

Two Day MDP on Projects and Consultancy Exports from India

Introduction

India has now emerged as a major exporter of capital equipment and projects & consultancy services. Project exports are high value exports and mark the technological and digital maturity of the country. The export of engineering goods/services on deferred payment terms which lead to execution of turnkey projects including civil construction works abroad are collectively categorized as Project Exports. Project construction items, excluding steel and cement are also categorized under it. Turnkey projects involve the rendering of services like design, civil construction, erection & commissioning of plant or supervision thereof along with supply of equipment and can yield high revenue for the country. Engineering and consultancy services like preparation of project feasibility reports or Impact Assessment Reports, preparation of tender documents, evaluation of tenders, legal services for projects etc. are rising spectacularly on a standalone basis. India, with its huge IT talent, has become a major destination for Building Information Modelling (BIM) and Digital Twins (DTs) for the global AECO (Architecture, Engineering, Construction and Operations) industry. Many global firms have also opened up their research centres in India to take advantage of India's talent. The Indian Space Research Organization (ISRO) has executed many successful space projects and has propelled India to provide major consultancy. The institutional set-up in the country including the Reserve Bank of India, Exim Bank of India, Export Credit and Guarantee Corporation and commercial banks have all come together to provide financing and insurance coverage for India's overseas projects. The Project Export Promotion Council (PEPC) of India is also actively promoting civil construction works and associated services from India. The Middle East region continues to be a major market for India's civil construction works, though growth opportunities lie in other regions as well.

Learning Objectives

- Know specific opportunities in project and consultancy services from India
- Know specific assistance measures from development financial institutions
- Understand the promotional measures of the Project Export Promotion Council (PEPC)
- Understand the promotional measures of the Telecom Equipment & Services Export Promotion Council (TEPC) and the Engineering Export Promotion Council (EEPC) of India
- Understand the role of good project management skills apart from the technical know-how

Recent Measures of the Government of India

Finance Minister Nirmala Sitharaman announced a Rs 33,000 crore boost for project exports through the National Export Insurance Account (NEIA) on June 28, 2021. She also announced Rs 88,000 crore of additional export insurance coverage for the trade sector. Both the fund infusions have been allocated from FY21 to FY26.

Other policy interventions announced on June 28, 2021 include credit guarantee schemes to increase availability of cheap loans or direct grants and benefits in select sectors.

Trade Statistics

According to the Project Export Promotion Council, exports from India have swung wildly over the past five years. Project exports depend on the securing of rights to develop major projects overseas which depend heavily on the volatile nature of global investment flows, political climate and pace of government contracts being awarded.

Project exports touched \$8.27 billion in 2016-17, but slumped to \$4.23 billion in 2019-20. The possibility of project exports from any country in general is determined by the state of its economic and technological advancement on one hand, and on-going global development on the other.

Panel wise India's engineering exports in 2019-20

US\$ Million

Product Panel	MARCH, 2019	MARCH, 2020	Growth	APRIL,2018 - MARCH,2019	APRIL,2019 - MARCH,2020
Industrial Machinery	1539.02	961.37	-37.5	14578	13587.7
Electrical Machinery	776.41	689.08	-11.25	8415.06	8958.81
Autos & Components/Parts	1569.55	1057.27	-32.64	16421.31	15225.82
Aircrafts and Spacecraft parts and products	175.74	77.4	-55.96	1715.28	1427.19
Ships Boats and Floating products and parts	1845.15	239.72	-87.01	5699.6	4563.9
Other Engineering Products	871.57	587.44	-32.60	8702.77	8618.05
Total engineering exports	9162.3	5266.9	-42.52	80955.54	76275.54

Product Panel	MARCH, 2019	MARCH, 2020	Growth	APRIL,2018 - MARCH,2019	APRIL,2019 MARCH,2020
Source: Engineering Export Promotion Council					

Faculty

The programme will be delivered through the online medium using Microsoft Teams. Participants can attend this programme from the convenience of their homes/offices. Apart from the Institute's faculty, experts from the banking sector and the credit insurance sector will address the participants. All reading material will be provided to the participants electronically.

Fees: The programme will cost Rs 8000/- per participant for the two -day MDP.

On behalf of the Institute, we welcome you to register your name for the programme irrespective of the region/country you reside in using the link given below.

In case there is any clarification needed, kindly contact M/s Gagan Arora at 011-39147303 or write it to us at cdoe@iift.edu