

# International Engineering Sourcing Show (IESS)

February 15 - 17, 2024 | Chennai Trade Center, Tamil Nadu, India

Proposed Cooperation Arrangement For **Partner Country** (Israel)



## About EEPC India



Sponsored by the Ministry of Commerce & Industry, Government of India, EEPC India is the premier trade and investment promotion organisation in India.



To encourage building global partnerships , EEPC India organises International Engineering Sourcing Show (IESS), the largest display in the country of engineering products and services, every year since 2012.



IESS, with its unique concept, also aimed building a value chain by forging partnerships and joint ventures, strengthening commercial relations and accelerating trade between India and its trading partners.





[View the Venue](#)



**VENUE -**  
Chennai Trade Centre, Tamil Nadu -  
Above 20,000 sqm.  
Brand New Exhibition hall.

**DATES -**  
15th - 17th February 2024

**TIMINGS -**  
10 am to 6 pm (All 3 Days)

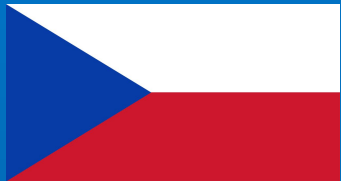
# Partner Countries in IESS



Canada



Russia



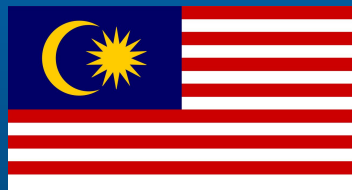
Czech Republic



COMESA as a Region  
(21 Country Group)



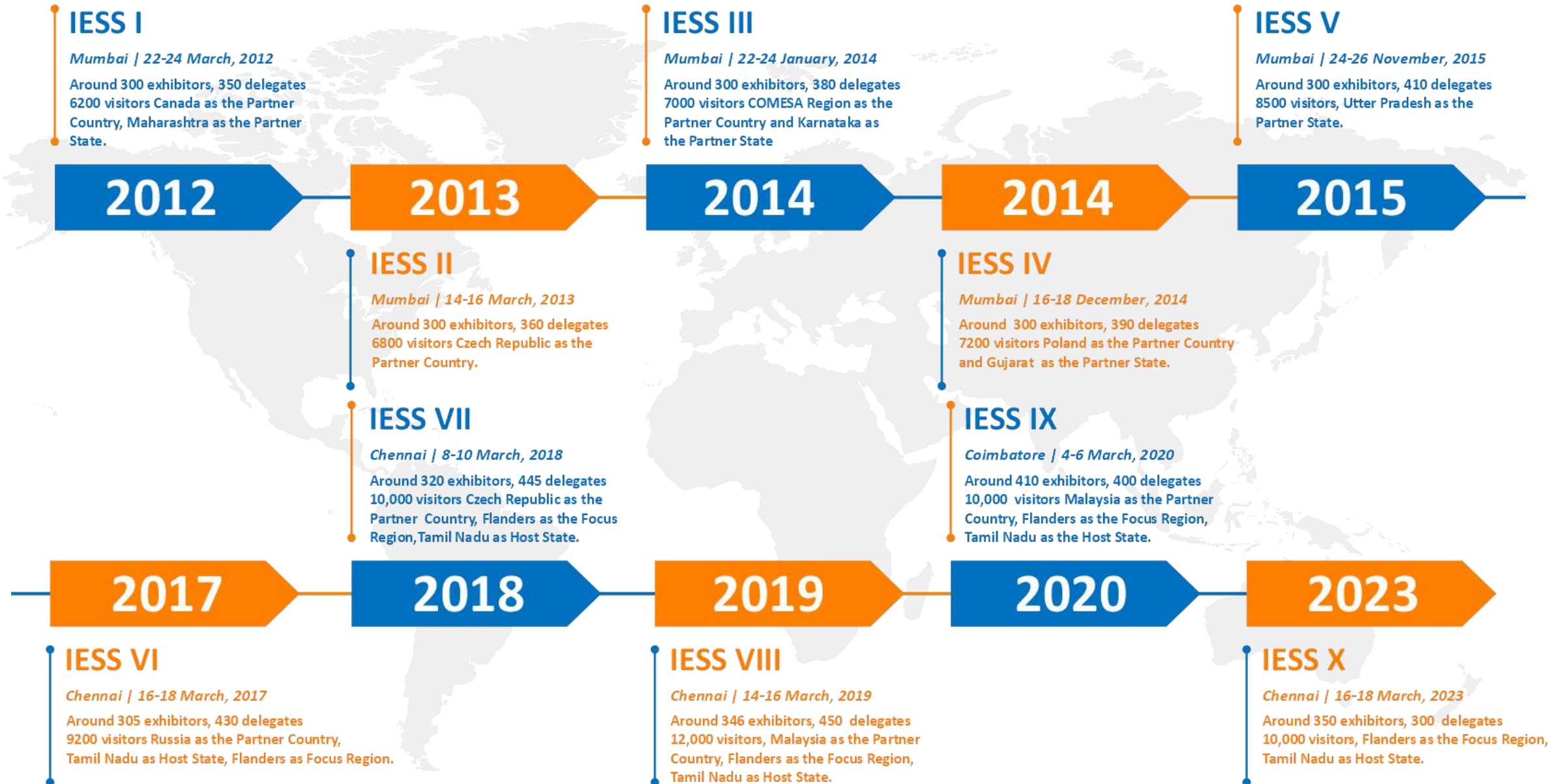
Poland



Malaysia



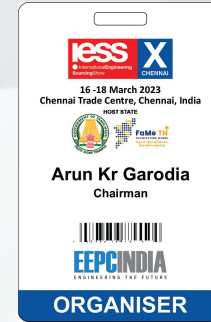
# IESS TIMELINE OVER 10 EDITIONS (2012-2023)





# Partner Country Pavillions

# Brand Opportunity of Israel as Partner Country





# Conference Hall for Topical Seminars



# EEPC India Deliverables

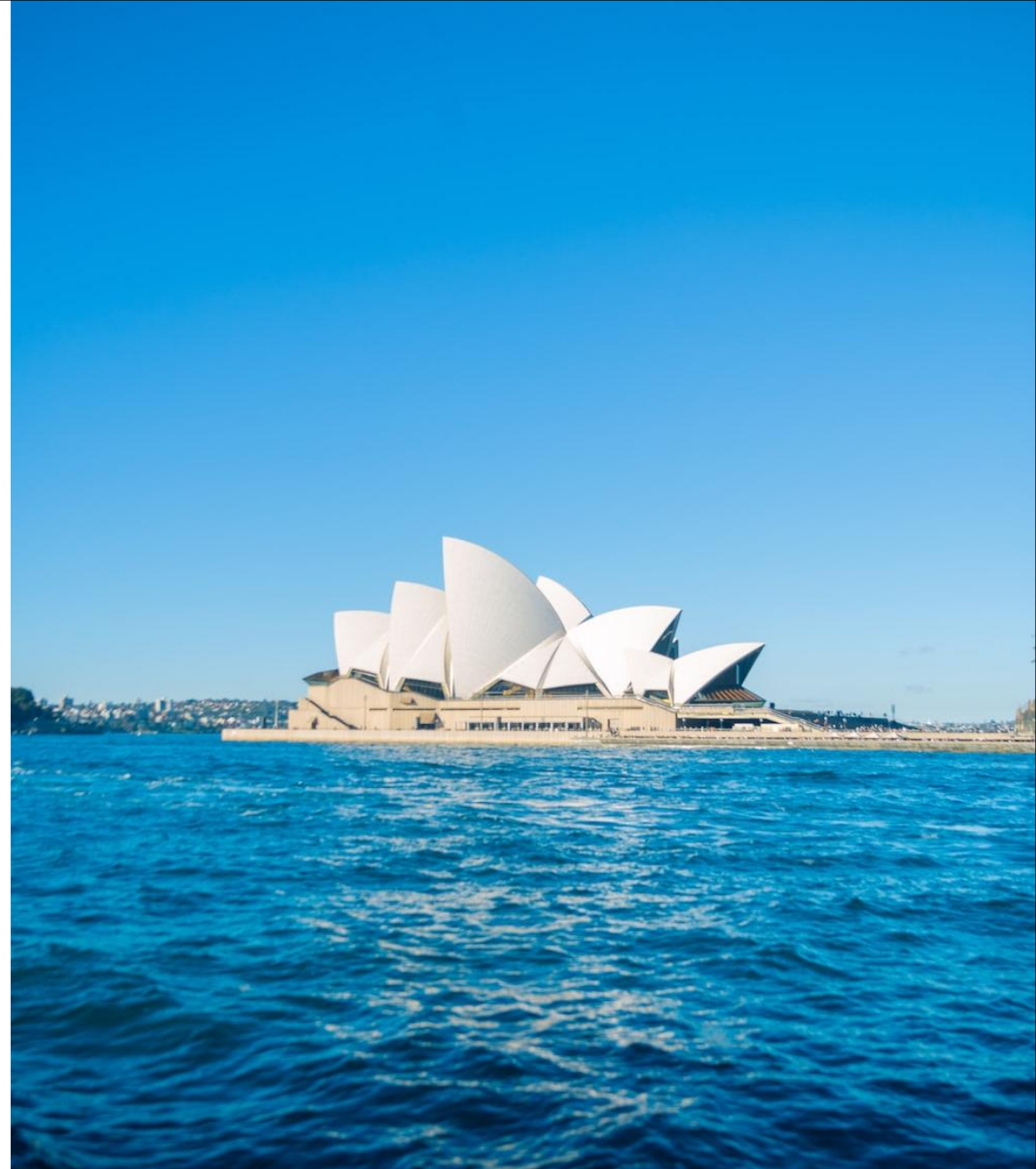
- **Declare Israel as "Partner Country" at the Government of India organized International Engineering Sourcing Show (IESS) scheduled from 15th to 17th February 2023, Chennai, India.**
- **Recognize Israel as "Partner Country" at all promotional materials/road shows and provide wide publicity during the period.**
- **Invite Minister from Israel to lead the high level business delegation from Israel.**
- **Provide Gross space of 360 SQM for exclusive pavilion of Israel in the exhibition. The charges for bare space will be UD 250 per sqm + applicable taxes.**
- **EEPC India will provide 4 nights complimentary stay for Israel exhibitors participating at IESS-X in a premiere star property in Chennai. Accommodation will be given to one person per exhibiting company, booth of 9 sqm.**
- **To provide an exclusive session during the 11th edition of IESS on "India - Israel Business Forum" for highlighting opportunities for bilateral trade & investment.**
- **Promote profile of Delegates/Exhibitors from Israel in India through EEPC India network of nearly 13,000 members and arrange B2B matchmaking sessions during IESS.**
- **Invitations to Business Networking events/Cultural program and Gala-Dinner and seminars for Exhibitors & Delegates of Israel.**
- **Prominent display of the logo of Partner Country of IESS XI in relevant social media and print medias**
- **Acknowledgement as "Partner Country" of IESS XI in Foreign delegate mobilization flyer sent to approximately 60 countries including Chambers of Commerce, Associations.**



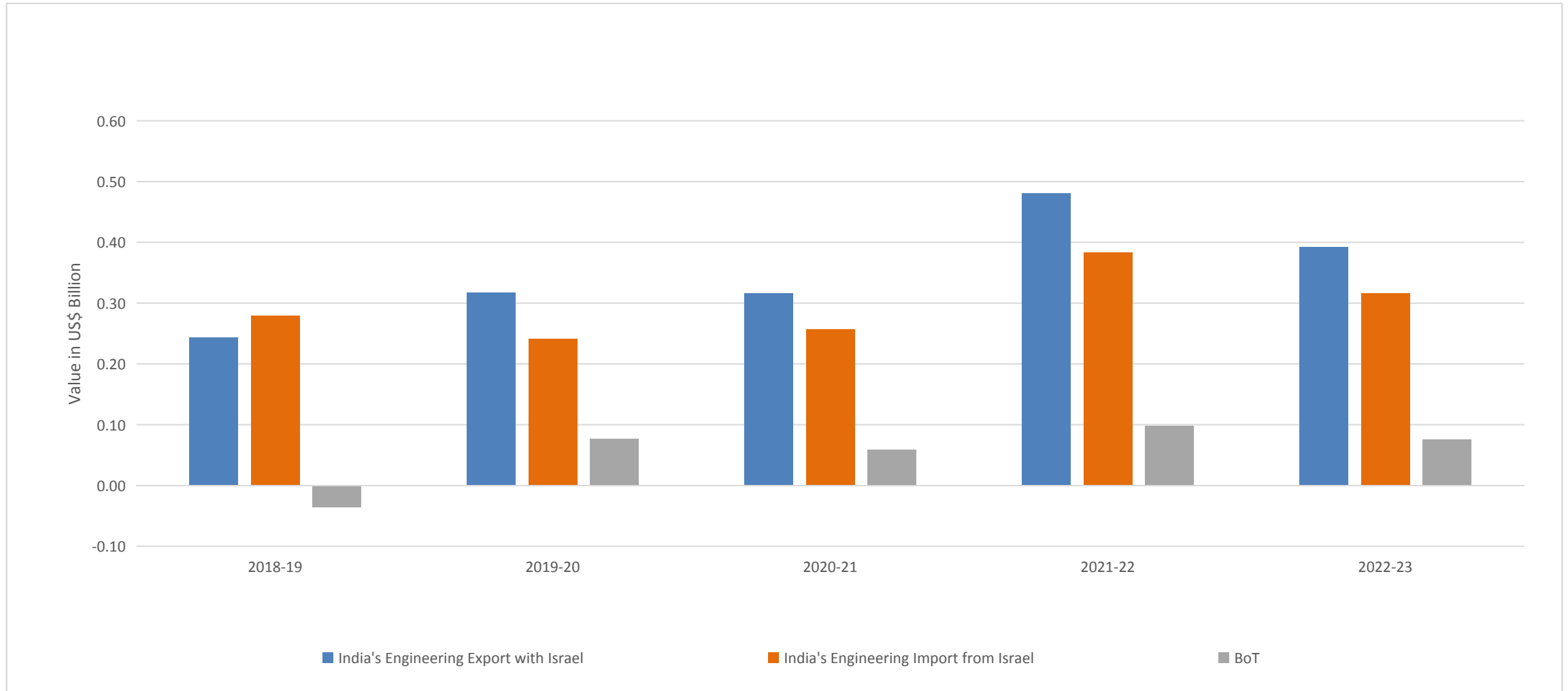
## Expected deliverables from Israel



- Take lead role in projecting " Israel" as a partner country during IESS XI.
- Appoint Nodal Agency in Israel for coordination with business organization for exhibiting at IESS XI under Israel Pavilion and also exploring the possibility of signing MOU to attain long term objective.
- Liaise with Ministry of Industry and Trade, Israel to play important role in bringing delegates & companies in IESS.
- Bring leading companies from Israel operating in India to be part of the Australian pavilion projecting as brand Ambassadors.
- Construct pavilion of Israel on 360 SQM having at least 20-25 Israel exhibitors and also having space highlighting Israel Government and its projects and other investment opportunities in Israel.
- Organize seminar with support from EEPC India on "India - Israel Business Forum".
- Organize Cultural Program & dinner for selected delegates on any one night during the event.



# India's Engineering Trade with Israel



# India's Top Engineering Exports to Israel in 2022-23 and its CAGR over the last 5 years



Sectors	2018-19	2019-20	2020-21	2021-22	2022-23	CAGR
OTHER MISC. ITEMS	51.68	48.37	90.82	113.71	136.73	27.5%
Aluminium and products made of Aluminium	38.71	50.47	46.41	93.79	49.04	6.1%
Motor Vehicle/cars	12.86	67.89	14.54	22.46	30.46	24.1%
Products of Iron and Steel	15.66	16.15	20.79	28.11	29.72	17.4%
Iron and Steel	14.94	12.97	15.27	59.98	29.17	18.2%
Electric Machinery and Equipment	11.87	10.90	17.63	21.74	23.31	18.4%
Medical and Scientific Instruments	18.50	16.37	20.10	22.22	21.00	3.2%
Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc	10.98	12.72	16.53	16.93	18.78	14.4%
Machinery for ATMs, Injecting Moulding machinery, valves, etc	2.96	5.59	6.23	8.35	10.82	38.3%
Cranes, Lifts & Winches	3.04	2.41	1.52	2.92	5.02	13.4%
Copper and products made of copper	7.50	5.07	3.63	5.06	4.93	-10.0%
Pumps of all types	0.89	0.71	0.83	1.66	4.39	49.0%
Machine Tools	1.90	1.13	1.14	1.95	4.10	21.2%
Other Construction Machinery	3.97	2.47	2.37	2.71	3.81	-1.0%
Accumulator and Battery	0.71	0.28	1.71	5.03	3.18	45.5%
Air condition and Refrigeration Machinery and Parts, Industrial Furnaces, Water heaters and Centrifuges and Compressor	2.00	2.27	1.68	2.93	2.93	10.0%

Values in US\$ Million

Source: DGCI&S, MoC

# Thanks

Hoping to meet you at

