartered Accountants, as the Statutory Auditors, for a period of five financial years i.e., up to 31st March, 2019. As required by the provision of the Companies Act, 2013 their appointment has to be ratified by members each year at the AGM and therefore, the members are requested to ratify their appointment for the year 2015-16.

#### **Committee's Comment on the Auditors' Report**

The observations of the Statutory Auditors, when read together with the relevant notes to the accounts and accounting policies are self explanatory. There are no qualification, reservation or adverse remark or disclaimer made by the said auditors in their report.

#### **Number of meetings of the Working Committee**

During the year, the Council held four Working Committee Meetings on 13th June 2014, 4th September 2014, 18th December 2014 and 18th March 2015 respectively. The intervening gap between any two meetings was within the period prescribed by the Companies Act, 2013.

#### **Significant and Material Orders, if any**

During the year, there were no significant and material orders passed by the regulators or courts or tribunals impacting the going concern status and the Council's operation in future.

#### **Prevention of Sexual Harassment at Workplace**

As per requirement of The Sexual Harassment of Women at Workplace (Prevention, Prohibition & Redressal) Act, 2013 and Rules made thereunder, your Council has constituted Internal Complaints Committee (ICC). During the year, No complaints were received by the Council.

#### **Particulars of Employees**

There was no employee of the Council who received remuneration in excess of the limit prescribed under Section 197 of the Companies Act, 1956 read with Rule 5 of the Companies (Appointment and Remuneration) Rules, 2014.

#### **Green Initiatives**

Like the previous years, this year too, we are publishing only the statutory disclosures in the print version of the Annual Report, additional information is available on our website, [www.eepcindia.org](http://www.eepcindia.org).

Electronic copies of the Annual Report 2014-15 and Notice of the 60th Annual General Meeting are sent to all members whose email addresses are registered with the Council. For members who have not registered their email addresses, physical copies of the Annual Report 2015 and the Notice of the 60th Annual General Meeting are sent in the permitted mode. Members requiring physical copies can send a request to the Council.

#### **Appreciations and Acknowledgements**

We are grateful to the members for their co-operation, fruitful suggestions and guidance from time to time.

We also thank the Government of India, particularly the Ministry of Commerce, the Ministry of Finance, the Ministry of Corporate Affairs, the Income Tax Department, the Reserve Bank of India and other Government agencies for their support, and look forward to their continued support in the future.

On behalf of the Working Committee  
Sd/-

**Anupam Shah**  
Chairman

DIN : 00791701

Date : 4th September 2015

Place : Kolkata

## Annexure to the Working Committee Report

### Annexure -1 – Extract of Annual Return Form No.MGT-9

#### EXTRACT OF ANNUAL RETURN AS ON THE FINANCIAL YEAR ENDED ON 31ST MARCH, 2015

[Pursuant to section 92(3) of the Companies Act, 2013 and rule 12(1) of the Companies (Management and Administration) Rules, 2014]

#### I. REGISTRATION AND OTHER DETAILS:

i.	CIN	U51900WB1955NPL022644
ii.	Registration Date	21-09-1955
iii.	Name of the Company	EEPC INDIA
iv.	Category/Sub-Category of the Company	COMPANY LIMITED BY GURANTEE
v.	Address of the Registered office and contact details	1/1, WOOD STREET KOLKATA - 700016
vi.	Whether listed company	No
vii.	Name, Address and Contact details of Registrar and Transfer Agent, if any	NA

#### II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

All the business activities contributing 10% or more of the total turnover of the company shall be stated:-

Sl. No.	Name and Description of main products/ services	NIC Code of the product/ service	% to total turnover of the company
1	Promoting Exports of Engineering goods & services		100
2			
3			

#### III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

Sl. No.	Name and Address of the Company	CIN/GLN	Holding/ Subsidiary /Associate	% of shares held	Applicable Section
1.	NA	NA	NA	NA	NA
2.					
3.					
4.					



#### IV. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

##### i. Category-wise Share Holding

Category of Shareholders	No. of Shares held at the beginning year				No. of Shares held at the end of the year				% Change during The of the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
<b>A. Promoter</b>									
<b>1) Indian</b>	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
a) Individual/ HUF									
b) Central Govt									
c) State Govt(s)									
d) Bodies Corp									
e) Banks / FI									
f) Any Other									
Sub-total(A)(1):-									
<b>2) Foreign</b>	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
g) NRIs-Individuals									
h) Other-Individuals									
i) Bodies Corp.									
j) Banks / FI									
k) Any Other....									
Sub-total(A)(2):-									
<b>B. Public Shareholding</b>	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
<b>1. Institutions</b>									
a) Mutual Funds									
b) Banks / FI									
c) Central Govt									
d) State Govt(s)									
e) Venture Capital Funds									
f) Insurance Companies									
g) FIs									
h) Foreign Venture Capital Funds									



i) Others (specify)									
Sub-total(B)(1)									
<b>2. Non Institutions</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>
a) Bodies Corp.									
(i) Indian									
(ii) Overseas									
b) Individuals									
(i) Individual share holders holding nominal share capital upto Rs. 1 lakh									
(ii) Individual share holders holding nominal share capital in excess of Rs 1 lakh									
c) Others (Specify)									
Sub-total(B)(2)									
Total Public Shareholding (B)=(B)(1)+ (B)(2)									
C. Shares held by Custodian for GDRs & ADRs									
Grand Total (A+B+C)									

## ii. Shareholding of Promoters

Sl. No.	Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			
		No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	
1	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>	<b>N.A.</b>
2.								
3.								
	<b>Total</b>							

**iii. Change in Promoters' Shareholding (please specify, if there is no change)**

Sl. No.		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of shares	% of total shares of the company	No. of shares	% of total shares of the company
	At the beginning of the year	N.A.	N.A.	N.A.	N.A.
	Date wise Increase / Decrease in Promoters Share holding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus/ sweat equity etc):	N.A.	N.A.	N.A.	N.A.
	At the end of the year	N.A.	N.A.	N.A.	N.A.

**V. INDEBTEDNESS**
**Indebtedness of the Company including interest outstanding/accrued but not due for payment**

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
Indebtedness at the beginning of the financial year				
i) Principal Amount	N.A.	N.A.	N.A.	N.A.
ii) Interest due but not paid				
iii) Interest accrued but not due				
Total(i+ii+iii)				
Change in Indebtedness during the financial year				
- Addition	N.A.	N.A.	N.A.	N.A.
- Reduction				
Net Change				
Indebtedness at the end of the financial year				
i) Principal Amount	N.A.	N.A.	N.A.	N.A.
ii) Interest due but not paid				
iii) Interest accrued but not due				
Total (i+ii+iii)				

## VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

### A. Remuneration to Managing Director, Whole-time Directors and/or Manager

Sl. No.	Particulars of Remuneration	Name of MD/WTD/ Manager				Total Amount
1.	Gross salary (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 (b) Value of perquisites u/s 17(2) Income-tax Act, 1961 (c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	N.A.	N.A.	N.A.	N.A.	N.A.
2.	Stock Option	N.A.	N.A.	N.A.	N.A.	N.A.
3.	Sweat Equity	N.A.	N.A.	N.A.	N.A.	N.A.
4.	Commission - as % of profit - others, specify...	N.A.	N.A.	N.A.	N.A.	N.A.
5.	Others, please specify	N.A.	N.A.	N.A.	N.A.	N.A.
6.	Total(A) Ceiling as per the Act	N.A.	N.A.	N.A.	N.A.	N.A.

### B. Remuneration to other Directors

Sl. No.	Particulars of Remuneration	Name of MD/WTD/ Manager				Total Amount
	Independent Directors · Fee for attending board committee meetings · Commission · Others, please specify	N.A.	N.A.	N.A.	N.A.	N.A.
	Total(1)					
	Other Non-Executive Directors · Fee for attending board committee meetings · Commission · Others, please specify	N.A.	N.A.	N.A.	N.A.	N.A.
	Total(2)					
	Total(B)=(1+2)					
	Total Managerial Remuneration	N.A.	N.A.	N.A.	N.A.	N.A.
	Overall Ceiling as per the Act	N.A.	N.A.	N.A.	N.A.	N.A.

### C. Remuneration to Key Managerial Personnel Other Than MD/Manager/WTD

Sl. No.	Particulars of Remuneration	Key Managerial Personnel			
		CEO	Company Secretary	CFO	Total
1.	Gross salary (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 (b) Value of perquisites u/s 17(2) Income-tax Act, 1961 (c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	N.A.	N.A.	N.A.	N.A.
2.	Stock Option	N.A.	N.A.	N.A.	N.A.
3.	Sweat Equity	N.A.	N.A.	N.A.	N.A.
4.	Commission - as % of profit - others, specify...	N.A.	N.A.	N.A.	N.A.
5.	Others, please specify	N.A.	N.A.	N.A.	N.A.
6.	Total				

### VII. PENALTIES/PUNISHMENT/COMPOUNDING OF OFFENCES

Type	Section of the Companies Act	Brief Description	Details of Penalty/ Punishment/ Compounding Fees imposed	Authority [RD /NCLT/Court]	Appeal made if any(give details)
<b>A. Company</b>					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL
<b>B. Directors</b>					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL
<b>C. Other Officers in Default</b>					
Penalty	NIL	NIL	NIL	NIL	NIL
Punishment	NIL	NIL	NIL	NIL	NIL
Compounding	NIL	NIL	NIL	NIL	NIL

The Working Committee of EEPC INDIA has the pleasure in presenting its report on the activities of the Council for the year ended 31st March, 2015.

## EXPORT PERFORMANCE

### A. Overall Exports Declines By 1.22%

Based on the provisional data published by DGCI&S cumulative value of exports for the period 2014-15 was US\$ 310572.44 million (Rs. 1897786.03 Crore) as against US\$ 314405.3 million (Rs. 1905011.08 Crore) registering a decline of 1.22 per cent in Dollar terms and 0.38 per cent in rupee terms over the same period last year.

### B. Performance of Engineering Sector in FY 2014-15

According to the provisional data available from DGCI&S up to March 2015, India's export of engineering goods have posted a growth of 14.66% in US\$ Mln. during the financial year 2014-15 in comparison to the same period in the previous fiscal. The provisional data indicate that exports of engineering goods from India have reached US\$ 70661.51 Mln up to March 2015. In the month of March 2015 Exports of Engineering goods were to the tune of US\$ 5884.53 Mln.

In rupee terms India's export of engineering goods are valued at Rs. 431953.8 crores during April-March 2014-15 which is 16% higher than Rs. 372282.7 crores during April-March 2013-14.

The engineering sector appears to retain its share around 20% in overall export from the country, which is maximum in terms of sectoral contribution.

### C. Performance : Commodity-wise

#### What's up and what's down in March

In comparison to cumulative export performance in April-March 2013-14:

**What's up:** Nickel and products of Nickel, Office Equipments, Aluminium and product of Aluminium, Zinc and products made of Zinc, Ships, Boats and Floating Structures.

**What's down:** Tin and products made of Tin, Railway Transport and Parts.

## Export Performance of Principal Commodities: for March – 2015

(Figures in USD Million Prov.)

Principal Commodity	Cumulative Exports 2013-14	Cumulative Exports 2014-15	% change over 2013-14
Nickel and products made of Nickel	437.4	897.36	105.16
Office Equipments	29.73	54.3	82.64
Aluminium and products made of Aluminium	1943.25	2858.62	47.11
Zinc and products made of Zinc	435.4	608.07	39.66
Ships, Boats and Floating Structures	3724.84	5179.94	39.06
IC Engines and Parts	1770.37	2396.58	35.37
Aircrafts, Spacecrafts and Parts	4582.82	6183.05	34.92
Electrodes, Accumulators and Batteries	169.94	212.21	24.87
Two and Three Wheelers	1521.45	1863.87	22.51
Other Non Ferrous Metals and their products	415.03	498.55	20.12
Copper and products made of Copper	2855.1	3419.01	19.75
Other Construction Machinery	1008.63	1176.68	16.66
Machine Tools	331.52	374.99	13.11
Pumps of all types	690.89	774.72	12.13
Auto Components/Part	3971.75	4436.55	11.70
Products of Iron and Steel	6780.41	7565.5	11.58
Industrial Machinery	4275.03	4768.11	11.53
Cranes, Lifts & Winches	308.74	342.19	10.83
Medical and Scientific Instruments	1160.97	1280.79	10.32
OTHER MISC. ITEMS	1630.27	1789.86	9.79
Machinery for ATMs, Injecting Moulding Machinery, Valves, etc	1244.21	1357.92	9.14
Motor Vehicle/cars	6147.94	6685.15	8.74
Electric Machinery and Equipment	3681.7	3999.92	8.64
Nuclear Reactors	563.1	604.39	7.33
Hand Tools, Cutting Tools and Implements made of Metals	711.13	758.48	6.66
Prime Mica & Mica Products	19.1	19.47	1.94
Electrodes, Accumulators and Batteries	37.9	38.6	1.85
Bicycle & Parts	348.66	354.99	1.82
Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water Heaters and Centrifuges and Compressor	1164.12	1166.18	0.18
Iron and Steel	9211.94	8650.51	-6.09
Lead and products made of Lead	194.7	173.22	-11.03
Railway Transport and Parts	177.96	133.63	-24.91
Tin and products made of Tin	80.38	37.76	-53.02

(Source : DGCI&S Provisional Data)

#### D. Top Destinations

##### Export performance to Top 20 Destinations for March 2014

(Figures in US\$ Million)

Importing Country	Cumulative Exports 2013-14	Cumulative Exports 2014-15	% Change Over 2013-14
U S A	6174.76	7831.13	26.82
U Arab Emirates	5072.11	5883.71	16.00
Sri Lanka DSR	2090.97	3751.04	79.39
China P Rp	3531.75	3121.27	-11.62
U K	2474.78	2648.83	7.03
Singapore	2933.93	2492.35	-15.05
Germany	2038.77	2113.60	3.67
Malaysia	900.55	2078.29	130.78
South Africa	1481.04	1997.04	34.84
Mexico	1369.94	1913.77	39.70
Saudi Arabia	1652.32	1777.95	7.60
Turkey	1175.50	1739.65	47.99
Italy	1582.13	1698.70	7.37
Nepal	1054.42	1441.72	36.73
Bangladesh PR	1272.01	1412.97	11.08
Korea Rp	1197.74	1313.02	9.62
Iran	762.23	1249.13	63.88
Nigeria	1159.39	1247.53	7.60
France	1008.57	1123.55	11.40
Indonesia	904.09	1114.86	23.31

(Source : DGCI&S Provisional Data, EEPC Member Returns)

#### E. Top 5 Destinations: Product Performance

Destinations	Substantial Growth	Heavy Decline
USA	Two and Three Wheelers, Tin and products made of Tin, Nuclear Reactors, Industrial Boilers and Parts, Electrodes, Accumulator and Batteries	Ships, Boats and Floating Structures, Railway Transport and Parts, Electrodes, Accumulators and Batteries, Miscellaneous Engg. Items
UAE	Nickel and products of Nickel, Copper and products of Copper, IC Engines and Parts, Nuclear Reactors, Industrial Boilers and Parts	Railway Transport and Parts, Lead and products made of Lead, Two and Three Wheelers, Cranes, Lifts & Winches

Destinations	Substantial Growth	Heavy Decline
SRI LANKA DSR	Nickel and products of Nickel, Ships, Boats and Floating Structures, IC Engines and Parts, Two and Three Wheelers	Railway Transport and Parts, Prime Mica & Mica Products, Tin and products made of Tin, Aluminium and product of Aluminium
CHINA P RP	Two and Three Wheelers, Railway Transport and Parts, Other Non Ferrous Metals, Bicycle & Parts	Lead and products made of Lead, Tin and products made of Tin, Nickel and products made of Nickel, Ships, Boats and Floating Structure
UK	Office Equipments, Ships, Boats and Floating Structures, Aircrafts, Spacecraft and Parts, IC Engines and Parts	Nickel and products of Nickel, Iron and Steel, Electrodes, Accumulators and Batteries, Motor Vehicle/Cars

(Source : DGCI&S Provisional Data, EEPC Member Returns)

#### F. Emerging Destinations

1. Growth in cumulative exports of the period under consideration: more than 50%
2. Exports between 0.5% and 1% of total exports of engineering goods in this period

(Figures in US\$ million)

Destinations	Cumulative Export April-March 2013-14	Cumulative Export April-March 2014-15 (Prov.)	% Growth
Peru	257.37	432.19	67.93
Jordan	93.02	396.26	325.98
Ireland	77.76	410.36	427.75

(Source : DGCI&S Provisional Data, EEPC Member Returns)

#### PROMOTIONAL ACTIVITIES

During the year under review, EEPC India organised various activities both in India and abroad for promoting exports of engineering goods and services. EEPC India participated in various exhibitions by setting up information booths, leading a team of Indian engineering enterprises and organizing catalogue shows with the assistance of Department of Commerce, Government of India and Indian Missions abroad. During the year, EEPC India organised one India Show in Poznan, Poland, and two Indian Engineering Exhibitions (INDEEs) in Nairobi, Kenya and Mandalay, Myanmar. One Buyer Seller Meeting were also organized, abroad, for the benefit of the member-exporters.

EEPC India conducted a number of seminars and workshops across India on export finance, quality upgradation, focus country programmes and so on. The award functions were also organized at the regional as well as national levels.

#### 1. India Shows/Indian Engineering Exhibitions

##### 1.1 INDEE 2015, Nairobi, Kenya

EEPC India organized its flagship event INDEE 2015 at KICC, Nairobi, Kenya during 11-13 February, 2015. The event was organized to create increased awareness on India's rapid progress in the engineering sector as well as to provide a platform to Indian exporters to highlight their technological achievements to Kenyan buyers.

INDEE Kenya 2015 was inaugurated jointly by H.E. Mr. Sushil K Singhal, Acting High Commissioner of India to Kenya, Mr. Kiprono Kittony, Chairman, Kenya National Chambers of Commerce and Industry, Mr. Mahesh K. Desai, Regional Chairman, EEPC India (SR) and Mr. B. Sarkar, Executive Director & Secretary, EEPC India.

There were 66 Indian participants. More than 2550 serious business visitors attended the show. As per





*Mr. Mahesh K. Desai, Regional Chairman, EEPC India (SR); Mr. Sushil K. Singhal, Acting High Commissioner of India to Kenya; Mr. Kiprono Kittony, Chairman, Kenya National Chambers of Commerce and Industry and Mr. Bhaskar Sarkar, Executive Director & Secretary, EEPC India cutting the ribbon to inaugurate the Indian Engineering Exhibition (INDEE) in Nairobi, Kenya on 11th February 2015*

feedback reports received from the participants, 83% of the participants established business contact and enquiries to the tune of US\$ 33.57 million were generated. 67% of participants rated the event as excellent/good and 22% of the participants rated as average. 81.5% of the exhibitors expressed satisfaction on the business done by them in the exhibition.

### 1.2 INDEE 2015, Mandalay, Myanmar

EEPC India had organized an exclusive Indian Engineering Exhibition: INDEE in Mandalay from 27th February to 1st March 2015 in the MCDC City Hall with active support from Department of Commerce, Government of India; Embassy of India, Yangon and Consulate General of India, Mandalay as well as Mandalay Region Chamber of Commerce and Industry. This is the second of its kind in Myanmar. The previous INDEE was held in Yangon in March 2014. There were around 60 Indian participants.

The Exhibition was formally inaugurated by His Excellency U Maung Myint, Hon'ble Minister of Industry, Government of Myanmar on 27th February 2015. The Inauguration was attended by His Excellency U Ye Myint, Hon'ble Chief Minister of Mandalay Region; His Excellency Mr. Gautam Mukhopadhyay, Ambassador of India to Myanmar; U Aung Than, President, Mandalay Region Chamber of Commerce and Industry and Dr. Nandakumar, Consul General of India, Mandalay. Host of other dignitaries from various chambers of commerce, trade associations, industrial zones and the Indian business community were also present during the inauguration. Mr. Anupam Shah, Chairman; Mr. P.K.

Shah, Chairman – Committee on Trade with ASEAN Countries; Ms. Kamna Raj Aggarwalla, Regional Chairperson (NR) and Mr. B. Sarkar, Executive Director & Secretary represented EEPC India at the Inauguration.

There was a B2B Session on 28th February 2015 organised by Consul General of India, Mandalay where over more than 150 businessmen from distant places such as, Munwya, Meiktila, Magway, Taunggyi and some adjoining states and Mandalay were present for one-to-one business interactions with the Indian Exhibitors. Serious enquiries to the tune of US\$ 7 million were generated.



*Mr. P. K. Shah, Former Chairman and ASEAN Territorial Committee Chairman of EEPC India; Mr. Anupam Shah, Chairman, EEPC India; U Aung Than, President of MRCCI; H.E. Mr. Gautam Mukhopadhyay, Ambassador of India to Myanmar; Mrs. Kamna Raj Aggarwalla, Regional Chairperson, EEPC India (NR) and Mr. Bhaskar Sarkar, Executive Director & Secretary, EEPC India cutting the ceremonial ribbon to inaugurate the Engineering Exhibition in Mandalay, Myanmar on 27th February 2015*

The Embassy and Consulate Office of India have expressed their deep satisfaction and mentioned that this was the first-ever venture of an Indian Engineering Show of such magnitude and appreciated EEPC India for its role to project Industrial India to this region. Exhibitors have also expressed their satisfaction and appreciated the role of EEPC India. The Exhibition concluded with a Debriefing Session on the last day i.e. 1st March 2015.

### 1.3 INDIA Show 2014, Poznan, Poland

EEPC India successfully organized The India Show in Poznan, Poland from 3–6 June 2014. The India Show coincided with ITM (Innovation Technology Machinery) Exhibition. India's participation at ITM Poland had an added significance since year 2014 also marked the celebration of 60 years of establishment of diplomatic

relations between India and Poland. India was the “Partner Country” at the event. ITM Poland is Central and Eastern Europe’s largest fair with modern industrial technologies and has grown from strength to strength every year. The organizers, Poznan International Fair Authorities are the leaders of Polish Exhibition Industry. The 2014 edition of the fair attracted over 1000 exhibitors, of which about 50% were foreign participants. The fair saw around 17000 professional visitors. Over the years, ITM Poznan has established itself as an umbrella event of specialized fairs with focus on Hydraulics, Metal Forming, Machine Tools, Casting, Surface Technology, Welding etc. Poznan International Fair has the largest exhibition and conference infrastructure in Poland will more than 110 thousand sq. mtr. area in exhibition halls. A large Indian contingent of 115 companies predominantly from the MSME sector participated in the show representing the prowess and capabilities



*Dignitaries after the inauguration of India Show in Poznan, Poland on 6th June 2014*

of Indian engineering sector. Indian participants were located in Hall 3A, 7 & 8. Besides Ministry of Commerce & Industry, Government of India, India Show at Poznan also had the patronage and support of Ministry of MSME and Department of Heavy Industry. The major participation was from Department of Heavy Industry and Heavy Engineering Corporation. The softer aspects were depicted during the fair through participation of Ministry of Tourism, Government of India and Tea Board etc. which were a major crowd pullers.

**Inauguration of the Fair and India Evening:** The general opening of ITM Show was preceded by the inauguration of the India Show on day 1 of the exhibition. The Indian and Polish side were represented by government officials on both sides, other Trade Promotion Chambers and Associations, Leading Industrialists. Polish side was lead by HE Mr. Jerzy Witold Pietrewicz, Hon’ble Secretary of State, Ministry of Economy, Government of

Poland. The Indian side was represented by H.E. Ms. Monika Kapil Mohta, Ambassador of India to Poland besides Joint Secretaries from Ministry of Commerce & Industry and Department of Heavy Industry. All the dignitaries jointly inaugurated the India Pavilion and highlighted the significance and strategic importance of both the countries to boost global engagements. A joint press conference was also organized where the dignitaries from both the sides briefed the Polish media about the India Show initiative.

#### **Business Forum and Investment Seminar:**

During the course of exhibition, EEPC India along with the support of Embassy of India in Poland and local bilateral Chamber of Commerce and Industry organized a seminar on “India – Poland cooperation and investment: manufacturing engineering and allied sectors.” This seminar dealt on the scope of developing trade and investment between two countries particularly the engineering sector, the economic situation and development prospects of Poland and the investment climate in the country. The seminar was followed by B2B meetings and was attended by the business delegates and Industry representatives from both sides. On the sidelines, meetings were also held with representatives of Ministry of Economy, Government of Poland and Department of Heavy Industry, Government of India to discuss the immense scope of cooperation between two countries. Besides a series of seminars and meetings were also organized by the fair authorities which included thematic scope ranging from “innovations in the construction of bridges”, “stainless steel in automotive and transport”, etc. A specialized B2B forum called FOCASST was also organized for the exhibitors from the foundry sector. An initial feedback from exhibitors indicated 500+ new contacts made, an average of 5+ contacts made per company. Total numbers of business enquiries made were to the tune of 1.2 million USD. About 80% of the exhibitors rated the visitor turnout and overall arrangements to be above average.

#### **1.4 India Engineering Sourcing Show (IESS IV) held in Mumbai during December 16-18, 2014**

Fourth edition of the India Engineering Sourcing Show (IESS IV) concluded on a promising note in Mumbai. The three-day mega event, the largest engineering sourcing exhibition held over 16-18 December, 2014 at the sprawling Bombay Exhibition & Convention Centre, Goregaon East, Mumbai, was organised by the Union Ministry of Commerce and Industry with EEPC India as the lead agency. For three days, hundreds of exhibitors and visitors, buyers and sellers, technologists and consultants, bureaucrats and diplomats from India



and abroad thronged the exhibition centre where the atmosphere was akin to a fairground.

IESS IV was inaugurated jointly by Mr. Rajeev Kher, Commerce Secretary, Government of India, and Mr. Tomasz Lukaszuk, Ambassador of Poland to India. Poland was the Partner Country at IESS IV and an India-Poland Partnership Forum was organised during the exhibition. The other forums were the UAE Business Forum and the Eurasia Business Forum. This year, the India Engineering Sourcing Show (IESS) 2014 expanded its ambit and included Industrial supply in association with Hannover Milano Fairs India Pvt. Ltd. (HMF), the Indian subsidiary of the largest and oldest engineering trade fair organizer, Deutsche Messe AG, Germany. The Industrial Supply vertical has a very successful track record in Germany, Brazil and China. With Industrial Supply, IESS IV became one of the leading industrial sourcing platform in India for domestic and international audiences.

The fourth India Engineering Sourcing Show was organised with lessons learnt from the first three editions and was even better planned and more extensive than the earlier shows. It expanded its scope and included Industrial Supply in association with Hannover Milano Fairs India Pvt. Ltd (HMF), Deutsche Messe AG, Germany, the Indian subsidiary of the largest and oldest engineering trade fair organiser. Some of the

participants felt quality of foreign delegates was poor and profile of most of the foreign delegates was not up to the mark. A few of them recommended that foreign Delegates should be informed well in advance for B2B meetings. Some participants also thought B2B meets should be more selective, relevant and preplanned with exhibitors. Some of them suggested pre-information regarding B2B meet and other vital affairs should have been communicated earlier. 212 participants submitted their feedback form by the last day of the show. Out of the total respondents, 52% participated in IESS for the first time that speaks for good publicity and advertising of the show. 152 respondents made a total number of 7227 contacts with an average of around 48 contacts per participants. Approximately 70% of them were new contacts. Only a few of the participants mentioned about their orders and total amount of orders booked by them was recorded at US\$1.09 million. Participants generated 274 enquiries during the show. However, only a handful of them mentioned the value of the enquiries generated by them that amounted to US\$5.56 million. Out of the 212 respondents, only 42 mentioned their choice on participation in next IESS. Out of them 36 replied in affirmative and 3 in negative. The rest 3 were still undecided. 18.4% of the respondents were able to identify/appoint their agent/distributor during the show while 65% answered in negative. Rest of them did not comment on this issue.



*Launch of EEPC India Calendar on Clean India Campaign (from L to R) – Mr. Bhaskar Sarkar, Executive Director & Secretary, EEPC India; Mr. Ravi Capoor, Joint Secretary, Ministry of Commerce, Govt of India; Mr. Ravi Sehgal, Vice Chairman, EEPC India; HE Mr. Tomasz Lukaszuk, Ambassador of Poland in India; Mr. Anupam Shah, Chairman, EEPC India; Mr. Rajeev Kher, Union Commerce Secretary, Govt of India; Mr. T. S. Bhasin, Senior Vice Chairman, EEPC India & Mr. Rakesh Shah, Former Chairman, EEPC India*

## 2. India Pavilions in major international exhibitions

In the reporting year, EEPC India organised India Pavilions at various international exhibitions. These events were organised under MDA and MAI Schemes. The details of the India Pavilions are furnished below:

Sl. No.	Name of the Exhibition	Venue	Date	Products covered in the Event
1.	India Pavilion in Automec 2014	Sao Paulo, Brazil	1-5 April, 2014	Automotive industry – Auto parts, equipment and services
2.	India Pavilion in Hannover Fair 2014	Hannover, Germany	7-11 April, 2014	Industrial Automation, Energy, MobiliTec, Digital Factory, Industrial Supply, Industrial Green Tec, Research & Technology
3.	India Pavilion In Saudi Energy Exhibition	Riyadh, Saudi Arabia	26-28 May, 2014	Trade exhibition for Electricity Power Generation, Alternative Energy, Water Technology, Lighting & HVAC
4.	India Pavilion in JIMEX	Amman, Jordan	2-5 June, 2014	Machinery, Electricity Automation, Energy, Renewable Energy, Water Technologies, HVAC & R
5.	India Pavilion In Automechanika Dubai	Dubai, UAE	3-5 June, 2014	Automotive Industry
6.	India Show, 2014	Poznan, Poland	3-6 June, 2014	Multi Products
7.	India Pavilion in ITMA ASIA + CITME 2014	Shanghai, China	16-20 June 2014	Textile Machinery
8.	India Pavilion in Automechanika Frankfurt	Frankfurt, Germany	16-20 September 2014	Leading International Trade Fair for the Automotive Industry
9.	India Pavilion in BIET	Dhaka, Bangladesh	18-20 September, 2014	Multi products
10.	India Pavilion in MERCOPAR 2014	Caxias Do Sul, Brazil	30 Sept.-05 Oct. 2014	Industrial Controllers, Machine -tools - Tools, Applied Computer & Industrial Engineering, Industrial Fairs
11.	India Pavilion in MAKTEK Eurasia 2014	Istanbul, Turkey	14-19 October 2014	Machine Tools, Metal - Sheet Metal Processing Machines, Tool Holders - Cutting Tools, Quality Control – Measurement, CAD/CAM, PLM Software and Manufacturing Technologies Fair

Sl. No.	Name of the Exhibition	Venue	Date	Products covered in the Event
12.	India Pavilion in The Big5 and PMV Exhibition	Dubai, UAE	17-20 November, 2014	Construction Industry
13.	India Pavilion in METALEX Bangkok 2014	Bangkok, Thailand	19-22 November, 2014	Machine Tools and Metalworking Technologies
14.	India Pavilion in Valve World	Germany	02-04 December, 2014	International Trade Fair for Industrial Valves and Fittings
15.	India Engineering Sourcing Show (IESS) – 4th Edition	Mumbai, India	16-18 December, 2014	Automobile Components, Defence, Energy, Industrial Energy, Industrial Supply, Industrial Machinery & Machine Tools, Infrastructure & Projects, Innovation
16.	India Pavilion in Asia Pharma Dhaka	Dhaka, Bangladesh	8-10 January, 2015	Pharmaceutical Industry
17.	Indian Engineering Exhibition (INDEE)	Nairobi, Kenya	11-13 February, 2015	Multi Products
18.	INDEE Mandalay	Mandalay, Myanmar	26-28 February, 2015	Multi Products

### 3. Buyer Seller Meets

EEPC India and Czech Chamber of Commerce organized a business-to-business interaction sponsored by the Government of India. 18 Indian companies participated in the event. From Czech side 14 companies confirmed their participation. The business seminar focused on policies, incentives and opportunities, presentations made by both the sides. Czech Chamber welcomed the participants and said that the seminar offers good opportunities for both the sides to discover mutual business potential. Mr. R. K. Singh, Joint Secretary, Government of India and leader of the Indian delegation thanked the organizers and expressed that with this small beginning, future meets will reflect the true potential of doing business with each other. In his address, he outlined the policy and incentive framework provided by the Government of India, which support heavily the doing business in India, both to Indian & foreign companies, either separately or jointly. He invited Czech technologies, particularly to modernize those plants and machineries, which were set up 50 years ago with active collaboration of the then Czechoslovakia. He recalled long and cordial Indo-Czech industrial relationships,

which spreads from company to company, institutions to institutions and sectors to sector. He mentioned about the “Red Carpet” welcome by the Government of India to foreign companies supporting India’s campaign of “Make in India”.

Czech Side presented business opportunities in their country through a presentation by Mr. Miroslav Veselka, Project Manager, Czech Chamber of Commerce, which was followed by a presentation from Czech Invest. Mr. R. K. Singh, inaugurated the Catalogue Show organized by EEPC India. A number of Indian companies presented their products and services through catalogues. Hon’ble Indian Ambassador Mr. Ashok Venkatesan mentioned about the historic relations between the two countries and their domination by industrial tie-ups. He expressed happiness on holding second meeting of the JWG, which was set up at the visit of Indian Industry, Commerce & Textiles Minister to Czech Republic three years ago. R. K. Singh, mentioned that India as emerging market economy offers largest and fastest growing industry for heavy engineering and advanced manufacturing. Mechanization and modernization are speeding up in Power, Water, Mines and Roads & Highways. Global

scale of projects in other infrastructure sectors is breaking ground, fuelled by huge local demand created by ever young India. Youth aspire global quality of life and demands world-class products and services.

The seminar concluded with a Vote of Thanks. He appreciated the efforts of teams on both sides in organizing a reasonable size delegation and a rich programme for them. He hoped that this visit will pave way to a greater and wider platform in future. He called for celebration of India-Czech Technology day in Czech Republic. He also proposed that JWG on Innovations and Skills might meet as soon as possible. He invited Czech industrial delegations to visit India in order to strengthen the commercial ties. He offered to Czech side for full help and assistance of the Indian Embassy to deepen one to one contacts.

In conclusion, it may be said that the JWG resulted in deepening and widening the co-operation in Indo-Czech Heavy Engineering sector. The JWG itself proved to be the key stone in a major span created in the bridge

of Indo-Czech joint business in the sector of heavy engineering. Each of the B2B contact established may be seen as a brick in the span. The institutional arrangements proposed are the cables that link both the sides. Soon, a number of such JWGs will create the complete bridge and act as a highway between India and Czech Republic for carrying the traffic of business in heavy engineering sector. The contents are reflected in the Protocol signed between the two sides. Record of Discussion of meeting of the Indian Official delegation with H.E. Mr. Jiří Havlíček, Czech 1st deputy Minister for Industry and Trade on the sidelines of JWG has been drafted separately.

In an endeavour to promote the “Made in India Brand” and to create awareness on the capabilities of Indian engineering industries for delivering goods and services in the global arena, EEPC India organized following Buyer Seller Meet during the year under review as indicated below :

Sl. No.	Focus Region	Period	No. of Participants
1.	Buyer Seller Meet in Czech Republic	22-25 September, 2014	18

#### 4. Signing of MoUs

In its various exhibitions held in India and abroad, EEPC India signed MoUs and also facilitated MoU signing between its member-constituents and their international counterparts.

- An MoU has been signed between EEPC India and the Polish Information and Foreign Investment Agency (PAIIZ), Republic of Poland on December 16, 2014 during IESS IV Edition. The purpose of this MoU is to maintain and further mutual cooperation and understanding for promoting the development of business opportunities between India and the Republic of Poland.
- Another MoU has also been signed between EEPC India and India Ecuador Chamber of Commerce (CEICO) on December 17, 2014 during IESS IV Edition. This MoU confirms the common desire of the two organizations for maintaining and further mutual cooperation for development of business opportunities between India and Ecuador in the field of bilateral trade in goods and services.

#### SEMINARS/CONFERENCES/MEETINGS IN INDIA

##### Export Awareness Programme & Other Seminars

During the year under review, the Council's Regional Offices organized seminars and meetings for the benefit of the members at various locations under their jurisdiction. The seminars and workshops were well attended by the member firms. Representatives of various services sectors and Government Departments participated and briefed about their services for the growth of exports. The office wise and date wise details of the same are furnished chronologically in **Annexure I.**

##### Meeting with Government Officials/Agencies/Open House Meetings

The officials of various EEPC Offices attended a number of meetings and seminars and gave presentations/lectures about the Council and its promotional activities during the reporting year. They also organized Open House Meets on specific areas of interest. Such activities region wise are furnished in **Annexure II.**



## Training Programme

In the reporting year, EEPC India organized various Training Programmes for the benefit of the senior executives of the member firms on various topics. The details of the same are given in **Annexure III**.

## AWARD FUNCTIONS

### Southern Region Export Excellence Award Function 2011-12 in Chennai

The Regional Office organized South India Export Awards Function on Friday, the 2nd January 2015 at Hotel ITC Grand Chola, Chennai. The Chief Guest, Dr. K. Rosaiah, His Excellency The Governor of Tamil Nadu graced the occasion and presented the Awards to the Exporters for their outstanding export performance for the year 2012-13. The Guest of Honour, Dr. C. Rangarajan, Formerly Chairman, Economic Advisory Council to the Prime Minister addressed the gathering. Mr. Mahesh K. Desai, Southern Regional Chairman, EEPC India welcomed the Chief Guest, Guest of Honour, Award Winners, Fellow Exporters and the Press. Mr. Anupam Shah, National Chairman, EEPC India addressed the gathering. Mr. Y. Hariharan, Deputy Southern Regional Chairman, EEPC India proposed a Vote of Thanks. Totally 85 Awards were presented to the members.

### Eastern Region Export Excellence Award Function 2012-13 in Kolkata

Eastern Region Award Presentation Function for the year 2012-13 was held on 14th January, 2015 at Crystal Room, Raj Bengal Hotel, Kolkata. Hon'ble Dr. A.P.J. Abdul Kalam, Former President of India was invited as Chief Guest for the Award Function presented trophies to the outstanding members for their meritorious performance in export for Engineering Goods and Services during the year 2012-13. Mr. Anupam Shah, Chairman; Mr. R. P. Sehgal, Vice Chairman; Mr. Arun Kumar Garodia, Regional Chairman (ER); Mr. G.D. Shah, Past Chairman; Mr. B. D. Agarwal, Dy. Regional Chairman (ER), EEPC India were also present at the function. Mr. Garodia delivered the welcome address. Mr. G. D. Shah; presented Uttariya to Dr. Kalam. Mr. R. P. Sehgal gave a brief introduction of the Chief Guest. 41 members from Eastern Region received the Trophy. Mr. B.D. Agarwal proposed the Vote of Thanks.

### Western Region Export Excellence Award Function 2012-13 in Ahmedabad

The Western Region Annual Regional Award Presentation Function for the year 2012-13 was held at Hotel Hyatt, Ahmedabad on 14th November, 2014. Hon'ble Smt. Anandiben Patel, Chief Minister of Gujarat was invited as Chief Guest for the Award Function. Mr. Anupam Shah, Chairman delivered Inaugural Address. Shri Pankaj Chadha, Regional Chairman (WR), EEPC India welcomed the Guest of Honour, Dignitaries, Award Winners, Members and Media persons. Mr. T.S. Bhasin, Sr. Vice Chairman, EEPC India and Mr. K.L. Dhingra, Dy. Regional Chairman were also present. 92 members from Western Region received the Trophies/Shields. Mr. T. S. Bhasin, Sr. Vice Chairman, EEPC India proposed Vote of Thanks.

### Northern Region Export Excellence Award Function 2011-12 in New Delhi

The Northern Region Annual Regional Award Presentation Function for the year 2011-12 was held at Hotel The Lalit, Barakhamba Avenue, New Delhi on 15th September, 2014. Hon'ble Mr. Pravir Kumar, DGFT, Government of India was invited as Chief Guest for the Award Function. Mr. D. K. Singh, Addl. DGFT and Mr. Darshan Singh, Joint DGFT, were also present. Mr. Pravir Kumar presented trophies to the outstanding members for their meritorious performance in export for Engineering Goods and Services during the year 2011-12. Mr. Anupam Shah, Chairman EEPC India delivered Keynote Address. Mr. Pradeep K. Agarwala, Dy. Regional Chairman (NR) welcomed the Chief Guest, Dignitaries, Award Winners, Members and Media persons. 110 members from Northern Region received the Trophies / Shields from Mr. Pravir Kumar. Mr. Gunit Rana, Dy. Regional Chairman proposed Vote of Thanks.

## PUBLICITY

### a. Indian Engineering Exports - ie<sup>2</sup>

EEPC India has been publishing a 64 page coloured magazine every month which is highly acclaimed by the readers across the industry. The magazine contains issues related to exports, policy, domestic industry, general economy, country profile etc. and the articles are more analytical and research based. It provides necessary feedback to all the members of EEPC India and also to its subscribers. This is circulated to select Chambers of Commerce, Indian Mission located overseas, foreign Diplomatic Missions located in India and various Government Ministries/Departments at the



state and Central level, leading Chambers of Commerce, Trade bodies and key figures in the Indian industry and banking. During the year, Publicity Department brought out a 4 special international editions of the magazine on the occasion of India – Partner Country in Hannover Messe; INDEE–Kenya; INDEE–Myanmar; India Engineering Sourcing Show (IESS), Mumbai; India Show Poland and besides the regular monthly Indian editions.

#### **b. Engineering Export Info Bulletin**

EEPC India's weekly bulletin entitled "Engineering Export Info-Bulletin" continues to be disseminated among all its members in an electronic form and sent through e-mail on Monday every week. Besides this, the magazine is also uploaded on EEPC India's website. The electronic version of the bulletin covers overseas information like Market Survey Reports, Country Profiles, Trade Regulations, Tenders and Enquiries, Advance Information on International Exhibitions and Trade Fairs as well as information on domestic events. It circulates the information on Government Policies and Regulations, EXIM Policy, Exchange Control, Export Credit, Export Finance, Central Excise etc. Through this bulletin, members are apprised of promotional activities organised by the Council such as Exhibitions, Buyer-Seller Meets, Trade Delegations, Business Awareness Seminars and so on.

EEPC India also brings out many other publications. These include Council's introductory booklet EEPC India at Work, Product Catalogues, Journals, event reports, and event specific booklets & profiles. These give a first-hand idea about the latest developments in the Indian Engineering Industry, its technical expertise and capabilities to cater to the needs of overseas markets.

#### **c. EEPC INDIA at Work**

This is the introductory booklet of the Council highlighting its objectives, promotional activities in India and abroad while detailing the current status of engineering exports from India. It gives a brief idea about the services offered to the Indian exporters and their counterparts abroad. This is the most widely circulated publication of EEPC India, both in India and overseas and reaches to the target audience during various International Exhibitions, Trade Delegations, Buyer-Seller Meet etc. This publication is also being sent to important Chamber of Commerce abroad, Indian Missions and Embassies all over the world and foreign Diplomatic Missions in India.

During the year, three editions in English and two international editions were released in Polish, Arabic

and Burmese.

#### **d. Event Specific Publications**

Participants profiles, bi-lingual booklets and special publicity material including posters, leaflets, interactive CDs etc were prepared and distributed during the following events where India Pavilions were set up by EEPC India.

1. Automec, Sao Paulo, Brazil
2. Hannover Fair, Hannover, Germany
3. Saudi Energy, Riyadh, Saudi Arabia
4. Automechanika, Dubai, UAE
5. JIMEX, Amman, Jordan
6. ITMA Asia, Shanghai, China
7. BIET, Dhaka, Bangladesh
8. Automechanika, Frankfurt, Germany
9. Mercopar, Caxias de Sul, Brazil
10. MAKTEK, Istanbul, Turkey
11. Big 5, Dubai, UAE
12. Metalex, Bangkok, Thailand
13. Asia Pharma, Dhaka, Bangladesh

#### **e. Yearly Publications**

EEPC India published its 59th Annual Report for the year 2013-14 in English along with a Hindi version.

#### **f. Other Publications**

- Strategy Paper for Growth of Indian Engineering Exports (2014-2019)
- Final Post Show Report of INDEE – Myanmar, held in Yangon in March 2013
- Mini Report of IESS IV held in December 2014
- Final Post Show Report of IESS 2014 held in January 2014
- Final Post Show Report of India Show, held in Poznan, Poland in June 2014
- Final Post Show Report of INDEE – Vietnam, held in Ho Chi Minh City in October 2013
- Handbook on Doing Business in Poland
- Handbook on Doing Business in Myanmar
- Handbook on Doing Business in Eurasia

#### **g. India Engineering Sourcing Show (IESS)**

EEPC India organised the fourth edition of IESS in Mumbai from 16 – 18 December 2014. Nearly 284 Indian companies participated in the Show and displayed their products. Besides this, there were many foreign exhibitors as well. Delegates came from all over the event. Many other conferences and seminars were also held during the Show.

The promotional material for the event included the following :

- Flyers for mobilization of domestic participation
- Leaflets to promote the event
- Flyers for mobilization of overseas delegates
- Specially made jute bags with the logos of IESS, EEPC India, Govt of India and Partner Country – Poland logos
- A special edition of EEPC India at Work in English
- A special international edition of EEPC India monthly magazine – Indian Engineering Exports (ie<sup>2</sup>)
- A directory in a book form containing details of all the exhibitors and delegates
- A tabloid newspaper – Show Daily on all the days of the Show
- Programme Details & Hall Layout for distribution among all the visitors
- Specially made badges for all categories – Organiser, Exhibitor, Delegate, Support, Media, Award Winner, Guest etc
- Specially made mementos for overseas exhibitor & Seminar panel speakers
- Specially made posters were put up in the EEPC INDIA pavilion
- Extensive outdoor & indoor publicity was undertaken to publicise the Show
- Well-designed Certificates for the participants of IESS IV
- Various Standees and Banners were prepared to publicise the event.
- Specially made lapel pin with IESS logo

#### **h. INDEE Kenya**

During the year, EEPC India organised its exclusive engineering exhibition - INDEE in Nairobi, Kenya from 11 – 13 February, 2015 as per the Government of India guidelines. Following material was prepared for the Show:

- Special flyer for mobilization of participants in India
- Special leaflet for mobilization of visitors in Kenya
- Exhibitors Directory in book form containing details of participants in English language
- Lapel pin containing flags of India and Kenya
- EEPC India at Work in English
- A leaflet containing Hall layout of the Exhibition
- A special issue of EEPC INDIA monthly magazine – Indian Engineering Exports
- Specially designed jute bag

#### **i. INDEE Myanmar**

During the year, EEPC India organised its exclusive engineering exhibition - INDEE in Mandalay, Myanmar from 27 February to 1 March 2015 as per the Government of India guidelines. Following material was prepared for the Show:

- Special flyer for mobilization of participants in India
- Special leaflet for mobilization of visitors in Myanmar
- Exhibitors Directory in book form containing details of participants in English language
- Lapel pin containing flags of India and Myanmar
- Specially designed jute bag
- EEPC INDIA at Work in English & language of Myanmar
- A leaflet containing Hall layout of the Exhibition
- A special issue of EEPC INDIA monthly magazine – Indian Engineering Exports

#### **j. The India Show, Poznan, Poland**

During the year, EEPC India organised The India Show in Poznan, Poland as per the Government of India guidelines. Following material was prepared for the Show :

- Special flyer for mobilization of participants in India
- Special leaflet for mobilization of visitors in Poland
- Interactive CD containing details of participants
- Special lapel pin containing flags of India and Poland
- A leaflet on Indian Engineering Industry in Polish language
- EEPC INDIA at Work in Polish language
- A leaflet containing Hall layout of the Exhibition
- A special issue of EEPC INDIA monthly magazine – Indian Engineering Exports with a special section in Polish language.

#### **k. Press Release / Press Conferences**

- A number of press releases were issued before and after all the major events organised during the fiscal year.
- EEPC India organized a number of press meets during the year to highlight achievements on the overall engineering exports front and its efforts to promote engineering exports through its exclusive exhibitions, INDEE and IESS.
- Facts about EEPC India's strategy to increase India's share in the global trade were also disseminated through a press conference.
- Besides, press was also invited on the occasion of the inauguration of India Engineering Sourcing Show in Mumbai on 16th December 2014.
- In most of press conferences, the National Chairman of EEPC India briefed the press and electronic media through pictorial and DVD presentations.

Besides, EEPC India issued various Press Releases from time to time during the year to keep the media updated of its news and views on various issues including, Foreign Trade Policy, Union Budget and EEPC India's participation in international exhibitions in different parts of the world.

#### **l. Media Publicity (Domestic & Overseas)**

##### **INDEE Kenya, Nairobi**

Council had organised its exclusive Engineering Exhibition (INDEE) at Nairobi, Kenya from 11 – 13 February 2015 in which 60 member firms participated. To attract visitors and foreign buyers, advertisements

were published in local newspapers i.e. Daily Nation, East Africa, Standard. The event was also publicised through Capital Radio, 98.4 FM. An exclusive press meet was organized to appraise the local media which was jointly addressed by the EEPC India Chairman and the Acting High Commissioner of India in Kenya.

##### **INDEE Myanmar, Mandalay**

Council organised its 30th edition of exclusive Engineering Exhibition INDEE in Mandalay, Myanmar from 27 February – 1 March 2015 in which 59 member firms participated. To attract visitors and foreign buyers, advertisements were published in local newspapers. An exclusive press meet was organized to appraise the local media which was jointly addressed by the EEPC India Chairman and the Indian Ambassador in Myanmar.

##### **IESS IV**

The 4th edition of India Engineering Sourcing Show (IESS) was organized in December 2014 in Mumbai for which a strategic publicity plan was developed. Advertisements were released in various editions of leading national and business dailies in English and Hindi. Besides this, ads were also released in regional newspapers in other languages like Marathi, Gujarati, Tamil and various industry journals. EEPC India also had barter systems with leading portals for exchange of web ads. Social media and networking sites were also used to publicise the event. Hoardings were put up in targeted areas of Mumbai to attract business visitors.

An exclusive press conference was organized prior to the Show which was addressed by the EEPC India Chairman. Besides this, press was also addressed in a special meet on the first day of the Show, which was addressed by the Chief Guests and EEPC India Chairman.

##### **TRADE INFORMATION DIVISION**

During the year, Trade Information Division continued its efforts to provide information to the exporting community, Government and In-house in the areas of marketing intelligence, export potential of Indian engineering products and services. This included :

- **Mailing of EEPC India Weekly Newsletter – Engineering Export INFO Bulletin :** The online weekly newsletter on a regular basis, Info Bulletin containing the information about Council's recent activities, global tenders, enquiries, reports, Government notifications / circulars, steel price, shipping information, trade fair etc. are circulated to all members of the Council and hosted in Council's website.

- **Mailing Campaigns :** The Mailing Campaigns were carried out to all members for Government Circulars, Notifications, Public Notices, Invitation mailer for INDEE, THE INDIA SHOWs and also for Council's various promotional activities.
- **Video Conferencing :** Implemented in the Council's offices in Kolkata, Mumbai, Chennai and New Delhi. A live session on Union Budget 2014 was organized and also other meetings such as Panel meetings, various Committee meetings, where the Chairman of the Council along with Working Committee members, Regional Committee members from different regions participated.
- **Country Profile/Market Survey Reports:** Prepared for Kenya, Myanmar, and Brazil. These were published in Weekly Newsletter (EEIB) and hosted in our website.
- **Trade Enquiries :** Trade enquiries received through Indian Embassies / Missions abroad, direct from the party had been provided to all members of the Council from time to time. In this regard, this division developed a format for verification purpose before publishing / disseminating the same to the members.
- **Marketing of Council's Information Portal :** The Council's website updated regularly by the TID Department by hosting the day to day information and various activities. The department also provides hyper-linking service to its member by which members can get worldwide coverage of Indian Engineering Sector through EEPC India's website by hosting/hyper-linking their website.
- **Database of Foreign Buyers/Distributors/Importers:** Database of foreign buyers, distributors, importers of various countries relating to Council's promotional events as well as members requirement were prepared and provided for mailing campaigns.

#### ISO 9001: 2008 CERTIFICATION

In the reporting year, EEPC India had the ISO re-certification audit under the new standard ISO 9001:2008 and certified by Intertek.

#### ACTIVITIES OF PANELS AND COMMITTEES

During the reporting year, Commodity Panels, Territorial and other Committees, comprising member-exporters and representatives from services organizations, ably assisted the Council on various trade related aspects. These Panels and Committees met regularly, identified constraints faced by exporters, suggested suitable remedial measures and resolved local issues. The

details of the Panel meeting held during the year are furnished in **Annexure IV**.

#### POLICY MATTER

##### Extension of FTP 2009-2014

The five year Foreign Trade Policy 2009-2014 ended on March 31, 2014. The DGFT vide its Notification No. 69(RE-2013)/2009-2014 dated 19th February 2014 extended the policy period until further orders.

##### Amendment of Para 2.40A of FTP 2009-2014

The Department of Commerce issued a Notification No.89(RE-2013)/2009-2014 dated 06.08.2014 to amend Para 2.40A of the FTP as under:

**Para 2.40A :** Export proceeds against exports to Iran realized in Indian rupees are permitted to avail exports benefits/incentives under the Foreign Trade Policy 2009-2014 at par with export proceeds realized in freely convertible currency.

##### Union Budget 2014-2015

The Hon'ble Union Finance Minister, Mr. Arun Jaitley, presented the Union Budget for 2014-2015 to the Parliament on 9th July 2014. The changes proposed in the Customs and Central Excise as per notifications issued on 11.07.2014 were mentioned in the D.O.F. No. 334/15/2014-TRU dated 10th July 2014. All changes in rates of duty take effect from the midnight of 10th/11th July 2014.

##### New All Industry Rates of Duty Drawback for 2014-2015

The Ministry of Finance had notified revised All Industry Rates of Duty Drawback vide Notification No. 110/2014-Customs (N.T) dated 17.11.2014. This notification came into force on 22.11.2014.

Many items already covered under the Drawback Schedule prior to incorporation of erstwhile DEPB items, shall see a change in the AIR. In continuation of a transitory arrangement, for the items incorporated in the Drawback schedule from the erstwhile DEPB Scheme, there was a reduction in the AIR.

Drawback caps continue on most tariff items with AIRs above 2%. The caps have been revised.. Several entries have been rationalized by merging them at respective four digit level or under the respective residuary sub-heading "others". Tariff item numbers have seen a change in many cases.

The hitherto residuary rate of 1% (composite) and 0.3% (Customs) was changed to 1% composite and



0.15% (Customs). Further existing residuary rates of 1.3% and 1.7% have been increased to 1.4% and 1.9% respectively with some exceptions.

#### AD/CVD Issues

##### **US Federal Register Notice of initiation of the countervailing duty investigation on certain steel nails from India**

The US Government issued a Federal Register Notice concerning the initiation of the countervailing duty investigation on certain steel nails from India with regard to 19 HS codes under HS 7317 and HS 8206.00.00. The Council circulated the notice amongst all members of EEPC India on 27th June 2014 requested them for filing their response with the US Authorities with a copy to EEPC India.

##### **Safeguard Investigation initiated by Thailand**

Safeguard investigation initiated by Thailand, on imports of non-alloy hot rolled steel flat products in coils and not in coils originating or exported from various countries including the Republic of India. The Council circulated the information amongst the members requesting for submission of response. The Council received the response from M/s. JSW Ltd., and in turn forwarded the same to the Ministry for their necessary action.

##### **Safeguard duty investigation initiated by Malaysia on Hot Rolled Steel Plate**

The Council circulated the communication as received from the Department of Commerce, Ministry of Commerce & Industry Government of India on 20th August 2014 to the concerned Panel members pertaining to the safeguard investigation launches by Malaysia on Hot Rolled Steel Plate. It was requested to all the members for submission of questionnaire responses, correspondences must be made in writing and sent by e-mail with clear indication of the name and address.

##### **USITC made affirmative determination on OCTG AD/CVD cases against India**

The Council circulated to all its Steel Products Panel members on 28th August 2014 about the US International Trade Commission determined on 22nd August 2014 that US industry is materially injured or threatened with material injury by reason of imports of certain oil country tubular goods from India and five

other countries. The Department of Commerce has also determined that OCTG resold in the US at less than fair value and imports of these products are subsidized by the Government of India and Turkey. The ITC also determined that the US industry is not materially injured or threatened with material injury by reason of OCTG imports from Philippines and Thailand.

On July 11, 2014, the US Department of Commerce issued Anti-dumping margins countervailable subsidy rates for import of certain oil country tubular goods from India as given below:

##### **Antidumping weighted average dumping margins**

Exporter or producer	Weighted Average Dumping Margin
Jindal Saw Ltd	9.91%
GVN Fuels Ltd., Maharashtra Seamless Ltd and Jindal Pipe Ltd	2.05%
All Others	5.79%

##### **Countervailable Subsidy Rates**

Exporter or producer	Subsidy Rate
Jindal Saw Ltd	19.11%
GVN Fuels Ltd., Maharashtra Seamless Ltd and Jindal Pipe Ltd	5.67%
All Others	12.36%

As a result of the USITC's affirmative determinations, the US Department of Commerce will issue countervailing duty orders on imports of these products from India and Turkey and anti-dumping duty orders on imports of these products from India, Korea, Taiwan, Turkey, Ukraine and Vietnam. No orders will be issued on imports of these products from Philippines and Thailand.

#### **Anti-subsidy and Anti-dumping investigation initiated by the Mexican Ministry against import of Carbon Steel Tubes from India**

The Council circulated anti-subsidy and anti-dumping investigation initiated by the Mexicans Ministry against

import of Carbon Steel Tubes from India to its Steel Panel members on 30th December 2014 requesting the members for forwarding the issues which should be taken up by the Government with the Mexican authorities.

#### **MARKET DEVELOPMENT ASSISTANCE (MDA)**

The Council received MDA grant of Rs.3,45,00,000/- from Ministry of Commerce & Industry, Government of India during 2014-15 for disbursing to the individual exporters. Around 174 members were benefited under this Scheme by participating in the Council's promotional events like INDEE, India Pavilion, BSM etc.

#### **MEMBERSHIP DETAILS**

During the reporting year, Region wise membership position of the Council was as follows:

Region	Membership Position as on 01.04.2014	New / Revived Member	Resigned/ Defaulter Member	Membership Position as on 31.03.2015
Western	4621	514	476	4659
Northern	3501	471	618	3354
Southern	2523	299	111	2711
Eastern	786	96	86	796
Total	11431	1380	1291	11520

## Annexure – I

### Details of Seminars/Meetings/Conferences held during the year 2014-15

Name of the Office	Event Details	Date	Venue
Ahmedabad	Interactive meeting with Export Inspection Agency	May 03, 2013	Ahmedabad
Ahmedabad	Organized an industry visit to few factories along with H.E. Prof. Piotr Klodkowski, Ambassador of Poland in India	April 07, 2014	Ahmedabad
Ahmedabad	Seminar on 'Business Opportunities in Poland and India Show, Poland	April 07, 2014	Ahmedabad
Ahmedabad	Stake holders meeting on Pharma Machinery, Medical Device and Surgical Equipment	July 18, 2014	Ahmedabad
Ahmedabad	Industry Consultation of Regional Comprehensive Partnership (RCEP) organized in association with FICCI Centre Studies and other organizations	August 26, 2014	Ahmedabad
Ahmedabad	Workshop on Deemed Export and Business Opportunities in IESS 2014	September 05, 2014	Ahmedabad
Ahmedabad	Workshop on Export Promotion Schemes and Incentives and Business Opportunities in IESS 2014 in association with REA	October 17, 2014	Rajkot
Ahmedabad	Workshop on Export Incentives and Schemes and promotion of IESS 2014 in association with Vapi Industries Association	November 07, 2014	Vapi
Ahmedabad	Participated at Vibrant Gujarat Exhibition for promotion of various events and mobilization of membership / interaction with members and industries	January 07-13, 2015	Gandhinagar
Ahmedabad	Participation at 12th National Conference and Technology Exhibition on Indian Medical Devices and Plastic Disposables/Implants Industry 2015	January 09, 2015	Ahmedabad
Ahmedabad	Seminar on Doing Business with Germany through Hannover Messe	February 10, 2015	Ahmedabad
Ahmedabad	Participated at the meeting on Development Council for Textile Machinery Industry	February 20, 2015	Ahmedabad
Ahmedabad	Attended Seminar on Vibrant Kutch where 500 companies participated	February 28, 2015	Kutch
Ahmedabad	Organized meeting of 15th Sub-Committee of State Level banker's on Export Promotion	March 27, 2015	Ahmedabad
Bangalore	Road Show regarding India Show, Poland	April 03, 2014	Bangalore
Bangalore	Organized session on Recent Amendments in Foreign Trade Policy	May 07, 2014	Bangalore



#### Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Bangalore	Awareness programme regarding India Show, Poland and other proposed activities of the Council	May 20, 2014	Bangalore
Bangalore	Seminar on Understanding FTP – Benefit for Exporters	June 13, 2014	Shimoga
Bangalore	Seminar on Export Incentive Scheme–Benefit for Exporters	July 19, 2014	Mysore
Bangalore	Road Show on IESS IV and INDEE Kenya	August 13, 2014	Bangalore
Bangalore	Seminar on Tracing Currency Market and best practices in Global Trade Finance and business opportunities in India Engineering Sourcing Show 2014	September 19, 2014	Bangalore
Bangalore	New Members Meet	September 19, 2014	Bangalore
Bangalore	Road Show on IESS IV	November 06, 2014	Bangalore
Bangalore	Interactive Session with DGFT	December 12, 2014	Bangalore
Bangalore	Road Show on Hannover Messe 2015 where Mr. Jorn Rohde, Consul General of Germany and Shri R. Seshagiri, Dy. Regional Chairman (SR) were attended	January 14, 2015	Bangalore
Bangalore	Road Show on Hannover Messe 2015 and Interaction on Niryat Bandhu Scheme	February 05, 2015	Belgaum
Chennai	Organized Seminar on 'Business Opportunities in Poland and India Show – Poland	April 15, 2014	Chennai
Chennai	Export Awareness Programme on 'Business Opportunities for Export of Engineering Products' in association with Madurai Tiny & Small Scale Industries Association, Madurai	April 11, 2014	Madurai
Chennai	Attended felicitation function of Ms. Mallika Srinivasan, Chairman & CEO of M/s. Tractors & Farm Equipment Ltd., Chennai on being conferred 'Padma Shree' Award by Government of India, organized by Madras Chamber of Industry & Madras Management Association	April 30, 2015	Chennai
Chennai	Seminar on 'Lines of Credit for Exports'	June 16, 2014	Chennai
Chennai	Seminar on 'Tracking Currency Market and Best Practices on Money Management in Export and Import, in association with HSBC	August 01, 2014	Chennai
Chennai	Regional Export Award Sub-Committee meeting	August 01, 2014	Chennai
Chennai	Regional Committee Meeting	August 01, 2014	Chennai
Chennai	Organized Territorial Committee on Trade with Central, Eastern and Southern Africa	August 01, 2014	Chennai

**Annexure – I (Contd.)**

Name of the Office	Event Details	Date	Venue
Chennai	Attended meeting on Industry Consultation on Regional Comprehensive Economic Partnership (RCEP) organized by Federation of Indian Export Organization, Chennai	September 03, 2014	Chennai
Chennai	New Members Meeting in association with ECGC	September 09, 2014	Chennai
Chennai	Organized Seminar on Opportunities for Export of Engineering Products and IESS IV at MSME Development Institute	September 10, 2014	Chennai
Chennai	Attended meeting on Industries Evolving an Export Strategy for the State and identifying a shelf of Projects organized by Tamil Nadu Industrial Guidance & Export Promotion Bureau, Chennai. The meeting chaired by the Secretary, Industries Department, Government of Tamil Nadu and SIDCO, TIDCO and other Export Promotion Councils, Chennai Port Trust were attended	September 19, 2014	Chennai
Chennai	Organized Seminar on Opportunities for Export of Engineering Products and IESS IV at AIEMA Technology Centre	September 26, 2014	Chennai
Chennai	Export Awareness Programme in association with Thuditssia, Thoothukudi, IDBI and ECGC	October 14, 2014	Chennai
Chennai	Organized Seminar on Opportunities for Export of Engineering Products and IESS IV at SIEMA	November 13, 2014	Coimbatore
Chennai	Seminar on 'Export Potential for Auto Components Cluster under Niryat Bandhu Scheme in association with AIEMA	December 11, 2014	Chennai
Chennai	Organized Seminar on Business Opportunities at Hannover Messe 2015	January 30, 2015	Chennai
Chennai	Seminar on Business Opportunities at Hannover Messe-2015	February 11, 2015	Coimbatore
Hyderabad	Organized Road Show on India Show Poland. The welcome speech given by Shri M. K. Desai, Regional Chairman (SR). H.E. Mr. Tomasz Wisniewski, Economic Counsellor of Poland attended this programme	April 11, 2014	Hyderabad
Hyderabad	Seminar on Opportunities at the India Engineering Sourcing Show (IESS-IV) 2014 and INDEE Kenya 2014	August 13, 2014	Hyderabad
Hyderabad	Awareness programme on Export Incentives	June 21, 2014	Hyderabad
Hyderabad	Export Awareness Programme	September 12, 2014	Vijayawada
Hyderabad	New Members Meet	September 30, 2014	Hyderabad

#### Annexure – I (Contd.)

Name of the Office	Event Details	Date	Venue
Hyderabad	Seminar on Business Opportunities at Hannover Messe 2015	January 28, 2015	Hyderabad
Jalandhar	Organized Seminar on Doing Business with Poland. Mr. Jan Kucharz A, First Secretary of Embassy of Poland was the Chief Guest. Mrs. Kamna Raj Aggarwalla, Regional Chairperson (NR) chaired the Seminar	April 07, 2014	Jalandhar
Jalandhar	Meeting with PSIEC Managing Director Mr. Vikas Pratap Singh, IAS regarding Council's promotional activities – India Show Poland, Automechanika Germany and IESS 2014. All leading associations of Punjab attended the meeting	April 17, 2014	Chandigarh
Jalandhar	Organized Awareness Programme in association with DAV University regarding EEPC India activities	May 12, 2014	Jalandhar
Jalandhar	Attended RSCQC meeting under the Chairmanship of Mr. M. S. Dhillon, Jt. DGFT	May 23, 2014	Ludhiana
Jalandhar	Attended Niryat Bandhu Programme organised by DGFT Ludhiana under the chairmanship of Mr. M. S. Dhillon and delivered speech for new IEC holders	July 30, 2014	Ludhiana
Jalandhar	Organized Seminar at Bicycle Research Centre, Ludhiana where Mrs. Kamna Raj Aggarwalla, Regional Chairperson (NR), Mr. C. K. Mishra, Asst. DGFT, Mr. S. K. Dhanda, WC Member, were present. Presentation was made on INDEE Kenya and IESS 2014	August 08, 2014	Ludhiana
Jalandhar	One-to-one interaction and presentation of IESS IV 2014 with Tractor Parts Manufacturer Association. 25 participants attended the meeting	September 25, 2014	Hoshiarpur & Jalandhar
Jalandhar	One-to-one interaction and presentation of IESS IV 2014 in Bicycle Parts Manufacturing Association. 50 participants attended the meeting	September 26, 2014	Ludhiana
Jalandhar	Organized meeting with Mr. Deepak Mittal, Mg. Director, International Tractor Ltd. regarding participation of IESS and Council's promotional activities	September 26, 2014	Hoshiarpur
Jalandhar	Attended RSCQC meeting under the chairmanship of Mr. M. S. Dhillon, Jt. DGFT	October 30, 2014	Ludhiana
Jalandhar	Organized Awareness Programme on Exports for Industry with Foundrymen Association of Batala	November 15, 2014	Batala
Jalandhar	Organized Awareness Programme on IESS 2014	November 21, 2014	Jalandhar
Jalandhar	Two day Seminar on IESS 2014	December 16-17, 2014	Mumbai

**Annexure – I (Contd.)**

Name of the Office	Event Details	Date	Venue
Jalandhar	Organized Workshop on Lean manufacturing Management Techniques in association with NPC, New Delhi and MSME Ludhiana, DIC Jalandhar and PHD Chamber of Commerce, Chandigarh	January 22, 2015	Jalandhar
Jalandhar	Organized Business Opportunities at Hannover Messe 2015	January 16, 2015	Ludhiana
Jalandhar	Foreign buyer from Kenya visited and fruitful discussion held with trade ties	January 23, 2015	Jalandhar
Jalandhar	Attended exporters meet organized by MSME, DGFT and FIEO	January 30, 2015	Ludhiana
Kolkata	Organized Brainstorming Session on problems related to export to Nepal	April 03, 2014	Kolkata
Kolkata	Meeting with Director of State Productivity Council, West Bengal	April 10, 2014	Kolkata
Kolkata	Interactive session with the visiting chairman and his colleagues from Yunnan Electric Bicycle Chamber of Commerce jointly with Centre for Studies in International Relations and Development (CSIRD)	April 24, 2014	Kolkata
Kolkata	Organised live viewing Union Budget 2014-15. Mr. Akash Mansinka, Manager (Direct Tax) and Mr. Avisekh Jaiswal, Manager (Indirect Tax), Ernst and Young have given their views on the impact of Union Budget on exports	July 10, 2014	Kolkata
Kolkata	Set up India Pavilion at Synergy Howrah, 2014 organized by MSME & T, Government of West Bengal	August 01-02, 2014	Howrah
Kolkata	Attended meeting on suggestions for West Bengal Government for improvement of Industries & Exports organized by FIEO	August 04, 2015	Kolkata
Kolkata	Meeting with Shri Dipankar Panda, Director of Industries, Government of Jharkhand regarding INDEE-Kenya, 2014 and IESS 2014. Also met with Senior Officers of MECON, HEC	August 08, 2014	Ranchi
Kolkata	Industry Consultation on Regional Comprehensive Economic Partnership ASEAN + 6 FTA including China. EEPC India partnered with FICCI, FIEO, Ministry of Commerce & Industry, Government of India and Centre for WTO Studies. Shri Sumanta Chaudhuri, Joint Secretary, Ministry of Commerce was the main speaker. Shri A. K. Garodia, Regional Chairman; Shri Rakesh Shah, Past Chairman were the Guest Speaker	August 13, 2014	Kolkata

**Annexure – I (Contd.)**

Name of the Office	Event Details	Date	Venue
Kolkata	Interactive Session on Doing Business with Thailand. Director of Project Analysis & Supervisor, Board of Investment, Bangkok and Director of Thailand Board of Investment (Mumbai) were the speakers	August 22, 2014	Kolkata
Kolkata	Jointly organized Industry Validation meeting with Capital Goods Skill Council	August 25, 2014	Kolkata
Kolkata	Banking & Finance Conclave, 2014 with FICCI and EXIM Bank. Shri Anupam Shah, Chairman, EEPC India was one of the speaker at this conclave	August 27, 2014	Kolkata
Kolkata	Meeting with members on upcoming Promotional Activities of the Council	August 28, 2014	Kolkata
Kolkata	Export Awareness Seminar with Focus on IESS 2014 jointly with Directorate of Export Promotion & Marketing, Government of Odisha. Shri Jogendra Behera, Minister, Department of MSME, Government of Odisha inaugurate the seminar	September 10, 2014	Bhubaneswar
Kolkata	Interactive Session on 'Indo-German Trade in Engineering Sector & Opportunities for the Indian Industry'	September 15, 2014	Kolkata
Kolkata	Organized Export Awareness Seminar with Focus on IESS 2014 in association with Jharkhand Small Industries Association (JSIS)	September 19, 2014	Ranchi
Kolkata	Export Awareness Seminar with Focus on IESS, 2014 jointly with Chhattisgarh State Industrial Development Corporation Ltd.	September 22, 2014	Raipur
Kolkata	Organized EEPC India Annual General Meeting and Inaugurated Ground Floor Conference Room by Shri G. D. Shah, Past Chairman, EEPC India	September 30, 2014	Kolkata
Kolkata	Attended meeting on Trade Facilitation of DGFT	October 09, 2014	Kolkata
Kolkata	Interactive Session with Mr. Matthew Hilgendorf on SELECT USA and Business Opportunities at USA	November 20, 2014	Kolkata
Kolkata	Workshop on EMERGE- NSE SME Platform	November 27, 2014	Kolkata
Kolkata	Attended meeting organized by EXIM Bank on International Business Opportunities with the Asian Development Bank	November 28, 2014	Kolkata
Kolkata	Meeting with National Metallurgical Laboratory, Jamshedpur for technological inputs for product up-gradation through Video Conferencing	December 04, 2014	Kolkata
Kolkata	Organized Road Show on SEZs. Mr. Sanjeev Nandwani, Development Commissioner, Falta Export Processing Zone	December 12, 2014	Kolkata

**Annexure – I (Contd.)**

Name of the Office	Event Details	Date	Venue
	and Addl DGFT, Kolkata attended as Chief Guest.		
Kolkata	Discussion on Development of an Export Strategy for the State of West Bengal. Mr. Sumantra Chaudhuri, Joint Secretary, Ministry of Commerce, Govt. of India and Mr. Rupen Chowdhury, Director of Industries, Govt. of West Bengal were present	December 29, 2014	Kolkata
Kolkata	Meeting with CSIR-Central Mechanical Engineering Research Institute, Durgapur, for technological inputs for product upgradation through Video Conferencing	January 08, 2015	Kolkata
Kolkata	Seminar on India's Engagement with Free Trade Agreements: Opportunities and Challenges organised by FICCI, in partnership with EEPC India held at Bengal Club, Kolkata. Mr. Sumantra Chaudhuri, Joint Secretary, Ministry of Commerce, Government of India and Mr. Arun Kumar Garodia, Regional Chairman, EEPC India (ER) were addressing at the seminar	January 20, 2015	Kolkata
Kolkata	Interactive session with Shri Ishnath Jha, DGM and Regional Manager, ECGC	February 18, 2015	Kolkata
Kolkata	Organized meeting on problems related to Exports to Nepal	February 19, 2015	Kolkata
Kolkata	Workshop on Packaging for Exports	February 28, 2015	Kolkata
Kolkata	Live Viewing of the Union Budget. Mr. Akash Mansinka, Senior Manager (Direct Tax) and Mr. Avisekh Jaiswal, Senior Manager (Indirect Tax) from Ernst and Young shared their views on the impact of Union Budget on exports	February 28, 2015	Kolkata
Kolkata	Discussions on Draft Report on the West Bengal Export Strategy. Mr. Sumantra Chaudhuri, Joint Secretary, Ministry of Commerce, Govt. of India was chaired. Mr. Rupen Chaudhuri, Director, Department of Commerce and Industry, Govt. of West Bengal and Dr. K. Rangarajan, Centre Head, Kolkata Campus, IIFT were also attended	March 27, 2015	Kolkata
Mumbai	Meeting with Mr. Rajesh Kadam, Head, Dubai Exports, Mumbai for participation of Dubai Exporter at IESS IV 2014 and also on Dubai being Partner Region	April 02, 2014	Mumbai
Mumbai	Seminar on 'Business Opportunities in Poland and India Show, Poland.	April 19, 2014	Kolhapur
Mumbai	Organized Email Marketing Workshop on Mission 365- Right Content, People and Time	June 27, 2014	Mumbai
Mumbai	New Members Meet	July 11, 2014	Mumbai



**Annexure – I (Contd.)**

Name of the Office	Event Details	Date	Venue
Mumbai	Organized meeting with Mr. Richard Rothman, USA from Open Mind Opportunity Consultancy Pvt. Ltd. where presentation made by Mr. Rothman	July 14, 2014	Mumbai
Mumbai	Seminar on Practical Route to Building Sustainable Exports	August 02, 2014	Mumbai
Mumbai	Organized Drawback Committee Meeting	August 13, 2014	Mumbai
Mumbai	Workshop on Finance for Non-Finance Manager	August 23, 2014	Mumbai
Mumbai	Open House with session with Chief Commissioner, Nhava Sheva in association with FIEO	August 26, 2014	Mumbai
Mumbai	Seminar on Practical Route to Building Sustainable Exports	August 27, 2014	Pune
Mumbai	Seminar on Opportunities during India Engineering Sourcing Show IV, 2014 and Developing 100 Smart Cities	August 27, 2014	Pune
Mumbai	Seminar on Opportunities during India Engineering Sourcing Show IV, 2014 and Developing 100 Smart Cities	September 12, 2014	Mumbai
Mumbai	Seminar on Export Facilitations and Growing your Business through IESS IV, 2014 and Developing 100 New Smart Cities	September 26, 2014	Indore
Mumbai	Organized meeting at JNPT on EPCG license with regard to matter of Tata Steel	September 29, 2014	JNPT, Mumbai
Mumbai	Seminar on Practical Route to Building Sustainable Exports	October 01, 2014	Nashik
Mumbai	Seminar on Opportunities during IESS IV, 2014 and Developing 100 Smart Cities	October 01, 2014	Nashik
Mumbai	Organized meeting with Business Delegation from Argentina	October 08, 2014	Mumbai
Mumbai	Seminar on Export Facilitations and Growing your Business through IESS IV, 2014 – Developing 100 Smart Cities	October 09, 2014	Aurangabad
Mumbai	Met with UAE Delegation to EXIM Bank, Bombay Chamber of Commerce & Industry and Indian Merchant Chamber	December 15, 2014	Mumbai
Mumbai	Organised India Engineering Sourcing Show IV, 2014 at Bombay Exhibition Centre	December 16–8, 2014	Mumbai
Mumbai	Organized visit of UAE Delegation to MIDC and SEEPZ	December 17, 2014	Mumbai
Mumbai	Meeting with Ms Renu Shome, Council of EU Chambers	January 09, 2015	Mumbai
Mumbai	Workshop on Foreign Account Tax Compliance Act (FATCA)	January 13, 2015	Mumbai
Mumbai	Attended TCEB's India Trade Promoter Workshop	January 14, 2015	Mumbai



**Annexure – I (Contd.)**

Name of the Office	Event Details	Date	Venue
Mumbai	Road Show on doing Business with Germany through Hannover Messe, 2015	January 20, 2015	Mumbai
Mumbai	Road Show on doing Business with Germany through Hannover Messe, 2015	January 28, 2015	Mumbai
Mumbai	Organized meeting on GIFA / MEC TEC/ NEW CAST where Shri Pankaj Chadha, Regional Chairman was the Speaker	February 03, 2015	Mumbai
Mumbai	Organized Export Facilitation Committee meeting with ADGFT	February 13, 2015	Mumbai
Mumbai	Organized factory visit in association with ZDGFT	February 19, 2015	Aurangabad
Mumbai	Organized Road Show on Doing Business with Germany through Hannover Messe, 2015 and Role of DGFT in FTP	February 20, 2015	Aurangabad
Mumbai	Organized meeting with Chief Commissioner of Costoms, JNPT with members	February 23, 2015	Mumbai
Mumbai	Organized Open House Session with VAT Commissioner and Sr. Officials from Sales Tax Department	February 24, 2015	Mumbai
Mumbai	Meeting with CEO of MIDC Mr. Gagrani regarding Hannover 2015	February 25, 2015	Mumbai
Mumbai	Attended Interactive Session on Union Budget organized with FICCI	March 03, 2015	Mumbai
Mumbai	Attended Post Budget Seminar organized by ASSOCHAM	March 03, 2015	Mumbai
Mumbai	Organized Post Budget Analysis	March 04, 2015	Mumbai
Mumbai	New Members Meet	March 15, 2015	Mumbai
Mumbai	Meeting with Ms. Neela Mistry, Sr. Analyst – Treasury & Fx Advisory, Forexserve	March 25, 2015	Mumbai
Mumbai	Motivational and Leadership Programme by Mr. Mahendra Devlekar of Aakar Knowledge World Pvt. Ltd., Mumbai	March 26, 2015	Mumbai
Mumbai	Discovering financial freedom for EEPC India, Mumbai employees by Mr. Anuraag Gupta of Profounding Consulting, Mumbai	March 27, 2015	Mumbai
New Delhi	Attended Seminar hosted by the Embassy of Poland regarding 'Seminar on Business Opportunities in Poland and The India Show – Poland'. The seminar was attended by 50 participants from different engineering industries. Mr. Zdzistaw Gawlik, Minister of State, Minister of National Treasury, Poland and H.E. Prof. Piotr Klodkowski, Ambassador of Poland in India addressed the Audience	April 16, 2014	New Delhi

**Annexure – I (Contd.)**

Name of the Office	Event Details	Date	Venue
New Delhi	Seminar on 'Business Opportunities in Poland and The India Show – Poland' was organized in association with Agra Founders Association and India Engineering Industries, Agra Chapter. The seminar was attended in different sectors of engineering products. Mr. Zbigniew Magdziarz, Counsellor of Poland in India addressed the gathering. Dy. Regional Chairman (NR) given the key note address during the seminar	May 09, 2014	Agra
New Delhi	Organized Northern Regional Committee Meeting	August 25, 2014	New Delhi
New Delhi	Workshop on EXIM benefits under FTP	August 27, 2014	New Delhi
New Delhi	Attended MSME Expo at Raj Kumar Goel Institute of Technology, Ghaziabad in association with NSIC for meeting and mobilization of participants for IESS IV 2014	October 10, 2014	Sahibabad
New Delhi	Seminar on Opportunities in IESS IV 2014 in association with Agra Iron Indian Industries Association	October 17, 2014	Agra
New Delhi	Meeting in association with Utensils Clusters at Kundli Industries Association where 40 participants attended. Presentation on IESS IV and Hannover Messe 2015 was given.	November 06, 2014	Kundli
New Delhi	Participated and presentation given on IESS IV and Hannover Messe 2015 at Industrial Expo organized by CII where 200 engineering companies took part at this Expo.	November 07, 2014	Haridwar
New Delhi	Seminar on Opportunities in IESS IV 2014 and Annual General Meet of Kundli Industries Association	November 08, 2014	Kundli
New Delhi	Participated and presentation given on IESS IV and Hannover Messe 2015 in Design Awareness Workshop for Light Engineering Industry Cluster in association with PHD and National Institute of Design	November 12, 2014	Yamuna Nagar
New Delhi	Seminar on Foundry Modernization & Export Opportunities at IESS IV 2014 in association with Institute of India Foundrymen. Presentation on IESS IV 2014 was given	November 15, 2014	Batala
New Delhi	Seminar on Opportunities in IESS IV 2014 and Hannover Messe 2015 in association with Industries Association	November 18, 2014	Muzzaffar nagar
New Delhi	Participated and presentation given on IESS IV and Hannover Messe 2015 in International Engineering Technology & Sourcing Show organized by Chamber of Industrial & Commercial Undertakings	November 21, 2014	Ludhiana
New Delhi	Seminar on Export Awareness & Opportunities in IESS IV 2014 and Hannover Messe 2015 at Vishwakarma Industrial Association	November 27, 2014	Jaipur

**Annexure – I (Contd.)**

<b>Name of the Office</b>	<b>Event Details</b>	<b>Date</b>	<b>Venue</b>
New Delhi	Seminar on Export Payment Mechanisms, Financing & Risk Management	November 27, 2014	New Delhi
New Delhi	Participated and presented IESS IV 2014 and Hannover Messe 2015 event at the WIN FAIR Exhibition held at Pragati Maidan organized by HANNOVER MESSE	December 9 – 3, 2014	New Delhi
New Delhi	Leadership talks series with Mr. R. C. Bhargava, Chairman, Maruti Suzuki	January 07, 2015	New Delhi
New Delhi	Seminar on Business Opportunities at Hannover Messe 2015	January 29, 2015	New Delhi
New Delhi	Organized Press Conference on India Partner Country for Hannover Messe 2015	March 23, 2015	New Delhi
New Delhi	Organized Seminar-cum-Workshop on 'SAY YES TO SUSTAINABLE MSME IN INDIA'	March 25, 2015	New Delhi

## **Annexure – II**

### **Details of Meetings with Government Officials/ Agencies/Open House Meeting held during the year 2013-14**

#### **Eastern Region**

- Interactive Session with Mr. Rainer Schmiedchen, Consul General, Consulate General of the Federal Republic of Germany, Kolkata; Ms. Sabina Pandey, Regional Director from IGCC; Mr. Robin Fernandez, Project Manager International Fairs from Hannover Milano Fair India Pvt. Ltd. regarding Business Opportunities in Hannover Messe, 2015 at Kolkata on January 16, 2015.
- Meeting with Shri Sanjiv Chopra, IAS, Principal Secretary, Department of Industry, Government of Odisha on February 23, 2015 at Bhubaneswar.
- Meeting with Chief Commissioner of Central Excise at Kolkata on February 11, 2015.

#### **Western Region**

- Meeting with the Chief Commissioner of Sales Tax, Mr. Nitin Kareer on April 22, 2014.
- Interactive Session with Revenue Secretary in Mumbai on April 23, 2014.
- Meeting with Ms. Mugdha Sinha, Director, FT-NAFTA/LAC, Department of Commerce on June 16, 2014.
- Meeting with Sales Tax Commissioner (VAT), Mr. Jalota at Mazgoan on February 05, 2015.

#### **Northern Region**

- Meeting with the Principal Secretary of Uttar Pradesh Mr. Mahesh Gupta on April 25, 2014.
- RSCQC meeting with Mr. M. S. Dhillon, Jt. DGFT on May 23, 2014.
- RSCQC meeting with Mr. M. S. Dhillon, Jt. DGFT on October 30, 2014.

#### **Southern Region**

- Meeting with Mr. K. Pradeep Chandra, IAS, Principal Secretary, Industries and Commerce, Government of Telengana on October 08, 2014.
- Interactive Session with Government Officials on November 07, 2014 in Chennai.
- Meeting with Mr. Jayesh Ranjan, Commissioner of Industries, Government of Telengana on November 17, 2014.

## **Annexure – III**

### **Training Programme Organized during the year 2012-13**

#### **Eastern Region**

- Programme on Product Market Identifications & Market Entry Strategy on May 30, 2014.
- Programme on ICC INCOTERMS 2010 on June 1, 2014.
- Programme on Letters of Credit & UCP 600 on July 25, 2014.

#### **Southern Region**

- Cost Management in Export/Import Process – A Rupee Saved in the Rupee Earned on April 05, 2014.
- Letters of Credit on April 26, 2014.
- Incentives for Export and Import with Documentation Procedure on May 17, 2014.
- Business Opportunities for Export of Engineering Products in association with Trichy District Tiny & Small Scale Industries Association, Tiruchirappalli on July 18, 2014.
- Business Opportunities for Export of Engineering Goods at Madurai in association with Export Promotion Centre, Madurai on February 04, 2015.

#### **Western Region**

- Training Programme on Letters of Credit and Discrepancy Management on September 12, 2014.
- Training Programme on Finance for Non-Finance Managers on February 27, 2015.
- Training Programme on Exports and Export Finance on March 20, 2015.

## Annexure IV

### Details of Panel Meetings Held during 2014-15

Sl. No.	Name of the Panel	Date of Meeting	Place of Meeting
1.	Bright Bars and other Miscellaneous Products (P-19)	04.04.2014	Kolkata
2.	Sanitary Castings including Builders' Hardware (P-20)	11.04.2014 22.07.2014 26.11.2014 04.02.2015	Kolkata Kolkata Kolkata Kolkata
3.	Iron and Steel (P-13)	25.04.2014	Mumbai
4.	Aluminium and Products (other than Castings) [P-23]	30.04.2014 02.03.2015	Kolkata Kolkata
5.	Mica and other Mineral based Products (P-32)	20.06.2014 30.01.2015	Kolkata Kolkata
6.	Pumps – all types (P-28)	20.06.2014 30.01.2015	Chennai Chennai
7.	Electric Machinery (P-10)	02.08.2014	Mumbai
8.	Fasteners – all types (P-27)	08.08.2014 12.12.2014	Ludhiana Ludhiana
9.	Bicycle, Parts and similar products (P-8)	08.08.2014	Ludhiana
10.	Pharmaceutical Machinery, Medical Device & Surgical Equipment (P-42)	17.10.2014	New Delhi
11.	Hand Tools (P-15)	23.01.2015	Jalandhar
12.	Machine Tools (P-14)	11.02.2015	Coimbatore
13.	Railway and related products and Equipment (P-36)	10.03.2015	Kolkata
14.	Project Exports (P-29)	12.03.2015	Kolkata
15.	Joint Panel Meetings of Construction and Earthmoving Machinery Panel (P-30) and Agricultural Machinery Panel (P-4)	25.03.2015	Kolkata
16.	Ferrous Industrial Castings (P-21)	27.03.2015	Kolkata
17.	Fabricated Steel Structure including Transmission Line Towers (P-16)	30.03.2015	Kolkata

### Details of Other Meetings Held during 2014-15

Sl. No.	Name of the Committee	Date of Meeting	Place of Meeting
1.	Committee on Trade with Latin America	25.04.2014	Mumbai
2.	Committee on Trade with ASEAN countries	29.04.2014 10.02.2015	Kolkata Kolkata
3.	Committee on Trade with CIS countries	08.05.2014	Chennai
4.	Committee on Trade with Australia and New Zealand	22.05.2014	Kolkata
5.	Regional Award Sub-Committee (Southern Region)	01.08.2014	Chennai
6.	Regional Committee (Southern Region)	01.08.2014	Chennai
7.	Committee on Trade with Central, Eastern and Southern Africa	01.08.2014	Chennai
8.	Regional Award Sub-Committee (Eastern Region)	20.08.2014	Kolkata
9.	Regional Committee (Northern Region)	25.08.2014	New Delhi
10.	Regional Committee (Western Region)	20.01.2015	Mumbai

## LIST OF WORKING COMMITTEE MEMBERS [2013-14]

Sl. No.	Name of Members & Address	Name of the Panel
1.	Shri B. T. Ajwani Managing Director M/s. Fluo-Lite Pvt.Ltd. 21, Place Orchard Apartment 9th Main, 6thCross RMV Extension, Bengaluru 560 080 Karnataka State	Renewable Energy Equipments
2.	Shri Sohil Marwaha General Manager (Exports) M/s. Wilson Engineering Works 9-10-11 Neelam Bldg. 108, R. G. Thadani Road, Worli Mumbai 400 018	Heavy Industries – Industrial Machinery for Paper, Cement, Chemicals and Textiles
3.	Shri Anoop Marwaha Partner M/s. Marston Industries 9-10-11 Neelam Bldg. (Ground Floor) 108, R. G. Thadani Road, Worli, Mumbai 400 018	Food Processing Machinery
4.	Shri Siddharth Shah CEO M/s. Nevatia Udyog 20, Maharshi Debendra Road Kolkata 700 007	Agricultural Machinery
5.	Shri Amrutlal B. Bhimani Chairman & Mg. Director M/s. Dynamic Engineering Co. (P) Ltd. 268/269, G.I.D.C. Wadhwancity – 363035 (Gujarat)	Other Industrial Machinery
6.	Vacant – to be nominated	Heavy & Light Motor Vehicles
7.	Shri Sarabhjit Singh Bhasin CEO - Exports M/s. Styr Exports # 103, Imperial Palace, 45, Telly Park Road, Andheri (E), Mumbai 400 068	Auto Parts – Electrical and Others
8.	Shri Satish Kumar Dhanda Partner M/s. Sadem Industries 32 Club Road, Ludhiana 141 001	Bicycles Parts and similar Products

Sl.No.	Name of Members & Address	Name of the Panel
9.	Shri Amrit G. Jalavadia Partner Sensitive Industries 1 Umakant Pandit Udhyog Nagar MAVDI Plot Rajkot 360 004, Gujarat	Internal Combustion Engines
10.	Shri C D Shah Director Nylex Group India B-804, 02, Near Minerva Industrial Estate Opp. Asha Nagar Mulund (W), Mumbai 400 080	Electrical Machinery
11.	Shri Aman Chadha Partner M/s. Harvinder & Co. Nikko House 399 Vithalbhair Patel Road, Mumbai 400 004	Two Wheelers and Three Wheelers
12.	Shri Sunil Krishna Khaitan CMD M/s. Khaitan Electricals Ltd. Everest House (20th Floor) 46C, J. L. Nehru Road, Kolkata 700 071	Electrical and Home Appliances
13.	Shri Pankaj Chadha Partner M/s. Jyoti Steel Industries Opp. Gaiety Galaxy Cinema Kadad Bhavan (4th floor) 30th Road, Bandra (W), Mumbai 400050	Iron and Steel
14.	Shri K. R. Pandian Partner & CEO M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalappatti, Coimbatore 641 048 Tamil Nadu	Machine Tools
15.	Shri Ashwani Kumar Partner M/s. Victor Forgings A-4, Focal Point, T.T.Road, Bye Pass, Jalandhar 144 004	Hand Tools
16.	Shri Arun Kumar Garodia Managing Director M/s. Corona Steel Industry (P) Ltd. P-34, India Exchange Place Shah House (3rd Floor) Kolkata 700 001	Fabricated Steel Structures including Transmission Line Towers



Sl. No.	Name of Members & Address	Name of the Panel
17.	Shri Ramesh Kumar Mutha Director M/s. Mohan Mutha Exports Pvt.Ltd. No. 109, Vellala Street, Purusawalkam Chennai 600 084	Steel Pipes, Tubes and Fittings
18.	Shri Jaspal Singh Bhasin Partner M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033	Steel Wire, Wire Products and Cables
19.	Shri L. P. Gupta Managing Director M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani Kumarpur, Asansol 713 304 West Bengal	Bright Bars and Other Misc. Products
20.	Shri S. S. Kejriwal Director M/s. Kiswok Industries Pvt. Ltd. Draupadi Mansion (1st Floor) 11, Brabourne Road, Kolkata 700 001	Sanitary Castings including Builders' Hardware
21.	Shri R. P. Sehgal Managing Director M/s. Carnation Industries Ltd. 222, A.J.C. Bose Road 1st Floor, Room No. 4 & 5 Kolkata 700 017	Ferrous Industrial Castings
22.	Shri Avinash Gupta Managing Director M/s. R. N. Gupta & Co. C-55, Focal Point, Ludhiana 141 010	Steel Forgings – all types
23.	Shri Tushar Dalmia Director M/s. Anvil Cables Pvt. Ltd. 224 A.J.C. Bose Road 102 Krishna Building Kolkata 700 017	Aluminium and Products (other than Castings)
24.	Shri Sukhvinder Singh Bhasin Partner M/s. B S International (Bombay) 37, Barrister Nath Pai Marg Cottongreen Mumbai 400 033	Other Non-Ferrous Metals & Manufactures thereof (Other than Aluminium)

Sl.No.	Name of Members & Address	Name of the Panel
25.	Shri Kuldip Singh Chadha CEO M/s. Indo Nikko Industries Nikko House 399, V.P. Road, Mumbai 400 004	Design, Technical and Consultancy Services
26.	Shri Chandubhai C. Udeshi Chairman M/s. Metro Exporters (P) Ltd. Kakad Chamber 132, Dr. Annie Basant Road Worli Mumbai 400 018	Super Star/Star/ Trading and Export House
27.	Mrs. Kamna Raj Aggarwalla Partner (Director Marketing) M/s. GDPA Fasteners GDPA House, Near Railway Godowns Jalandhar City 144 004	Fasteners - all types
28.	Shri Mahesh K. Desai MD & CEO M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1056/ A&B, Industrial Area, Azamabad Hyderabad 500 020 (A.P.)	Pumps - all types
29.	Shri P. K. Shah Director M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani, Kolkata 700 017	Project Exports
30.	Shri Rakesh Shah Partner M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani, Kolkata 700 017	Construction and Earthmoving Machinery
31.	Shri Rajesh Kumar Sonthalia CEO M/s. S. R. Enterprise 4/1A, Jagmohan Mullick Lane Kolkata 700 007	Free Trade Zone and 100% Export Oriented Units
32.	Shri M. L. Rajgarhia Chairman & Mg. Director M/s. Mica Manufacturing Co. (P) Ltd. 3C, Camac Street, Kolkata 700 016	Mica and other Mineral Products
33.	Shri Tarvinder Singh Bhasin Partner M/s. Bharat Parabolic Springs Pvt Ltd 37, Barrister Nath Pai Marg Cotton Green, Mumbai 400033	Office Equipment and Similar Products

Sl.No.	Name of Members & Address	Name of the Panel
34.	Shri Krishnanlal Dhingra Managing Director M/s. Snowdrop Engineering Pvt. Ltd. C/1-51, 18C, Elco Arcade 46, Hill Road, Bandra West Mumbai 400 050	Small & Cutting Tools
35.	Shri C. S. Shukla Director M/s. Paramount Surgimed Ltd 31C, Pocket-B Siddhartha Extension, New Delhi 110 014	Industrial & Scientific Instruments
36.	Shri Anupam Shah Director M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani, Kolkata 700 017	Railway and Related Products and Equipment
37.	Shri Surendra Keyal CEO Alloys Metals (India) 7, Clyde Row, Hastings, 1st Floor, Flat No. 6, Kolkata 700022	Ferro Alloys
38.	Shri Hitendra B. Bhalaria Managing Director M/s. Bhalaria Metal Craft Pvt.Ltd. 401, Soni House, 4th floor 4th Road, 19 Surana Nagar CHS JVPD Scheme, Vile Parle (E), Mumbai 400 056	Household and Kitchenware
39.	Shri B. D. Agarwal Partner M/s. Calcutta Export Co. 18, R.N. Mukherjee Road 4th Floor, Kolkata 700 001	Builders Hardware including Hinges, Locks etc. of Base Metal Door Fittings, Locks, Pad
40.	Shri Rohinton R. Engineer Director Industrial Boilers Ltd. 227-228, Vapi Indl. Township, G.I.D.C., Vapi-396 195 (Guj)	Industrial Equipments and Accessories
41.	Vacant – to be nominated	Auto Parts – Suspension, Braking and Drive Transmission
<b>NOMINATED BY CHAIRMAN</b>		
42.	Shri Shaily Grover Co-Convenor (Medical Device Sector) Pharmaceutical Machinery, Medical and Surgical Equipments Panel, EEPC India C/o: M/s. Paramount Surgimed Limited 1, Local Shopping Centre, Okhla Main Road Okhla Phase-2, New Delhi 110 020	Pharmaceutical Machinery, Medical and Surgical Equipments

Sl. No.	Name of Members & Address	Name of the Panel
	<p>Shri Ratan Singhania Co-Convenor (Pharma Machinery Sector) Pharmaceutical Machinery, Medical and Surgical Equipments Panel, EEPC India C/o: Indian Pharma Machinery Manufacturers Association (IPMMA) 20, Suyog Industrial Estate LBS Marg, Vikroli (West) Mumbai 400 083</p> <p>Correspondence Address:</p> <p>Mr Ratan Singhania President, Indian Pharma Machinery Manufactur's Association 20, Suyog Industrial Estate LBS Marg, Vikhroli (W), Mumbai 400083 Maharashtra</p>	Pharmaceutical Machinery, Medical and Surgical Equipments
<b>NOMINEE OF GOVERNMENT OF INDIA</b>		
43.	<p>Shri Ravi Capoor Joint Secretary Ministry of Commerce &amp; Industry Department of Commerce Government of India Udyog Bhavan, Room No. 216 New Delhi 110 011</p> <p><b>ALTERNATE</b></p> <p>Shri N. Ramakrishnan Deputy Secretary Ministry of Commerce &amp; Industry Department of Commerce Government of India Udyog Bhavan New Delhi 110 011</p>	
<b>MEMBER FROM THE SECRETARIAT</b>		
46.	<p>Shri B. Sarkar Executive Director &amp; Secretary EEPC India Vandhana Building (4th Floor) 11, Tolstoy Marg New Delhi 110 001</p>	
<b>SPECIAL INVITEES PAST CHAIRMEN</b>		
47.	<p>Shri Ramesh Maheshwari Past Chairman, EEPC India C/o. M/s. Texmaco Limited Birla Building, 6th Floor 9/1, R. N. Mukherjee Road Kolkata 700 001</p>	

Sl. No.	Name of Members & Address	Name of the Panel
48.	Shri G. D. Shah Past Chairman, EEPC India C/o: M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	
49.	Shri T. A. S. Balagopal Past Chairman, EEPC India A 404, Manasarovar 19, Third Seaward Road Valmiki Nagar Chennai 600 041	
50.	Shri R. P. Jhalani Past Chairman, EEPC India M/s. Aarvee Waxpol Tools (India) Pvt. Ltd. 49, Jorbagh, New Delhi 110 003	
51.	Shri M.C. Shah Past Chairman, EEPC India M/s. Nipha Exports Pvt. Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	
<b>OTHERS</b>		
52.	Shri Sharad Aggarwal Chairman, Committee on Drawback, Taxation including GST EEPC India C/o: M/s. Forgings & Chemicals Industries G. T. Road, Bye Pass Near Hotel Ranvir Classic Jalandhar 144 012, Punjab	
53.	Shri Ashok Kumar Mahendru Chairman, Committee on Raw Material, EEPC India C/o. : M/s. Uttam Galva Steels Ltd. Uttam House, 2nd Floor 69, P.D. Mello Road Carnac Bunder, Masjid Bunder Mumbai 400 009	
54.	Shri Mukul Khandelwal Chairman Committee on Trade with Australia, New Zealand EEPC India C/o: M/s. Eastern Anticorrosives Ltd. Vidya Sagar Sarani, Kumarpur Asansol 713 304, West Bengal	
55.	Shri P. R. Venkatachalam Chairman Committee on Trade with West Asia, EEPC India C/o: M/s. Metro Exporters Pvt. Ltd. Kakad Chambers 132, Dr. A. B. Road, Worli Mumbai 400 018	

## CHAIRMAN/ SR. VICE CHAIRMAN/ VICE CHAIRMAN/ REGIONAL CHAIRMEN/CHAIRPERSON

<b>Shri Anupam Shah</b> (Contact details given under Sl. No. 36)	Chairman EEPC India
<b>Shri Tarvinder Singh Bhasin</b> (Contact details given under Sl. No. 33)	Sr. Vice Chairman EEPC India
<b>Shri R. P. Sehgal</b> (Contact details given under Sl. No. 21)	Vice Chairman EEPC India
<b>Shri Mahesh K. Desai</b> (Contact details given under Sl. No. 28)	Regional Chairman (SR), EEPC India
<b>Mrs. Kamna Raj Aggarwalla</b> (Contact details given under Sl. No. 27)	Regional Chairperson (NR), EEPC India
<b>Shri Arun Kumar Garodia</b> (Contact details given under Sl. No. 16)	Regional Chairman (ER), EEPC India
<b>Shri Pankaj Chadha</b> (Contact details given under Sl. No. 13)	Regional Chairman (WR), EEPC India

## DY. REGIONAL CHAIRMEN

<b>EASTERN</b>	1. Shri B. D. Agarwal 2. Shri Girish Kumar Madhogaria	M/s. Calcutta Export Co. M/s. NIF Ispat Limited	Kolkata Howrah	Dy. Regional Chairman Dy. Regional Chairman
<b>NORTHERN</b>	1. Shri Pradeep Kumar Aggarwal 2. Shri Gunit S. Rana	M/s. Spark Engineering Pvt. Ltd. M/s. Gripwell Forgings & Tools	Ghaziabad Jalandhar	Dy. Regional Chairman Dy. Regional Chairman
<b>SOUTHERN</b>	1. Shri R. Seshagiri 2. Shri Y. Hariharan	M/s. Gears & Gear Drives Pvt. Ltd. M/S IGP Engineers (P) Ltd.	Bangalore Chennai	Dy. Regional Chairman Dy. Regional Chairman
<b>WESTERN</b>	1. Shri K. L. Dhingra 2. Shri Anoop Marwaha	M/s. Snowdrop Engineering P. Ltd. M/s. Marslon Industries	Mumbai Mumbai	Dy. Regional Chairman Dy. Regional Chairman

## LIST OF COMMITTEE OF ADMINISTRATION MEMBERS (2013-15)

<b>Shri Anupam Shah</b> <i>Director</i> M/s. Nipha India (P) Ltd. 48, Ganga Jamuna 28/1, Shakespeare Sarani Kolkata 700 017	<i>Chairman</i>	<b>Shri P. K. Shah</b> <i>Director</i> M/s. Nipha Exports (P) Ltd. 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	<i>Member</i>
<b>Shri Tarvinder Singh Bhasin</b> <i>Partner</i> M/s. Bharat Parabolic Springs Pvt Ltd 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033	<i>Sr. Vice Chairman</i>	<b>Shri S. S. Kejriwal</b> <i>Director</i> M/s. Kiswok Industries Pvt. Ltd. Draupadi Mansion (1st Floor) 11, Brabourne Road Kolkata 700 001	<i>Member</i>
<b>Shri R. P. Sehgal</b> <i>Managing Director</i> M/s. Carnation Industries Ltd. 222, A.J.C. Bose Road 1st Floor, Room No. 4 & 5 Kolkata 700 017	<i>Vice Chairman</i>	<b>Shri K. R. Pandian</b> <i>Partner &amp; CEO</i> M/s. Sharp Tools 9/10 Sitra Road, Sharp Nagar Kalappatti Coimbatore 641 048 Tamil Nadu	<i>Member</i>
<b>Shri Mahesh K. Desai</b> <i>MD &amp; CEO</i> M/s. Meera & Ceiko Pumps Pvt. Ltd. 1-7-1054/ A&B Industrial Area, Azamabad Hyderabad 500 020 (A.P.)	<i>Regional Chairman (SR)</i>	<b>Shri C. S. Shukla</b> <i>Director</i> M/s. Paramount Surgimed Ltd 31C, Pocket-B Siddhartha Extension New Delhi 110 014	<i>Member</i>
<b>Shri Arun Kumar Garodia</b> <i>Managing Director</i> M/s. Corona Steel Industry (P) Ltd. P-34, India Exchange Place Shah House (3rd Floor) Kolkata 700 001	<i>Regional Chairman (ER)</i>	<b>Shri Ravi Capoor</b> <i>Joint Secretary</i> Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan, Room No. 216 New Delhi – 110 011	<i>Member ( Govt. of India Nominee)</i>
<b>Mrs. Kamna Raj Aggarwalla</b> <i>Partner</i> M/s. GDPA Fasteners GDPA House Near Railway Godowns Jalandhar City 144 004 Punjab	<i>Regional Chairperson (NR)</i>	<b>ALTERNATE OF GOVT. NOMINEE</b>  <b>Shri Ramakrishnan. N</b> <i>Deputy Secretary</i> Ministry of Commerce & Industry Department of Commerce Government of India Udyog Bhavan New Delhi 110 011	
<b>Shri Pankaj Chadha</b> <i>Partner</i> M/s. Jyoti Steel Industries Opp. Gaiety Galaxy Cinema Kadad Bhavan (4th Floor) 30th Road, Bandra (W) Mumbai 400050	<i>Regional Chairman (WR)</i>	<b>Shri Rakesh Shah</b> <i>Partner</i> M/s. Nipha Enterprises 48, Ganga Jamuna Apartments 28/1, Shakespeare Sarani Kolkata 700 017	<i>Special Invitee</i>
<b>Shri Jaspal Singh Bhasin</b> <i>Partner</i> M/s. ASB International 37, Barrister Nath Pai Marg Cotton Green Mumbai 400 033	<i>Member</i>	<b>Shri Aman Chadha</b> <i>Partner</i> M/s. Harvinder & Co. Nikko House 399 Vithalbhair Patel Road Mumbai 400 004	<i>Special Invitee</i>



## **INDEPENDENT AUDITOR'S REPORT**

### **To the Members of EEPC INDIA**

#### **Report on the Financial Statements**

I have audited the accompanying financial statements of EEPC INDIA (Company Limited by Guarantee) ("the Council") which comprise the Balance Sheet as at March 31, 2015, and the Statement of Income & Expenditure and Cash Flow Statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### **Management's Responsibility for the Financial Statements**

The Council's working committee is responsible for the matters in section 134(5) of the Companies Act, 2013 ("the Act") with respect to the preparation of these financial statements that give a true and fair view of the financial position, financial performance and cash flow of the Council in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014. This responsibility also includes the maintenance of adequate accounting records in accordance with the provision of the Act for safeguarding of the assets of the Council and for preventing and detecting the frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of internal financial control, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

My responsibility is to express an opinion on these financial statements based on my audit.

I have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

I conducted audit in accordance with the Standards on Auditing specified under section 143(10) of the Act. Those Standards require that I comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Council's preparation of the financial statements that give true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by Council's Members, as well as evaluating the overall presentation of the financial statements.

I believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for my audit opinion on the financial statements.

#### **Opinion**

In my opinion and to the best of my information and according to the explanations given to me, the aforesaid financial statements subject to and read with the summary of significant accounting policies and other explanatory information, as contained in Note 1 and 3, give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India;

- a) in the case of the Balance Sheet, of the state of affairs of the Council as at March 31, 2015; and
- b) in the case of the Statement of Income & Expenditure Account, of the excess of Income over Expenditure for the year ended on that date.

#### **Report on Other Legal and Regulatory Requirements**

1. This report does not include a statement on matters specified in paragraphs 3 and 4 of the Companies (Auditor's Report) Order, 2015 issued by the Central Government of India in terms of sub-section (11) of section 143 of the Companies Act 2013, since in my opinion and according to the information and explanation given to me, the said order is not applicable to the Council, which is a company licensed to operate under Section 8 of the Companies Act, 2013.

2. As required by section 143(3) of the Act, I report that:

- a) I have sought and obtained all the information and explanations which to the best of my knowledge and belief were necessary for the purposes of my audit;
- b) In my opinion, proper books of account as required by law have been kept by the Council so far as appears from examination of those books;
- c) The Balance Sheet, the Statement of Income and Expenditure and Cash Flow Statement dealt with by this Report are in agreement with the books of account;
- d) In my opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014;
- e) On the basis of written representations received from the member of working committee as on 31st March, 2015, taken on record by the working committee, none of the member is disqualified as on 31st March, 2015, from being appointed as a member in terms of Section 164(2) of the Act;
- f) In my opinion, the council has adequate internal financial controls system in place and the operating effectiveness of such controls;
- g) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit & Auditors) Rules, 2014, in our opinion and to the best of information and according to the explanations given to me:
  - i) The Council does not have any pending litigations which would impact its financial position.
  - ii) The Council did not have any such long-term contracts including derivatives contracts for which there were any material foreseeable losses.
  - iii) There were no amounts which required to be transferred to the Investor Education and Protection Fund by the Council.

Place: Kolkata  
Date: 4th September, 2015

For **S. Saraogi & Co.**  
Chartered Accountants  
FRN 312196E  
**Sushil Kr. Jain**  
Proprietor  
Mem. No. 050848

## BALANCE SHEET as at 31st March, 2015

(In ₹)

	Note No.	AS ON 31.03.2015	AS ON 31.03.2014
<b>EQUITY AND LIABILITIES</b>			
<b>Funds</b>			
(a) Reserves & surplus	2.1	439,716,854	360,150,334
<b>Non-current Liabilities</b>			
(a) Other long-term Liabilities	2.2	15,067	272,075
(b) Long-term provisions	2.3	51,935,099	45,064,030
<b>Current Liabilities</b>			
(a) Trade payables	2.4	45,059,935	40,767,332
(b) Other current Liabilities	2.5	326,964,620	85,881,991
(c) Short-term provisions	2.6	3,444,930	6,336,195
<b>TOTAL</b>		<b>867,136,505</b>	<b>538,471,957</b>
<b>ASSETS</b>			
<b>Non-current Assets</b>			
(a) Fixed Assets			
(i) Tangible Assets	2.7	135,178,237	137,744,276
(b) Long-term Loans & Advances	2.8	12,792,581	6,435,338
<b>Current Assets</b>			
(a) Trade receivables	2.9	6,577,187	11,189,649
(b) Cash & cash equivalents	2.10	590,141,377	352,235,562
(c) Short-term Loans & Advances	2.11	105,338,472	23,895,999
(d) Other Current Assets	2.12	17,108,651	6,971,133
<b>TOTAL</b>		<b>867,136,505</b>	<b>538,471,957</b>
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1		
OTHER EXPLANATORY INFORMATION	3		

Signed in terms of our audit report of even date.

**ANUPAM SHAH**  
Chairman

**T.S.BHASIN**  
Sr. Vice Chairman

**B. SARKAR**  
Executive Director  
& Secretary

For **S. Saraogi & Co.**  
Chartered Accountants  
F. R. N. 312196 E

**(Sushil Kr. Jain)**  
Proprietor  
M. No. 050848

1/1A, Vansittart Row, 2nd Floor  
Room No.9, Kolkata 700 001  
Dated : 4th September, 2015

## STATEMENT OF INCOME AND EXPENDITURE for the year ended 31st March, 2015

			(In ₹)
PARTICULARS	Note No.	2014-2015	2013-2014
<b>INCOME</b>			
Revenue from operations	2.13	264,829,151	250,867,424
Grant-in-aid from Govt. of India	2.14	157,927,157	63,570,335
Other Income	2.15	33,011,614	45,670,503
<b>Total Revenue</b>		<b>455,767,922</b>	<b>360,108,262</b>
<b>EXPENSES</b>			
Employee benefits expense	2.16	134,493,215	117,992,153
Depreciation & Amortisation	2.17	15,731,163	10,199,645
Other expenses	2.18	295,431,447	223,785,837
<b>Total Expenses</b>		<b>445,655,825</b>	<b>351,977,635</b>
<b>Surplus /(Deficit) for the year</b>		<b>10,112,097</b>	<b>8,130,627</b>

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES	1
OTHER EXPLANATORY INFORMATION	3

Signed in terms of our audit report of even date.

**ANUPAM SHAH**  
Chairman

**T.S.BHASIN**  
Sr. Vice Chairman

**B. SARKAR**  
Executive Director  
& Secretary

For **S. Saraogi & Co.**  
Chartered Accountants  
F. R. N. 312196 E

**(Sushil Kr. Jain)**  
Proprietor  
M. No. 050848

1/1A, Vansittart Row, 2nd Floor  
Room No.9, Kolkata 700 001  
Dated : 4th September, 2015

## NOTES ON ACCOUNTS

### for the year ended March 31, 2015

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

(In ₹)

Particulars	As at 31.03.2015	As at 31.03.2014
<b>NOTE: 2.1: RESERVES &amp; SURPLUS</b>		
<b>General Reserve Fund</b>		
As per last Balance Sheet	240,842,760	225,842,760
Add: Transferred from Surplus	-	15,000,000
Closing Balance (A)	<u>240,842,760</u>	<u>240,842,760</u>
<b>Staff Welfare Fund</b>		
House Building/Vehicle/Computer Advance		
As per last Balance Sheet	17,114,913	16,787,524
Add: Addition during the year	603,245	327,389
Closing Balance (B)	<u>17,718,158</u>	<u>17,114,913</u>
<b>Building Fund</b>		
As per last Balance Sheet	91,013,682	41,580,611
Add: Addition during the year	45,000,000	45,000,000
Interest on earmarked Investments	11,351,178	4,433,071
Closing Balance (C)	<u>147,364,860</u>	<u>91,013,682</u>
<b>DIAMOND JUBILEE CELEBRATION FUND</b>		
As per last Balance Sheet	-	-
Add: Addition during the year	12,500,000	-
Closing Balance (D)	<u>12,500,000</u>	<u>-</u>
<b>Surplus</b>		
As per last Balance Sheet	11,178,979	18,048,352
Add: Transferred from the Statement of Income and Expenditure	10,112,097	8,130,627
	<u>21,291,076</u>	<u>26,178,979</u>
Less: Transferred to General Reserve Fund	-	15,000,000
Closing Balance (E)	<u>21,291,076</u>	<u>11,178,979</u>
<b>Total (A) +(B) +( C)+(D) +(E)</b>	<u><b>439,716,854</b></u>	<u><b>360,150,334</b></u>



## NOTES ON ACCOUNTS

### for the year ended March 31, 2015 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

	(In ₹)	
Particulars	As at 31.03.2015	As at 31.03.2014
<b>NOTE: 2.2: OTHER LONG-TERM LIABILITIES</b>		
Liabilities for VRS monthly payment cases	15,067	272,075
<b>NOTE: 2.3: LONG-TERM PROVISIONS</b>		
Staff Gratuity & Leave Encashment	51,935,099	45,064,030
<b>NOTE: 2.4: TRADE PAYABLES</b>		
Sundry Creditors for expenses	45,059,935	40,767,332
<b>NOTE: 2.5: OTHER CURRENT LIABILITIES</b>		
Outstanding Liabilities	7,526,100	2,452,023
Liabilities for VRS monthly payment cases	257,792	566,160
Govt. Grant refundable/received in advance	176,790,000	25,994,000
Contribution received in-advanced from members for events	126,474,688	37,811,189
Membership Subscription received-in-advance	15,916,040	19,058,619
	<b>326,964,620</b>	<b>85,881,991</b>
<b>NOTE: 2.6: SHORT TERM PROVISIONS</b>		
Gratuity	2,728,701	4,795,815
Leave Encashment	716,229	1,540,380
	<b>3,444,930</b>	<b>6,336,195</b>

## NOTES ON ACCOUNTS

### for the year ended March 31, 2015 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

#### NOTE: 2.7: FIXED ASSETS

(In ₹)

Assets	GROSS BLOCK				DEPRECIATION AND AMORTIZATION				NET BLOCK	
	As on 01.04.2014	Additions During the year	Sales/ Adjustments During the year	As on 31.03.2015	As on 01.04.2014	Provided for the year	Adjust- ment	Up to 31.03.2015	As on 31.03.2015	As on 31.03.2014
<b>A. TANGIBLES</b>										
Land & Building	159,313,909	372,470	0	159,686,379	38,749,913	5,884,305	0	44,634,218	115,052,161	120,563,996
Furniture & Fittings	20,748,628	8,242,470	4,507,820	24,483,278	15,425,876	3,065,776	3,069,070	15,422,582	9,060,696	5,322,752
Office Equipments	24,469,676	3,125,467	87,940	27,507,203	21,441,302	2,360,204	86,957	23,714,549	3,792,654	3,028,374
Electrical Fittings	5,734,243	620,006	586,350	5,767,899	3,418,053	936,139	406,394	3,947,798	1,820,101	2,316,190
Motor Cars	5,524,213	1,167,464	936,320	5,755,357	2,859,877	1,070,257	867,831	3,062,303	2,693,054	2,664,336
Computers	6,967,966	1,248,425	57,000	8,159,391	5,137,774	1,811,842	57,000	6,892,616	1,266,775	1,830,192
Video Conferencing Equipments	2,150,240	77,000	0	2,227,240	808,596	427,419	0	1,236,015	991,225	1,341,644
Permanent Projection Centre	2,631,180	0	0	2,631,180	1,954,388	175,221	0	2,129,609	501,571	676,792
<b>TOTAL</b>	<b>227,540,055</b>	<b>14,853,302</b>	<b>6,175,430</b>	<b>236,217,927</b>	<b>89,795,779</b>	<b>15,731,163</b>	<b>4,487,252</b>	<b>101,039,690</b>	<b>135,178,237</b>	<b>137,744,276</b>
<b>Previous Year</b>	<b>216,752,790</b>	<b>16,660,954</b>	<b>5,873,689</b>	<b>227,540,055</b>	<b>85,150,449</b>	<b>10,199,645</b>	<b>5,554,315</b>	<b>89,795,779</b>	<b>137,744,276</b>	<b>0</b>

(In ₹)

Particulars	As at 31.03.2015	As at 31.03.2014
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#### NOTE: 2.8: LONG-TERM LOANS AND ADVANCES

##### A. Loans and Advances

##### (Secured and considered goods)

Employees towards House Building Advance	7,511,360	1,985,306
Employees towards purchase of Vehicles	929,928	876,442
Employees towards purchase of Computers	170,488	113,686

##### B. Security Deposits

Security Deposits	4,180,805	3,459,904
	<b>12,792,581</b>	<b>6,435,338</b>

## NOTES ON ACCOUNTS

### for the year ended March 31, 2015 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

(In ₹)

Particulars	As at 31.03.2015	As at 31.03.2014
<b>NOTE: 2.9: TRADE RECEIVABLE</b> <b>(Unsecured and considered goods)</b>		
Contribution Receivables from Members for Events	6,577,187	9,539,649
Contribution Receivables from MSME for Exhibitions	-	1,650,000
	<u>6,577,187</u>	<u>11,189,649</u>
<b>NOTE: 2.10: CASH AND CASH EQUIVALENTS</b>		
<b>A. CASH AND CASH EQUIVALENTS</b>		
Cash in Hand (as certified by the Management including Regional Offices Rs.3,18,973/- and Postage Stamps Rs.92,775/-)	414,512	331,941
Bank Balance with Scheduled Banks		
In Current Accounts		
In India		
Indian Rupees (including Auto Sweep facilities)	64,765,917	30,673,093
Foreign Currency	213,287	-
In Savings Account -		
In India (including Auto Sweep facilities)	176,053,243	21,177,265
In Fixed Deposit Account	93,776,814	73,572,837
<b>B. OTHER BANK BALANCES</b>		
In Fixed Deposit Account		
Earmarked for Gratuity & Leave Encashment	63,810,973	57,002,512
Earmarked for Building Fund	146,900,448	41,354,596
Having maturity period of more than 12 months	11,462,150	100,689,587
Interest accrued on Fixed Deposits	32,744,033	27,433,731
	<u>590,141,377</u>	<u>352,235,562</u>
<b>NOTE: 2.11: SHORT TERM LOANS AND ADVANCES</b>		
Advance for Promotional Expenses	83,514,316	8,887,663
CENVAT Credit receivable	194,468	723,539
Income Tax refundable	13,006,046	7,550,173
Others	8,623,642	6,734,624
	<u>105,338,472</u>	<u>23,895,999</u>
<b>NOTE: 2.12: OTHER CURRENT ASSETS</b>		
Units in Franking Machine	123,239	128,784
Govt. Grant receivable	14,015,266	4,143,031
Interest accrued on Loans & Advances	2,970,146	2,699,318
	<u>17,108,651</u>	<u>6,971,133</u>

## NOTES ON ACCOUNTS

### for the year ended March 31, 2015 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)

(In ₹)

Particulars	2014-2015	2013-2014
<b>NOTE: 2.13: REVENUE FROM OPERATIONS</b>		
<b>INCOME FROM MEMBERS</b>		
Membership Subscription	149,119,263	148,573,088
Subscription for Panel	1,435,267	1,183,935
Contribution from Participating Members	114,274,621	101,110,401
	<u>264,829,151</u>	<u>250,867,424</u>
<b>NOTE: 2.14: GRANT-IN-AID FROM GOVT. OF INDIA</b>		
For the year	<u>157,927,157</u>	<u>63,570,335</u>
<b>NOTE: 2.15: OTHER INCOME</b>		
Advertisement	1,127,003	3,192,273
Other Receipts	1,635,406	10,378,171
Participation/Sponsorship from others	9,496,599	8,797,900
License Fees received from Mumbai new premises	-	3,299,237
Interest Income	20,752,606	20,002,922
	<u>33,011,614</u>	<u>45,670,503</u>
<b>NOTE: 2.16: EMPLOYEE BENEFITS EXPENSE</b>		
Salaries, Allowances & Exgratia	109,247,546	101,108,522
Contribution to Provident Fund & Superannuation Fund	11,835,322	10,379,720
Staff Welfare Expenses	7,234,205	5,938,601
Provision for Gratuity & Leave Encashment	6,176,142	565,310
	<u>134,493,215</u>	<u>117,992,153</u>
<b>NOTE: 2.17: DEPRECIATION AND AMORTIZATION</b>		
Depreciation	<u>15,731,163</u>	<u>10,199,645</u>

## NOTES ON ACCOUNTS

### for the year ended March 31, 2015 (Contd.)

(The previous year figures have been regrouped/reclassified, wherever necessary to conform to the current year presentation)  
(In ₹)

Particulars	2014-2015	2013-2014
<b>NOTE: 2.18: OTHER EXPENSES</b>		
<b>Expenses on Council's Offices</b>		
Rent	9,725,015	10,228,858
Property Tax	1,078,199	988,317
Printing & Stationary, Postage & Telegram, Telephone & Fax	2,438,489	3,203,676
Building Maintenance incl. Electricity	8,777,620	8,642,589
Travelling & Conveyance Charges	1,738,869	1,578,364
Motor Car Up- keep	1,657,942	1,346,786
<b>Auditors' Remuneration</b>		
Audit Fees	400,000	250,000
Internal Auditors' remuneration	300,000	300,000
Professional Fees	1,006,597	901,700
Election Expenses	180,268	219,812
Meeting Expenses	201,327	146,461
Legal Expenses	891,910	1,673,908
Loss on Sale of Assets	1,179,677	175,954
Miscellaneous Expenses	4,335,459	3,878,150
<b>Export Promotion Expenses</b>		
Advertisement/Subscription to Journal & Website	1,116,537	1,238,748
Seminars, Exhibitions, RBSM & Delegations in India	68,810,554	71,146,082
Award Function Expenses (Net)	1,801,763	837,658
Strategy Paper	3,945,920	811,550
Trade Information Division incl. cost of Publications	4,494,385	5,321,022
Expenses on MDA Assistance Scheme	306,045	326,715
ISO Series Expenses	157,716	376,234
Hospitality	923,660	694,546
Delegation/Buyer Seller Meets abroad	619,742	1,185,618
ERP maintenance expences	520,200	899,507
Publications for use Abroad	5,559,906	3,779,960
Exhibitions Abroad including Advertisement	173,263,647	103,633,622
<b>TOTAL</b>	<b>295,431,447</b>	<b>223,785,837</b>



## **NOTES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AS AT 31ST MARCH, 2015 AND STATEMENT OF INCOME & EXPENDITURE FOR THE YEAR ENDED ON THAT DATE.**

### **NOTE-1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

- 1.1. Expenses/Income, especially those relating to specific projects, are accounted for in the year for which budget approval has been granted and not necessarily in the year of incurrence of expenditure. Any payment/receipt on that account is kept under advances/liabilities till the year of budget approval.
- 1.2. Expenditure related to various Code and other specific activities are booked under those functional heads to conform to the budgets approved by the Government of India. As such, expenses shown under various natural heads are not necessarily the total expenditure incurred under these particular heads.
- 1.3. The subscription income from members is not taken into account unless received. As such, no accrued income for membership subscription is considered in the accounts. Subscriptions received in advance have been treated as liability.
- 1.4. Items of printing and stationery are charged to Statement of Income & Expenditure of the year in which the same are purchased.
- 1.5. Pursuant to the policy adopted by the management in 1982-83, the expenditure on Publication is directly charged to Income & Expenditure account and no stock of publications at the end of the year is accounted for, as these are considered purely export promotional literature.
- 1.6. Interest accrued on House Building, Vehicle and Computer Advances are accounted for by way of directly crediting the same to "Staff Welfare Fund" account instead of routing them through Statement of Income & Expenditure.
- 1.7. The Building Fund has been directly credited with Rs.4.50 crore out of the total collection of Membership Subscription during the year to facilitate purchase of properties for the use of the Council. Further, the interest amounting to Rs.1,13,51,178/-received/accrued on the earmarked fixed deposits of Building Fund with banks has also been directly credited to the Building Fund. Similarly a fund has been created for the Council's Diamond Jubilee Celebration. This Fund has been directly credited with Rs.1.25 crore out of the total collection of contribution for promotional events during the year to meet the expenditure for this purpose.
- 1.8. Provision for Gratuity & Leave Encashment is based on actuarial valuation on the present value of future liability. Based on actuarial valuation, total provision required for Gratuity & Leave Encashment is Rs.1,17,16,922/- which includes Rs.55,40,780/-, being interest on earmarked investments of Gratuity & Leave Encashment fund directly credited to the Provision for Gratuity & Leave Encashment Account.
- 1.9. Depreciation is being provided under the W.D.V. method. Till 31.03.2014, depreciation was provided at the rates prescribed under schedule XIV of the Companies Act, 1956. In the current year, the depreciation has been provided on the basis of the useful lives of the fixed assets prescribed under Schedule II of the Companies Act, 2013.
- 1.10. Foreign Currency Transaction:  
Transactions through the foreign currency bank accounts maintained by the Council have been transacted at the standard fixed rates adopted for the year and not at the actual rate prevailing on the date of transaction. The other transactions in foreign currency have been accounted for at the actual rates prevailing on the date of transaction.

### NOTE-3: OTHER EXPLANATORY INFORMATION

- 3.1. Every member of the Council other than the Officials of Government undertakes to contribute to the assets of the Council in the event of the same being wound up during the time that he was a member or within one year afterwards, for payment of the debts and liabilities of the Council contracted prior to the date on which he ceases to be a member and the costs, charges and expenses of winding up the same and the adjustment of the right of the contributories among themselves, such amount as may be required not exceeding Rs.1,000/- in the case of Ordinary Members and Rs.50/- in the case of Associate Members.
- 3.2. (a) Secured Loans to employees for house building and purchase of vehicles include cases where mortgage/lien could not be created on the year end.  
(b) Others in Short Term Loans & Advances as shown in Note 2.11 include Rs.4,91,602/- due from an ex-employee of the Council towards misappropriation of funds in Johannesburg. The Council is trying to recover this amount and adequate provision for loss, if any, will be made after the extent of realisability is ascertained.
- 3.3. The Council is separately maintaining bank accounts (including deposit accounts) in connection with opposing non-tariff barriers, International Price Reimbursement Scheme, Provident Fund, EEPC Pension Fund etc. as a custodian only, which are not forming part of the Council's accounts.
- 3.4. (a) The Council is maintaining a Joint Bank Account for making joint payments on behalf of itself and other occupants in relation to the office space acquired in the International Trade Facilitation Centre at Kolkata. As the Council is only acting as a custodian of this bank account, the same does not form part of its accounts.  
(b) The said bank account was opened for the convenience of these occupants in making those payments which are common in nature, such as, premises maintenance expenses, security services, electricity, water supply, lift maintenance etc. The funds required for such expenses are contributed by all these occupants on a mutually agreed basis.
- 3.5. No provision for Income Tax has been made in the accounts as the Council does not expect any liability on this account.
- 3.6. Grant received from Govt. of India for disbursement to the Exporters under MDA Assistance Scheme has not been treated as Income for the year since the Council only acts as a custodian of the said Grant. The Council has appointed a firm of Chartered Accountants for checking the claim of the exporters under this Scheme before making any such disbursement. The interest, if any, earned on the funds received for making such disbursements under this Scheme is utilized for meeting various administrative expenses e.g. Audit Fees, Bank Charges etc., incurred by the Council for administering this Scheme and is shown accordingly in the Accounts.
- 3.7. Contribution from participating members as shown in Note 2.13 includes amounts towards exhibitions, publicity, conferences etc.
- 3.8. In the absence of confirmation from the parties, various accounts like Loans & Advances, Deposits, Sundry Creditors etc. remain unconfirmed.
- 3.9. Previous year's figures have been regrouped/rearranged and nomenclature changed to make them comparable, as far as practicable, with those of current year.

**OTHER EXPLANATORY INFORMATION (Contd.)**

3.10.	Earnings in Foreign Exchange :	2014 – 2015
		(In ₹)
	(i) Contribution for events	27,40,948
		(7645928)
	(ii) Others	2,70,000
		(5123953)
3.11.	Expenditure in Foreign Currency:	
	(i) Exhibitions, Buyer-Seller Meets	15,08,24,718
		(7446196)
	(ii) Others	41,21,693
		(3423523)

\* Notes: Figures in brackets are for previous year.

**ANUPAM SHAH**  
Chairman

**T.S.BHASIN**  
Sr. Vice Chairman

**B. SARKAR**  
Executive Director  
& Secretary

For **S. Saraogi & Co.**  
Chartered Accountants  
F. R. N. 312196 E

**(Sushil Kr. Jain)**  
Proprietor  
M. No. 050848

1/1A, Vansittart Row, 2nd Floor  
Room No.9, Kolkata 700 001  
Dated : 4th September, 2015

## CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2015

(In ₹)

Particulars	2014 - 2015		2013 - 2014	
<b>CASH FLOW FROM OPERATING ACTIVITIES:</b>				
Surplus/(Deficit) as per Statement of Income & Expenditure		10,112,097		8,130,627
<b>Adjustment for :</b>				
Depreciation	15,731,163		10,199,645	
Loss on Sale of Fixed Assets (Net)	1,179,677		175,954	
Interest Income	(20,752,606)		(20,002,922)	
Collection of contribution for Promotional events credited to Diamond Jubilee Celebration Fund	12,500,000		-	
Membership Subscription credited to Building Fund Account	45,000,000		45,000,000	
		53,658,234		35,372,677
Operating Profit before Working Capital Changes		63,770,331		43,503,304
<b>Adjustments for :</b>				
(Increase) / Decrease in Trade Receivables	4,612,462		9,473,544	
(Increase) / Decrease in Loans & Advances and Other Receivables	(97,791,663)		40,494,953	
Increase / (Decrease) in Liabilities and Provision	249,098,028	155,918,827	12,191,027	62,159,524
		219,689,158		105,662,828
Less : Income Tax Paid (Net)		(5,455,873)		(2,232,989)
<b>[A]</b>		<b>214,233,285</b>		<b>103,429,839</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES:</b>				
Purchase of Fixed Assets	(14,853,302)		(16,660,954)	
Sale Proceeds of Fixed Assets	508,501		143,420	
Investment in deposits with banks	(43,330,853)		(93,273,024)	
Interest Income directly credited to Fund Accounts	11,954,423		4,760,460	
Interest Received	20,752,606	(24,968,625)	20,002,922	(85,027,176)
<b>[B]</b>		<b>(24,968,625)</b>		<b>(85,027,176)</b>

## CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2015 (Contd.)

(In ₹)

<b>CASH FLOW FROM FINANCING ACTIVITIES:</b>		-		
<b>[C]</b>		-		-
Net Increase in Cash & Cash Equivalents (A+B+C)		189,264,660		18,402,663
Opening Cash & Cash Equivalents		52,182,299		33,779,636
Closing Cash & Cash Equivalents		241,446,959		52,182,299
<b>Notes:</b>				
<b>Cash &amp; Cash Equivalents:</b>				
Cash		414,512		331,941
Balance with Scheduled Banks:				
In Savings Account		76,053,243		21,177,265
In Current Account		164,979,204		30,673,093
		241,446,959		52,182,299

Signed in terms of our audit report of even date.

**ANUPAM SHAH**  
Chairman

**T.S.BHASIN**  
Sr. Vice Chairman

**B. SARKAR**  
Executive Director  
& Secretary

For **S. Saraogi & Co.**  
Chartered Accountants  
F. R. N. 312196 E

**(Sushil Kr. Jain)**  
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