

**India Engineering Sourcing Show 2013**  
**14-16 March 2013**  
**Bombay Exhibition Centre, Mumbai**



**APPLICATION FORM FOR OVERSEAS EXHIBITORS**

NAME: .....  
 POSITION: .....  
 COMPANY: .....  
 LINE OF BUSINESS: .....  
 ADDRESS: .....  
 .....  
 CITY: .....  
 COUNTRY: .....  
 PHONE: .....  
 MOBILE: .....  
 FAX: .....  
 E-MAIL: .....  
 WEBSITE: .....

ACCREDITATION TO INTERNATIONAL STANDARDS: (LIKE ISO, QS, ETC.):  YES  NO IF YES, SPECIFY: .....  
 SPACE REQUIRED: (MIN. 9 SQ M): ..... SQ M  
 BOOTH TYPE:  ONE SIDE OPEN  TWO SIDES OPEN  
 BARE SPACE REQUIRED: (MIN. 36 SQ M): ..... SQ M

**PAYMENT TERMS**

50% ON APPLICATION : US\$/INR .....  
 BALANCE DUE BY 31 DEC 2012 : US\$/INR .....  
 SIGNED BY: .....  
 POSITION: .....  
 SIGNATURE: .....  
 DATE (dd/mm/yyyy): ...../...../.....

**REGISTRATION FORM FOR VISITORS**

NAME: .....  
 POSITION: .....  
 COMPANY: .....  
 LINE OF BUSINESS: .....  
 ADDRESS: .....  
 .....  
 CITY: .....  
 COUNTRY: .....  
 PHONE: .....

MOBILE: .....  
 FAX: .....  
 E-MAIL: .....  
 WEBSITE: .....  
 SIGNATURE: .....  
 DATE (dd/mm/yyyy): ...../...../.....

Application/Registration form are available on [www.iesshow.in](http://www.iesshow.in).

Apply online or download the form and email to [iess.intl@eepcindia.net](mailto:iess.intl@eepcindia.net) or Fax to +91 11 23736480

**NOW  
 BIGGER  
 THAN  
 BEFORE!**



**India Engineering Sourcing Show 2013**

**Bombay Exhibition Centre, Mumbai, India**  
**14 > 16 March 2013**

[www.iesshow.in](http://www.iesshow.in)



ORGANISED BY



# Welcome.

*to India's largest international engineering sourcing show.*

The second edition of India's largest international engineering sourcing show will open on 14 March 2013 in Mumbai. Organised by the **Ministry of Commerce & Industry, Government of India**, with **EEPC India** as the lead agency, this time, the **India Engineering Sourcing Show (IESS) 2013** will build on its success in 2012 and lay out for you a bigger and more extensive show.

## How you benefit from IESS 2013

- Meet buyers from all over the world
- Explore technology transfer partnerships with overseas companies
- Explore business alliances with overseas companies for joint ventures, mergers and acquisitions.
- Explore Investment opportunities in Europe, North America and other continents
- Explore Vendor Development opportunities with major Indian Government organizations and Public Sector Undertakings.
- B2B meetings with over 1000 overseas buyers.
- Hosted buyer programmes
- Indian inbound and outbound investment meet
- Country presentations
- Vendor development seminars with leading India public sector undertakings and organisations in: Defence, Energy, Heavy, Engineering, Oil & Gas, Railways
- Seminars and conferences on industry relevant topics

## India Engineering Sourcing Show 2013

### BOOTH, PARTICIPATION AND PAYMENT DETAILS FOR OVERSEAS EXHIBITORS

#### Display booth

- a. The minimum size of a booth will be 9 sqm. It will have:
- 1 table • 2 chairs • 1 wastepaper basket • 2 spotlights
  - 1 electrical socket • 1 podium • carpet • fascia
- b. For additional furniture, etc., please contact EEPC India before the exhibition starts and pay for the extra items.
- c. For bigger stalls, the conditions will be different.

#### CHARGES

Type of Area	Minimum Area	Rate per sq m (in US\$)
Built-up Booth (shell scheme)	9 sq m	250
Bare space	36 sq m	235

Surcharge on corner booths will be 10% extra. Corner booths are limited in number and will be allocated on a first-come, first-served basis after full payment is received.

#### Payment

Please pay **50% of the full amount as booking fee along with the application by 31 October 2012 and the rest by 31 December 2012.**

Space will be booked only after full payment is made.

EEPC India will decide on eligibility and space allocation.

#### Cancellation

No refund if booking is cancelled.

## MODE OF PAYMENT

**SWIFT transfer in US Dollars (please add US\$50 per remittance to offset bank charges, etc.):**

**Name of the bank:** HDFC BANK LTD

**Branch:** Central Plaza, 2/6, Sarat Bose Road, Kolkata 700 020

**Branch code:** 0014

**A/c no:** 00148580000013

**Beneficiary's name:** EEPC INDIA

**SWIFT code:** HDFCINBBCAL

#### Travel and hotel accommodation

EEPC India will help participants find airlines and hotels in Mumbai at negotiated rates through accredited travel agents. Participants are however free to make their own travel/hotel bookings.

**Free accommodation for 4 (four) nights for 1 (one) person from every overseas exhibiting company.**

#### Details of participants

An interactive CD containing details of all the participants will be distributed free to visitors.

Participants are therefore requested to send us the following:

- Company Profile (not more than 100 words);
- Contact details (as per the Application Form);
- Logo – pdf or jpg format;
- E-Brochure or Product Catalogue in high resolution pdf format; or product photos in high resolution jpeg/tiff format.

#### FOR VISITORS

Visitors can register online at [www.iesshow.in](http://www.iesshow.in)

#### CONTACT DETAILS

For further details, visit [www.iesshow.in](http://www.iesshow.in), OR email to: [iess.intl@eepcindia.net](mailto:iess.intl@eepcindia.net)

#### Contact person

Gaurab Majumdar: +91 11 23711124/25

**Through:** JP Morgan Chase Bank, New York

A/c. No. 001-1-406717

SWIFT Code: CHASUS33

CHIPS ABA: 0002

FEDWIRE ABA: 021000021

CHIPS UID # 354459

# The IESS 2012 success story

<b>SHOW SIZE</b>	Over 120,00 m <sup>2</sup> gross
<b>EXHIBITORS</b>	260 companies from India and overseas
<b>FOREIGN DELEGATES</b>	600 foreign delegates from 61 countries
<b>VISITORS</b>	Over 7000 professional visitors from India and overseas
<b>PARTICIPATING COUNTRIES</b>	USA, Canada, Europe, Middle East, SAARC, ASEAN, Africa, CIS and LAC
<b>COUNTRY PAVILIONS</b>	Canada, Czech, Thailand, Africa, Arab
<b>PARTNER COUNTRY</b>	Canada
<b>PARTNER STATE</b>	Maharashtra
<b>CONFERENCES</b>	National Workshop on Skill Development for Manufacturing Sector; National Convention of Indo-Canadian Business Chamber; India: A Global Manufacturing Hub; India: A Global Investment Hub; India: New Paradigms In Government Procurement; Leveraging Innovations – Enhancing Productivity by NRDC; Clean Technology by NRDC

## Overview of visitors

7000 focus trade visitors from India and overseas

90% of trade visitors rated the show as good to excellent

Over 260 exhibitors from India and overseas

80% of exhibitors either met or exceeded their 'Return on Investment' expectations

Top industry sectors



Visitor attendance objectives



14-16 March 2013

Bombay Exhibition Centre, Mumbai

## Buyer profile and product list

As in the first edition, IESS 2013 will be an expansive showcase of India's manufacturing capabilities to an international audience. EEPC India is closely working with trade associations and chambers to promote the event globally. Over 1,000 international buyers are expected to visit the exhibition.

Apart from international buyers, the event will be extensively marketed to ensure visits by leading Indian manufacturing companies, corporate houses, buying agencies, public sector units and Indian Government departments to source their engineering requirements at the show

IESS 2013 will focus on:

- Automobile Components
- Defence
- Energy
- Industrial Supply , Industrial Machinery & Machine Tools
- Infrastructure & Projects
- Innovation

## IESS 2013: Same features as IESS 2012, but more.

- 50 % increase in exhibitors and foreign delegates.
- New customers. New markets.
- How to do business seminars with international funding agencies.
- How to raise business capital.

# GLOBAL *touch.*

**ies**  
IndiaEngineering  
SourcingShow

**'13**  
MUMBAI  
INDIA

[www.iesshow.in](http://www.iesshow.in)

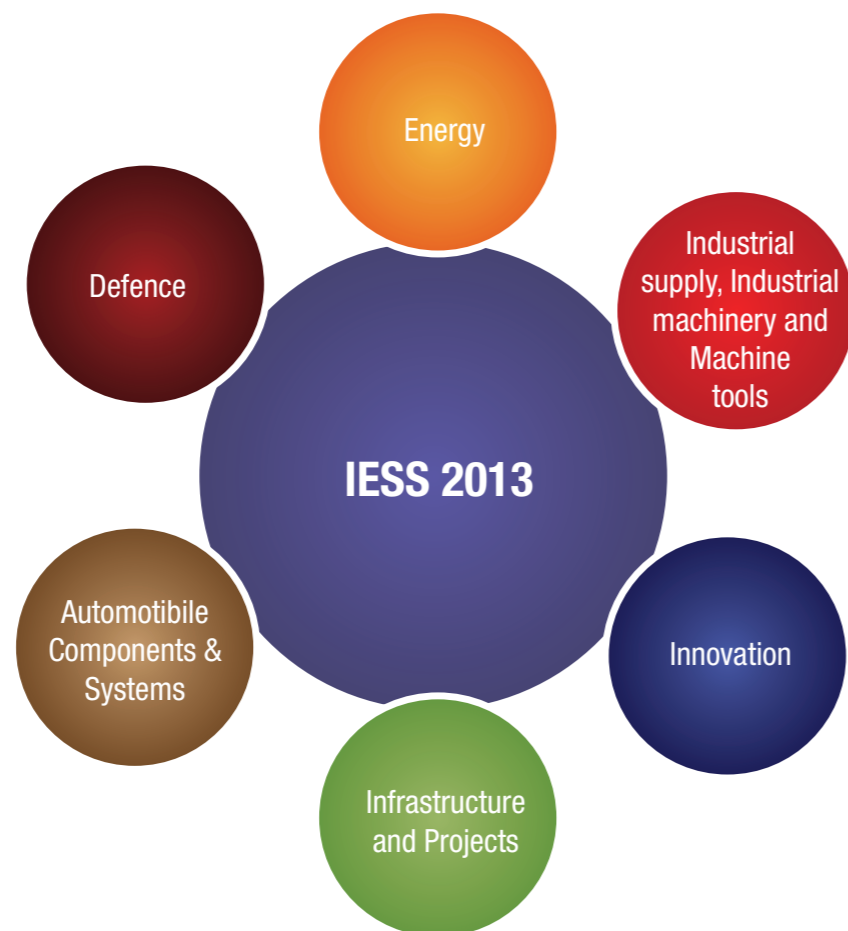
## VENUE

Bombay Exhibition Centre (BEC)  
NSE Ground (off Western Express  
Highway) Goregaon East,  
Mumbai, India

## DATE

14 – 16 March 2013 (3 days)

## EXHIBITORS' PROFILES



The product profile of IESS 2013 was chosen keeping in mind global sourcing trends.

## DETAILED PRODUCT PROFILES

### AUTOMOTILE COMPONENTS & SYSTEMS

- Engine & Powertrain
- Body & Body Systems
- Steering, Suspension & Braking
- Advanced Electronics, Entertainment & Instruments
- Switching, Lighting & Signaling
- Commercial Vehicle Fittings & Equipment
- Light Trailer Equipment
- Car Accessories
- Electrical/ Electronic Assemblies & Components
- Electrical Wiring, Cable & Connectors
- Sensors & Transducers
- Multi-Area Mechanical Components
- Adhesives, Sealants & Coatings
- Ceramics
- Composites
- Fabrics
- Foams & Cellular Rubber Materials
- Friction Materials
- Glass
- Insulation/ Damping Materials
- Metals
- Minerals/ Natural Fibres
- Perforated & Expanded Materials
- Polymers
- Conductors

### INNOVATION

- Scientific and Technological Innovations for Industry
- Product Innovation & Development
- Robotics, Computer Aided Designs and Technologies for better manufacturing
- Nano Technology
- Sustainable Designs & Innovations

### DEFENCE

- Developers and suppliers of equipment for
  - ➔ Military Operations
  - ➔ Aerospace
  - ➔ Naval
  - ➔ Communications and Information
  - ➔ Home land and Corporate Security
- Service providers & subcontractors for
  - ➔ Simulation and Training
  - ➔ Engineering;
  - ➔ Engineering Maintenance;
  - ➔ Software Development.

### ENERGY

- Power stations, power station technology
- Electricity generating sets - Control equipment, measurement and control equipment for power engineering
- Regenerative primary energy sources, renewable energy
- Solar Energy
- Water power
- Tidal/Wave Energy
- Electrical energy conversion, distribution, and storage
- Energy transmission and conduction
- Power electronics

### INDUSTRIAL SUPPLY, INDUSTRIAL MACHINERY AND MACHINE TOOLS

- Hydraulics and Pneumatics
- Material Handling Equipment & Machinery
- Foundry Equipment
- Pumps & Fittings
- Precision Tools, Cutting Tools
- Dies & Moulds
- Instrumentation & Automation
- Factory Cleaning and Pollution
- Control Equipment
- Woodworking Machinery
- Machinery for Food Processing Industry
- Metallurgical Plant & Equipment
- Textile Machinery & Equipment
- Fabrication Machinery & Equipment
- IT Consulting and Service Providers
- Software Solutions for Industry
- Safety Equipment & Devices
- Fire Detection & Rescue Equipment
- Testing & Instrumentation Equipment
- Calibration Equipment
- Quality & Testing Equipment
- General Tools & Equipment
- Material Handling Equipment

### INFRASTRUCTURE AND PROJECTS

- Construction Engineering Materials
- Construction Engineering Products & Equipment
- Environmental Engineering
- Geotechnical Engineering
- Ground Engineering
- Information Systems
- Structural Engineering

