

India Pavilion at **EMO Hannover 2023**

18 – 23 September, 2023, Hannover, Germany

Participate through EEPC India and enjoy substantial savings!

About the Exhibition

EMO is world's leading trade fair for production technology. The world of metalworking meets at EMO Hannover. The biennial EMO Hannover event brings together international brands and end-users from the entire global metalworking industry, providing a platform to network and learn about innovations and future trends in the metalworking industry. EMO Hannover is the only trade fair worldwide to cover the whole spectrum of manufacturing technology.

EMO 2023 will present the latest trends in technology, strategy, and organization. Future insights provide you with a continuous stream of topical reports from experts in the manufacturing industries and related fields – before, during, and after the trade fair. EMO 2023 is the must attend event for all aspects of the metalworking industry covering all products and services throughout all production areas.

EMO Hannover is one of the most important innovation forum and trendsetter for the metal working industry. Machine tools, manufacturing systems, precision tools, automated material flow, IT, industrial electronics, accessories – explore the entire spectrum of manufacturing technology, and discuss the trends with international professionals from industry and science.

EMO Hannover Startup Area

Are you taking production technology to the next level with your startup? Then present your solutions at EMO Hannover 2023 in the Startup Area. As the world's leading trade fair for production technology, EMO Hannover 2023 will offer the most important platform for all entrepreneurs to shape the future of the manufacturing industry. From robotics and automation to predictive maintenance and additive manufacturing to mixed reality and the Internet of Things, it's all here.

The VDW and VDMA Services are jointly organizing the EMO Startup Area powered by VDMA Startup Machine for you. Secure one of the limited places now to showcase yourself in the innovation showcase of the industry. Take the opportunity to put your concepts in the spotlight and find partners with whom you can catapult your solutions into the market.

Exhibition, matchmaking, pitches and many other formats are waiting for you to give your startup the visibility and network access it deserves. In the Startup Area, you will enjoy the attention of international machine tool industry leaders as well as exhibitors and visitor groups from the political, media and business communities.

Show Summary of EMO Hannover 2019

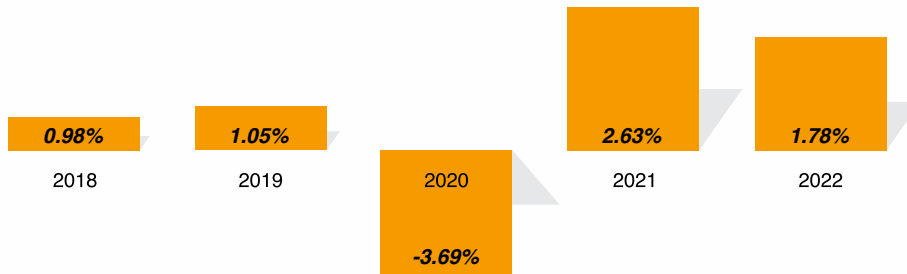
- 2211 exhibitors representing 47 nations
- 1,30,000 trade visitors with 51% from outside Germany
- 71% visitors with decision making authority



Germany's economy: A snapshot

Germany is the largest economy of Europe and fifth largest in the world in terms of Purchasing Power parity (PPP). Its highly skilled labour force, continuous advancement in technology and well thought out development planning has made it one of the leading developed economies of the world. Real GDP growth however slowed down to 0.5% in 2019 and then contracted by 4.9% in 2020 due to the Pandemic effect but domestic consumption, investment, and exports have driven German GDP growth to 2.7% in 2021 but then dropped by 1.8% due to slowdown in Europe as a whole. However, uncertainty is high amidst strong energy price volatility of late. High inflation is reducing real incomes and savings thereby dampening private consumption. Export growth may recover through 2023 due to easing of supply chain bottlenecks and a record-high order backlog. The economy is projected to contract by 0.3% in 2023 and recover by 1.5% in 2024 as per OECD.

Real GDP Growth rate of Germany (2018 to 2022)

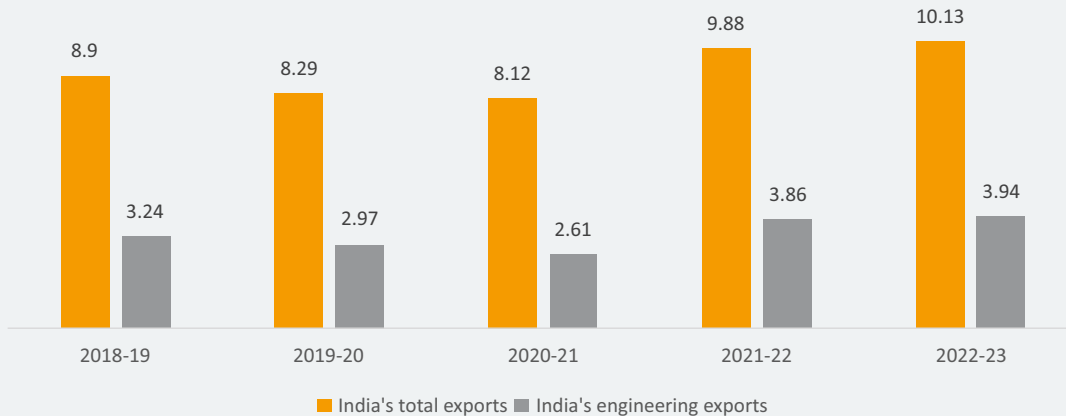


Source: IMF

India and Germany's Bilateral Trade

Germany is the third largest destination for India's engineering exports and the largest in European Union. Engineering exports to Germany was recorded at USD 3.24 billion in 2018-19 and then, after declining in the next two fiscals due to Pandemic, it reached its all-time high at USD 3.86 billion in 2021-22. Engineering exports to Germany may see new high in this fiscal as it inched up by 2.8% to USD 3.94 billion during Apr-Feb 2023 despite of a decline in shipment to the EU region as a whole. India's major engineering exports to Germany include Electric Machinery and Equipment, Iron and steel and its articles, Auto Components/Parts and Industrial Machinery among others.

India's total Vis-à-vis merchandise exports to Germany (USD Bn.)



Source: DGCI&S

Opportunity for Indian Machine Tools in Germany

Germany as an important partner for economic tie who can contribute in the process of Indian economic development. Germany also sees India as a regional and an aspiring global power, and a large market which provides an alternative to China. Germany is India's largest trading partner in Europe in overall merchandise trade and 7th largest source of FDI among all nations of the world. Germany is one of the most industry-rich countries of the world with a solid manufacturing base. Machine tools plays a vital role in many manufacturing industries and Germany produces around 13% of global Machine tools production. In 2023, machine tools industry in Germany is expected to grow by 9% as per reports as there is significant backlog of orders. At this juncture, this event will be a good platform for Indian Machine Tools exporters to tap the big market of Germany.



Product Profile

- Machine tools
- Additive Manufacturing
- Other machines
- Precision tools

- Parts, components, accessories
- Software, manufacturing and process automation
- Metrology and quality assurance
- Metalworking Services

Venue

Hannover Messe Fair Grounds,
Hannover, Germany

Date

18 – 23 September 2023

Monday to Friday - 9.00 a.m. to 6.00 p.m

Saturday - 9.00 a.m. to 4.00 p.m

Note:

- 1.The above rate is subject to receiving of Government sanction for the event for organizing an India Pavilion. In the unlikely event of not receiving Government sanction, additional amount shall be required to be paid by the participants.
- 2.EEPC India reserves the right to reject an application for participation without assigning any reason.
- 3.In case of not receiving a minimum number of participants, EEPC India may decide not to participate in the show.
- 4.No subletting or sharing of space/ booth is permitted.

Participation Charges

- One side open: INR 35,000 persqm.
20% extra for two sides open booth (subject to availability)
Booth size: 9 sqm.
- Start Up Area: INR 25,000 per sqm.
20% extra for two sides open booth (subject to availability)
- Bare Space : Minimum of 20 sqm.
INR 28,000 per sqm.
.20% extra for two sides open booth (subject to availability)

Re-imbusement of Airfare

Up to Rs. 90,000 may be reimbursed to eligible participants in terms of the MAI guidelines. However, this shall be subject to receiving of specific Govt. approval for such assistance for events of 2023-24. The T&C must be abided by for eligibility towards such re-imbusement.

Note: EEPC INDIA can only recommend for issuance of VISA to the extent that the concerned person is a participant at the subject exhibition and that the person in question has been certified by the participating organisation to be their representative. The Foreign Embassy / Consulate where the applicant submits the VISA application is expected to follow their usual procedural checks before granting the VISA in question and EEPC INDIA shall not be responsible in any manner whatsoever for non-issuance of VISA by the concerned authorities. This would mean that the prospective participant will be fully liable for the total charges payable to EEPC INDIA even if they do not obtain the VISA for any reason whatsoever.

Mode of payment

- Please pay online through the following Payment Gateway :

PayU OR

- Pay through RTGS/NEFT in INR as per the following details :

Name of the Bank : HDFC BANK LTD

Branch : Central Plaza

Address of Bank : 2/6, Sarat Bose Road, Kolkata 700 020

Account Number : 00142090000452

Account Name : EEPC INDIA

NEFT Code : HDFC0000014

OR

- UPI ID: eeplindiaacpromotion.76041638@hdfcbank

OR

- Demand draft favouring "EEPC INDIA" along with the duly filled-up Application Form

Note: In case of not receiving a minimum number of participants, EEPC India may decide not to participate in the show.

Booth display:

20 sqm. booth

- Carpeted floor
- 1 table
- 3 chairs
- 1 Information counter
- 1 wastepaper basket
- 2 electric sockets
- 2 spotlights of 150 w each

Startup Area (9 sqm booth)

Individual separate booth space with custom design elements

- 2 chairs
- 1 Counter
- 1 electric points
- 1 spotlight of 150 w

Requirements for the Participation of Startup

- Independent legal entity
- New products and procedural developments (incl. hardware and software components), essential improvements of products, methods and services as well as their market launch
- Annual balance sheet / turnover no higher than € 10 million
- Company founded within the past 10 years
- Max. 50 employees

Submission of application

Interested members are requested to fill in the online Application Form latest by **31 July 2023** at the following link:

[Click For Application Form](#) 

Please go through the "**Mode of Payment**" section of this Circular for payment details.

Selection criteria

Since limited space is available, selection of participation will be done strictly on first-come, first-served basis.

Benefit to the member-exporters

EEPC India is proposing to organise this event under the MAI Scheme of Ministry of Commerce & Industry, Government of India. The rates mentioned above are subsidized in comparison with the normal rates offered by the Fair Authorities and is in anticipation of receiving the government approval.

Cancellation of participation

Please note that no request for cancellation and / or refund including of advances, if any and/ or adjustment thereof shall be accepted for any reason whatsoever. Once the application form and/ or advance / part payments are accepted by EEPC India the participant remains liable to pay in entirety the amounts due from them on account of the event. In case members are not able to travel due to travel restrictions/advisory by Government of India or Germany then the amount paid will be adjusted toward the participation in the next edition.

Force Majeure

If a Force Majeure Event like war, act of God, natural calamities, governmental directives, civil commotion, epidemic, pandemic, etc. or alike events occurs inasmuch as that the fair authorities/ organizers consider that it is illegal, impossible, inadvisable or impracticable for the physical, onsite and in-person (i.e. 'live') elements of the Event to be staged, then in such situation and/ or circumstances the decision of the fair authorities shall be final and binding upon EEPC India and all its co-exhibitors/ participants. In such situation and/ or circumstances, if the fair authorities, organizers or the vendors appointed for providing diverse services related to the Event in question does not refund the monies paid by EEPC India and/ or does not otherwise absolve EEPC India from its contractual obligations then in such case the Co-exhibitors / participants remain liable to pay to EEPC India the contracted participation charge in full and shall not receive any refund from EEPC India of the amounts paid by the co-exhibitors/ participants. Further, if the fair authorities, organizers or the vendors, so appointed for the Event binds or rolls over EEPC India's participation in the future editions of the same Event in question, then automatically the participation of the co-exhibitor/ participant shall also be carried forward to such future editions of the Event and the amounts paid by them shall be given a credit for the successive edition. However, if there is any increment in the participation fees fixed by the fair authorities, organizers or in any other charges, budgets, etc. then such increased amount has to be paid by the co-exhibitor/ participant without any demur based on the space and booth booked by the co-exhibitor/ participant. In any event, a co-exhibitor/ participant cannot decrease the space or the booth size booked by them for the originally scheduled Event.

Note: Regarding goods taken out of India for exhibition or on consignment basis for export promotion, participants may refer to Circular No. 108/27/2019-GST dated 18.07.2019 of the Central Board of Indirect Taxes and Customs (CBIC) which is the statute in the matter.



[Contact details](#) 

www.eepcindia.org

CIN: U51900WB1955NPL022644