



TEPC

Driving Telecom Export

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2016-17
Annual Report



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Telecom Equipment & Services Export Promotion Council

(Sponsored by Department of Telecommunications,
Ministry of Communications, Government of India)

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BRIEF PROFILE



Telecom Equipment and Services Export Promotion Council (TEPC)

Telecom Equipment and Services Export Promotion Council (TEPC) has been set up by the Government of India to promote and develop export of telecom equipment and services from India.

Target

TEPC envisages meeting the following targets:

- Exports including mobile handsets are likely to reach over \$20 billion over next 5 years.
- Domestic telecom products growth of over 20% CAGR likely over next 5 years.
- Employment generation (direct and in-direct) of 5 million.
- Major domestic telecom needs are targeted to be met by products manufactured in India in coming years.
- At least a few IPR- driven Indian product companies with global success would become billion dollar companies by 2020.

TEPC as a Council plays a critical role in furtherance of Telecom export from the India and assists its member companies in easy facilitation of their respective exports. The Council caters to the complete Telecom Ecosystem including Telecom Hardware Manufacturers, Telecom Service Providers, Telecom Software Vendors and Consultants. Export promotion continues to be a major thrust area for the Government. In a view of the prevailing macro-economic situation, Government emphasis is on exports promotion activities and to facilitate it, various measures are being undertaken through Market Access Initiative Schemes from the Department of Commerce, Ministry of Commerce & Industry, India to support the various export. TEPC has been working with the entire eco-system of Indian telecom exporters as well as various departments of Government of India to deliver and create end-to-end telecom solutions. Keeping in mind the caliber of Indian Manufactures and demand of developing countries, TEPC felicitates various projects in the field of Telecom Digital connectivity. TEPC has invited its members for consortium approach to provide a platform to perform and deliver their respective services to clients outside India. It will also help in sharing the individual expertise of the members and promote the Telecom equipments & services from India to the developing world.

VERTICALS & VISION OF TEPC:

List of Verticals covered under TEPC umbrella are as below:

Access Network
Antenna
Battery & Power Plant
Coaxial & Copper Cables
Communication/ Radio/ Satellite/ Measurement / Recording Equipment
Data Processing Equipments & Services
Defence and Police Networks Infrastructure Projects (Telecom: For Power, Irrigation, USOF, Broadband)
ICT Software (Information & Communication Technology
Mobile Network Equipment
Mobile Towers/ Masts used in Communication Networks
Networks & Communication (M2M Communication Networks and Devices including Smart City Networking)
Optical Fibre Cable
Optical Fibre Cable Accessories

Solar Gadgets used in Communication Networks
Subscriber End Equipment/ Phone/ Mobile Handsets
Switching Network Equipment
Technical Audit of Service Providers' Networks
Technology Transfer based on Indian R&D
Telecom Applications (Web Based, Mobile Applications, Customized Software solutions for communication needs)
Telecom Consultancy
Telecom Services (Licensees: Wireline/ Wireless Voice, Data/ Broadband, Internet, Value Added Services, Infrastructure)
Telecom Software (Internet & e-Commerce Services, , e-Health
Telecom Training & Skill development
Telecom Training (including Educational Software, Skill Development, e-learning, Network Technical, Telecom Regulatory)
Transmission Equipment

VISION OF TEPC

- TEPC shall continue to promote telecom exports from India
- Promote and accentuate Telecom Exports from India.
- Create a healthy environment for growth of Telecom Ecosystem including Manufacturing & Services Sector in India.
- Encourage both private and overseas Investments in India under Foreign Direct Investment.
- Encourage Strategic Alliances, MOUs, and technical/Financial collaborations to boost trade.
- Support local IPRs & R&D activities for Design in India and making of World Class telecom products.

MESSAGE FROM TEPC DIRECTOR GENERAL



Rakesh Kumar Bhatnagar
Director General, TEPC

Mr. Rakesh Kumar Bhatnagar with 41+ years Telecom experience including 11 years with two Telecom Regulators as Advisor on Techno-Regulatory issues (6 years with Indian Telecom Regulator TRAI [2000-2006] and 5 years with TRA, Sultanate of Oman [2007-2012]), is one of the best Telecom Regulatory, Technical and planning expert at International level. His expertise has earned his enlistment with ITU on more than 20 different areas of specialization. As International expert, he has worked in China, Mongolia, Cambodia, Vietnam, Bangladesh, Fiji, Ghana, France and Oman. He has spent more than 7 years as International expert outside his home country. At present, Mr. Rakesh Kumar Bhatnagar is functioning as Director General, Telecom Equipment & Service Export Promotion Council (TEPC) in India.

He is providing inputs to the Government and industry on initiatives in support of growth of domestic manufacturing, increase in exports, budget formulation support, National Telecom policy, projects on Smart cities, Development Projects and Line of Credit Projects covering ASEAN, SAARC, AFRICA, and their developing countries.

Today India needs attractive incentives for growth of electronics, information technology & telecom products with a special focus on R&D and IPR creation and an evolving framework for product standards. Indian manufacturers can make significant strides in exports of telecom products to several countries especially in emerging markets as they produce telecom products of world-class quality which are also globally competitive on technology and price. Having a large, young, skilled manpower is another of our strengths. Various flagship programs of the Government of India like Preferential Market Access, Make in India, Digital India & Skill India will further help this cause. In this regard, Government initiatives on Line of credit for developing world can be a positive game changer. Changes in basic custom duties, changes along with correct interpretation of WTO (ITA) commitments can also provide support to the domestic manufacturers against multinationals exploiting loopholes in BCD structure. Preferential Market Access, support to Make in India products and anticipated National Telecom Policy 2018 measures on R&D, incentives for domestic ICT industry would narrow down gap between imports and exports and these measures also are future positive game changers for the industry.

TEPC can play an increasingly important role in helping the Government in formulation of appropriate policies by making recommendations on strengthening of domestic product development and manufacturing and creation of an environment conducive for increasing exports of telecom equipment & services. TEPC provides a formidable platform to its members for increasing their exports business by various promotional activities such as participation in international exhibitions, setting up of highly-focused “international B2B” meets in India & abroad and establishing trade links abroad. We are using the resources of our embassies more effectively for export initiatives. I dream of a day, when Indian telecom products will, through innovative efforts of our domestic industry are recognized the best in class, and Indian telecom and electronics brands will be sold across the world and stand for impeccable quality and enduring trust of consumers. With focus and determination, TEPC has the potential of being in the vanguard of this effort.

Best Wishes

INDIA TELECOM SECTOR AT GLANCE:

India's telecommunication network is the second largest in the world by the number of telephone subscribers in India. It increased from 1,151.78 million at the end of Dec-16 to 1,194.58 million at the end of Mar-17. The overall Teledensity in India is 92.98 as on QE Mar-17. It has one of the lowest call tariffs in the world enabled by mega telecom operators and hyper-competition among them. India has the world's second-largest Internet user-base.

Indian telecom industry underwent a high pace of market liberalisation and growth since the 1990s and now has become the world's most competitive and one of the fastest growing telecom markets. The Industry has grown over with almost thirty times from under 37 million subscribers in the year 2001 to over 1,194.58 million subscribers in the March 2017. Telecommunication has supported the socioeconomic development of India and has played a significant role to narrow down the rural-urban digital divide to some extent.

The rapid strides in the telecom sector are facilitated by liberal policies of the Government that provides easy market access for telecom equipment and a fair regulatory framework for offering telecom services to the Indian consumers at affordable prices.

The exponential growth witnessed by the telecom sector in the past decade has led to the development of the telecom equipment manufacturing and other supporting industries. With the advent of next-generation technologies, 3G and 4G and Broadband Wireless Access Services rolled out by operators, the demand for telecom equipment has increased. In an attempt to capitalize on this opportunity, the government and policymakers are focusing on developing the domestic manufacturing industry. The Indian equipment manufacturing sector has come a long way in the past few years. From being an import-centric industry, it is slowly but steadily moving towards becoming a global telecom equipment manufacturing hub.

Government is making efforts to reduce imports of electronic products and to meet requirement of domestic market through indigenous production, Make in India, Digital India and Design in India Initiatives. The government is offering various sops to industry to boost domestic manufacturing in the field of ICT Industry.

(Source: TRAI, IBEF)

Subscription Data

Highlights of Telecom Subscription Data as on 31st March 2017

Particulars	Wireless	Wireline	Total (Wireless+ Wireline)
Total Telephone Subscribers (Million)	1170.18	24.40	1194.58
Net Addition in March, 2017 (Million)	5.98	0.054	6.03
Monthly Growth Rate ^{\$}	0.51%	0.22%	0.51%
Urban Telephone Subscribers (Million)	672.42	20.56	692.97
Net Addition in March, 2017 (Million)	0.78	0.03	0.82
Monthly Growth Rate ^{\$}	0.12%	0.17%	0.12%
Rural Telephone Subscribers (Million)	497.76	3.85	501.61
Net Addition in March, 2017 (Million)	5.19	0.02	5.21
Monthly Growth Rate ^{\$}	1.05%	0.52%	1.05%
Overall Tele-density*(%)	91.08	1.90	92.98
Urban Tele-density*(%)	166.71	5.10	171.80
Rural Tele-density*(%)	56.47	0.44	56.91
Share of Urban Subscribers	57.46%	84.24%	58.01%
Share of Rural Subscribers	42.54%	15.76%	41.99%
Broadband Subscribers (Million)	258.28	18.24	276.52

(Source: TRAI)

SECTORS ATTRACTING HIGHEST FDI EQUITY INFLOWS: (TILL March 2017)

Ranks	Sector	2014-15 (April - March)	2015-16 (April - March)	2016-17 (April - March)	Cumulative Inflows (April, 00 - March, 17)	% age to total inflows (In terms of US\$)
1.	SERVICES SECTOR **	27,369 (4,443)	45,415 (6,889)	58,214 (8,684)	316,568 (59,476)	18 %
2.	COMPUTER SOFTWARE & HARDWARE	14,162 (2,296)	38,351 (5,904)	24,605 (3,652)	136,789 (24,669)	7 %
3.	CONSTRUCTION DEVELOPMENT: TOWNSHIPS, HOUSING, BUILT-UP INFRASTRUCTURE	4,652 (769)	727 (113)	703 (105)	114,639 (24,293)	7 %
4.	TELECOMMUNICATIONS (radio paging, cellular mobile, basic telephone services)	17,372 (2,895)	8,637 (1,324)	37,435 (5,564)	130,164 (23,946)	7 %
5.	AUTOMOBILE INDUSTRY	16,760 (2,726)	16,437 (2,527)	10,824 (1,609)	92,218 (16,674)	5 %
6.	DRUGS & PHARMACEUTICALS	9,052 (1,498)	4,975 (754)	5,723 (857)	75,820 (14,707)	4 %
7.	TRADING	16,755 (2,728)	25,244 (3,845)	15,721 (2,338)	84,557 (14,211)	4 %
8.	CHEMICALS (OTHER THAN FERTILIZERS)	4,658 (763)	9,664 (1,470)	9,397 (1,393)	68,952 (13,293)	4 %
9.	POWER	4,296 (707)	5,662 (869)	7,473 (1,113)	60,087 (11,589)	3 %
10	METALLURGICAL INDUSTRIES	2,196 (359)	2,982 (456)	9,647 (1,440)	53,074 (10,331)	3 %

(SOURCE: DIPP)

TELECOM EQUIPMENT EXPORTS:

<u>YEAR</u>	<u>EXPORT IN INR</u>
<u>2013-14</u>	198,137,756,503
<u>2014-15</u>	81,230,213,733
<u>2015-16</u>	78,258,737,847
<u>2016-17</u>	96,235,513,469

ACTIVITIES

The activities of the Council are manifold and in addition to direct marketing, structured promotional events are organized on a regular basis so as to create awareness on the capability of Indian telecom exporters. The various promotional activities carried out on a regular basis include product & services specific delegation to select countries, exclusive Indian TEPC Exhibitions, country participation in Specialized Trade Fairs, Road Shows, Buyer-Seller Meets, Product Specific Seminars and Conferences – both in India and abroad.

TEPC had presented a new 'Consortium' based EXPORT approach which was appreciated not only by Hon'ble CIM but it encouraged a follow up from TEPC in the form of Project Documents.

TEPC had provided Project Proposals to MEA, DoT and Dept of Commerce covering a) SAARC: Bangladesh, Bhutan, b) ASEAN: Myanmar, Cambodia, Lao, Vietnam, Thailand, Philippines c) Africa: Kenya, Uganda, Tanzania, South Africa, South Sudan, Burundi d) Iran

TEPC (Telecom Equipment and Services Export Promotion Council) has submitted projects for digital connectivity in Vietnam Similar proposals have also been sent to other ASEAN countries by TEPC. The proposal encompasses intra-country digital connectivity, including training and inter-country digital connectivity.

TEPC prepared and submitted Project Proposals for ASEAN Countries that Indian Telecom Industry as TEPC Consortium can work out with Telecom Sector. Actual Projects will be based on 'REQUESTS Received' from the requesting country based on its 'DIGITAL CONNECTIVITY' requirements.

PROJECTS:

1. **Providing GSM & Broadband Internet Services for say 1000 Remote Villages/ Islands (SOLAR POWERED 33 DIGITAL VILLAGE) in each country.**
2. **Design and Construction of a nation-wide optical fiber network for delivering ubiquitous broadband and voice connectivity across country.**
3. **Deployment of Indian R&D Technology Products covering GPON and other components.**
4. **Telecom Training Centre: Mobile Network Training Modules with equipped Labs; OFC & SDH Network Training Modules with equipped Labs; Telecom Policy and Regulatory Training**
5. **Projects on e-Health & e-Education**
6. **Projects to provide Secured Communication System for Disaster Management**
7. **Establishment of Internet Exchanges.**
8. **Satellite-based Networks for connecting inaccessible areas**
9. **e-Governance Projects - Setting up of Govt. Data Centers, Land Records Digitization & other G2G and G2C Services, Trace and Track Technology for Security related applications, Resource Mapping using GIS, e-tendering Platform & Security and Surveillance solutions**

10. **E**lectronic Voting Management System
 11. **D**efense and Police Communication Network Systems.
 12. **S**mart City Project implementations
 13. **P**rojects with IoT and M2M Solutions.
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SERVICES

- To promote and accentuate Telecom Exports from India.

 - To create a healthy environment for growth of Telecom Ecosystem including Manufacturing & Services Sector in India.

 - To encourage both private overseas Investments.

 - To encourage Strategic Alliances, MOUs, Consortium of TEPC members for end to end connectivity projects to boost trade.
 - To support local IPRs & R&D initiatives so that design in India, Make in India, Skill from India can lead to export of world class equipment and services.

 - Provides RCMC to Member Exporters

 - Act as a link between Exporters and Department of Commerce to share their concern and views with each other.
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TEPC ELECTIONS

TEPC had conducted its elections for the Governing Council on 16TH January 2017 through e-voting. M/S NSDL was appointed for e-voting.

The new Governing council is as mentioned below:

CHAIRMAN	Mr. Shyamal Ghosh (Retired IAS Officer)
CO-CHAIRMAN	Mr. Sanjay Nayak Tejas Networks Limited
GOVERNING COUNCIL	Mr. Maloy Pancholi Prima Telecom
	Mr. Sanjay Jha Intex Technologies (I) Limited
	Mr. Charan Jeet Kalra Frog Cellsat Limited
	Mr. Venugopal Dayalan Prayaag Technologies
	Mr. Sanjeev Kakkar Vihaan Networks Limited
	Mr. Sandeep Aggarwal Paramount Communications Limited
	Mr. Dhruv Aggarwal Paramount Wires & Cables Limited
	Mr. Rajesh Tuli Coral Telecom
	Mr. Arun Khanna Shyam Telecom

TEPC PARTICIPATION IN EVENTS

TEPC on regular basis organized various structured promotional events so as to create awareness on the capability of Indian telecom exports. The various promotional activities carried out on a regular basis are product & services specific delegation to selected countries, exclusive Indian TEPC Exhibition, country participation in Specialized Trade Fairs, Catalogue Show, Buyer-Seller Meets, Product Specific Seminars and Conferences - both in India and abroad.

During the year 2016, TEPC organized/participated in the following events/ exhibitions in India as well as abroad:

COMMUNICASIA: 31ST MAY – 03RD JUNE 2016: SINGAPORE

In the month of June 2016, Along with its 14 members TEPC participated in CommunicAsia 2016. India Pavilion was inaugurated by Smt. Paramita Tirpathi, Deputy High Commissioner on 31st June 2016. The event continues to serve as an important integrated platform for industry professionals from all parts of the world to network, collaborate and form partnerships. In 2016 CommunicAsia and EnterpriselT attracted more than 30,000 trade attendees over 4 days with more than 50% from overseas. Singapore is one of the most wired countries in the world with a nation-wide network of fiber Optics cables and is mainly dependent on imports. With more than 600 new launches, the participants at the show witnessed more disruptive innovations targeted at the next wave of digital transformation.



Luncheon meeting by industry with H.E. Ms. Tarana Halim, Hon'ble Minister of Communications and Posts, Bangladesh:

TEPC team on 26th July had hosted H.E. Mrs. Tarana Halim, Honourable State Minister, Post & Telecommunications Division, Ministry of Posts, Telecommunications and Information Technology, Govt. of Bangladesh along with a high level delegation of Bangladesh, in New Delhi. Capabilities of Indian product and technologies were explained and TEPC suggested the following four projects that were also part of the industry presentation to Bangladesh delegation in during the last week.

- a) Optical Fiber Cable Network Development in 1000 Union Parishad of Durgram (Remote) Areas Project of State Operator
- b) Solar Powered 'Digital' Villages extending reach of Government Operator
- c) Telecom Training Academy at Dhaka
- d) Technology Transfer option



BUYER SELLER MEET: 13TH JULY 2016: MEXICO

The India-Mexico BHLG held on 13TH -15TH July, 2016 headed by Secretary, Commerce, Government of India, Ms. Rita Teotia at Mexico City and Guadalajara.

TEPC along with its 10 members was a part of this delegation and organized Buyer Seller Meet on 13th July 2016 in Mexico City and provided a platform to its members to meet and transact business with Mexican Buyers in a very cordial environment. **The issues discussed during BSM and other Government and Industry level meetings covering Telecom Sector are summarized below: Mexico is having Mobile Penetration Rate of about 78%.**

- **With users having multiple SIMS, actual Mobile Penetration would be still lower.**
- **In last 3 years variation is of the order of +/- 2 %.**
- This suggests that saturation has set in urban areas while Rural Areas have much lower coverage.
- Internet penetration rate is around 50% while fixed high speed broadband is much lower though after reforms situation is improving.
- The existing scenario suggests that Indian Telecom Sector could support Mexico through
 - OFC Infrastructure addition especially for rural areas in cooperation with any utility company as is authorized for such activities. (Tejas/ Vindhya Telelinks/ Birla Ericsson/ HFCL/ TCIL)
 - Rural Green & Solar Powered Mobile Solutions for remote pockets and rural areas of Mexico through Technology Transfer and joint venture route. (Vihaan Networks Limited: VNL)
 - Making Mexico as hub of telecom equipment manufacturing after taking a technology transfer from India's premier R&D centre C-DoT.

- Training and Skill Development in Telecom sector covering
 - a) Telecom Policy and Regulatory Training
 - b) OFC Networks
 - c) Mobile Networks.
- Tower Company from Mexico could have Technology tie up for some of the projects as above.



INDO AFRICA ICT EXPO: 1ST SEPTEMBER – 3RD SEPTEMBER: NAIROBI:

Indo-Africa ICT Expo 2016 in conjunction with IT and Telecom Conference was held on 1-3 September 2016 at Nairobi, Kenya. This event has been organized by Telecom Equipment and Services Export Promotion Council (TEPC) with NASSCOM and support of Department of Telecommunications and Department of Commerce, Government of India. ICT Authority of Kenya supported this event. This event has been hosted by India in Kenya for the 2nd time. With a view to explore African market for ICT sector, the Government of India under leadership of Hon'ble Minister of State (Independent Charge) for Communications and Minister State for Railways, Shri Manoj Sinha deputed following officers with large business delegation:-

Shri Manoj Sinha, MoS(IC), MoC	Leader of Delegation
Shri Amit Yadav, JS(Admn), DoT	Member
Shri R.K. Pathak, DDG(IC) & Secretary(TEPC)	Member
Shri Nitishwar Prasad, PS to MoS(IC), MoC	Member

The second edition of the Indo-Africa ICT Expo cum Conference saw more than 75 ICT companies participating from India showcasing their latest products and solutions to explore synergies on ground. The delegation comprises of heads and senior officials from Govt. and private companies. The event was inaugurated by Hon'ble Minister Shri Manoj Sinha along with Hon'ble Minister of ICT (Cabinet Secretary), H. E. Mr. Joe Mucheru, South Sudan's Deputy Minister of ICT & Postal Services, Hon Akol Paul Kordit with a big delegation, Uganda's Principal Secretary, ICT, Dr Jimmy Pat Saamanya, and Malawi's Secretary of ICT and Civic Education, Mr. Justin Adack K. Saidi. The event also saw participation from business leaders from India, Kenya, Tanzania, Uganda, UK, Israel, South Sudan, Rwanda, Mauritius and Commonwealth Telecom Organisation. A key highlight of the event on 1st September 2016 was the ICT Ministers Round Table Meeting on 'Digital Dreams of the Developing Nations', wherein Hon'ble ICT Ministers/Secretaries leading high level Government & business delegations from India, Kenya, South Sudan, Uganda and Malawi participated. Government to Government bilateral talks were also held between India and official government delegations from Kenya, Uganda, Malawi and South Sudan. Industry had separate follow up meetings with visiting delegations and presented technologies from India.



2nd Edition of India Telecom, 8th Buyer Seller Business Expo: 3rd October 2016

TEPC (Telecom Export Promotion Council) 2nd **India Telecom 2016**, an exclusive International B2B meet was inaugurated by Manoj Sinha, Minister of State for Communications (Independent Charge) and Minister of State for Railways along with Secretary IPP Ramesh Abhishek and J.S. Deepak, Chairman, Telecom Commission, Secretary, DoT and Chairman of TEPC at the Shangri-la Eros Hotel, New Delhi. More than 70 qualified buyers from 28 countries who are keen to source Indian telecom equipment and services from Latin America, Africa, Middle East and South-East Asia have arrived for 3 days business expo in New Delhi and also in Bangalore. The event witnessed enthusiastic participation by senior representatives from Telecom Service Provider companies as well as Governments.

While speaking at the event, Manoj Sinha, Minister of State for Communications (I/C) said that Indian Telecom sector is the fastest growing telecom market in the world and this growth has created a large opportunity for innovative products and services. With massive thrust on “Make in India” and “Digital India” initiatives, a large opportunity for innovative products and services has been created. India is poised for another digital revolution. Indian manufacturers have already made significant strides in exports of IT and telecom products to several countries and established that Indian IT and telecom products are of world-class quality and are globally competitive on technology and price. The Indian Government has given high priority to exports of high-tech telecom equipment and services and will provide all assistance, including export financing for telecom exports. J.S. Deepak, Secretary Telecom said that Indian telecom industry is an integral part of Prime Minister Modi’s vision for Make-in-India & Digital India and is a priority focus area for this Government. India is implementing BharatNet program in which we are connecting 250,000 Village Panchayats with investment of more than US \$ 12 billion. India is now being recognized globally as a center for development of high-quality but cost-effective products in the telecom sector through frugal innovations. He assured the participants that developing countries on the threshold of a telecom revolution can gain significantly by sourcing such high-quality telecom products from India. Ramesh Abhishek, Secretary, Industrial Policy and Promotion shared various initiatives taken by this Government on Ease of Doing Business and requested world leader to invest in India and export from India. Sanjay Nayak, Vice Chairman TEPC and CEO Tejas Networks said that export of telecom equipment and solutions from India is a multi-Billion dollar opportunity and can become a new growth driver for India’s high-tech exports. He acknowledged that the TEPC Buyer-Seller meet is one of the most impactful events for the domestic industry, since more than 80% of the visitors from earlier events have been converted into buyers of Indian telecom products and services. Once potential customers visit India, they get a lot of confidence in Indian products after meeting the leaders of local industry and government, visiting R&D labs and manufacturing facilities and getting positive references from satisfied customers. The “India Telecom International Buyer-Seller meet” is TEPC’s flagship event and is a unique platform where potential buyers from across the globe are invited to meet Indian suppliers of telecom equipment and services as well as key stakeholders in the Indian Government. This event provides opportunities to Indian telecom exporters

to meet qualified overseas buyers and develop long term business relationships. During this event, in addition to the Buyer-Seller business meetings by more than 90 Indian exporters, TEPC has also organized an exhibition where more than 25 Indian telecom exporters showcased their products and capabilities.



GITEX TECHNOLOGY WEEK 2016, DUBAI

During October 2016, TEPC participated in GITEX Technology Week 2016 scheduled from 16th -20th October 2016 at Dubai with 18 Indian exporters under Market Development Assistance Scheme of Department of Commerce. TEPC India Pavilion was inaugurated by H.E. Shri Anurag Bhushan, Consul General of India at Dubai H.E. Shri Anurag Bhushan was impressed by the large no. of participation of Indian exporters in TEPC India Pavilion and showed his interest to work with the TEPC to promote Trade and Investment of India at UAE market.

The companies were able to meet the target audience, customers and potential buyers from round the world and were able to strengthen their market positions. The exhibition provided the platform to invite VIP buyers for networking and relationship building. A unique opportunity was available to seize the opportunities of world's fastest growing ICT markets, to network, to meet and discuss issues with global market leaders and industry players all under one place. Participation in this exhibition provided an opportunity to our Indian Companies in its branding & innovation. Indian companies could gain visibility and were able to position as a market leader. They could get an opportunity to be associated with leading telecom operators and other telecom stakeholders. The event provided networking opportunity with industries most influential people. Indian companies were able to showcase their products, technology solutions and have received a large number of enquiries and initial negotiations were also done.



AFRICACOM 2016

This year Indian delegation consisted of 12 members. The delegation was led by Shri J S Deepak, Secretary, Department of Telecommunications, Ministry of Communications & IT, Mr. Birendra Pratap, Director (T), Department of Telecom. They represented India and its Telecom industry and shared their expert advice and suggestions with participants to help them gaining success. TEPC had booked 81 SQM in Africacom. The India Pavilion was inaugurated jointly by Ms. Ruchi Ghanashyam, HE High Commissioner, High Commission of India, Pretoria, South Africa, Shri J S Deepak, Secretary, Department of Telecommunications, Ministry of Communications & IT and Mr. Puneet R. Kundal: Consul General, Indian Consulate General in Cape Town, South Africa.

HE High Commissioner was happy to see Indian companies promoting potential of India and its Telecom Industry at the International platform. The exhibition at AfricaCom 2016 provided an excellent opportunity to see the latest products, solutions and technologies. Exhibitors were able to meet potential buyers and generate leads for their business. Shri J S Deepak, Secretary, Department of Telecommunications, Government of India was also a keynote VIP Speaker at the conference "Connecting Africa". He shared his valuable views and experience on Connecting the unconnected: developing actionable solutions to internet connectivity barriers in Africa and also gave a presentation on Connecting the unconnected: what governments can do to support and accelerate digital transformation in developing countries.



Meeting on "Digital Connectivity Projects in ASEAN Countries by India

TEPC along with Department of Telecommunication (DOT) and Ministry of External Affairs (MEA) had organized a meeting with the High Commissioners/ Ambassadors of the 10 ASEAN countries on 2nd December 2016 at Le-Meridien Hotel, New Delhi to discuss on the DIGITAL COONECTIVITY Project that can be implemented in ASEAN countries by TEPC exporters making use of Indian R&D, IPRs and indigenous manufacturing facilities. The meeting was chaired by Secretary, Telecom and Chairman, TEPC. JS(ML-MEA) provided the background for the meeting. She referred to the US \$ One Billion Credit Line for the Digital Connectivity requirements of the ASEAN countries announced by Hon'ble Prime Minister Mr. Narendra Modi. The Draft Projects were shared with ASEAN countries through Indian High Commissions and were also announced in various meetings including meetings at Head of States and Foreign Minister and at official level discussions.



Communicast Myanmar 2016:

TEPC participated in Communicast Myanmar 2016 at Novotel, Yangon, 6th-8th December 2016 along with 11 companies. Due to growing opportunity in this country, TEPC booked 108 sqm space in Communicast. The delegation was led by Shri Kishore Babu (Director ,International Relations) Department of Telecommunications, Ministry of Communications & IT, Mr. Rakesh Kumar Bhatnagar (Director General) TEPC .They represented India and its Telecom industry in a stronger way. They also shared their expert advice and suggestions with participants to help them gaining success.The India Pavilion was inaugurated by Mr. Vikram Misri, HE Ambassador Embassy of India, Yangon, Myanmar. Ambassador was happy to see Indian companies promoting potential of India and its Telecom Industry at International platform. The exhibition at Myanmar provided an excellent opportunity to see the latest products, solutions and technologies.



India Telecom 2017

TEPC (Telecom Equipment and Services Export Promotion Council) organized “International Buyer- Seller meet **TEPC India Telecom 2017**” from 20th to 21st February. The event attracted more than 100 foreign high-profile delegates from the Information and communication technology (ICT) industry from over 30 countries, including Ministerial/Official delegations from Bhutan, Bangladesh, Cambodia, Indonesia, Lao PDR and Malawi. The main objective was to provide opportunities to Indian telecom exporters, including SMEs and startups, to explore export potential and demonstrate their capabilities to meet the needs of the overseas buyers. The TEPC’s flagship event is held every year and is a unique platform where potential buyers from across the globe are invited to meet Indian suppliers of telecom equipment and services as well as key stakeholders in the Indian Government.

The first day focused on **ASEAN India Digital Connectivity** – commemorating the 25th Year of ASEAN India Relations. On the second day there was a **Buyer-Seller meet** and delegations from many other countries engaged in business discussions and also visited an exhibition showcasing end-to-end telecom product and solutions from India. During this event, the Buyer-Seller business meetings was attended by more than 70 Indian exporters and the exhibition saw more than 25 Indian telecom exporters showcasing their products and capabilities. This represented an increase of over 50% compared to last year and demonstrated the growing interest amongst Telecom Service Providers from South-East Asia, Latin America, Africa, Middle East as well as North America, to choose India as a source of telecom products and services



Meeting with Vietnam High Level Delegation on ASEAN Digital Connectivity Projects, 27th March 2017

TEPC organised India – Vietnam Business meet of Indian Companies and high level delegation from Vietnam led by Hon'ble Minister of Information & Communications, Vietnam and 18 other industry delegates including Director General of Authority of Telecommunications, Director General of Department of International Cooperation, Director General of Department of Planning and Finance, Director General of Authority of Information Technology Application, Director General of Authority of Press, Director General of Authority of Publication, Printing and Distribution, Editor-in-chief of The Vietnam Post News, President, CEO of Vietnam's Post and Telecommunications Conglomerate, Deputy General Director of Mobifone Corporation and Executive Vice President of FPT Corporation on 27th March at Shangri-La's Eros Hotel, New Delhi.

Incidentally, TEPC was having approval of organising an event in Vietnam in the month of March 2017 but TEPC didn't organise the event in VIETNAM as high level Vietnam delegation earlier invited for India Telecom Business Expo, had scheduled a visit to Delhi in the month of March itself. We were able to organize B2B meetings with the delegation on 27th March 2017.



MAI/ MDA funding for Events in 2016-17

SI No.	Events	Venue	Date	Subsidy	No of participants	Fund received from Commerce	Reimbursement to exporter
1	CommunicAsia 2016	Singapore	31 May to 3 Jun 2016	MDA	14	25.00	13.50
2	Delegation to Mexico	Mexico	12-14 Jul 2016	MDA	11	3.98	4.00
3	Indo Africa ICT Expo 2016	Kenya	1-3 Sep 2016	MAI	76	66.00	Not Applicable
4	India Telecom 2016	New Delhi & Bangalore	3-5 Oct 2016	MAI	68 foreign delegates	52.08	Not Applicable
5	GITEX 2016	Dubai	16-20 Oct 2016	MDA	16	25.00	15.00
6	Africom 2016	South Africa	15-17 Nov 2016	MDA	12	25.00	13.33
7	Communicast Myanmar 2016	Myanmar	15-17 Nov 2016	MDA	11	18.38	11.89
8	India Telecom 2017	New Delhi	20-21 Feb 2017	MAI	91 foreign delegates	40+ Awaited	Not Applicable