

**INTERNATIONAL ENGINEERING  
SOURCING SHOW** | **4-5-6 MARCH, 2020**  
Coddia Trade Fair Complex, Coimbatore, India

www.iesshow.in  
**iess IX**  
International Engineering Sourcing Show COIMBATORE



UNDER THE AEGIS OF  
Ministry of Commerce & Industry  
Government of India

ORGANISER  
**EEPCINDIA**  
ENGINEERING THE FUTURE



Supporting Partners



## Calls for Expression of Interest

# SA Leaders India Delegation

Mumbai & Coimbatore

*Engineering & Industry 4.0 / Innovation & Technology*

*IESS registration includes airfare  
reimbursement up to USD \$800  
and up to 3 nights in a 5 Star Hotel  
in Coimbatore (subject to approval)*



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# Head of Delegation

Delegation led by Andrew Downs, Founder of SAGE Automation & Chair of SA Leaders



Andrew Downs, Founder of Sage Automation

***On behalf of SA Leaders as Chair of the Advisory Board, I warmly welcome you to join us on the SA Leaders delegation to India. Having experienced the opportunities in India first hand with the growth of SAGE India, I urge South Australian and Australian companies to join us to experience the opportunity that India presents for themselves.***

***I acknowledge the role of the Government of India for supporting bilateral trade through opportunities such as the IEISS. I urge companies that seek innovation, technology and equipment in the engineering, smart city, water, defence, manufacturing, energy, waste and textile industries to join us.***

*SAGE Automation is a system integration company that designs, manufactures, constructs, supports, and improves industrial control systems that automate processes in the defence, infrastructure, manufacturing, resources and mining, and utilities industries.*

*SAGE India is a fully owned subsidiary of SAGE Automation, an Australian company that is world-renowned for its hands-on automation and control training for engineers. Over a thousand of India's best engineering students and professionals have further developed their practical knowledge and skills with SAGE India.*

*Andrew founded the SAGE Group in 1994 and remains instrumental in establishing the ever expanding business portfolio of SAGE, responding to emerging market opportunities and needs.*



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# Invitation to SA Leaders India Delegation

Invitation to SA Leaders, International Leaders and Australian companies



Natasha Malani, CEO of SA Leaders

*Dear colleague*

*I invite you to explore business opportunities in India as you seek to grow your business. Whether it be exploring to better understand this fast-growing market, to source products, materials and services or to seek partnerships, distributors or potential customers. I urge you to make a trip to India to build relationships and assess the marketplace to inform your strategic decision making. In addition you will meet other Australian and International companies that are a part of the delegation.*

*The challenge for Australia is that India has always been an enigma, the time and resource required to assess the potential market has been overwhelming and the lack of understanding about the culture has been a barrier, despite some congruence and similarities between the two countries. However there is a desire from companies in India and Australia to do business. Business that is based on trust and relationship.*

*As disruption touches many industries and with the exponential nature of technology advancements the pace of change is continuously accelerating and this will touch almost every industry, where growth in India's booming market will be seen.*

*EEPC India has been using IESS as a platform to promote India as a 'smart manufacturing' hub to encourage and expose the local manufacturers to use 'smart factory'! They continue with the theme # Smart Engineering for the 4th consecutive time.*

*If your interests are in engineering, smart city, water, defence, manufacturing, energy, waste and textile industries amongst a few please join us.*

Natasha Malani is the **CEO of South Australian Leaders**. SA Leaders delivers expertise to South Australian SME's to build their capability through the provision of expertise and access to her local, national and international network. Natasha launched SA Leaders in April 2016. South Australian Leaders assists companies to achieve sustainable growth, manage succession planning and evaluate entry and exit strategies for their business. Through experience and its networks, South Australian Leaders operates a range of initiatives designed to benefit companies at different stages of growth.

Natasha is the Director of **Access India**. Natasha Malani is an experienced consultant specialising in international trade with India. She currently runs the consultancy Access India and was the former General Manager of the Australia India Business Council. Natasha is a former elected Council member for the City of Adelaide from 2010-2018. Natasha has also held the position of Deputy Lord Mayor in 2014-2015.



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## Lead Advisors

Invitation to SA Leaders, International Leaders and Australian companies



Sooraj Dhawan, Access India

**Sooraj** has a strong India focus for Trade and Investment promotion, Strategic and Management Advisory capabilities. He has excellent Linkages with Indian Trade Associations and Corporate Sector with CXO level contacts in Engineering, Pharmaceutical, ICT, Biotech, ITES and Infrastructure sector

Specialties: Exhibitions, Inward and Outward Trade & Investment promotion. Business Networking, Business Strategy determination and execution.



Hemant Padale, Jomiso

**Hemant** is an international trade and investment marketing professional with 14 years of professional experience working with Australian Government.

Hemant's expertise is in international business development, marketing and communications, business advisory, client relationship management and working in cross cultural environment..

Through eight years of work with Australian Trade and Investment Commission (Austrade), Hemant has managed the infrastructure sector focussing on smart cities, water and transport initiatives. Working with Austrade to assist services and technology companies from Australia to tap into businesses opportunities in India market, Hemant has managed to develop and maintain relationships with large multinational companies, multilateral funding agencies and key Government department within the infrastructure space.



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# Program (subject to change)

## **MONDAY 2 MARCH 2020 - MUMBAI**

Arrive Mumbai

Welcome Reception

## **TUESDAY 3 MARCH 2020 - MUMBAI**

Depart for Coimbatore

## **WEDNESDAY 4 MARCH 2020 - COIMBATORE**

IESS – Exhibition / Conference / B2B

## **THURSDAY 5 MARCH 2020 - COIMBATORE**

IESS – Exhibition / Conference / B2B

## **FRIDAY 6 MARCH 2020 - MUMBAI**

Depart for Mumbai

Farewell dinner

## **SATURDAY 7 MARCH 2020**

Depart Mumbai / Private program

## **International Engineering Sourcing Show IX**

INDIA'S TRULY GLOBAL ENGINEERING SOURCING SHOW

4 – 5 – 6 March 2020,  
Codissia Trade Fair Complex,  
Coimbatore, India

#SMART  
ENGINEERING

## **CUSTOMISED OPTIONS**

Customised B2B meetings available upon request for Mumbai  
on **Monday 2 March and Tuesday 3 March 2020**

Customised B2B meetings available upon request for other  
cities pre / post program.

Additional costs apply



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## Overview

### **400 EXHIBITORS / 500 OVERSEAS BUYERS / 10000 TRADE BUYERS**

IESS IX is India's largest display of engineering products and solutions with large number of Overseas Buyers and Trade Buyers.

### **OVERSEAS DELEGATIONS**

Global Buyers from across the world are visiting IESS IX to explore trade and partnership opportunities.

### **DEDICATED B2B SESSIONS WITH OVERSEAS BUYERS**

IESS IX facilitates one to one business meetings with International buyers in a congenial environment to establish long lasting business relationships.

### **DEDICATED VENDOR DEVELOPMENT PROGRAMMES**

Exclusive vendor development programmes with leading Public Sector Undertakings in Defence, Space, Infrastructure and Engineering are being organised at the show.

### **GLOBAL SOURCING SEMINARS**

Multinational Companies are organising India Sourcing Meetings at IESS IX to discuss their India Sourcing requirements and shortlist suppliers for their Global Supply Chain programmes.

### **DISPLAY OF NEW AGE TECHNOLOGIES**

IESS IX provides a business platform for Technology innovators and start-ups to showcase their Future Ready products to early adopters from all over the world.



**9th International Engineering Sourcing Show, India's truly global engineering sourcing show for international business visitors.**



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## Focus: Industry 4.0

#SMART  
ENGINEERING

# IESS IX

IESS a platform to promote India  
as a 'smart manufacturing' hub

#SMART  
ENGINEERING

# IESS IX

Implements global expertise  
for an Industry 4.0 transition



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## IESS Format

### What to expect

- CEOs forum, Bilateral Forums
- Smart Manufacturing, Technology, Design Sessions
- Vendor Procurement Shows
- Displays of High End and Traditional Engineering Goods
- Close to **100** speakers, **10000** Trade Buyers and **300** Exhibitors, **500** delegates
- More than **700** B2B sessions
- Outward and Inward Investment shows
- Expositions of Hi Tech Engineering products at Technology Pavilion

## IESS for the first time in **Kovai!**



**IESS** – India's leading engineering show after five editions in Mumbai and three editions in Chennai, has selected Coimbatore as its ninth destination to be held over 4-5-6 March, 2020 at Codissia Trade Fair Complex. The show will be organised by EEPC India, under the aegis of the Ministry of Commerce and Industry, Government of India.



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# Doing Business in India

## India – A snapshot

**Capital**  
New Delhi

**Location**  
India is located in south Asia and is bordered by other countries like Pakistan in the west, China and Nepal in the north to north eastern part, Bhutan in the north east and Burma in the west.

**States and Union Territories**  
India consists of 29 states and 7 union territories

**Natural resources**  
Coal (fourth largest reserve in the world), manganese, bauxite, iron-ore, chromites, diamond, limestone, titanium ore, natural gas, petroleum, and arable land form India's natural resource

**Coastline**  
7000 km of coastline, which includes that of the Andaman, Nicobar and Lakshadweep islands.

**Languages**  
English, Hindi (Official)

**GDP (official exchange rate)**  
US\$ 2.251 trillion (2016 est)

**GDP – per capita (PPP)**  
\$8,721 trillion (2016 est.)

**Industries**  
Textiles, chemicals, food processing, steel, transportation equipment, cement, mining, petroleum, machinery, software, pharmaceuticals

**Exports**  
\$262.3 billion (2016 est.)

**Exports – commodities**  
Petroleum products, precious stones, machinery, iron and steel, chemicals, vehicles, apparel

**Export partners**  
US 15.2%, UAE 11.4%, Hong Kong 4.6%, (2016)

**Imports**  
\$381 billion (2016 est.)

**Imports – commodities**  
Crude oil, precious stones, machinery, chemicals, fertilizer, plastics, iron and steel

**Import partners**  
China: 15.7%, Saudi Arabia 5.4%, Switzerland: 5.4%, US 5.3%, UAE 5.2%, (2016)

**Exchange rate**  
Indian rupees (INR) per US dollar: 64.4208 (as on 26 July 2017, RBI)

Source: IMF

## Make in India: a doorway to business opportunities

Make in India is the Indian Government's flagship program, intended to help turn India into a global manufacturing hub.

It aims to:

- Promote the manufacturing of low-cost, eco-friendly and zero-defect products
- Foster innovation
- Enhance skill development
- Protect intellectual property
- Build best-in-class manufacturing infrastructure

The **Indian engineering sector** achieved astounding growth over the last few years driven by increased investments in infrastructure and manufacturing following some much-needed reform measures by the incumbent government. The engineering sector, being closely associated with both the aforesaid sectors, is of strategic importance to Indian economy. India on its quest to become a global superpower has made significant strides towards the development of its engineering sector. Development in sectors such as infrastructure, power, mining, oil and gas, refinery, steel, automotive and consumer durables are driving demand in the engineering sector

The **Indian infrastructure sector** has become a focus area of the Government of India. Under Union Budget 2018-19, US\$ 92.22 billion was allocated to the sector. Increased impetus to develop infrastructure in the country is attracting both domestic and international players. Private sector is emerging as a key player across various infrastructure segments, ranging from roads and communications to power and airports. In order to boost the construction of buildings in the country, the Government of India has decided to come up with a single window clearance facility to accord speedy approval of construction projects.



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# Themes

## IESS IX

Driving 'Make in India', 'Brand India Engineering' and the 'Technology Drive' of the Union Ministry of Commerce and Industry, EEPC India has chosen 'the following four subthemes:

### Subcontracting Shows

Indian PSUs- Indian Railways, Ordnance Factories Board of Ministry of Defence; Vizag Steel, HPCL, Overseas Procurers- Perodua, ABB, held Vendor Development and Sourcing Meets which aim to provide business opportunities to MSMEs to expand their market base in government/public sector undertakings and large scale industries, and to bring MSMEs and PSUs on a common platform for a business exchange.



### Innovation and Technology



Dedicated pavilion showcasing latest research & technological developments by India's top-

notch R&D institutions like CSIR Labs & IITs. Offers platforms to interact with leading experts & scientists to discuss technology transfer and collaboration opportunities.

### Metal and Shop Floor

Key products to be exhibited- Casting, Forging and Industrial Fastener. Light Engineering has been identified as one of the focus segment. Ministry of Commerce and Industry is the nodal agency for this segment - over the VIII editions we have had significant numbers of participants from this segment.

### Industrial and Electrical Machinery



The products exhibited – Electrical Power Machinery Switchgear, Transmission and Distribution

Equipment, Motors, Heavy Engineering, Hydraulic Machines, Agri and Food Processing. IESS VIII had more than 60 exhibitors from this vertical.



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# Who will be there

## Foreign Delegates At IESS



Delegates from 40+ countries

## A glimpse of IESS stakeholders



- Close to **100** speakers, **10000** Trade Buyers and **300** Exhibitors, **500** delegates
- More than **700** B2B sessions
- Outward and Inward Investment shows
- Expositions of Hi Tech Engineering products at Technology Pavilion



# Participation Cost

## SA LEADERS IESS DELEGATION REGISTRATION

\$900 plus GST per company (Leaders Network Member)

\$1000 plus GST per company (Non Member)

### Includes:

- Pre-departure briefing
- On the ground support and logistics
- India business insights / support & preparation for IESS
- Coordination with relevant Govt agencies
- IESS registration
- Welcome Reception – Mumbai

### Does not include:

- Travel
- Accommodation
- Visa
- Incidentals & meals
- Customised options

### Customised Options:

- \$1500 plus GST for customised program for Mumbai on 2 and 3 March 2020
- \$1500 plus GST per additional city customised program e.g. Delhi, Bangalore  
(Includes one on one assessment of business needs)

## Delegation Offer:

**IESS registration *includes* airfare reimbursement up to USD \$800 and up to 3 nights in a 5 Star Hotel in Coimbatore** (Subject to approval)





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# Next Step

## MORE INFORMATION

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

## CONFIRM YOUR PARTICIPATION

Register to attend: Email [natasha@saleaders.com.au](mailto:natasha@saleaders.com.au)

**Register by 10 January 2020**

## TERMS

Full invoice to be paid by 31 January 2020

SA Leaders will book Mumbai and Coimbatore accommodation on behalf of delegate

Mumbai accommodation to be paid via credit card direct to hotel (or pre-paid)

All travel bookings to be managed by delegate for their own travel arrangements

Domestic flight Mumbai – Coimbatore – Mumbai return : suggested flight details will be provided by SA Leaders

No refunds

Delegation offer subject to approval by IESS (Please see <https://www.iesshow.in/overseas-buyer> )

Australian passport holders require visa for India

Minimum number of companies: 10

*For companies seeking to Exhibit at IESS please advise SA Leaders*

*Subject to change*

### Partners



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