

Event Abroad Outcome Report (2019-2020)

1. Organisation Name	CAPEXIL
2. Name of Event	EXHIBITION CUM B2B MEETS IN RUSSIA, KAZAKHSTAN & BELARUS
3. Purpose Of Event	EXPORT PROMOTION OF INDIAN RUBBER MANUFACTURED VALUE ADDED PRODUCTS FROM NON TYRES & TYRES SECTORS IN CIS REGION, EXPLORING POSSIBILITY OF JOINT VENTURES, TECHNOLOGY TRANSFER, APPOINTING SELLING AND PROCUREMENT AGENTS, OPENING BRANCH / REPRESENTATIVE OFFICES, WAREHOUSING, LOGISTICAL VALUE CHAIN.
4. Country	Belarus
5. Date Of Event	18/09/2019
6. EC Approval (in brief)	56.00
7. Assistance Approved	56
8. Release of First Instalment(in Rs.)	28.00
9. 2nd Instalment. If any(in Rs.)	0.00
10. Remaining Amount Pending for release(in Rs.)	0.00
11. Brief Description of the event	CAPEXIL MAKE IN INDIA STAND AT CENTRAL ASIA MINING SHOW'2019 AT KAZAKHSTAN WITH B2B MEETS (BSMs) CUM EXHIBITION AT KAZAKHSTAN (ALMATY), RUSSIA (MOSCOW) AND BELARUS (MINSK) FOR EXPORT PROMOTION OF INDIAN RUBBER PRODUCTS EXPORTERS / MEMBERS (NON TYRES & TYRES SECTOR) TOTAL 18 INDIAN PARTICIPANT COMPANIES WITH AROUND 450 OVERSEAS COMPANIES / FOOT FALL EXHIBITION CUM BSM IN ALL THREE COUNTRIES.
12. Details of Indian Participants	
(i). Number of Participants	18
(ii). Brief Profile of each participant along with Import Export Code (IEC) number(to be annexed)	1578389058 STATEMENT OF PARTICIPANTS CIS 2019-20.xlsx
(iii). Participation feedback (in brief)	
(a).Positive Response	HIGHLY SATISFIED / SATISFIED: 76% PARTIALLY SATISFIED: 19% NOT SATISFIED: 5% 100% WILLING TO PARTICIPATE IN SIMILAR EVENT HUGE SCOPE FOR MINING INDUSTRY RELATED RUBBER MANUFACTURED PRODUCTS VIZ. HOSES, SHEETS, MATTINGS, CONVEYOR BELTS, V BELTS, TRANSMISSION BELTS, RUBBER MOULDED PRODUCTS.

(b).Suggestion / Improvements indicated

THERE SHOULD BE ONLY ONE OR TWO INDIAN PARTICIPANT COMPANY FROM SAME PRODUCT LINE, MORE PUBLICITY & AD TO BE GIVEN IN LOCAL NEWS PAPER & MAGAZINE IN FOREIGN COUNTRIES, BIGGER STAND SIZE REQUIRED, AIRFARE GRANT SUPPORT TO BE EXTENDED ALSO TO OTHER THAN OWNER/PARTNER/DIRECTOR FOR KEY PERSONNEL IN EXPORT DEPT. OF PARTICIPANT COMPANY .

13. Details of Buyer / Visitors

(i). Number of Visitors / foreign buyers

450

(ii). Brief Profile of visitors / buyer

[1578389058_OVERSEAS PARTICIPANTS.xlsx](#)

(iii).Visitors feedback(in brief)

MOST OF THE VISITORS AND FOREIGN COMPANIES WERE IMPRESSED WITH OUR PRESENTATION AND PRODUCTS PROFILES OF OUR SELECTIVE MEMBER PARTICIPANTS. GOOD NO. OF THEM ARE INTERESTED TO ASSOCIATE WITH INDIAN EXPORTERS / MANUFACTURERS TO PROCURE QUALITY RUBBER PRODUCTS (NON TYRES & TYRES SECTOR) AS WELL AS ALSO INCLINED TO EXPLORE OTHER BUSINESS OPPORTUNITIES VIZ. JOINT VENTURE, TECHNICAL TRANSFER, OPENING THEIR REPRESENTATIVE OFFICES IN INDIA AND VICE & VERSA APART FROM WORKING AS PROCUMENT / SOURCING AGENTS.

14. Business Generated

(i). Number of enquiries

419

(ii). Number of MoUs negotiated / signed (if any)

N/A

(iii).Orders Booked (Rs. Lakh)

72

(IV).Total Business Generated (Rs. Lakh)

307

15. Brief Note on Export potentials of the country / product (as per industry feedback) As Per Industry & Trade Feedback, There Was Very Limited Onsite Confirmed Orders, However, Substantial Value And Volume Of Potential Enquiries Have Been Generated Especially In The Area Of Rubber Sheets, Conveyor Belts, V Belts, Hoses, Transmission Belts And Rubber Moulded Products, Rubber To Metal Bonded Products, Rubber Mats & Floor Coverings Items Etc. During Central Asia Mining Show At Almaty, Kazakhstan Followed By Series Of B2B Meets (Exhibition Cum BSMs) In Kazakhstan, Russia & Belarus. The Member Participants Have Realized That The Mining And Constructions Are The Very Huge Industry In CIS Region And Indian Exporters Have Good Potential In These Areas Wherein Range Of Industrial Rubber Products Are Being Used & Being Imported From Across The Globe. India Has Bright Scope To Penetrate This Prospective Markets With Dedicated Efforts And Consistent Quality Products With Competitive Rates Coupled With Constant Upgradation And Process Development With The Help And Support Of The Ministry On R&D And Export Promotional Activities In This Region.. However, There Are Few Significant Constraints And Limitations For The Indian Exporters While Doing Export Business With CIS Region Viz. Logistics, Shipping Route, High Freight Cost (i.e. Around USD 7500 Per 40' HC Container), Language Barrier, Acute Climatic Conditions, Stiff Competition From China As They Have Strong Logistical Edge & Economies Of Scale. The Council Has Been Reported By Our Member Delegates That They Have Been Already Communicating To Their Prospective Contacts In CIS Region Which Have Been Established During The Said Event And Other Process Including Pricing, Sampling, Products Developments, Proto Types Etc. And They Look Forward To Convert The Potential Enquiries Into Firm Orders In Coming Months.
16. Outcomes analysis by Council / Trade Bodies (reflecting the achievement and trade benefits, failure etc) All The Member Participants Have Appreciated Efforts By CAPEXIL And Active Participation In Central Asia Mining Show & Series Of B2B Meets In Kazakhstan, Russia & Belarus For Indian Rubber Products Industry To Push The MAKE IN INDIA Initiative Of Govt. Of India. The Indian Delegates Have Very Professionally Arranged Their Samples, Banners, Display Items, Catalogues And Their Companies Presentations During The Entire CIS Event.
17. Photo attached as evidence (colour photos to be enclosed) [1578389058_Glimpse of CIS Event'2019 by CAPEXIL under MAI Plan 2019-20 \(Kazakhstan, Russia & Belarus\)-1.jpg](#)