



# TELECOM EQUIPMENT & SERVICES EXPORT PROMOTION COUNCIL

ANNUAL REPORT 2017-18





## **Telecom Equipment & Services Export Promotion Council**

(Sponsored by Department of Telecommunications,

Ministry of Communications & IT, 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 equipment & services from India to the developing world.

## List of verticals covered under TEPC umbrella are as below:

<p>Access Network</p> <p>Antenna</p> <p>Battery &amp; Power Plant</p> <p>Coaxial &amp; Copper Cables</p> <p>Communication/ Radio/ Satellite/ Measurement / Recording Equipment</p> <p>Data Processing Equipments &amp; Services</p> <p>Defence and Police Networks Infrastructure Projects (Telecom: Power, Irrigation, USOF, Broadband)</p> <p>ICT Software (Information &amp; Communication Technology)</p> <p>Mobile Network Equipment</p> <p>Mobile Towers/ Masts used in Communication Networks</p> <p>Networks &amp; Communication (M2M Communication Networks and Services including Smart City Networking)</p> <p>Optical Fibre Cable</p> <p>Optical Fibre Cable Accessories</p>	<p>Solar Gadgets used in Communication Networks</p> <p>Subscriber End Equipment/ Phone/ Mobile Handsets</p> <p>Switching Network Equipment</p> <p>Technical Audit of Service Providers' Networks</p> <p>Technology Transfer based on Indian R&amp;D</p> <p>Telecom Applications (Web Based, Mobile Applications, Customized Software solutions for communication needs)</p> <p>Telecom Consultancy</p> <p>Telecom Services (Licensees: Wireline/ Wireless Voice, Data/ Broadband, Internet, Value Added Services, Infrastructure)</p> <p>Telecom Software (Internet &amp; e-Commerce Services, e-Health)</p> <p>Telecom Training &amp; Skill development</p> <p>Telecom Training (including Educational Software, Skill Development, e-learning, Network Technical, Telecom Regulatory)</p> <p>Transmission Equipment</p>
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## 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.
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## **MESSAGE FROM TEPC CHAIRMAN**



### **Mr. Shyamal Ghosh**

Indian telecom market is the fastest growing in the world with the second largest subscriber base. Rapid growth of the sector has fueled the demand for telecom equipment, which is estimated to exceed Rs. 1.8 trillion by the year 2020. This large domestic demand can be leveraged by domestic companies to create innovative, high-quality products and solutions that not only meet the needs of the highly-competitive Indian market, but also address the global market.

Today India offers some of the most attractive incentives for electronics, information technology & telecom products with a 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 if they produce telecom products of world-class quality which are globally competitive on technology and price. Having a large, young, skilled manpower is another of our strengths. Various flagship programmes of the Government of India like Make in India, Digital India & Skilling India will further help this cause.

TEPC can play an increasingly important role in helping the Government in formulation of appropriate policies by making recommendations on strengthening domestic product development and manufacturing and creation of an environment conducive for increasing exports of telecom equipment & services. TEPC should strive to provide 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 also need to use the resources of our embassies more effectively.

I dream of a day, not very far in the future, when Indian telecom products will, through innovative efforts of our domestic industry, be recognized as 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.

## **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.

## 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 liberalization 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)

## INDIA TELECOM STATISTICS

### Subscription Data

#### Highlights of Telecom Subscription Data as on 31st March 2018

Particulars	Wireless	Wireline	Total (Wireless+ Wireline)
<b>Total Telephone Subscribers</b> (Million)	<b>1183.41</b>	<b>22.81</b>	<b>1206.22</b>
Net Addition in March, 2018 (Million)	26.54	-0.15	26.39
Monthly Growth Rate	2.29%	-0.67%	2.24%
<b>Urban Telephone Subscribers</b> (Million)	<b>662.18</b>	<b>19.43</b>	<b>681.61</b>
Net Addition in March, 2018 (Million)	12.15	-0.16	11.98
Monthly Growth Rate	1.87%	-0.84%	1.79%
<b>Rural Telephone Subscribers</b> (Million)	<b>521.23</b>	<b>3.38</b>	<b>524.61</b>
Net Addition in March, 2018 (Million)	14.39	0.01	14.40
Monthly Growth Rate	2.84%	0.32%	2.82%
<b>Overall Tele-density* (%)</b>	<b>91.09</b>	<b>1.76</b>	<b>92.84</b>
Urban Tele-density* (%)	161.17	4.73	165.90
Rural Tele-density* (%)	58.67	0.38	59.05
Share of Urban Subscribers	55.96%	85.19%	56.51%
Share of Rural Subscribers	44.04%	14.81%	43.49%
<b>Broadband Subscribers</b> (Million)	<b>394.65</b>	<b>17.95</b>	<b>412.60</b>

(Source: TRAI)

## SECTORS ATTRACTING HIGHEST FDI EQUITY INFLOWS: (April – September 2017)

Amount in Crores (USD in Million)

Ranks	Sector	2015-16 (April – March )	2016-17 (April – March )	2017-18 (April, 17– December , 17)	Cumulative Inflows (April, 00 - December , 17)	% age to total Inflows (In terms of US\$)
1.	<b>SERVICES SECTOR **</b>	45,415 (6,889)	58,214 (8,684)	29,819 (4,620)	346,387 (64,097)	17 %
2.	<b>TELECOMMUNICATIONS</b>	8,637 (1,324)	37,435 (5,564)	39,264 (6,136)	169,428 (30,082)	8 %
3.	<b>COMPUTER SOFTWARE &amp; HARDWARE</b>	38,351 (5,904)	24,605 (3,652)	33,246 (5,156)	170,035 (29,825)	8 %
4.	<b>CONSTRUCTION DEVELOPMENT: TOWNSHIPS, HOUSING, BUILT-UP INFRASTRUCTURE</b>	727 (113)	703 (105)	2,453 (381)	117,092 (24,674)	7 %
5.	<b>AUTOMOBILE INDUSTRY</b>	16,437 (2,527)	10,824 (1,609)	11,202 (1,739)	103,421 (18,413)	5 %
6.	<b>TRADING</b>	25,244 (3,845)	15,721 (2,338)	14,649 (2,274)	99,207 (16,485)	4 %
7.	<b>DRUGS &amp; PHARMACEUTICALS</b>	4,975 (754)	5,723 (857)	5,662 (878)	81,482 (15,585)	4 %
8.	<b>CHEMICALS (OTHER THAN FERTILIZERS)</b>	9,664 (1,470)	9,397 (1,393)	7,327 (1,137)	76,279 (14,430)	4 %
9.	<b>POWER</b>	5,662 (869)	7,473 (1,113)	8,912 (1,378)	68,999 (12,967)	4 %
10	<b>CONSTRUCTION (INFRASTRUCTURE) ACTIVITIES</b>	29,842 (4,511)	12,478 (1,861)	16,345 (2,540)	76,720 (12,357)	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
<u>2017-18</u>	116,465,096,870



## **ACTIVITIES & SERVICES**

### **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. Electronic Voting Management System
11. Defense and Police Communication Network Systems.
12. Smart City Project implementations

### 13. Projects with IoT and M2M Solutions

Further in addition, TEPC submitted projects for Mongolia, Malawi, Brunei, Tanzania, Iran, Bhutan, Bangladesh, Kenya, South Africa, and Nepal. TEPC has also prepared projects for Developing countries pacific Regions, Africa Region and Mexico.

## **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.
  - 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 Vice Chairman on 16<sup>TH</sup> June 2017 through e-voting. The elected Vice chairman is Mr. Sandeep Agarwal.

## **TEPC AGM:**

26<sup>TH</sup> September 2017

## **SUBMISSION OF INPUTS BY TEPC TO DEPARTMENT OF COMMERCE**

TEPC has submitted its inputs and suggestions on following:

- GST
- PMA
- National Telecom Policy (NTP)
- Pre Budget-Proposal

## 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 2017, TEPC organized/participated in the following events/ exhibitions in India as well as abroad:

### **INDO AFRICA ICT EXPO 2017: (6<sup>th</sup> SEPTEMBER – 7<sup>th</sup> SEPTEMBER: Lagos: NIGERIA)**

To reiterate the relationship and commitment between India and the African countries, the third edition of the **Indo Africa ICT Expo 2017** was organized in Lagos, Nigeria on 6<sup>th</sup> and 7<sup>th</sup> September 2017 at Eko Hotel & Suiets. The event was organized by TEPC with NASSCOM as its co-organizer and ITAN Nigeria, ALTON Nigeria, ATCON Nigeria were our supporting partners. The event was supported by Department of Telecom and Department of Commerce, Government of India.

The Indo Africa ICT Expo is focused to enhance Indian trade and investment flows from/to Africa.

- The India ICT Show 2017 is intended to:
  - A world class conference & Trade Show
  - Showcasing the new products & technology of Indian Companies
  - Facilitate B2B meetings for the Indian companies to meet the buyers from the region
  - Open dialogue between and create a platform of interaction for African officials and the private sector and their counterparts in India
  - To discuss the upcoming trends in the ever-evolving ICT Sourcing market.
  - Continue and be the ideal platform for decision-makers and business leaders to interact and do business
  - The perfect stage to present delegates with a better understanding of the opportunities present in Africa, a richer picture of its business and investment climate

The Indo Africa ICT Expo was designed to provide the platform to bring together over 200 to 300 companies from India and Africa for the conference and exhibition. With an objective to:

- ❖ To determine future directions of the Information Technology and Telecom sector and to address critical issues within African markets
- ❖ To establish a platform in Africa where supply & demand is met in the entire gamut of IT & Telecom
- ❖ To establish strategic partnerships among key players of the ICT ecosystem

- ❖ To provide wider opportunities for Indian and African companies to stand out with their distinctive products through exhibition and networking activities
- ❖ To establish the presence of Indian brands in Africa's fastest growing markets
- ❖ To engage with high-quality leads and build long-lasting relationships with leaders and potential investors in the market features

The Indian delegation of 100+ companies was to be led by Hon'ble Minister of State for Communications Manoj Sinha, delivered his recorded paper to the audience. There were over 54 Telecom & Technology companies who showed their latest products and solutions at the Indo-Africa ICT Expo cum Conference.

The event was successfully inaugurated by Communications Minister of Nigeria, Barrister Adebayo Shittu, along with Deputy Communications Minister of Ghana, and Minister of State of Ethiopia, His Excellency, High Commissioner of India to Nigeria, HE. B.N. Reddy and Ambassador of Rwanda.

Dignitaries at the inauguration of the conference include Dr. Ernest Ndukwe, former executive vice chairman of the Nigerian Communications Commission who is chairman of Openmedia Group, Mr. Olusola Teniola, President of the Association of Telecom Companies of Nigeria (ATCON), Engr. Gbenga Adebayo, Chairman of Association of Licensed Telephone Operators (ALTON) and Mr. Tayo Adeniyi, President of the Information Technology Association of Nigeria (ITAN), as well as Chief Charles Okeke, chairman of the IT/Telecom Trading Group of the National Association of Chambers of Commerce, Industry, Mines and Agriculture, (NACCIMA) and Mr. Ahmed Ojikutu, President of the Computers and Allied Products Association of Nigeria (CAPDAN).

The commitment shown by the Nigerian Ministry of Communications on behalf of the Government of Nigeria is indicative of the open arms with which the Indo-Africa ICT Expo 2017 has been accepted in Nigeria.

A key highlight of the event was the panel discussion on **Digital Vision of the Developing Nations** where Hon'ble ICT Ministers/Secretaries with high level Government and business delegation from India, Ghana, Ethiopia, Kenya & Rwanda participated. Government to Government talks were also held between Indian Government and official government delegations from Nigeria, Ghana, Ethiopia, Rwanda & Kenya.

The commitment shown by the Nigerian Ministry of Communications on behalf of the Government of Nigeria is indicative of the open arms with which the Indo-Africa ICT Expo 2017 has been accepted in Nigeria.

As a first time out, the entire outcome can be described as successful, encouraging and can potentially become a platform for promoting Indian and Nigerian relations beyond exports of Indian products and services to Nigeria; and, on another hand, it will become a rich avenue for encouraging the Nigerians at public and private sectors, particularly those operating in the ICT industry, to adopt, accept and patronize Indian products and services. Therefore, it is our considered opinion that this event should be a continuous one.



## **India Mobile Congress 2017: (27<sup>th</sup>-29<sup>th</sup> September 2017: New Delhi, India)**

TEPC was associate partner in India Mobile Congress.

**Cellular Operators Association of India (COAI)\*** along with **K and D Communication Limited (K and D)\*\*** of Vibrant Gujarat fame as joint-organizer in association with the **Department of Telecom (DoT), Ministry of Communications, Government of India and Ministry of Electronics and Information Technology (MeitY), Government of India**, is organized a **three-day conference & exhibition called "INDIA MOBILE CONGRESS (IMC)"**, at **Pragati Maidan, New Delhi from 27<sup>th</sup>- 29<sup>th</sup> September 2017** with an aim to create the single largest platform for the Telecommunication, ICT and allied industries in India. It is intended to promote new Technology, Products, Innovation, entrepreneurs, global skill standardization and enhance Investment Opportunities/Investment Potential in India.



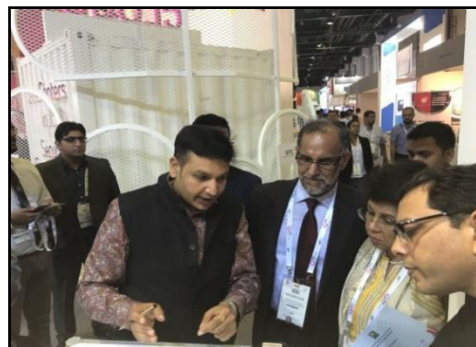
## **GITEX TECHNOLOGY WEEK 2017: (8<sup>th</sup> -12<sup>th</sup> October 2017 DUBAI)**

TEPC has participated in GITEX Technology Week scheduled from 8<sup>th</sup> -12<sup>th</sup> October 2017 along with 20 member companies. GITEX is one of the biggest ICT event featuring more than 4,000 companies and over 143,000 industry visitors. TEPC has been participating in GITEX for last 7 years along with member companies. GITEX reflects not only the field of information and communication technology, but also the exponentially progressive and entrepreneurial development of Dubai and the larger Arab World.

On 8<sup>th</sup> October, The India pavilion was inaugurated by H.E. Mr. Vipul, The Consul General of India in Dubai. H.E. Mr. Vipul mentioned that India is growing and expanding, and it is proud to see such a vibrant participation of India in bigger shows like GITEX. H.E. Consul General was happy to see Indian companies promoting potential of India and its Telecom Industry at International platform.

The exhibition at GITEX Technology Week provided an excellent opportunity to see the latest products, solutions and technologies. More than 100 companies from India participated in GITEX Technology Week.

On 10th August, H.E. Mr. Navdeep Singh Suri: Ambassador of India to UAE, Embassy of India at Abu Dhabi visited TEPC pavilion and interacted with exhibitors. He was happy to see the growing potential of India. He shared his knowledge with the participants.



### **AFRICACOM 2017 (7th-9th November 2017 at Cape Town, South Africa)**

AfricaCom is the premier Pan-African communications event. For a decade, this event has comprised a high-level conference and co-located exhibition and year-on-year continues to be the best place to meet existing clients and build new contacts in the region. Mobile Service Providers / Operators, Portals, networking for all sectors including mobile, fixed, ISPs, WISPs, international, wholesale, satellite operators, technology vendors, through to regulators and government agencies are the target visitors. AfricaCom has delivered the best regarded and best attended show in Africa. AfricaCom 2017 was scheduled from 7-9 November 2017 at Cape Town, South Africa.

This year Indian delegation consisted of 20 members. The India Pavilion was inaugurated Dr. K.J. Srinivasa, Consul General of India, Johannesburg.

He was happy to see Indian companies promoting potential of India and its Telecom Industry at the International platform. The exhibition at AfricaCom 2017 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.

### **INDIA ASEAN ICT EXPO: (6<sup>th</sup>-7<sup>th</sup> December 2017, Jakarta- Indonesia)**

India and Indonesia have shared two millennia of close cultural and commercial contacts. The Hindu, Buddhist and later Muslim faith travelled to Indonesia from the shores of India. India has emerged as one of the prominent trade partners for ASEAN and both the regions have shown complementarities for business to expand and grow. IT and Telecom form the backbone for the growth of any country and ASEAN including Indonesia have been one of the fastest growing markets worldwide in ICT adoption and communication technology.

India-ASEAN trade and investment relations have been growing steadily, with ASEAN being India's fourth largest trading partner. To reiterate the relationship and commitment between India and ASEAN countries, Ministry of Communications, Ministry of Commerce, Government of India, along with Telecom Equipment and Services Export Promotion Council (TEPC) and NASSCOM and a number of partners from leading local institutions in Indonesia such as MASTEL (Telecommunication Society), ISD (Indonesia Services Dialogue Council), FTII (Indonesian Information Technology Federation), ITF (Indonesia Technology Forum), IDEA (Indonesian E-commerce Association), and APJII (Association Internet Organizer Indonesia) hosted "**India-ASEAN ICT Expo**" at Hotel Shangri-La, Jakarta on 6-7 December 2017. The event brought together over 45+ ICT companies from India and many more from ICT sector from Indonesia and ASEAN countries as well. India-ASEAN ICT Expo is international event to build partnership



between India and ASEAN in ICT Industry. India has experience to build ICT industry base in education, mobile broadband connectivity, software and application, and so many aspects of ICT.



## **INDIA TELECOM 2018- An Exclusive International Business Expo: (22<sup>nd</sup>-23<sup>rd</sup> February 2018 New Delhi, India)**

***TEPC organized 10<sup>th</sup> edition of India Telecom on 22<sup>nd</sup>-23<sup>rd</sup> February 2018 with*** support of Department of Commerce under Market Access Initiative of the Government. This is the Flagship event of TEPC bringing together potential buyers from LATAM, Africa, CIS, ASEAN and SAARC. This event has grown bigger and bigger with the support of Government. The main objective of the event is to provide opportunities between telecom service providers and system integrators from different countries and Indian telecom exporters who can enlighten them about their products and technology solutions.

This annual event was inaugurated by Manoj Sinha, Minister of Communications, Government of India and was attended by telecom ministers from Nigeria, Ghana and Cambodia and Smt. Aruna Sundararajan - Chairman, Telecom Commission and Secretary Department of Telecom, Smt. Rita Teatitia - Secretary, Department of Commerce and many senior Government officials and industry captains.

While speaking at the event, Manoj Sinha, Honorable Minister of State for Communications said “we are proud to have successfully completed BharatNet Phase-1, which is one of the largest rural broadband project in the world, connecting 100,000-gram panchayats with a high-speed optic fibre network. What is commendable is that this prestigious project was completed by using completely indigenous products- starting from GPON equipment to the optic fibre cable and is a strong endorsement of our Make-in-India policy. We are keen to promote design-led manufacturing, with high-domestic value-addition in the country. I am confident that we have strong, globally competitive domestic companies and our Government is willing to provide all possible support, including long term financing to countries that are keen to buy Indian telecom products and services”.

Aruna Sundararajan, Secretary Department of Telecom said that “We are committed to make India a telecom manufacturing hub for high-speed broadband equipment and are keen to leverage the up-coming 5G standards to create a domestic, R&D-driven telecom product eco-system. With the advent of software-differentiation in telecom products, India has a natural advantage against global competition because of its proven expertise and large talent base in software”.

Rita Teatia, said that “Make-in-India & Digital India is a priority area for our Government. We are very keen to promote the export of high-tech projects which will include Indian telecom products and services. Over the next 5 years, we would like to see that India becomes net zero importer of telecom products”.

Shyamal Ghosh, Chairman of TEPC, said that “This event is of great significance to Indian exporters and is a very high impact event. India is a fast-growing telecom market fuelled by data growth. This local demand is a driver of domestic telecom companies to create innovative, high-quality products and solutions that can serve the needs of both India and other emerging markets. In addition to offering telecom products and services, Indian companies are open to partner and provide skill development and training to our overseas buyers”.

Sanjay Nayak, Co-Chairman TEPC and CEO and MD of Tejas Networks, said that “There is a major disruption happening in the global telecom equipment industry and Indian companies have the opportunity to step up and become global leaders over the next few years. The increased use of software and IPR in telecom products is in India’s sweet-spot. Indian telecom market is the world’s most competitive market and companies that succeed in India, will certainly be globally competitive, since they will need to offer products with high-quality, latest technology and also be cost-competitive”

This year TEPC has been able to bring 135 foreign delegates including three Ministerial Delegation from more than 37 countries and participated in B2B meeting. Around 50 Indian telecom companies also showcased their products and capabilities at the exhibition. 4G LTE Solution for Rural Connectivity solution of M/S VNL was also inaugurated by Shri Manoj Sinha, Honorable Minister of State for Communications in presence of Minister from Nigeria, Ghana and Cambodia. Secretary Telecom was also present.







## **MOBILE WORLD CONGRESS FEBRUARY 2018, Barcelona (26th February -1st March 2018, Barcelona, Spain)**

TEPC participated in Mobile World Congress 2018, 26th February -1st March 2018, Barcelona, Spain along with exporters. The event was organized under the subsidy of MAI scheme of Ministry of Commerce, Government of India. TEPC provided Pod Space to Technology Providers mostly SMEs. TEPC INDIA PAVILION was inaugurated by HE Mr. Manoj Sinha, Hon'ble Communications Minister, India in presence of Smt. Aruna Sundararajan Secretary, Department of Telecom.



## **MAI /MDA FUNDINGS FOR EVENTS IN F.Y. 2017-18**

<b>Sl. No.</b>	<b>Particulars</b>	<b>Amount (Rs)</b>
1.	Indo Africa ICT Expo 2017	69.67
2.	GITEX Technology Week 2017	34.5
3.	AFRICACOM 2017	27.5
4.	India ASEAN ICT Expo 2017	33.75
5.	Mobile World Congress 2017	38.40
6.	India Telecom 2018	103.58

**\*\* End of the Report \*\***