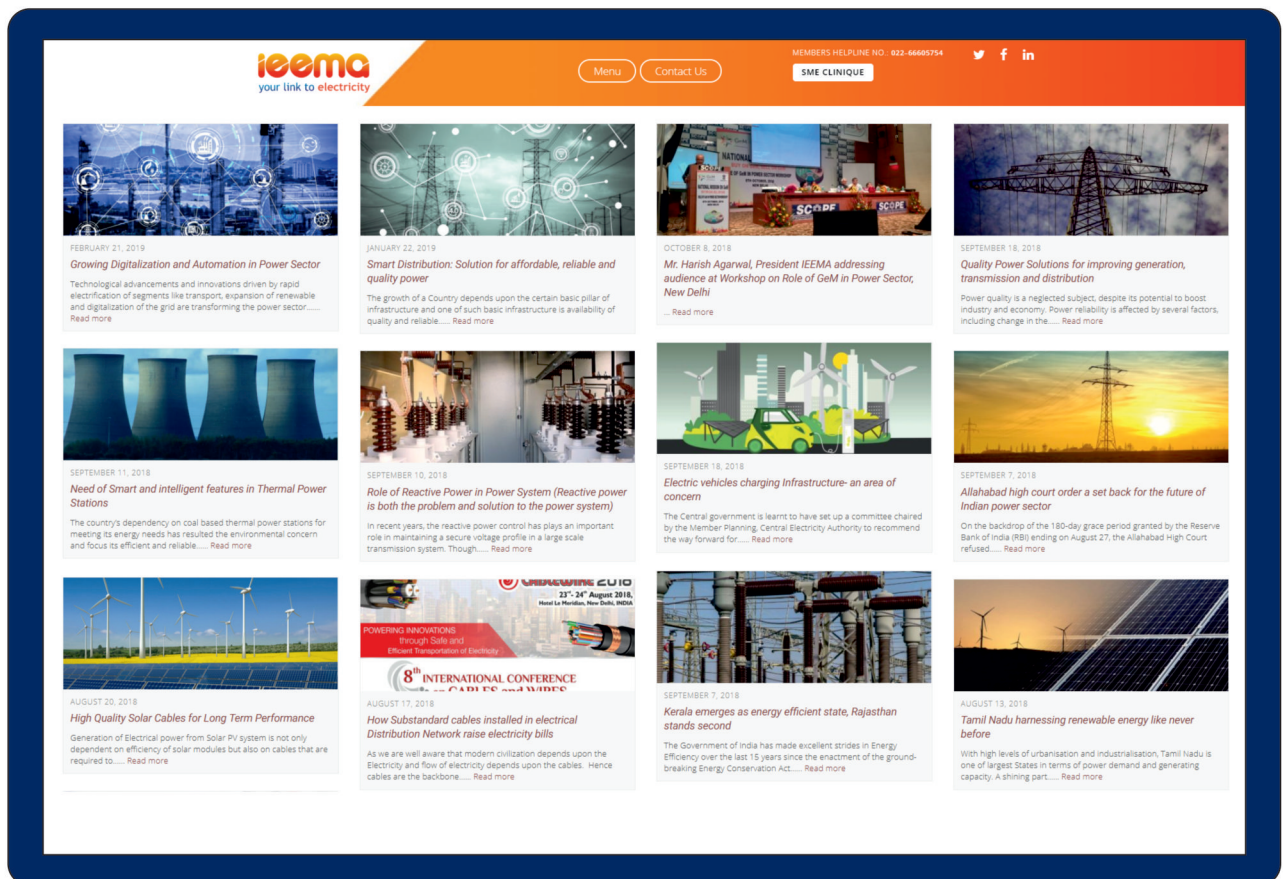
A graphic consisting of three curved arrows forming a circle. The top arrow is blue, the bottom arrow is red, and the left arrow is yellow.

# **Transformative** *Reforms*

# Engage with our Social Media & Blog

<https://ieema.org/blog/>



follow-ieema



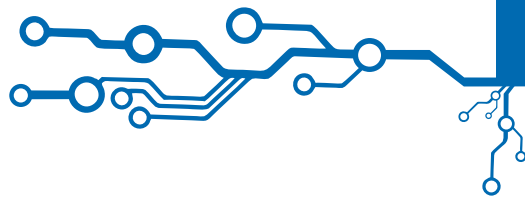
@tweetieema



followIEEMA



ieema-electrifyingindia



Mr. Harish Agarwal

CEO  
Supreme & Co Pvt Ltd

## PRESIDENT'S MESSAGE

The last eleven months have seen significant events taking place in political, economic and social spheres globally. In a globalised world, India, while on one hand has been playing the role of an influencer in many of those changes and on the other hand has also been affected by such events.

Globally, all leading economies are facing a real threat of significant slowdown and possibly also haunted by spectre of recession. Countries across the globe are cutting down on bank rates and increasing public spend to boost economies. China, four to five months ago, topped monetary stimulus with fiscal stimulus running into trillions of yuans. But its blistering pace of growth has almost become a thing of past. While job data and growth figures of the largest economy in the world presents a relatively prettier picture, there have been many concerns of significant importance.

US is witnessing an "**inverted curve**" in the bond rates, where the long term bond rates are lower than short term bond rates and is considered by most economists as a situation which would be a harbinger of recession based on analysis of the history of major recessions. A significant body of contrarian economists maintain that in today's age of low inflation, such correlation cannot be a given. However, more and more money getting parked into negative yield securities. In the past six months, this figure has increased from US dollar 10 trillion to USD 15 trillion.

The trade war between two leading economies continues, albeit it sees occasional pauses. Japan and South Korea are also getting locked into this and is adding a new dimension. The unfortunate part for India is that it seems to have missed out on an opportunity to capitalise on the rush for corporations to find new locations for their factories. ASEAN economies have since attracted investments more than USD 80 Billion, with Vietnam being the biggest beneficiary.

After completion of Soubhagya and significant curtailment in the capex by PGCIL and Transcos, our industry is also staring at the stark prospect of under-utilised capacities. To pile on the agony, the payment positions of most DISCOMS seem to be worsening.

As per the 52 member response to IEEMA's survey, DISCOMS owe industry more than 6000 crores, out of which 900 crores alone pertains to Meter industry. IEEMA is preparing a comprehensive list of the members' monies getting locked up in dues, BGs and projects stuck in last mile and also projects earning revenue but not taken over. The Public Policy Cell of IEEMA spearheaded by Past President, Mr. Raj Easwaran, is working on sensitising the pains of the stakeholders of the industry on this count. Raj and Rohit Pathak are leading an exercise which has the potential of becoming a game changer for the industry. They are trying to persuade the Transcos and DISCOMS to accept insurance in place of bank guarantee for warranty period of the equipment and are also simultaneously driving the same with MOP and DHI.

Total IEEMA membership has touched a figure of 846 this year. We held E3, an exhibition with concurrent conference at Kolkata with 60 exhibitors and 7000 visitors and the highlight was the delegations from ASEAN and SAARC. A new concept of Domestic Buyer-Seller (DBSM) meet was initiated and was extremely successful. We replicated this experiment at Mumbai, Nashik and Bhubaneshwar with success.

DistribuELEC in Mumbai scaled new heights with 135 exhibitors, 7000 quality visitors and 2200 meetings at Domestic Buyer-Seller (DBSM) meet and more than 250 delegates attended the INTELLECT conference.

IEEMA conferences like TRAFOTECH, Cablewire, TECH-IT, CAPACIT, INSULEC and T&D conclave, surpassed previous records in terms of number of delegates and no of papers. First edition of TRAFOTECH DT focussing on installation and maintenance of DTs, witnessed the presence of more than 300 delegates.

This is a matter of prestige and recognition for IEEMA and its young leadership when Mr. Vivek Arora, Sr. Executive Officer, IEEMA represented India at IEC Young Professional Program held at Busan, South Korea from 21st October 2018 to 26th October 2018.

As part of the Workshop, Mr. Arora was introduced to IEC operations and Electrotechnical standardization processes. In 2019, Mr. Akeel Khan, Executive Officer, IEEMA has been selected for the same, this year to be held at Shanghai.

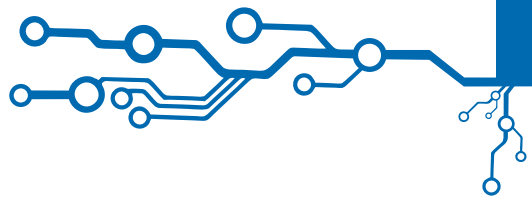
It was an extremely challenging and satisfying spell of three years as office bearer of this great association. Only when you are in the thick of it, you get to see from close quarters the tremendous legacy you have been handed over. I must thank the entire Secretariat, the members of the Executive Committee, my fellow office bearers, the Counsellors, the Chairmen and Vice Chairmen of product divisions and various committees and events for their support.

I hope I have been able to contribute towards making the Association relevant to changing times and lived up to the trust bestowed on me by the members. Incoming team of office bearers is an excellent mix of experience, youthful energy and fresh ideas. With the support system they have, I am sure that no task they undertake, howsoever Herculean, will look Sisyphean to them.



Harish Agarwal





# Executive Council



**PRESIDENT**  
Mr. Harish Agarwal  
CEO  
Supreme & Co Pvt Ltd

**VICE-PRESIDENT**  
Mr. R.K. Chugh  
Executive Vice President, Industry Interface  
Smart Infrastructure  
Siemens Ltd



**VICE-PRESIDENT**  
Mr. Vipul Ray  
Managing Director  
Elmex Controls Pvt Ltd

**IMMEDIATE PAST PRESIDENT**  
Mr. Shreegopal Kabra  
Managing Director  
RR Kabel Ltd



## Elected Members



**Mr. Sanjay Abhyankar**

Sr. Vice President – Sales  
Apar Industries Ltd



**Mr. Jitendra Kumar Agarwal**

Jt. Managing Director  
Genus Power Infrastructure Limited



**Mr. Manish Agarwal**

CEO – Solutions Business  
Sterlite Power Transmission Ltd.



**Mr. Hamza Arsiwala**

Managing Director  
Stelmec Limited



**Mr. Deepak Chhabria**

Executive Chairman  
Finolex Cables Ltd



**Mr. Rajeev Dalela**

President T&D, (INDIA & SAARC)  
Kalpataru Power Transmission Limited



**Mr. Siddhartha K Desai**

Partner  
Hindustan Motor Mfg Co



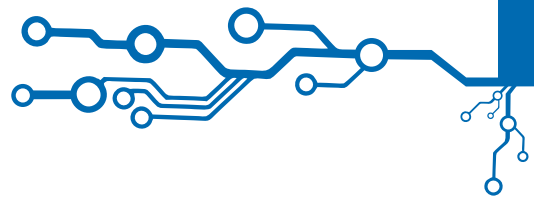
**Mr. Aaditya R. Dhoot**

Managing Director  
IMP Powers Limited



**Mr. Anil Rai Gupta**

Chairman & Managing Director  
Havells India Ltd



## Elected Members



**Mr. Pawan Kumar Jain**  
Managing Director  
Kotsons Pvt Ltd



**Mr. Rajesh Kabra**  
Vice President  
R R Kabel Ltd



**Mr. Naveen Kumar**  
Head – Corporate Centre  
Electrical & Automation  
Larsen & Toubro Limited



**Mr. Neeraj K Nanda**  
President – South Asia (T&D Solar)  
KEC International Limited



**Mr. Anil Saboo**  
CEO & Managing Director  
Elektrolites (Power) Pvt Ltd



**Mr. Jayesh Shah**  
Managing Director  
Citizen Metalloys Ltd



**Mr. Sunil Kumar Singhvi**  
CEO (Energy SBU)  
Secure Meters Limited

## Counsellors



**Mr. Sanjeev Sardana**  
Managing Director  
Yamuna Power & Infrastructure Limited



**Mr. Babu Babel**  
Non-Executive Director  
Secure Meters Ltd



**Mr. Vishnu Agarwal**  
Chairman & Managing Director  
Technical Associates Ltd.

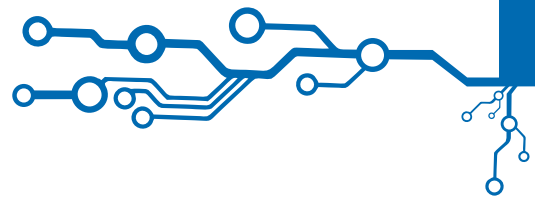


**Mr. Raj H. Eswaran**  
Managing Director  
Easun Reyrolle Limited



**Mr. J. G. Kulkarni**  
Past President





# Co-opted Members



**Mr. Dinesh Aggarwal**  
Jt. Managing Director  
Anchor Electricals Pvt Ltd



**Mr. Vikram Gandotra**  
General Manager (Mkt & Strategy), Digital Grid  
Siemens Ltd



**Mr. Kunal Sunil Kadakia**  
Director  
Precision Plastic Industries Pvt Ltd



**Mr. Vijay P Karia**  
Chairman & Managing Director  
Ravin Infraprojects Private Limited



**Mr. Vimal Kejriwal**  
Managing Director & CEO  
KEC International Ltd



**Mr. Vikalp Mundra**  
Jt. Managing Director  
Ujaas Energy Ltd



**Mr. Rajeev Kumar Shah**  
Sr. Advisor for substation and Transmission Line Projects  
Supreme & Co. Pvt Ltd

## Standing Invitees



**Mr. R.D. Chandak**

Corporate & Business Advisor  
RDC Business Advisory



**Mr. Satyajit Chattopadhyay**



**Mr. Ajit Singh Chouhan**

Managing Director & CEO  
Weir India Private Limited



**Mr. Venkat Garimella**

VP – Strategy & Alliance  
Schneider Electric Pvt Ltd



**Mr. Anil Gupta**

Chairman Cum Managing Director  
KEI Industries Limited



**Mr. Jitendra Mohan Gupta**

Director  
Gupta Power Infrastructure Ltd



**Mr. Ashok Kulkarni**

General Manager  
CG Power & Industrial Solutions Ltd



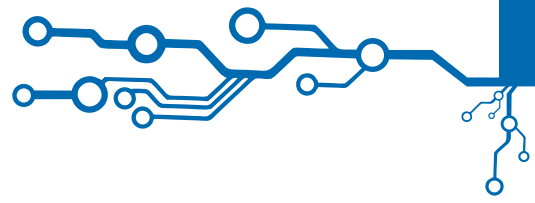
**Mr. Jagdish Chandra Laddha**

CEO – Birla Copper  
Hindalco Industries Ltd



**Mr. Mihir Merchant**

Dy. CEO – Strategic Businesses  
Permal Wallace Pvt Ltd



## Standing Invitees



**Mr. Rohit Pathak**  
CEO  
Aditya Birla Insulators



**Mr. Goliya Kamal Premchand**  
CEO  
Meco Instruments Pvt Ltd



**Mr. Suryanarayana Rao**  
Director – Industry & Engineering  
Corporate Consulting Group



**Mr. Ajay Kumar Sanghi**  
Managing Director  
Shri Krsna Sudarshan Urja Pvt Ltd



**Mr. Hartek Singh**  
CMD  
Hartek Power Private Limited



**Mr. Pitamber Shrivani**  
President – Local Divisions, Power Grid-India  
ABB India Limited



**Mr. A.S. Subramanian**  
Vice President (Sales)  
Siemens Ltd



**Mr. Sunil Wadhwa**  
Managing Director  
GE T&D India Ltd &  
Regional Leader – GE Grid Solutions



**Mr. Y.V. Joshi**  
President  
Electrical Research and  
Development Association

## Standing Invitees



**Mr. V.S. Nandakumar**  
Director General  
Central Power Research Institute

## Divisional Chairmen



**CABLE DIVISION**  
**Mr. Shashi Amin**  
President & SBU Head - Cables  
Polycab India Ltd



**CAPACITORS & POWER QUALITY DIVISION**  
**Mr. Deepak Patni**  
General Manager  
Schneider Electric



**CONDUCTOR DIVISION**  
**Mr. Kalpesh D Shah**  
Director  
JSK Industries Private Limited



**DISTRIBUTION TRANSFORMERS**  
**Mr. Alok Agrawal**  
Director  
Uttam (Bharat) Electricals (P) Ltd

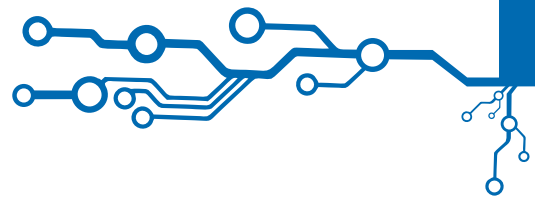


**DOMESTIC ELECTRICAL DIVISION**  
**Mr. Mithun K Chittilappilly**  
Managing Director & CEO  
V-Guard Industries Ltd



**ELECTRICAL INSULATING MATERIAL DIVISION**  
**Mr. Suhrid Sanghvi**  
Managing Director  
Beico Industries Pvt Ltd





## Divisional Chairmen



### ELEVATORS AND ESCALATORS DIVISION

**Mr. Sebi Joseph**

President  
Otis Elevator Company (India) Limited



### INSTRUMENT TRANSFORMER DIVISION

**Mr. Vishal G Borse**

General Manager – Marketing & Sales  
Pragati Electricals Ltd



### INSULATORS DIVISION

**Mr. Vikas Jalan**

Managing Director  
Deccan Enterprises Limited



### INTERNATIONAL BUSINESS DIVISION

**Mr. Randeep Narang**

President - International (T&D, Solar & Cables)  
KEC International Limited



### LV SWITCHGEAR DIVISION

**Mr. Rajkumar Panicker**

General Manager – Marketing (CMS)  
Novateur Electrical & Digital Systems Pvt Ltd



### MV & HV SWITCHGEAR DIVISION

**Mr. Chintamani Vaze**

Dy. General Manager – Marketing (M.V. Switchgear)  
CG Power and Industrial Solutions Ltd



### METER DIVISION

**Mr. Ashish Tandon**

Director - Sales & Marketing  
Landis + Gyr Ltd



### POWER GENERATION SYSTEMS DIVISION

**Mr. Sunil Parwani**

General Manager (Marketing)  
Bharat Heavy Electricals Ltd



### POWER TRANSFORMERS DIVISION

**Mr. Manjit Singh Sethi**

Sr. Vice President & Head Transformers  
ABB India Ltd

## Divisional Chairmen



### ROTATING MACHINE DIVISION

**Dr. Praveen Vijayraghavan**

Director  
Integrated Electric Co. (P) Ltd



### RE & STORAGE DIVISION

**Mr. Gyanesh Chaudhary**

Managing Director & CEO  
Vikram Solar Limited



### SMART GRID DIVISION

**Mr. Sunil Kumar Singhvi**

Chief Executive (Energy SBU)  
Secure Meters Limited



### SME DIVISION

**Mr. Ashutosh Jatia**

Sr. President  
CJI Porcelain Pvt Ltd



### SURGE ARRESTERS DIVISION

**Mr. K. Padmakumar**

Regional Manager  
Lamco Industries P Ltd



### T & D PROJECT DIVISION

**Mr. Rajeev Kumar Shah**

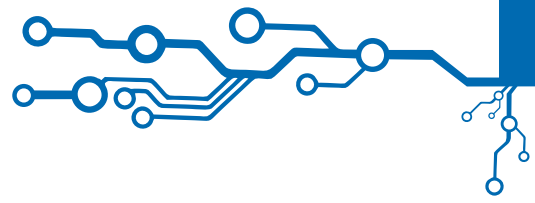
Sr. Advisor for Substation and Transmission Line Projects  
Supreme & Co. Pvt Ltd



### WINDING WIRE DIVISION

**Mr. Hitesh Patel**

Managing Director  
K Patel Metal Industries Pvt Ltd



# Committees



**PUBLIC POLICY CELL**  
**Mr. Raj Eswaran**  
Managing Director  
Easun Reyrolle Limited



**ECONOMIC & TAXATION COMMITTEE**  
**Mr. Adarsh Kumar Jain**  
Sr. General Manager (Finance)  
KEI Industries Limited



**EASTERN REGION COMMITTEE**  
**Mr. Nirmal Saraf**  
Managing Director  
Nirmal Wires Pvt Ltd



**NORTHERN REGION COMMITTEE**  
**Mr. Pawan Kumar Jain**  
Managing Director  
Kotsons Pvt Ltd



**SOUTHERN REGION COMMITTEE**  
**Mr. Vikas Jalan**  
Managing Director  
Deccan Enterprises Ltd



**WESTERN REGION COMMITTEE**  
**Mr. Siddharth Desai**  
Partner  
Hindustan Motor Mfg Co.

**SUNIL MISRA**

Director General

**MUMBAI**

- **Ninad Ranade**  
Director – PVC & Statistics
- **Suhas Nawathe**  
Dy. Director – Membership
- **Madhura Bhivandkar**  
Sr. Executive Officer – Membership/  
Management Representative – ISO
- **Pragati Sohoni**  
Sr. Executive Officer – Product Divisions
- **Shalini Singh**  
Sub-Editor – IEEMA Journal

**NEW DELHI**

- **J. Pande**  
Sr. Director – Product Divisions
- **Ajay Mahajan**  
Head – Trade Fairs
- **Gopal Krishna Mallik**  
Head – HR & Admin
- **Niharika Jaiswal**  
Head – Finance & Accounts
- **Rachna Pawa**  
Head – Corporate Communications & PR
- **Anita Gupta**  
Director – Product Divisions/Training for Utilities
- **Sudeep Sarkar**  
Director – Public Policy, Economic & Taxation
- **Jaideep Das**  
Dy. Director – IT
- **Reema Shrivastava**  
Dy. Director – International Business Division & SME
- **Naveen Upreti**  
Sr. Executive Officer – Operations (Product Divisions, State Functions & Membership)
- **Jitender Kumar Rajput**  
Executive Officer – Finance & Accounts
- **Uttam Kumar**  
Sr. Executive Officer – Product Divisions
- **Murli Krishna**  
Manager – Trade Fair Mktg & Sales
- **Mohd. Akeel Khan**  
Executive Officer – Product Divisions
- **Vivek Arora**  
Sr. Executive Officer – Product Divisions
- **Rishabh Raj Joshi**  
Executive Officer – Product Divisions
- **Anamika Taneja**  
Manager Corporate Communication & PR

**BANGALORE**

- **K. Seetharaman**  
Sr. Executive Officer & State Head - Karnataka,  
Kerala & Tamil Nadu

**KOLKATA**

- **Subhajit Dasgupta**  
Sr. Executive Officer – Bihar,  
Jharkhand & West Bengal
- **Partha Pratim Mitra**  
Executive Officer

**STATE HEADS**

- **Anuj Kumar Chaturvedi**  
Uttar Pradesh, Uttarakhand, MP & Chhattisgarh
- **Bharti Bisht**  
Haryana, Himachal Pradesh & Punjab
- **Jesse A Inaparthi**  
Andhra Pradesh & Telangana
- **K. Seetharaman**  
Karnataka, Kerala, Tamil Nadu
- **Nilankha Chaliha**  
North Eastern States
- **Rajesh Parab**  
Maharashtra
- **Smruti Ranjan Samantaray**  
Odisha
- **Tarjani Patel**  
Goa, Gujarat, Daman & Diu
- **Devesh Vyas**  
Rajasthan
- **Mohammad Irfan Parray**  
Jammu & Kashmir
- **Subhajit Dasgupta**  
Bihar, Jharkhand & West Bengal

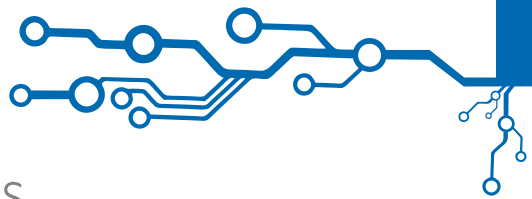
**INCOMING**

- **Gurleen Salgotra**  
Head Corporate Communication & PR

**BANKERS**

- Bank of India, Mumbai
  - Indian Overseas Bank, Kolkata
  - HDFC Bank, Mumbai, Delhi
  - State Bank of India, Bangalore, Mumbai
  - The Oriental Bank of Commerce, New Delhi
  - ICICI Bank, Mumbai
- Statutory Auditors:** M/s. Singhi & Co., Mumbai  
**Internal Auditors:** M/s. S.R. Rege & Co., Mumbai  
**Tax Auditors:** M/s. Sharp & Tannan, Mumbai  
**Secretarial Consultant:** M/s. V. N. Deodhar & Co., Mumbai





# COMMITTEES and Sub-committees

FOR THE YEAR 2018-2019

## Advisory Committee for Investment & Audit:

- Mr. R.D. Chandak
- Mr. Chaitanya Desai

## HR and Administration Committee:

- Mr. Harish Agarwal – President
- Mr. R K Chugh – Vice President
- Mr. Vipul Ray – Vice President
- Mr. Sunil Misra – Director General
- Mr. Ajit Singh Chouhan – Invitee
- Mr. Sunil Singhvi – Invitee

## Advisory Committee for IEEMA Journal

- Mr. Mustafa Wajid, MD &CEO, MHM Holdings
- Mr. Naveen Kumar, Head – Corporate Centre, Larsen & Toubro Limited
- Mr. Vikram Gandotra, GM (Mktg), Siemens Ltd.
- Mr. Purnendu Choubey, VP, Kalpataru Power Transmission Ltd.
- Mr. Mitul Thakkar, Adani Power
- Mr. A.S. Subramaniyan, Siemens Ltd
- Mr. Sunil Misra, Director General, IEEMA

## Technology & Innovation Committee

- Mr. Hamza Arsiwala, MD, Stelmec Limited

## CSR Committee

- Mr. R K Chugh – Chairman
- Mr. Harish Agarwal
- Mr. Mathew Cherian
- Mr. Shreegopal Kabra
- Mr. Vipul Ray
- Mr. Somesh Sehgal

## Economic & Taxation Committee

- Mr. Adarsh Jain, General Manager (Finance / Commercial), KEI Industries Ltd.
- Mr. Yogendra Agarwal, Senior General Manager (Finance), Bharat Bijlee Limited
- Mr. P. Ramkrishnan, Immediate Past Chairman, E&T Committee, L&T Technology Services Limited
- Mr. G S Sharma, Past Chairman, E&T Committee & Consultant (Taxation) , L&T – MHI Boilers Pvt. Ltd.
- Mr. Rajeev Aggarwal, Chief Financial Officer, KEC International Limited
- Mr. Ganesh Tawari, General Manager (Finance), Emco Limited
- Mr. G. Srinivasan, Head-Finance & Accounts, Larsen & Toubro Limited
- Mr. P. Sridharan, Sr. Manager (Indirect Taxation), Siemens Ltd.
- Mr. Sudhir Zutshi, Head – Government Affairs India, Underwriters Laboratories
- Mr. Anand Thakur, Sr. Manager (Commercial), KEI Industries Ltd
- Mr. Rahul Shah, Chief Financial Officer, Transformers & Rectifiers India Limited
- Mr. I. C. Thakur, DGM (Indirect Taxes), Apar Industries Ltd.
- Mr. Sandeep Tilak, Vice President (Finance & Corporate Strategy), Bharat Bijlee Limited

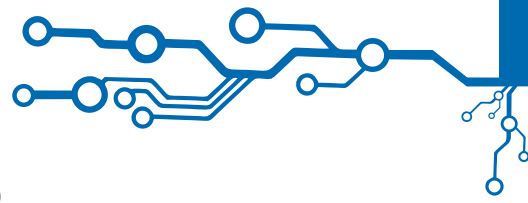
## Economic & Taxation Committee

- Mr. Sanjay V Desai, General Manager – Taxation, KEC International Ltd
- Mr. Narendra Goliya, CMD, Rishabh Instruments
- Mr. Shrikant P Parikh, Partner, Rajesh & Company Hardchem Electronics
- Mr. Ankit Agarwal, Director, RMC Switchgears
- Mr. Anup Verma, General Manager (Finance & Taxation), Special Cables Pvt Ltd
- Mr. Vinayak Shirsat, VP – Accounts & Taxation, Ravin Infraprojects Pvt Ltd
- Mr. Rajib Nayan Chaudhary, Dy GM – Mktg, CG Power and Industrial Solutions Ltd
- Mr. Supushpa Ch Kaushal, Business Development –North, L&T Construction Power Transmission &
- Mr. Ajeet K. Pandey, Dy. General Manager – Taxation (South Asia), KEC International Ltd
- Mr. Lokanath Sahoo, CFO (Western Region), Otis Elevator Company (India) Ltd
- Dr. (Mrs.) Jaya Sathe, MD, Gilbert & Maxwell Electricals Pvt. Ltd.

## Representation on External Bodies

For the year 2018-19

Governing Body of Central Power Research Institute	Mr. R. K. Chugh
R&D Committee of Central Power Research Institute	Mr Mustafa Wajid
Development Council for Heavy Electrical & Allied Industries (DCHEAI)	Mr. R. K. Chugh
Governing Council of National Power Training Institute (NPTI)	Mr Anil Saboo Mr Neeraj Nanda
Governing Body of Quality Council Of India	Mr. R. K. Chugh
Managing Committee of ERDA	Mr Hamza Arsiwala
Indian National Committee (INC IEC)	Mr. Sunil Singhvi
Governing Council of MSME-Technology: Development Centre	Mr Hamza Arsiwala
CII National Committee on ‘Capital goods and engineering’	Mr. R.K. Chugh Mr Vimal Kejriwal
Advisory Board on Sectoral (M&E) – STQC Certification Services, Ministry of Communication & Inf. Technology	Mr Sunil Kumar Misra
CII – ASCON	Mr R. K. Chugh
Power Sector Skill Council – Central Electricity Authority	Mr. R.K. Chugh Mr Sunil Kumar Misra
Mission Plan – IMG on Industry Competitiveness, Exports and Conversion of Latent Demand	Mr. Sanjeev Sardana Mr R K Chugh
Mission Plan – IMG on Technology Upgradation and Skills Development	Mr Sunil Kumar Misra
Technical Review Committee for All India Index of Industrial Production	Mr Sunil Kumar Misra
National Council of Confederation of Indian Industry	Mr Harish Agarwal
Bureau of Energy Efficiency	Mr Sunil Kumar Misra
Central Electricity Authority	Mr Hamza Arsiwala Mr Anil Saboo Mr Neeraj Nanda
Bureau of Indian Standards	Mr Anil Saboo



# IEEMA Leadership



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# Report of the Executive Council to the Members



## Meetings of the Council held in the year 2018-19

Meetings of the Council		
Sr. No.	Date	Venue
1	11th June 2018	New Delhi
2	27th July 2018	Mumbai
3	15th September 2018	Mumbai
4	23rd October 2018	New Delhi
5	13th December 2018	Kolkata
6	6th February 2019	Mumbai

## MEMBERSHIP

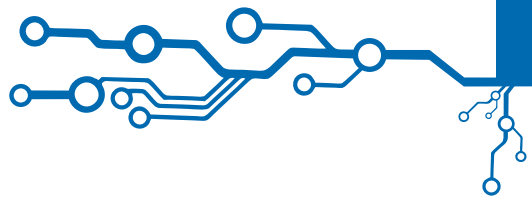
### Ordinary Members

During the year 46 companies joined IEEMA as ordinary members. 5 member companies resigned. Details of new members are as follows:

- 1 Abhinav Overseas (A unit of Marino Cables)
- 2 Allied Engineering Works Pvt. Ltd.
- 3 Apex Piping Systems (P) Ltd.
- 4 Arpit Industries
- 5 C.R.I. Pumps Pvt. Ltd.
- 6 Charbhuj Industries
- 7 CIPSA Tech India Pvt. Ltd.
- 8 DB Engineering
- 9 Dharia Switchgear & Controls Pvt. Ltd.
- 10 East India Udyog Ltd.

- 11 Encorp Powertrans Pvt. Ltd.
- 12 Flash Electronics (I) Pvt. Lt.
- 13 Genesis Enterprises Pvt. Ltd.
- 14 Godavari Equipments Pvt. Ltd.
- 15 Gulshan Lamee Pack Pvt. Ltd.
- 16 Hem Industries
- 17 Jayawanti Industries
- 18 JDC Infratech Pvt. Ltd.
- 19 Keyur Industries
- 20 Leena Powertech Engineers Pvt. Ltd.
- 21 Mahendra Industries
- 22 Mavin Switchgears and Control Pvt. Ltd.
- 23 Milind Electricals Pvt. Ltd.
- 24 Mubasa Electrical Pvt. Ltd.
- 25 NCC Limited
- 26 Nilshikha Infra India Ltd.





- 27 Nirban Indl. Components Pvt. Ltd.
- 28 Ornet Transformers LLP
- 29 Pradeep Sales & Services Pvt. Ltd.
- 30 Press - N- Forge
- 31 Raksan Transformers Pvt. Ltd.
- 32 Ram Ratna Infrastructure Pvt. Ltd.
- 33 Rosy Electronics Pvt. Ltd.
- 34 Salasar Techno Engineering Ltd.
- 35 Scientific Mes-Technik Pvt. Ltd.
- 36 SEW-Eurodrive India Pvt. Ltd.
- 37 Shirdi Sai Electricals Ltd.
- 38 Shyam Steel Industries Limited
- 39 Subhasree Projects Pvt. Ltd.
- 40 Sudhakar PVC Products Pvt. Ltd.
- 41 Synflex Elektro
- 42 Texplas India Pvt. Ltd.
- 43 The Spunpipe & Const. Co. (Baroda) Pvt. Ltd.
- 44 TMC Transformers (India) Pvt. Ltd.
- 45 United Indl. Components Co. Pvt. Ltd.
- 46 Vision Vidyut Engineers Pvt. Ltd.

The number of Ordinary Members at the end of the financial year stood at 640 a net reduction of 5 members resignation from membership.

### Associate members:

During the year 37 companies joined IEEMA as Associate members. 7 Member company resigned Details of new members are as follows:

- 1 ABC Transformers Pvt. Ltd.
- 2 Accord Electropower Pvt. Ltd.
- 3 Aum Engineering Works
- 4 Chandresh Cables Ltd.
- 5 Circutor Energy Management India Pvt. Ltd.
- 6 Electrocline Transformers & Allied Works
- 7 EMD Locomotive Technologies Pvt. Ltd.
- 8 Etewell Technology (India) Pvt. Ltd.
- 9 Fortune Technocomps Pvt. Ltd.
- 10 Geeta Electricals Indore Pvt. Ltd.

- 11 Gemini Instratech Ltd.
- 12 Hirawat Electricals Pvt. Ltd.
- 13 Hitachi Lift India Pvt. Ltd.
- 14 Ideas Engineers
- 15 Jolly Elavators (P) Ltd.
- 16 Kamakhya Transformers
- 17 Marsilli India Pvt. Ltd.
- 18 Millennium Semiconductors
- 19 New Bansal Generations
- 20 Oswal Cables Pvt. Ltd.
- 21 Para Enterprises Pvt. Ltd.
- 22 Power And Control
- 23 Quadrant Cables Pvt. Ltd.
- 24 Rabyte Technologies LLP
- 25 Regent Rich Capacitors Pvt. Ltd.
- 26 Rohini Industrial Electricals Ltd.
- 27 Shiva Industries
- 28 Shree Abirami Engineering Works
- 29 Star Transformers Ltd.
- 30 Syratron Technologies Pvt. Ltd.
- 31 System Level Solutions
- 32 Tara Relays Pvt. Ltd.
- 33 Teems India Towerlines Pvt. Ltd.
- 34 U. P. Telelinks Ltd.
- 35 Umawala Engineers Pvt. Ltd.
- 36 Unified Global Tech India Pvt. Ltd.
- 37 Vishal Cables Pvt. Ltd.

At the end of the year, Associate Membership stood at 203, a net reduction of 7 Member Company due to resignation from membership.

### Institutional Membership

During the year nil Institute joined IEEMA as Institutional Members.

At the end of the year, Institutional Membership stood at 3.

### Membership Position

The total IEEMA membership at the end of the financial year stood at 846.



# IEEMA – Annual Convention and 71<sup>st</sup> Annual General Meeting



The Government of India is taking a series of measures to improve India's position in the World Bank's 'Doing Business' ranking. The process adopted by the government has been inclusive and rigorous, which has resulted in India going up significantly, from 130 to 100, in the Doing Business 2018 ranking. Joining hands with the Government of India in this process, IEEMA themed its Annual Convention as 'Go Global' held on September 15th 2018 at Hotel Leela, Mumbai. The convention was followed by the 71st Annual General Meeting of IEEMA where the newly elected President of IEEMA, Mr. Harish Agarwal took as President, for the year 2018-19.

The annual convention was inaugurated by Dr. P.V. Ramesh, CMD, Rural Electrification Corporation and addressed the gathering stating that 'The power sector demand is rising very rapidly across the globe and as the momentum picks up, the electrical industry needs to be ready with cutting edge technology in order to increase our exports. The Convention witnessed the presence of around 200 delegates from the electrical equipment industry.

The inaugural session was followed by another interesting session named 'Kal Aaj Aur Kal' where the past, present and future leadership of IEEMA discussed on the fast changing technology in the power sector. The session was moderated by Mr. Mustafa Wajid with a keynote by Shri.

S.K. Soonee, Advisor, POSOCO and former CEO, POSOCO.

The Convention also became a platform for recognition to Mr. Rameshwarlal Kabra who has been honored with the prestigious Padmashree Award for his significant contribution in the field of Trade and Industry

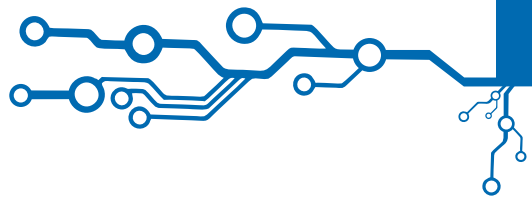
The Convention was followed by the 71st IEEMA Annual General meeting. Mr Shreegopal Kabra, President, IEEMA-2017-18 presented a report on the activities during the preceding year.

IEEMA felicitated Mr. Vijay Karia for the huge success of ELECRAMA-2018 and for taking ELECRAMA to a new level. IEEMA also felicitated Mr. Anil Saboo for being the Executive Council member from last 12 years.

IEEMA also recognized Ms. Smita Bhartu for her long and dedicated service to the Association of over 25 years and presented a memento as token of appreciation.

A Memento was presented to President on behalf of the Executive Council and members of the Association in appreciation of his leadership and unstinted contribution to the association and the difference that he has made to add value to membership. He was also presented with a Portrait and photo album of memoirs of the 'Year gone By'.





## IEEMA Executive Council Meetings

### The Executive Council met on Six occasions during the year 2018-19

The 6th IEEMA Executive Council Meeting was held on June 11, 2018 at IEEMA, New Delhi under the chairmanship of President, Mr. Shreegopal Kabra. The meeting started with Mr. Sunil Misra, Director General, briefing EC members on the activities of IEEMA that had happened in between 1st April 2018 and 30th May 2018. Members suggested on live streaming of training programmes for members who cannot attend the training programmes physically. Later, a repository of all presentations of the training programme should be made available to the members. Members suggested that more trainings and exhibitions should be organized in southern part of the country to have visibility and strengthen the membership base.

The Second Meeting was held on 27th July 2018 at Hotel ITC Maratha, Mumbai. The EC members expressed their concerns on deceptive and offensive advertisements about electrical products. DG informed about a facility 'Responsible Electrical Communication' on [www.ieema.org](http://www.ieema.org) where members can lodge their concerns with specific details of advertisement/communication which have offensive information/potential to have adverse impact on Indian electrical equipment industry and detrimental to society in general.

The Third Meeting of Executive Council was held on 15th September 2018 at Mumbai. Mr. Harish Agarwal President - 2018-19 welcomed all newly elected Executive Council members, Counselors and other members to the first meeting of the Council. He thanked the members for the confidence and trust shown and pledged to carry forward the Association's initiatives. Members also discussed about ELECRAMA-2020 and DistribuELEC 2019.

The fourth meeting of Executive Council was held in New Delhi on October 23, 2018. The Director General briefed the EC on the activities of IEEMA that had happened between 15th September 2018 and 15th October 2018 which includes meetings held with the Government and its Agencies and Training Programmes. Shri R K Chugh, Vice President, informed about a recent meeting with Secretary, Department of Industrial Policy and Promotion on Public Procurement (Preference to Make in India) Order, 2017. As informed by Secretary, DIPP, electricity being a concurrent subject, the Government of India would not be in a position to force the State Utilities to follow the order. At best they could write to the Chief

Ministers to get the order implemented in their respective States.

Members felt that DIPP is very serious on the matter and tenders worth INR 15,000 crore were already cancelled in States, which did not follow the Order. Shri Sunil Singhvi informed that a lot of funding is also taking place by the Central Government including the Saubhagya Scheme. It was suggested that regional EC members need to gear up and have interface with State Utility heads and show the positives of the Order for making the utilities follow the same in their tenders.

The Fifth meeting of IEEMA Executive was held in Kolkata on December 13, 2018 at Kolkata. Members discussed on various issues concerning the electrical equipment industry. The half yearly Industry over view presentation was also discussed. The Council members expressed their concern over the decline in Insulators. Mr Vikas Jalan informed that there is slow down in the T&D Project segment due to various reasons which has resulted in the decline of Insulators, Transmission Towers and Conductors.

The Sixth Meeting of IEEMA was held on 6th February 2019 at Mumbai. Mr. Vinod Behari, CEO of Power Sector Skill Council (PSSC) made a detailed presentation on the role of Power Sector Skill Council including offerings of training courses for various job roles across power Generation, Transmission, Distribution and Downstream areas, meeting government and industry requirements. In particular, he made a reference to the offering on job role of Electrician Domestic Solution, which has a high employment potential.

Members decided to meet shortly alongwith interested utility officials to work out new skill development courses as per the contemporary need.

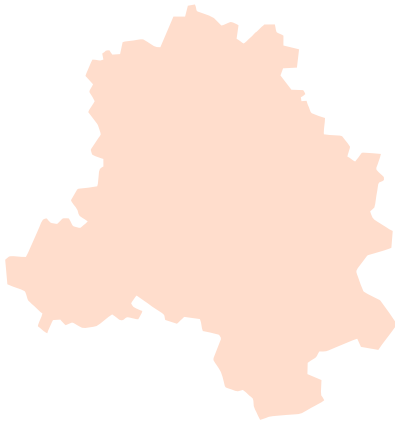
Mr. Behari made a presentation where he spoke about IEEMAs' CSR project on "Electrician Domestic Solutions". The council appreciated and accepted the proposal.

Council approved revision of PV Clause for LV & MV Switchgear



Interactive session on "Smart Grids for Smart Cities", New Delhi

# Delhi



## INTERFACE WITH GOVERNMENT AND ITS AGENCIES

IEEMA had many meetings and interactions with the Government and its agencies during the year. Some of the major meetings have been mentioned below.

### Meeting of the Development Council of Heavy Electrical and Allied Industries

On 20th April 2018, IEEMA attended a preparatory meeting to finalize the agenda point for the 1st meeting of the Development Council for Heavy Electrical and Allied Industries of the Department of Heavy Industry Government of India. The meeting was chaired by Shri Bhaskar Jyoti Mahanta, Joint Secretary, Department of Heavy Industry. Shri R K Chugh, Vice President; Shri K B Sreekumar, Member; Shri Manoj Belgaonkar, Member; Shri J Pande, Senior Director and Shri Sudeep Sarkar, Director, IEEMA attended the meeting. The meeting was called to arrive at a common agenda points of various stakeholders of the Development Council.

### Meetings on Public Procurement (preference to Make in India) Order 2017

The Government of India, through its Department of Industrial Policy and Promotion, issued the Public Procurement (Preference to Make in India) Order, 2017.

This Order encourages 'Make in India' and gives preference to domestic manufacturer suppliers for all Government procurements.

Various nodal ministries of the Government of India, including Ministry of Power notified sector specific Orders, prescribing a percentage of local content in respect of items under their purview. The Central Electricity Authority formulated the said Order for Generation and Transmission Sector on behalf of the Ministry of Power.

On 17th May 2018, Shri Vikas Khosla, then Chairman, Public Policy Cell; Shri J Pande, Senior Director and Shri Sudeep Sarkar, Director, IEEMA, attended a meeting at the Central Electricity Authority, to discuss the Public Procurement Order of the Ministry of Power. The meeting was chaired by Shri Vijay Menghani, Chief Engineer (IT), CEA, for understanding the view points of the electrical industry on this Order.

On the same date and subject, the above IEEMA representatives also had meeting with Shri Praveen L Agrawal, Joint Secretary, Department of Heavy Industry, Government of India, for the Public Procurement Order of the Department of Heavy Industry.

On 7th June 2018, IEEMA organised an interactive meeting for the Industry members with Shri Vijay Menghani, Chief Engineer, Central Electricity Authority, for understanding the key aspects of the Public Procurement (Preference to Make in India) Order of Ministry of Power. The interaction was organised to capture and collate the viewpoints of the industry on the Order and also clear the doubts of the industry. The meeting was attended by a large number of members, who shared their views and concerns on the Order.

On 22nd June, 2018 Shri Sunil Misra, Director General and Shri Sudeep Sarkar, Director, IEEMA, met Shri Sandesh Kumar Sharma, Principal Chief Engineer, Central Electricity Authority, to discuss product-wise meetings of IEEMA divisions with CEA to reach a percentage of minimum local content against each product.

### Meetings on Insulators

On 25th May 2018, a meeting was called by Central Electricity Authority under the Chairmanship of Shri Sanjay Srivastava, Chief Engineer (HE&RM) to discuss various issues related to Porcelain / Glass / Composite Insulators in EHV Transmission Lines. Mr. Vikas Khosla, then Chairman, IEEMA Public Policy Cell and members of IEEMA Insulator Division attended the meeting. The meeting was also attended by officials of Powergrid, State Utilities (Delhi, Karnataka, Maharashtra and OPTCL) and other senior officials of CEA. Shri J Pande, Senior Director; Shri Sudeep Sarkar, Director and Shri Naveen



Upreti, Senior Executive Officer represented IEEMA in the meeting. All stakeholders gave their views on the issue, for examination by CEA.

On 26th December 2018, Members of IEEMA Insulators Division and Shri Sudeep Sarkar, Director, IEEMA, attended a meeting called by Shri Sunil Kumar, Director General, Directorate General of Trade Remedies, regarding sunset review petition for Anti-Dumping Duty on Porcelain Insulators. Members furnished information on Indian insulator industry to Directorate General of Trade Remedies.

## Meeting with Department of Industrial Policy and Promotion

On 5th June 2018, IEEMA members, using aluminum as their raw material, had a meeting called by Shri Ramesh Abhishek, Secretary, Department of Industrial Policy and Promotion, Government of India, to discuss the issues of aluminium producers. The Aluminium Association of India (primary and secondary producers) had represented to the Government, about various challenges faced by them, such as, cheaper imports from China, increased cost of production and limited availability of Calcinated Pet Coke (CPC) with lower sulphur content. The meeting was called to understand their concerns.

## Meeting on Electrical Fire and Safety Conclave

On 22nd June, 2018 Shri Sunil Misra, Director General and Shri Sudeep Sarkar, Director, IEEMA, called on Shri P S Mhaske, Member (Power Systems), Central Electricity Authority, to invite him to Electrical Fire and Safety Conclave, held on 29th June 2018 at Mumbai.

## Meetings on Regional Comprehensive Economic Partnership (RCEP) Agreement

On 27th June 2018, Shri Vikas Khosla, then Chairman, Public Policy Cell and Shri Sudeep Sarkar, Director, IEEMA, attended a meeting on Regional Comprehensive Economic Partnership (RCEP) Agreement. The meeting was called under the chairmanship of Shri Pravin L Agrawal, Joint Secretary, Department of Heavy Industry, Government of India, to discuss the tariff concessions to

be offered by India for this agreement. The participating organisations, including IEEMA, advocated cautiousness while opening tariff lines, in view of China being a partner country of this agreement. Later IEEMA also submitted a representation on its sensitive list of tariff lines and product specific rules of origin.

Later on the same subject, on 11th July 2018, Shri Vikas Khosla, then Chairman, Public Policy Cell and Shri Sudeep Sarkar, Director, IEEMA, attended a meeting under the chairmanship of Shri Ramesh Abhishek, Secretary, Department of Industrial Policy and Promotion, Government of India.

On 3rd August 2018, Shri Vikas Khosla, Chairman, Public Policy Cell, Shri Sunil Misra, Director General and Shri Sudeep Sarkar, Director, also met Smt. Vandana Kumar, Joint Secretary, Department of Industrial Policy and Promotion, Government of India, on tariff concessions under RCEP. The Joint Secretary sought specific inputs justifying protection of tariff lines of electrical industry under this agreement. These inputs were furnished by IEEMA.

## Meetings on Goods and Services Tax

On 3rd July 2018, Shri Adarsh Jain, Chairman, IEEMA Economic and Taxation Committee, led a delegation of IEEMA members to the meeting called by Powergrid Corporation of India Ltd, regarding applicability of GST on Freight & Insurance. The meeting was chaired by Shri D C Joshi, Executive Director (Contracts), Powergrid.

As per the understanding of Powergrid, transaction for Supply of Goods and Freight & Insurance are not a composite supply and therefore services of transportation of goods by road (except services of GTA), continue to be exempted from GST, as was under Service Tax regime. However, several suppliers have represented to Powergrid, with Advance Ruling regarding applicability of GST on Freight & Insurance. Powergrid took views of the suppliers on this matter and also decided to seek the opinion of Ministry of Power on this matter.

On 5th July 2018, Shri Adarsh Jain, Chairman, IEEMA Economic and Taxation Committee, led a delegation of IEEMA members to the Workshop, organised by Rural Electrification Corporation, regarding adverse implications of GST on in-transition rural electrification contracts, which were entered before the implementation of GST.

Later, REC issued an advisory to DISCOMS / Implementing Agencies for DDUGJY Projects, instructing them to evaluate the in-transition contracts to understand the contractual liabilities and in case of tax inclusive contracts, the implementing agencies would need to





verify as to whether they are contractually liable to reimburse any additional taxes to the contractor.

## Meetings with Central Electricity Authority

On 6th August 2018, Shri Vikas Khosla, then Chairman, Public Policy Cell; Shri Jeetendra Bisht, Member; Shri J Pande, Senior Director and Shri Sudeep Sarkar, Director, IEEMA, called on Shri P S Mhaske, Member (Power Systems), Central Electricity Authority. Besides other points of discussions, IEEMA raised the issue of violation of CEA guidelines in the tenders of Powergrid and State Utilities. A representation in this regard was submitted to Shri Mhaske.

IEEMA had been representing to CEA for standardizing the type test validity across all products. Taking cognizance of the matter, CEA had called a stakeholder consultations on the subject on 10th September 2018. More than 60 participants, representing various stakeholders, such as, manufacturers, Testing Labs and Utilities attended the consultation. Shri J Pande, Senior Director and Shri Akeel Khan, Executive Officer, represented IEEMA. CEA principally agreed for standardizing type test validity period for major items.

## Meeting on High Testing Charges of Central Power Research Institute

On 30th August, Shri Sunil Singhvi, Executive Council Member; Shri Ashwani Sharma, Member; Shri Sunil Misra, Director General and Shri Uttam Kumar, Executive Officer, IEEMA, called on Shri Sanjiv Nandan Sahai, Additional Secretary, Ministry of Power, Government of India, to discuss on the high testing charges levied by CPRI and NHPTL. Shri Sahai acknowledged the issue and advised IEEMA to provide the relevant supporting



Delegation of sectorial experts and economic development authority from Cincinnati, State of Ohio visited IEEMA New Delhi Office

documents, so that, he could take up the issue with CPRI during his visit. IEEMA Director General also extended invitation to the Additional Secretary for attending the IEEMA Annual General Meeting of 2017-18 at Mumbai.

## Meeting with Ministry of Mines

On 4th September 2018, Conductor and Cable manufacturing members of IEEMA, led by Shri Vikas Khosla, then Chairman, Public Policy Cell, attended a meeting held under the Chairmanship of Shri Anil Nayak, Joint Secretary (Aluminium), Ministry of Mines, Government of India. The meeting was called to review the imports of aluminium into India. The Joint Secretary mentioned the categories of aluminium, which had seen a surge in imports from China and ASEAN countries. The Ministry of Mines sought comments and suggestions on government interventions to curb imports of aluminium.

Shri Khosla raised the issue of concessional import duty of 5% on finished products, such as Conductors and Cables made out of aluminium under projects imports (Chapter 98), creating an inverted duty structure for the domestic manufacturing industry. He also mentioned about the underutilization of domestic capacities of electrical equipment industry and surge in imports of electrical equipment.

## Meetings with Ministry of Commerce & Industry

On 13th September 2018, a meeting was called by Shri B S Bhalla, Joint Secretary, Department of Commerce, Government of India, to have suggestions from the trade and associations on how to increase sector specific exports of India. Shri Rajneesh, Joint Secretary; Smt. Padma Ganeshan, Deputy Secretary; Department of Commerce, and representatives of IEEMA, ACMA, EEPC participated in the meeting. Shri Vikas Khosla, then Chairman, Public Policy Cell and Shri Sunil Misra, Director General, IEEMA, along with a few members of International Business Division attended the meeting.

IEEMA provided suggestions to the Department of Commerce, based on inputs received from members on the subject. Joint Secretary sought specific short-term and long-term action points for the Government in this regard.

On 29th October 2018, Shri Sudeep Sarkar, Director, IEEMA, attended a meeting chaired by Shri Anup Wadhawan, Commerce Secretary, Government of India, on Swachhta Pakhwara. The initiatives and action plan of Ministries and Export Promotion Councils, under

Department of Commerce, towards cleanliness drive in offices and nearby communities were discussed in the meeting.

On 1st November 2018, Shri Sudeep Sarkar, Director and Smt. Reema Shrivastava, Deputy Director, IEEMA, attended a meeting regarding issues related to Export-Import Bank of India and their solutions. IEEMA had collected inputs from members on this subject, which were represented in the meeting.

On 2nd November 2018, Shri Sudeep Sarkar, Director, IEEMA, attended a meeting called by Department of Industrial Policy and Promotion to have views of the industry on list of 101 items prepared by Ministry of Electronics and IT (MeitY) proposed for NIL Basic Customs Duty. The meeting was chaired by Shri Ravinder, Joint Secretary, Industrial Policy and Promotion. IEEMA sought inputs from members on this matter.

## Review Meeting on Mission Plan

On 16th October 2018, Shri Vikas Khosla, then Chairman, Public Policy Cell; Shri Sunil Misra, Director General and Shri Sudeep Sarkar, Director, IEEMA, attended a review meeting of Mission Plan 2012-22 of Indian Electrical Equipment Industry. The meeting was chaired by Shri Praveen Agarwal, Joint Secretary, Department of Heavy Industry, Government of India.

IEEMA made a presentation on the objective of the Mission Plan when it was devised and the present status. Most of the recommendation of the Mission Plan were either implemented or brought to a logical conclusion.

A need was felt for preparing a new Mission Plan for the next decade, as significant changes in the environment took place since launch of this plan in the year 2013. It was decided to include chapters on Renewable Energy, eMobility, Smart Grid and Cyber Security which had gained prominence in the emerging landscape.

## Meetings related to Market Access Initiative (MAI)

On 27th December 2018, Shri Sunil Misra, Director General, Shri Ajay Mahajan, Head Trade Fairs and Smt. Reema Shrivastava, Deputy Director, IEEMA, attended the Sub-Committee Meeting of MAI, for approval of IEEMA proposals for 2019-20. Shri Rajnish, Joint Secretary (MAI), chaired the meeting. IEEMA proposals for Hannover Messe, Africa Utility Week, Asia Utility Week and Middle East Electricity were approved in the meeting.

On 28th December 2018, Shri Sunil Misra, Director



Seminar on 'Standards and Electricity access in Sub-Saharan Africa' New Delhi

General and Shri Sudeep Sarkar, Director, IEEMA, attended Sub-Committee meeting called by Shri Rajnish, Joint Secretary (MAI) to consider the proposals for MAI grant, for organizing Reverse Buyer-Seller Meet, during FY 2019-20. IEEMA had applied for MAI grant for inviting 650 foreign delegates during ELECRAMA 2020. The Sub-Committee approved the same.

On 15th February 2019, Shri Sunil Misra, Director General and Shri Sudeep Sarkar, Director, called on Shri Rajneesh, Joint Secretary, Department of Commerce, Government of India, on the issues with MAI Scheme of the Government of India and also to apprise him of IEEMA RBSM.

On 27th February 2019, Shri Siddharth Bhutoria, Chairman, RBSM Sub-Committee, Shri Sudeep Sarkar, Director, and Smt. Reema Shrivastava, Deputy Director, IEEMA, met Shri Keshav Chandra, Joint Secretary, Department of Commerce, Government of India, to apprise him of ELECRAMA-2020 and also to seek his support in inviting foreign buyers from WANA region to ELECRAMA-2020. The Joint Secretary agreed to provide all support of his department in this matter.

On 28th February 2019, Shri Ajay Mahajan, Head Trade Fairs; Shri Sudeep Sarkar, Director and Smt. Reema Shrivastava, Deputy Director, IEEMA, attended the Empowered Committee Meeting of MAI, for approval of IEEMA proposals under MAI in 2019-20. Shri Anup Wadhawan, Commerce Secretary, chaired the meeting. IEEMA proposals for RBSM and other events abroad were approved by the Empowered Committee.

## Meeting of the Working Group of power utility buyers and sellers for Government e-marketplace (GeM)

GeM is the National Public Procurement Portal and is an online Marketplace for Central and State Government Ministries / Departments, Central & State Public Sector



Mr. Harish Agarwal, IEEMA addressing at seminar on Government eMarket for Public Procurement of Electrical Equipments, New Delhi

Undertakings (CPSUs & SPSUs), Autonomous Institutions and Local bodies, for procurement of common use Goods and Services. Government has aimed at registrations of all buyers and sellers of electrical equipment under GeM and thereby ensuring availability of all products and services, all procurement through GeM, quality and certification and timely assured payments to all vendors as per SLA.

On 18th January 2018, a meeting of the Working Group of power utility buyers and sellers for Government e-marketplace (GeM) was convened. The meeting was chaired by Shri K C Jha, Additional CEO of GeM. Other senior officials of GeM, CEA, REC, NTPC Ltd. Powergrid Ltd., DVC, MSPGCL and EESL etc. were also present in the meeting. IEEMA Office Bearers, Divisional Chairs and Vice Chairs participated in the meeting from the Sellers side.

Five working groups were created, such as, Distribution Transformers, LV Switchgears, RE & Storage, Cables and Conductors, which will be represented by respective IEEMA Divisional Chairmen and buyer organisations.

## Meeting with Hon'ble Minister of Steel



On 28th February 2018, Shri Siddharth Bhutoria, Vice Chairman, Eastern Region Committee; Shri Sunil Misra, Director General and Shri Sudeep Sarkar, Director, IEEMA, called on Shri Birender Singh, Hon'ble Minister for Steel, Government of India, regarding proposed Minimum Import Price on Steel.

IEEMA appealed to the Hon'ble Minister that MIP would prove to be detrimental for the survival of Downstream Domestic Electrical Equipment Industry, such as, Cables, Towers, Transformers, Rotating Machines, Conductors, Switchgears etc. especially the MSME units, as their raw material prices would increase and make them non-competitive. At the same time, the foreign suppliers would have price advantage worldwide, making the domestic suppliers at a price disadvantage on exports front too. IEEMA also submitted a representation to the Hon'ble Minister on this subject.

Subsequently, Government decided to scrap the proposal of imposing MIP on imports of Steel.

## Meeting on ELECRAMA-2020 and RBSM

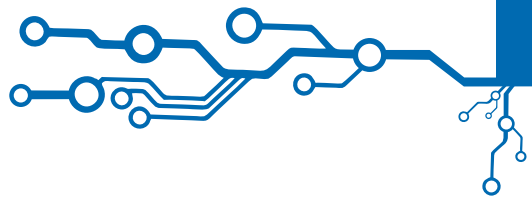
On 28th February 2019, Shri Siddharth Bhutoria, Chairman, RBSM Sub-Committee, Shri Sunil Misra, Director General and Smt. Reema Shrivastava, Deputy Director, IEEMA called on Shri Manoj Bharti, Additional Secretary (ED), Ministry of External Affairs, Government of India, to apprise him of ELECRAMA-2020 and also to seek his support in inviting foreign visitors to ELECRAMA and RBSM. Shri Manoj Bharti agreed to extend support of the ministry to the event.

## Meeting with Department of Heavy Industries

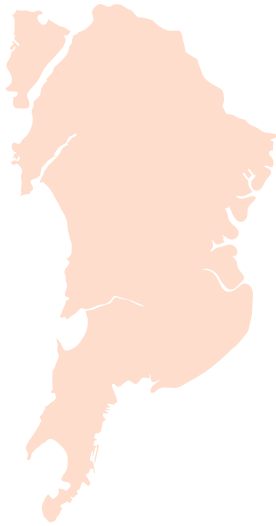
On 12th March 2019, Shri Sunil Misra, Director General and Shri Sudeep Sarkar, Director, IEEMA, called on Shri Amit Vardan, Joint Secretary, Department of Heavy Industry, Government of India. IEEMA delegation apprised the Joint Secretary about the Indian electrical industry and the issues faced by it, such as, lack of testing infrastructure and raw materials like CRGO, Cyber Security threat from China, surge in imports, underutilization of capacities, lower credit rating of electrical industry for finance etc. The joint Secretary agreed to provide all support to the industry for improving its competitiveness.







# Mumbai



IEEMA organised its first edition of “Electrical Fire Safety Conclave” for integrated solutions on fire protection and security on 29th June 2018 at Mumbai. The conclave emphasised on various aspects of electrical risk management, improper maintenance and ignorance of the



Fire Safe Mumbai Conclave 2018

framework and Standards, identify electrical hazards and implement control measures, Best Practices and Technologies, safety procedures in installation of electrical equipment and during the maintenance work.

The conclave was organised in collaboration with Ministry of Home Affairs, Govt. of India (MHA), Bureau of Indian Standards (BIS), Central Electricity authority (CEA), National Association of Fire Officers (NAFO), and Fire and Security Association of India (FSAI).

A delegation from Investment Corporation of Odisha Ltd., visited IEEMA Mumbai office to seek support to attract investments in Odisha. The state is emerging as the manufacturing hub of the East. A road show was



Electrical Fire and Safety Conclave, Mumbai.

safety precautions during their use which leads to fire accident due to lack of awareness or knowledge. The Conclave was inaugurated by Chief Guest Shri Prakash Mishra, IPS, DG, Fire Services, Civil Defence & Home Guard, Ministry of Home, Shri D K Shami, Advisor, Fire Safety, Ministry of Home and Shri P S Mhaske, Member – Power Systems, CEA and Mr. Gautam Roy, Chief Electrical Inspector, CEA.

The Conclave was attended by more than 400 participants from all over India that included Fire Officers from various states, Electrical Inspectors, Architects, Builders, Consultants, Manufacturers of Electrical and Fire Safety equipment, Utility Engineers, Auditors, officers from Insurance companies.

IEEMA signed a Memorandum of Association with Fire safety Association of India to work together in the area of electrical fire safety. The Conclave enabled participants to understand importance of electrical safety, know statutory requirement under the relevant laws, regulatory



planned to seek support for the 2nd State Flagship Global Investors meet “Make in Odisha” and was held on 11th to 15th Nov, 2018 at Bhubaneswar. Another road show was held at The Taj Mahal Palace Hotel, Mumbai on Aug 08, 2018, to interact with industry captains and extend an invitation to the investor community from various associations to join its Conclave. The Hon'ble Chief Minister, Shri Naveen Patnaik attended the road show along with the Industry Minister and Secretary from Government of Odisha. The B2B meeting was held with the Industry Minister and Secretary on the 2nd day of the road show.

IEEMA was represented by Director General Shri. Sunil Misra, Chairman, IEEMA Western Regional Council, Shri.

Siddharth Desai and Director, Mr. Ninad Ranade to give full support to the road show. During the conversation Director General also requested Mr. Kalyan Ch Mohanty to support IEEMA E3 expo (Energize, Empower East), which was held in 14th to 16th Dec, 2018 at Kolkata to help Odisha Government attract the investment through IEEMA membership.

A Power transformer division delegation comprises of Mr. Shouvik Bhattacharya – Vice Chairman, Power Transformer Division, Siemens; Mr. Manil Moorthy – Western Region Head, TBEA; Mr. Vikrant Joshi – General Manager, CG Power and Industrial Solutions Ltd.; Mr. B. R. Salgaonkar – GM, Marketing, IMP Powers Ltd and Mr. Suryakant Patil, EMCO met Shri. Ravindra D Chavan, Director- Projects, to honour him with the representation for the ideal delivery period for supply of Power Transformers in Utility. Mr. Chavan was informed about the 2 months delivery period in one of the tenders of MSETCL and he further mentioned to the members that now they have extended the time period to 4 months for the 132 and 220 KV voltage Class transformers. He also informed the members that they should meet Shri. Ganpat Munde, Director Operations as all the projects would be under him. Members met Mr. Munde and he also agreed on the concern and accepted that the standardisation for this delivery period is a must.

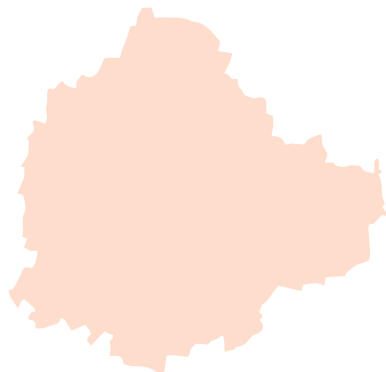
## Representations made

On 15th February 2019, an IEEMA delegation of Elevators & Escalators Division, met Dr. Rahangdale, Chief Fire Officer, Mumbai Fire Brigade, to discuss about the representation made regarding provision of fire evacuation lift in buildings having height more than 70 meters. IEEMA delegation interacted with the entire technical & operational team of Mumbai Fire Brigade and details were discussed.

The meeting was very fruitful, where IEEMA expressed its concerns and limitations at the same time accepting the challenges faced by Firemen and coming out with solutions to resolve both.

IEEMA requested Dr. Rahagdale, to standardized operations across the State of Maharashtra as every city CFO is issuing different guidelines and it will be difficult to produce and comply with such requirements. CFO agreed to issue revised guidelines as a standard for all cities and areas.

## Bangalore



### “POWER 2023 – THE ROAD AHEAD”

IEEMA had organised its Member / Non Member Outreach program in Bengaluru at the The Lalit Ashok on 8th June 2018 with Karnataka Stakeholders.



Participations were 120 plus comprising of IEEMA Members, Non members and Utility Officials.

The main agenda was to provide an opportunity for understanding the vision of policy makers and at arriving with a road map for industry to become a proactive partner.

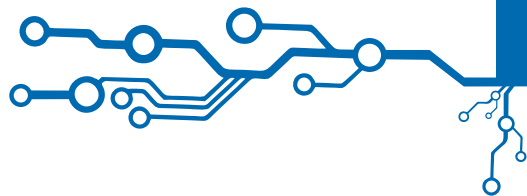
Mr Sunil Misra, Director General, IEEMA presided over the event. Presentations on IEEMA Initiatives and future activities were made by Mr Harish Agarwal, Vice President; Mr R K Chugh, Vice President and Mr Vikas Jalan, Chairman – Southern Region and Mr Suryanarayana Rao, Vice Chairman – Southern Region.

Dr. Aditi Raja, Director – Finance of KPTCL graced the event and had an interactive session with the attendees along with Mr Renuprasad, Chief Engineer T & P, KPTCL.

A brief session on “Innovation & Digitalisation” was held by Mr Rituraj Khare, Siemens EM DG PRO R & D.

Presentation on “Sectoral Disruptions and Interventions





Required” was made by Mr Ankit Piplani, E & Y.

Members appreciated and indicated that we should have such gatherings at regular intervals.

### Session 1 - Regulatory Framework

Shri Gautam Roy, Chief Electrical Inspector, CEA

Mr C N Raghavendran, MD CRN Associates

### Session 2 - Best Practices and Standards

- (a) Cabling Solutions to Ensure Electrical Fire Safety - Mr Balachandran, RR Kabel



Hon'ble Governor of Tamil Nadu  
Shri Banwarilal Purohit lighting the lamp

- (b) Fire Survival cable - Mr. V. Sarangarajan, Polycab India Limited
- (c) Arc Sensing System based Nitrogen Injection Fire Protection System– Mr Linga Karthik, Easun Mr Tap Changers (P) Ltd
- (d) K Class, fore safe Natural ester filled for transformers – Mr Rajaram Shinde, Cargill India Pvt Ltd
- (f) Fire Due to Electrical Short Circuit - Mr S Gopakumar, Cape Electric Pvt Ltd

### Session 3 - Best Practices & Technologies of Fire Safety in Human Habitats:

- (a) Fire Protection systems in Installations like Petrochemical Complex, Electrical Sub-stations, Hospitals/Commercial Complexes – Mr S S Mhatre, CTR Manufacturing Industries Ltd

- (b) Electrical Fire Safety - Mr Ian Watts, Dubai Cable Company Pvt Ltd (DuCab)
- (c) Electrical Safety @ Risk - Mr Rajkumar Panicker / Mr Bharath Kapali, IEEMA LV Switchgear Division
- (d) Chennai Metro
- (e) Electrical Safety Parameters in IT Industry - Mr C Venkatesu, Head Electrical, CRN Associates
- (f) Digitalization in Fire Detection & Suppression – Mr Kalidasan, Siemens Ltd.

The Delegates present at the conclave appreciated IEEMA's effort on conducting such conclave to create awareness among the masses.

## “POWER 2023 – THE ROAD AHEAD”

IEEMA had organised its Member / Non Member Outreach program in Chennai at the Raintree Hotel on 18th May 2018 for interaction with Tamil Nadu Stakeholders.

115 IEEMA Members and Senior Industry Executives participated in the session.

The main agenda was to provide an opportunity for understanding the vision of policy makers and at arriving with a road map for industry to become a proactive partner.

Presentations on IEEMA Initiatives were made by Mr



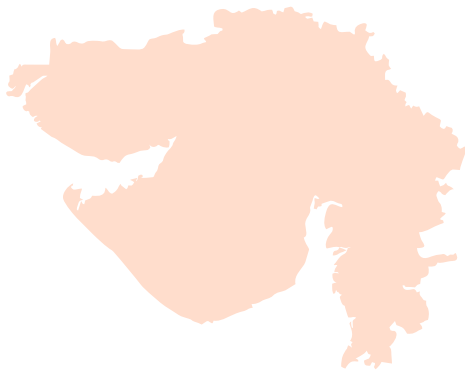
ShreeGopal Kabra, President ; Mr Harish Agarwal, Vice President; Mr R K Chugh, Vice President ; Mr Vikas Jalan, Chairman – Southern Region and Mr Suryanarayana Rao, Vice Chairman – Southern Region followed by Q & A Session.

A brief session on “Future Technologies” was held by Mr Anil Kadam, Head Smart Grid and Smart Cities of Schneider Electric.

An over view of future plans of TNTRANSCO was projected.

Members appreciated and indicated that we should have such gatherings at regular intervals.

## Gujarat



### Workshop on Power Transformer Tank –Quality and Aesthetics - Vadodara

On 23rd March 2018, IEEMA Power Transformer Division Organized a workshop on Power Transformer Tank Quality and Aesthetics at Grand Mercure, Hotel Surya Palace, Vadodara, where knowledge nuggets were shared for improving the tank quality, aesthetics and productivity. The workshop was attended by more than 170 delegates.

### Meeting with Mr M F Dastoor, Chief Fire Officer, Ahmedabad Municipal Corporation.

Met Mr M F Dastoor, CFO, to invite him at the Electrical Fire Safety Conclave in Mumbai. Shared with him IEEMA activities and brief him about various IEEMA initiatives. He extended his support and confirmed his participation to attend. He also shared the programme details with the Rajkot Municipal Corporation and Vadodara Municipal Corporation. For the fire offices to attend.

Training for GETCO Engineers conducted at Gujarat Energy Training and Research Institute on Transformer Design & Development and Conditioning Monitoring - 17 & 18th July 2018, Vadodara

Over 30 GETCO engineers participated at the training session conducted by Mr Virendra Lakhiani at GETRI premises, the session was well received by the participants and following topics were covered as part of the learning session, 133 years of Achievement and Developments of transformers-An Overview, Green Transformers-Ester filled Distribution and Power Transformers, Minimum Specification of Transformer, DGA-I and II, FAILURE ANALYSIS AND QUALITY ASPECTS OF TRANSFORMERS and New Testing Trends.

### Meeting with Chief Engineer Projects, Mr Maheshwari and Technical team at GETCO – 1st August 2018

IEEMA and E&Y team for a follow up meet on Study to address bottlenecks in Power Transmission Sector in India. The meeting was set between IEEMA and E&Y team and GETCO technical team to take a survey and data collection from EPC and Manufacturers



IEEMA delegation to Indonesia

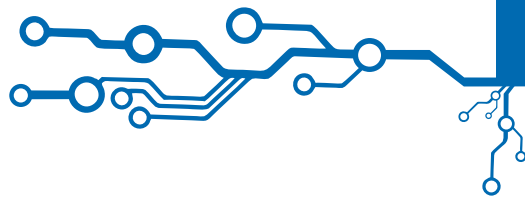
### Visit to GETCO Substation 6-7 September 2018

Visited Achhalia Substation as part of the Trafotech History of Transformer Exhibit to take relevant material and literature on the EE / 66/11 kV / 2 MVA - 76 yrs of service (1936-2012) - Oldest transformer and 54 years HEL / 132/66 kV / 40 MVA, at Narol Substation. The same was a part of the

### Membership Connect with Jamnagar based Members 30th October – 1st November 2018

As part of the membership connect met 10 Brass molding manufactures including 5 IEEMA members. M/s Jay International, M/s Changla Industries, M/s Atlas Metal Industries, M/s Ravi Brass Industries, M/s Bhumi Brass and Alloy, M/s Maple Impex, M/s Ashish Brass Component Pvt Ltd. M/s Ashwani Metals Pvt Ltd. Arpit Industries and





Vijay Brass Industries. Mfgs, expectation from IEEMA is helping them is increase in marketing their product to IEEMA member companies.

## Meeting with Shri Anand Kumar, Chairman, Gujarat Electricity Regulatory Commission 6th December 2018.

IEEMA members had a brief meeting with Mr Anand Kumar, Chairman, Gujarat Electricity Regulatory Commission, Mr Vikram Gandotra, EC member, IEEMA and Convener Intellect 2019; Mr Vipul Ray, Vice President IEEMA, extended invitation for Intellect 2019 conference and Distribuelec 2019. Chairman, GERC, accepted IEEMA invitation and extended his support.

## Meeting with Shri B B Chauhan, MD, GETCO and IEEMA members – 24th January 2019

IEEMA office barriers, Mr Vipul Ray, Vice President, IEEMA; Mr Manjit Sethi, Chairman, Power Transformer Division, IEEMA; Mr P Ramchandran, ABB India Ltd. , Mr Keyur Shah, Managing Director, Yash Highvoltage Insulators Pvt. Ltd met the MD at GETCO office to discuss various opportunity and possibility for further interaction for all members in Gujarat, discuss joint training programme and avenues to Mapping of Knowledge management resources. Members invited Shri B B Chahan to attend the DistrubuElec and Intellect to be held in February 2019; Mumbai. MD warmly accepted invitation.

## Haryana, Himachal Pradesh, & Punjab



## State Level Members Meetings- Chandigarh Chapter Meetings:

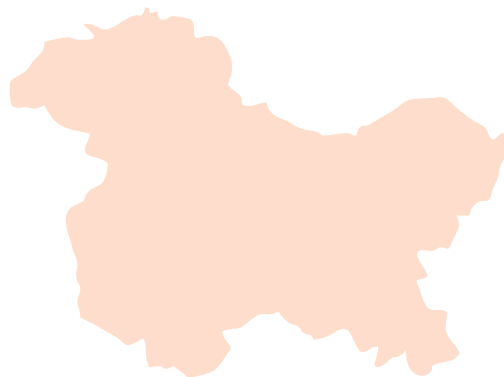
Chandigarh Chapter organised 4 membership meets for discussing the regional level events. The members also discussed the upcoming events of IEEMA. Following were the agenda in common:

- To address local issues on expedient basis
- Reach the MSME of the industry.
- Generate cohesiveness among industry members present in the geography
- Ensure the areas of concerns and common interest that need escalation
- Generate interest among non-members in the region
- Conceptualize localized events, training programmes and seminars
- Increase engagement with State Utilities and other relevant stake holders
- (Direct and indirect).





# Jammu & Kashmir



- Members will start attending the divisional meetings.
- The Zonal Chapter should actively advocate local public policy and
- involve utilities towards better and more meaningful impact in the
- Region.
- Meetings with important client or key government / semi government
- authorities as an IEEMA body for representation on issues that pertain
- To cross-segments implication.
- Different training programs will be conducted after adding few
- members to the data.
- The Committee will take the responsibility of adding membership base.
- Local issues to be forwarded to the EC for the resolutions.
- Members will start attending the divisional meetings.
- The Zonal Chapter should actively advocate local public policy and involve utilities towards better and more meaningful impact in the region.
- Meetings with important client or key government / semi government authorities as an IEEMA body for representation on issues that pertain to cross-segments implication.
- Different training programs will be conducted after adding few members to the data.

## Factory Visits:

Factory visits to different Electrical Manufacturing segments were done under IEEMA initiative and during factory visit interacted mostly with the proprietor or the senior most officials in the organization and tried to brief about IEEMA in details and uplifting the brand IEEMA to new heights in this region.

### Initiative for Academia Member

Took Chitkara University Students to Nabha Power Ltd. This Power Plant is managed by L & T. Students along with Faculties had an exposure to see the entire power plant and were able to gain knowledge.

## I. Industry Research and New Data Collection

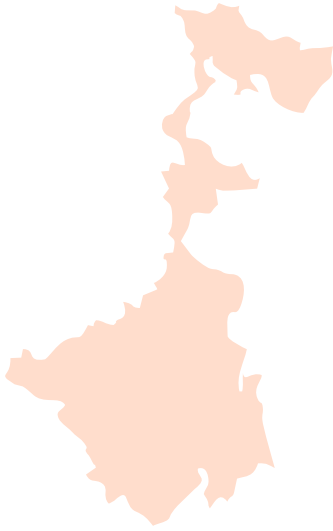
- Capitalized on the market research and collected/updated new contact details of concerned utility officials, members and non-members in industries and power sector in the state of Jammu & Kashmir (J&K). Held meetings with members and non-members in the region. Visited different Industrial Estates in the State and updated important contact details of Managing Directors and CEOs of the concerned electrical equipment manufacturers in J&K. Ensured wide publicity for IEEMA through local newspapers. Updated important contact details of concerned higher ups in utility and government concerned. Most importantly updated contact details of power bureaucrats in the state through continuous follow up with the officials in the Civil Secretariat in winter capital Jammu as well as in summer capital Srinagar. This gave an impetus in getting the right information related to government officials dealing with industries and power in the state of Jammu & Kashmir.

## II. New Member Enrolment and Delegate Mobilization

- Enrolled new member 'Electrocine Transformers' from Srinagar for IEEMA. The said firm is into manufacturing of power distribution transformers.
- Enrolled new member 'Zain Electricals' from Srinagar for IEEMA. The said firm is into manufacturing of power distribution transformers.
- Mobilized two engineer delegates from JK SPDCL for TrafoTech Workshop organized by IEEMA.
- Mobilized Delegates from JK PDD & JK SPDCL for Distributelec Conference and Buyer-Seller Meet.
- Mobilized Electrical Consultants from Jammu and Kashmir to Trafotech Conference.
- Increased IEEMA Journal Subscription in the State of Jammu & Kashmir.



# West Bengal



IEEMA ERC meeting took place in Kolkata on 14th Aug'18 at Lalit Great Eastern, Kolkata. The meeting was chaired by Mr. Harish Agarwal, President Elect, IEEMA, as ERC Chairman Mr. Nirmal Saraf was unable to attend the meeting due to health reasons. This meeting was attended by Mr. Sunil Misra- DG IEEMA & Mr. S. Kabra- President IEEMA. The meeting started off with the election of the new Vice- Chairman, as our previous Vice- Chairman Mr. Sharan Bansal, resigned from the post. Mr. Siddharth Bhutoria- RTS Power Corporation Ltd name was suggested & unanimously agreed upon as the new Vice-Chairman. This was followed by the confirmation of the previous minutes of meeting and followed by a discussion on the latest developments of E3 2018. The members including the President Elect & President added their valuable inputs to it. It was followed by the presentation of M/S Subham Desings about E3 2018 branding. It was our pleasure to welcome Mr. Nadimul Haque- Member of Parliament, who graced the occasion and also had a brief interaction with our ERC Members.



He also un-veiled the E3 2018 brochure along with Mr. R. K. Shah (past Chairman ERC), Mr. Harish Agarwal (President Elect), Mr. Sunil Misra (DG-IEEMA), Mr. S. Kabra- President IEEMA, Mr. Siddharth Bhutoria-Vice Chairman IEEMA. The meeting was attended by 24 members from IEEMA, Eastern Region.

IEEMA ERC meeting took place in Kolkata on 5th Oct' 18 at Lalit Great Eastern, Kolkata. The meeting was chaired by Mr. Siddharth Bhutoria, Vice- Chairman, ERC as Chairman Mr. Nirmal Saraf was unable to attend the meeting due to health reasons. Mr. S. Dasgupta from IEEMA secretariat briefed the members about the

## Eastern Region Committee Meeting

The meeting started with the confirmation of the minutes of the previous meeting and Chairman, Mr. Nirmal Saraf introduced Mr. Joydeb Bandopadhyay – Member Secretary, ERPC, CEA and the team from Super Procure.

Chairman requested the team from Super Procure to give the presentation to the members and they gave a small presentation on seamless logistics solutions which will be extremely beneficial for our members. Members really appreciated the presentation.

Mr. Joydeb Bandopadhyay on request of Chairman addressed the members and explained the future power generations plans of Govt of India. It was a very absorbing interactions between the members and CEA

At the end Kolkata secretariat presented the updates of E3 2018

The next meeting date was fixed on 13th July'18 and it would take place in Kolkata.

The meeting was well attended by 26 participants excluding the secretariat.







forthcoming E3 2018. President IEEMA updated the members about the new initiative undertaken by E3 core committee where a few students of Asansol Engineering College are interning with IEEMA for the first time & they will be making a brief history on the prominent electrical equipment of India like transformers, cables, conductors etc. under the supervision of President IEEMA and a faculty from the college. In this meeting Mr. Siddharth Pandey, CEO & Chief Mentor – HRD India was also invited to give a brief about the HR Corner to be presented at E3 2018. He gave a brief presentation about this activity which is taking shape under his leadership. The meeting was attended by 32 members from IEEMA.

IEEMA ERC meeting took place in Kolkata on 2nd Mar'19 at HHI Hotel, Kolkata. The meeting was chaired by Mr. Siddharth Bhutoria, Vice- Chairman, ERC. Shri Harish Agarwal, President IEEMA, informed members regarding a major development regarding impact of IEEMA's representation to the Steel Ministry. There was a proposal to impose Minimum Import Price on Steel in India. This would have adversely impacted the downstream industry which comprises of many SME and ancillary manufacturers. Vice- Chairman ERC, proposed for one international visit by ERC members with the consensus of all the members. He asked the IEEMA sec. to plan one international visit to SAARC & ASEAN countries, in line with export promotion. IEEMA Utility cell was formally launched at this meeting. This cell was formed so that we can discuss the concerns of IEEMA members as well as the Utilities.

In order to train budding electricians in the Country, IEEMA under its CSR activities has partnered with Power Sector Skill Council to create maintenance technicians working in industrial plants and commercial buildings. IEEMA will look at working with the Ministry of MSME and NSIC to work at upgrading the entire Centre at NSIC Howrah. The idea is to convert the center into a HUB for Electrical Testing as well as Skill Upgradation.

IEEMA has signed a MOU with Power Sector Skill Council (PSSC) for this initiative. The agreement was signed by Mr Sunil Misra, Director General, IEEMA and Mr. Vinod

Behari, CEO, PSSC as part of IEEMA's CSR activity. An amount of Rs 21 lakh will be invested in the skill development activities in 'Electrician Domestic Solutions' domain ensuring that more than 160 trainees will get trained. The skill development training will be conducted by Orion Edutech (an authorized training partner of PSSC) at their Mandir Marg center in New Delhi.

The meeting was attended by 34 members from IEEMA.

## Coordination Cell for 100% Village Electrification in NE States

A half-a-day workshop was organised by IEEMA in association with REC on 4th June'18 at Kolkata on material requirement for 100% Household Electrification in NE States. The workshop was attended by IEEMA member companies, senior officials from REC and Dr. A K Verma, Jt. Secretary, Distribution, Ministry of Power.

During the Workshop, certain points came out like limited working period in NE States, challenging topography and lack of inventory with various NE State Discoms. It was proposed by IEEMA that a Coordination Cell be formed to address lack of material in NE States and take up the issue with MoP through REC and bridge the gaps. This will enhance trust factor between all stakeholders so that the targets for 100% household electrification in NE are met.

### Proposed Composition for Coordination Cell:

1. One member from each 8 discoms from NE
2. REC representative from East
3. REC representative from NE
4. Chairman, IEEMA Eastern Region
5. President/ Vice President IEEMA
6. Member Secretary: IEEMA Secretariat, Kolkata

### Proposed terms of reference:-

1. To act as a bridge between material suppliers/ contractors, State Discoms and REC
2. To assist in expediting 8 Lakhs household electrification by 15th Aug'18



President IEEMA, Mr. Harish Agarwal extending Invitation of ELECRAMA 2020 to Mr. Sam Hsieh , International Affairs Department , TEEMA , Taiwan

3. To help complete 100% target by 31st December 2018
4. To ensure speedy delivery of materials for projects
5. To address State Discoms concerns with material suppliers/ contractors
6. To address material suppliers/ contractors concerns with State Discoms
7. Eliminate bottlenecks and minimize processes and minimize processes and delay in supply of materials

## Workshop on GST in Kolkata

On 2nd March 2019, IEEMA organized one day workshop on GST in Kolkata at Hotel Hindustan International. The Chief Guest of the workshop were Mr. Gaurav Sinha, Additional Commissioner, CGST & CX– Kolkata North and Mr. Partha Santra, Superintendent, from GST Dept.



The faculties who conducted the workshop were CA Abhishek Agarwal from Kolkata & CA Mandar Telang a renowned name from Mumbai. The session was addressed by Mr. Nirmal Saraf, Chairman ERC, Mr. Harish Agarwal President IEEMA and finally the vote of thanks was delivered by Mr. Siddharth Bhutoria – Vice Chairman ERC. The workshop was attended by more than 70 participants from the industry.

## IEEMA signs agreement with PSSC for training budding electricians

On 3rd March 2019, IEEMA has signed an MOU with Power Sector Skill Council (PSSC) in Kolkata for creating maintenance technicians working in industrial plants and commercial buildings. The agreement was signed by Mr. Sunil Misra, Director General, IEEMA and Mr. Vinod Behari, CEO, PSSC as part of IEEMA's CSR activity. An amount of Rs 21 lakh will be invested in the skill development activities in 'Electrician Domestic Solutions'



domain ensuring that more than 160 trainees will get trained. The skill development training will be conducted by Orion Edutech (an authorized training partner of PSSC) at their Mandir Marg centre in New Delhi.

## Bangladesh Clean Energy Summit & Elecrama 2020 Promotion at Dhaka, Bangladesh

### Report

IEEMA had participated at first Bangladesh Clean Energy Summit 2019 held on 10th & 11th March at the Bangabandhu International Conference Centre, Dhaka, Bangladesh with an objective to promote Elecrama 2020 among the stakeholders in Bangladesh. It was organised by IDCOL (Infrastructure Development Company Limited, Dhaka, Bangladesh).

The Inaugural ceremony was graced by the guest of honour, H.E. Mrs. Marie-Annick Bourdin, Ambassadors of France to Bangladesh and special guests Dr. Ahmad Kaikaus, Secretary Power Division, Ministry of Power, Energy & Mineral Resources, Bangladesh, Mr. Md. Abul Kalam Azad, Principal Co-ordinator (SDG Affairs), Prime Minister's Office, Bangladesh, Dr. Tawfiq-e-Elahi Chowdhury, Advisor to the Honorable Prime Minister, Bangladesh on Energy Power & Mineral Resources.

Secretariat also met Mr. Bikas Dewan, Managing Director, Dhaka Power Distribution Co Ltd (Popularly known as







DPDC). He in fact recollected his memory of visiting Elecrama 2018 with his team and was really full of praise for IEEMA and Elecrama. He also talked about his experience at WUS which he feels an experience cut above. He, in fact appreciated IEEMA's approach in extending invitation to him and DPDC. Because he feels that in this way the last minute rush can always be avoided and the approval can be sought from the ministry without hurry. He assured that there will be senior level participation at Elecrama 2020 from DPDC.

Secretariat had the pleasure of meeting Mr. Mohd Mashukur Rahman, Brand Head – BRB Cables. One of the biggest domestic Cables and MCB Manufacturers from Bangladesh. They were earlier catering to domestic needs and now preparing themselves for entering into export market. Took lot of interest in participating at Elecrama and assured that he would discuss with his senior management about booking a space at forthcoming Elecrama. He also expressed their group's interest in starting operation at India soon and they would also like to

become member of IEEMA once they start their operation in India.

Secretariat also had the pleasure of meeting Mr. Masum Al Beruni, Managing Director, PGCB and extending Elecrama 2020 invitation. But due to his pressing schedule of meetings at Ministry, he could not spare much time but ensured there will be delegation at Elecrama.

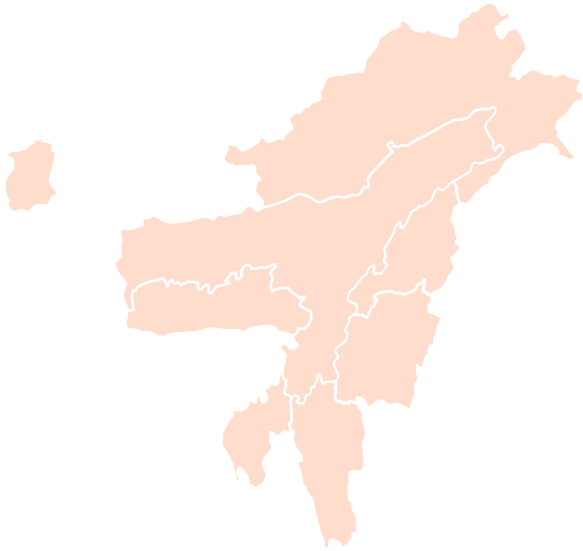
Mr. Azharul Islam, Member – P&D, Bangladesh Power Development Board has expressed his interest about participating at Elecrama along with a delegation from BPDB.

Brig Gen Sahid Sarwar, Managing Director – DESCO firstly expressed his sincere regrets for not being able to attend E3 2018 due to his duties during national election of Bangladesh. But he assured that since the elecrama invitation has come well in advance, this time he would definitely nominate a senior delegation from DESCO.

Conclusion



## North Eastern States



## Addition of New Members

- M/S Kamakhya Transformer manufacturer of Transformers was enrolled as new member from Guwahati, Assam.

## PVC Training

- PVC Online Training was given to various utility Engineers of Assam Power Distribution Corporation Ltd & Assam Electricity Grid Corporation Ltd department with support from IEEMA Mumbai Office.
- PVC Online training was given to Meghalaya Energy Corporation, where in utility Engineers were trained about PVC & how to use PV Calculator & to generate report.
- Similar PVC Online training was also given to Tripura State Electricity Corporation Ltd with support from IEEMA Mumbai Office



Mr. Harish Agarwal, President IEEMA at IEEE-PES GTD Grand International Conference & Exposition Asia 2019 (IEEE-PES GTD Asia 2019), Bangkok.

## Other Activities

- 16 Participant was sent from Assam to Meghalaya to participate in BIS Conference held at Shillong
- Delegate mobilization from NE States for Trafotech, Capacit, Cable wire Conferences along with technical paper submission in few of the conferences
- Delegate mobilization for Distribuelec from NE States
- Strong Delegates representation of approximately 38 nos. from NE State Utility to attend E3
- Delegate mobilization from Fire & Emergency services from NE were sent to Fire and safety conclave held at Mumbai
- Mobilization of VIPs from NE States in various IEEMA Events
- Mobilization & confirmation of VVIP DY CM of Tripura to attend the inaugural session of E3
- Technical training conducted successfully for utility officials from Assam Power Generation Corporation Ltd.
- Factory visits were done for upgrading of knowledge in different products.





# Uttar Pradesh & Uttarakhand



## UPPCL

There were regular interactions with Ms Aparna U IAS MD UPPCL, Mr Amit Gupta (IAS) MD Transmission Corporation and Utpadan Nigam, MD's of various Discomms. Including KESCO, Directors, Chief Engineers and other senior officials.

## NEDA

There have been regular interaction with MD's/Directors NEDA. They have been briefed regularly about our activities. .

## Pollution Board

As part of the routine visited Pollution Board Chief Environmental Officer

## Railways

Interacted on a monthly basis with Director General RDSO, Executive Directors and other Directors. IEEMA events, conferences and IEEMA journal generates a lot of interests in them. Participation from them in the events is very regular.



## Members Interaction with Utilities

A meeting of members of Power Transformer division was held with the Director(projects) and subsequently with the MD (Trans) Mr. A Gupta IAS and other officials of UPPCL at Shakti Bhawan, Lucknow. This meeting was regarding problems with tenders, supply period and the difficulties faced by members from UPTCL end in meeting the deadlines.

Another meeting of members of Metering Division was held with chairman UPPCL. This was regarding the non clearance of dues to the meter manufacturers which in turn was effecting their supplying capacity

Interaction with Govt Depts.

## UPERC

Meetings with Chairman UPERC, was held. He was apprised of various activities of IEEMA.



President IEEMA, Mr. Harish Agarwal extending Invitation of ELECRAAMA 2020 to Mr. Boonsak, President Thai Electrical and Mechanical Contractors Association ( TEMCA)

## Non- Members

Interaction with select few non- members is being done regularly.

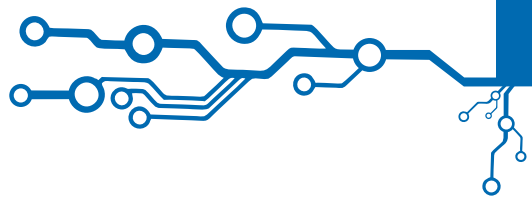
## Interaction with Govt Depts in MP

Visited Madhya Pradesh and had interaction with MDs of Discoms Bhopal Indore and Jabalpur. Also met MD transmission. Met other senior officials like directors and few CEs. Apprised them about the IEEMA activities

## Interaction with Govt Depts in Uttarakhand

Visited Dehradun in Uttara Khand. Met MD of discom and MD transmission. Met other senior official





## Rajasthan



during the event.

- Participation of delegates from State utilities and members from Rajasthan in all ieema conferences and events.
- More than 7 lacs of membership fee outstanding recovered.
- PVC subscribed by 2 companies for 4 products.

## Odisha, Chhattisgarh, Madhya Pradesh



### Addition of New Members:

- Oswal cables Pvt Ltd. -Jaipur, The said firm is into manufacturing of Cables, Conductors and Capacitors.
- Bajrang wire Products (India) Pvt Ltd –Jaipur. They are into manufacturing of Alloy and Non-Alloy Steel wires.
- Charbhuja Industries –Udaipur – They are into manufacturing of jigs , fixtures and mechanical components.
- Shriram axiall pvt . Ltd-Kota – They are into manufacturing of Wire, cables and PVC components.
- Capital Transformers Pvt Ltd – Bhiwadi- They are into manufacturing of Transformers for Generation , Transmission and Distribution viz: Power transformers, Distribution transformers, Generator Transformers and unit auxiliary transformers.

### Delegate Participation in IEEMA Events:

- 7 Senior Officials/Engineers from JVVNL, AVVNL , JdVVNL participated in DURC in DISTRIBUTELEC 2018.
- Mobilized participation of 6 delegates For CABLEWIRE 2018 and 4 delegates for TRAFOTECH 2018.
- Mobilized 1 delegate each for TECH-IT 2018 and GST workshop and delegates for T&D conclave.

### Other Activities

- 3 companies participated in E3-2018 Exhibition Kolkata and 1 in DISTRIBUTELEC 2019.
- Have helped in organizing E3-2018 pre event and

### Representation for Seminars and Conferences

- Meeting with CMD MP Pachim Kshetra Vidyut company Ltd, Director operation Mr R K Mishra and Director project and got delegates for cable wire, Trafotech, Capacit and E3 2018 at Kolkata.
- Meeting with CMD MP Madhya Kshetra Vidyut company Ltd ,Director operation and Director project and got delegates for cable wire, Trafotech,Capacit and E3 2018 at Kolkata.
- Meeting with MP Purvi Kshetra Vidyut company Ltd, Director operation and Director project and got delegates for for cable wire, Trafotech,Capacit and E3 2018 at Kolkata.
- Contacted DG fire Mr Bijay Sharma,IPs ,Addl, Dg Fire Mr Rajesh Kumar IAS, Odisha Dg fire, Dg fire of CG and DG fire of MP with other officials in the state of Odisha, MP, CG for our 29th June 2018 fire conclave at ITC Maratha Mumbai got nominations to attend the conclave from each state.

## Factory Visits

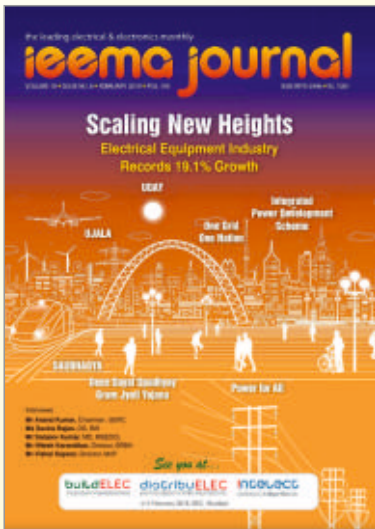
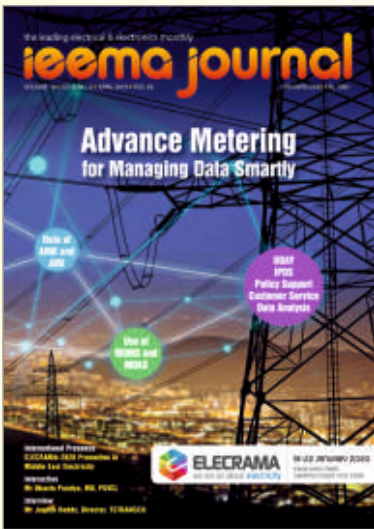
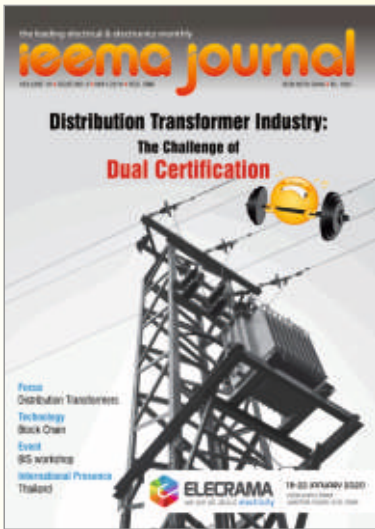
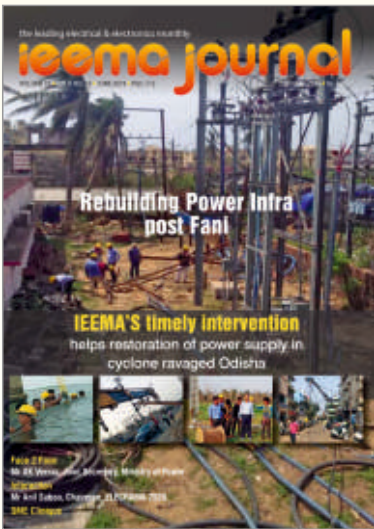
- Visited Care Transformer Company as factory visit
- Visited one structure at CESU BED division, Bhubaneswar

## Certain outstanding achievement/ Ist Time activity initiated

- Conducted a Seminar cum One day tutorial session on Best Earthing Practices in a reputed Engineering college Silicon Institute of Technology with spark group and IEEE Odisha chapter (102 participants)

# IEEMA Journal

*IEEMA Journal has entered into 38th year and continues to furnish its readers with informative and researched articles from experts of the power industry. The year 2018-19 saw the digitization of IEEMA Journal where we provided our readers the digital version of the magazine. In the year 2018-19 various new sections were introduced in IEEMA Journal. Apart from interviews of top officials of utilities, bureaucracy and SEBs IEEMA Journal also covered interviews of its divisional chairmen and it received positive feedback from our readers*



## Compilation of Statistical data & Market Research

IEEMA collate Production/Sales data from its members on a confidential basis and compile aggregated statistical report for publishing to the members for 12 different electrical equipment and one Order Book position report (OBP) every month.

Collection and compilation of data process follow Competition Compliance rules & regulations. Individual company wise data is never disclosed to anyone and kept confidential and only aggregate compiled statistical report is published. The average lead-time of furnishing Sales/ Production reports was about 70 days. Online data submission process followed provides confidence to members since data submission is voluntary.

IEEMA uses this data effectively for showcasing status of Power Sector, updates on growth of electrical equipment industry and EXIM analysis highlighting key issues like threat imports & its adverse impact on the domestic industry. IEEMA also uses this data for estimation of domestic Industry size of major sectors of T&D with the help of experts from the division/industry.

Considering the importance of data submission, Executive Council has decided to restrict access of compiled statistical reports to only those members who submits their data regularly. IEEMA with the guidance of concerned division members makes sustained efforts to broad base the data compilation by explaining importance of it and inviting data from members who have yet to do it regularly.

IEEMA had institutionalized 'Demand Assessment Study' with the help of a leading consultant. A core committee of Chairman/ Vice Chairman of various divisions was formed to guide the consultant. Communication was sent to members for collaborating in the study and subscribing to product sectors. Members who committed financial

support were also involved in the entire process of study.

After number of meetings of core committee and sub-committee for review of insights & findings gathered by the consultant and review of draft report, IEEMA had made reports available only for members till June 2019. Further it intends to open it to non-members also.

## Circulation of Prices and indices

In this year, PV clauses for LV Switchgear and MV AIS Switchgear were evolved and made operational after deliberations among division members.

During the fiscal, there had been frequent volatility in the raw material prices especially of metals. IEEMA had taken utmost care to reflect trend of prices closer to the market reality by following a robust process. For relevant PV clauses, domestic price of Aluminium was changed to monthly average.

Now, IEEMA PV circulars are made available with a QR Code and 'Watermark' on the background to further enhance the credibility, traceability and relevance of IEEMA PV circulars.

Statistics Reports and PV circulars are published on <http://publications.ieema.org> for download by user

**PV Calculator (<http://pvcalculator.ieema.org>)**

PV Calculator portal where a user can get Certified Report of Price Variation by submitting key inputs is now increasingly being used by all stakeholders for verification and submission of PV claims. PV Calculator tool is equipped to furnish final Price Variation as per Two stage switch over method recommended by IEEMA when the PV clause is revised and to compare price variation as per actual date of delivery vs price variation as per contractual date of delivery.

IEEMA has been reaching out and promoting using this tool to all the stakeholders through presentations, interactions/ training etc.



Chinese delegation from Yunnan at IEEMA New Delhi Office



## E3 - Energize Empower East



### IEEMA flags off E3 Connecting ASEAN

- More than 60 exhibitors, more than 3000 Visitors
- Delegation from ASEAN and SAARC region
- Huge success for firstly introduced Domestic Buyers and Sellers Meet (DBSM)
- History of Bengal Electricity on display

INDIAN ELECTRICAL & ELECTRONICS MANUFACTURER'S ASSOCIATION (IEEMA) organized its third edition of ENERGISE EMPOWER EAST (E3), a three day mega exhibition to showcase on how the Eastern region of our Country is on Energisation and empowerment Mode.

### Connecting ASEAN

A special session on Connecting ASEAN was organized by IEEMA on 13th December 2018 in Kolkata. A presentation was made by Dr Prabir De Professor – ASEAN India Center

Research & Information System for Developing Countries on the developments made by the ASEAN countries in the recent times.

### Inauguration of Energise, Empower, East

Mr Sobhandeb Chattopadhyay, Minister-in-charge of Department of Power & Non-Conventional Energy Sources, Government of West Bengal, and Mr Jishnu Deb Barma, Deputy Minister-in-Charge for Power Tripura, Mr







Vishal Kapoor, Director (Distribution), Ministry of Power, Mr Amanullah Ghalib, CEO, DABS, Afghanistan and Ms Surina Rajan, Director General, BIS inaugurated the three-day Energize Empower East (E3)Connecting ASEAN in Kolkata in the presence of Mr Harish Agarwal, President of IEEMA), Mr Nirmal Saraf, (Chairman, Eastern Region Committee, IEEMA) & Mr Sunil Misra, Director General of IEEMA.

Organized by IEEMA, “E3 – Energize, Empower East” Energy Convention is the largest electrical expos in



Eastern India. E3 offered a unique platform for the industry players from every part of country to showcase their products and explore business opportunities with global reputed companies. The event aimed at offering biggest business networking opportunities for electrical manufacturers, innovators, technology providers, start-ups and partners. It featured some unique Summit & Innovation Lecture Series on Sustainable Energy, International Marketing in Power Sector, Innovation and Leadership.



# DISTRIBUELEC 2019



## DistribueLEC 2019 showcases breakthrough technologies, innovative solutions and cutting edge technologies for smart distribution

- Total 135 exhibitors
- Around 7000 quality visitors
- 2200 meetings at buyers sellers meet introduced at distribueLEC
- More than 250 delegates at Intellect Conference

The third edition of distribueLEC 2019 and first edition of buildELEC 2019 held from 4th-6th February 2019 was inaugurated by Shri. A. R. Sihag, Secretary, Heavy Industries, Govt. Of India, Sudhir Garg, Jt. Secretary, MSME, Govt. of India and Mr. Sanjeev Kumar, Chairman and Managing Director, MSEDCL among others. The exhibition brought utility, consumer, electrical operational technology (OT) and Information Technology (IT) on the same platform. IEEMA also hosted buyers and Sellers Meet for the first time at distribueLEC 2019 and around

2200 meetings were held in the three days of exhibition. Furthermore the two days Intellect conference witnessed the presence of more than 260 delegates. The exhibitors displayed next generation technologies and also showcased the strength of our Industry. Overall the exhibition received overwhelming response from the industry, utilities, Ministry to name a few. Around 7000 quality visitors visited the three day exhibition



## As per a survey conducted:

- 99.5% exhibitors want to participate in distribueLEC again
- 88% of exhibitors said the quality of attendees met or exceeded their expectations
- 100% would like to visit this kind of an exhibition again
- 98% of Visitors said the quality of exhibition met or exceeded their expectations
- 90% of Visitors favourably compared the quality of exhibitors over other industry events





Manufacturers are optimistic that government's increasing focus on infrastructure development, the demand for wires and cables is likely to remain robust in coming years.

As cable networks become wider, the demand for improved efficiency and reliability will drive future trends in coming days. The improved financial health of the DISCOMs will further fund and drive latest technology know how advancements, giving better services to the consumers

## Key discussion points & achievements

- **PVC Formula for AB, XLPE and EHV Cables and its related queries:** During FY 2018-2019, IEEMA developed the PVC for EHV cables and also resolved various consumers queries related to factors etc.
- **Type Test Validity for Cables :** IEEMA had been representing to CEA and other relevant authorities for bringing uniformity in acceptance of validity of type test reports across central and state utilities.

CEA called a meeting in September 2018 where the subject was discussed in great length between manufacturers, utilities, testing labs and other key stakeholders. CEA concluded that general consensus is that there should be a reasonable validity period for the product depending upon techno commercial factors. For the purpose of transparency, the validity period should uniformly be followed by utilities.

- **Usage of Lead Sheath In Power Cables:** The subject was deliberated in the division and Pros and Cons of both technologies i. e Lead Sheath and Aluminum Corrugated was highlighted by the manufacturers. It was concluded that manufacturers will directly communicate with all relevant authorities for bringing the facts on the table and pursue the matter

## CABLEWIRE 2018

Cable Division of IEEMA organized 8th edition of CABLEWIRE 2018, witnessed a participation of 300 plus delegates from all relevant stakeholders, presentation of 30 plus technical papers spread over five sessions and 1 Panel discussion.



- Industry Size : INR 56000 Crores estimated
- Exports : INR 1261 Crores
- Imports : INR 2739 Crores
- Number of Members in the Division: 115 Organization
- Division Meetings: 12th April 2018 at Mumbai  
28th November 2018 at New Delhi  
6th February 2019 at Mumbai
- Number of Division meetings: 03 (Three)
- Average Attendance: 18 (Eighteen)

## State of Industry:

The wires and cables market in India comprises nearly 40 per cent of the electrical industry and is growing at a CAGR of 15 to 16 per cent as a result of growth in the power and infrastructure segments. The segment has been witnessing unprecedented growth owing to the boost provided by the recent policy and regulatory initiatives as well as Government schemes. Electricity demand is forecasted to nearly double over the coming period. This has generated the need for the development of quality electrical infrastructure supporting its growth for several years to come. It bodes well for the development of wires and cables industry in India.

Global investors are envisaging India as the potential market for high voltage (HV) and extra high voltage (EHV) cables. There is a burning need for standardization of specifications across this segment, which would lead to improved efficiencies and reliability of products. With increasing focus on renewables, the industry is also supplying cables for solar and wind power applications in addition to oil and gas, railways, automotive and other specialized segments

Excellent feedback is received from the industry and delegates find the conference informative and worthwhile. The primary goal of the conference was to bring together the Cables and Wires industry experts under one roof to deliberate and discuss regarding the Innovations, issues and way forward for the Cables and wires Industry. Delegates shared that the diverse and dynamic sessions have provided them with the required knowledge insights.

Mr Shashi Amin from Polycab Wires led the Organizing committee and Mr Yogendra Tiwari from KEC International led the technical committee.

## Representations

### Hike in marking fee with reference to IS 694

Every manufacturers of cables as per IS :694 are required to pay marking fee to BIS based on total quantity produced by them during the year.

BIS has increased the marking fee and status is as under:

Standard	Unit	Previous Rate of Marking fee (INR)	Revised Rate of Marking fee (Dec - 2017)	% Increase
IS : 694 (PVC insulated Cables up to and including 1100V	100MTS	0.44	1.80	309%

Higher BIS marking charges is acting as a detrimental to their ability to go for BIS marking and comply to Quality compliance orders issued by DIPP. Higher marking fees will also defeat the overall purpose of ensuring each & every manufacturer falls in line and adhere to the Quality compliance order.

The subject was discussed within division and represented to BIS. It was informed by BIS in March 2019, that the IEEMA proposal to review the marking fee has been considered and notification regarding the same will be issued shortly.

IEEMA Statistics - Production Trend						
Name of the Product		Cumulative April to March		% Variation 2018-19 over 2017-18	Previous Highest Annual Production	Maximum Comparison Factor %
CABLE	UNIT	2017-2018	2018-2019			
Power Cables	KM	681694	838017	22.9	680430	123.16
Special Purpose Cables	000'CKM	8815	10585	20.1	10289	102.88

# CAPACITORS & Power Quality Division



- Industry Size : Rs. 713 crs
- Exports : Rs. 271 crs (HS Code - 85321000, Source - DGCIS)
- Imports : Rs. 258 crs (HS Code - 85321000, Source - DGCIS)
- Number of Members in the Division : 37 organizations (including Capacitor manufacturers, manufacturers of accessories & component, EPC Contractors and others)
- Division Meetings : 20.04.2018  
19.06.2018  
17.09.2018  
10.11.2018  
11.01.2019
- Number of Division meetings : 05 (Five)
- Average Attendance : 14 (Fourteen)





## Summary of Division meetings: Objectives/ Key discussion points & achievements

Division was involved in following activities during FY 2018-19

- 1.0 Discussions on Quality control order with BIS & DIPP for three types of Electrical Capacitors**
- 2.0 White paper on Power Quality and meetings held with CERC**
- 3.0 Public Procurement (Preference to Make in India) Order**
- 4.0 Capacit 2019**

### Discussions on Quality control order with BIS & DIPP for three types of Electrical Capacitors

Several meetings were held with BIS and DIPP to have discussions on the issues faced by the Industry in implementation of QCO. Members met CMD III and CMD I at BIS and raised concerns related to non-availability of test labs, changes to be made in the IS, marking fees etc. Members also met with Joint Secretary, DIPP where it was agreed that the concerns raised by the Industry will be relooked and worked upon.

Separate representations were raised to BIS for

- Marking fees,
- Changes to be made in concerned IS,
- Extension of "Simplified procedure" for BIS certification to products for FMCS (Foreign Manufacturer Certification Scheme).

Issues are by and large resolved except for marking fees

### White paper on Power Quality and Way forward of meeting held with CERC

Meeting was held with Member CERC and his team for discussing the White paper on Power quality. CERC had asked to provide inputs on penalties, parameters to be measured and draft regulations at transmission, distribution and consumer level along with some case studies implemented in other countries. The deliberations were held to have KVAH billing instead of KWH and propose the same to CESC. Chairman had discussions on the subject with Chairperson CERC and he was informed that CERC had already prepared a report on harmonics and Power Quality.

During CAPACIT, the subject was raised and discussed at

large. CEA has issued a guidelines on power quality and CERC has also published its report titled Report on Power Quality of Electricity Supply to the Consumers.

### Public Procurement (Preference to Make in India) Order

Meeting was held at CEA to identify the local contents in different equipment of Generation, Transmission and Distribution products. Division was requested to work out the figure of local content in Capacitors which could be conveyed to CEA.

Members deliberated and came to the conclusion that most of the raw materials used in Capacitors are imported so the figure of local content will be minimal.

## CAPACIT 2019

CAPACIT 2019, the 9th edition of two day international conference on capacitors organized by IEEMA was held on 14th and 15th February 2019 at Hotel The Lalit, New Delhi. The two day event received an overwhelming response with more than 250+ delegates, representing more than 80 organizations. Event was very well appreciated by participants & delegates as it offered them a holistic experience. The conference, spread over two days, started with inaugural session followed by divisional presentation, two key note addresses, two invited papers, a panel discussion and six technical sessions with a total of 24 papers.

### Few highlights of this conference:

- Highest ever participation by Delegates and Organizations: 250+ Delegates representing 80+ organizations.
- Digital Conference with 12 ft. x 50 ft. wide LED screen. Nothing static, everything dynamic on screen with close view of the presenter in center and presentations in both sides takes the visibility of presenter and presentation to another level.
- History of Capacitors (a journey of three centuries) displayed in four different panels



- Green Initiative “No usage of pen & paper for Agenda, Quiz or Feedback of the event”. Best use of QR codes & Mobile Internet
- Engage Audience through Quiz (150+ delegates participated in Quiz). Quiz was linked to the contents presented in History of Capacitors, Technical papers and details discussed throughout event
- Specially designed memento in crystal glass with engraved 3-D image of a Capacitor
- Theme of the event “Reactive Power & Beyond” enabled participants from Electric Mobility, Super Capacitors & DC Capacitors to participate apart from conventional participants.

The conference was inaugurated by Dr. A.K. Verma, Joint Secretary Distribution, Ministry of Power in a traditional way by lighting up a lamp along with other present dignitaries Mr. Manas Kundu, Director (Energy Solutions) ICAI, Mr. Deepak Patni, Chairman IEEMA Capacitor Division delivered the welcome address. Mr. R. K. Chugh, Vice President IEEMA where in his presidential address briefed about IEEMA and its activities. The presidential address was followed by divisional presentation by Mr. Anoop Tulsyan, Vice President IEEMA Capacitor division. Mr. Manas Kundu, Director Energy solutions at ICAI delivered his key note address on Power Quality and its solutions. The inaugural address was delivered by Chief Guest Dr. A.K. Verma, Joint secretary, Distribution, Ministry of Power.

The first technical session “Advancements in Capacitor Materials and Manufacturing Technologies” having papers on next generation raw materials and future of manufacturing by automation & industry 4.0. The panel discussion was held on Power Quality and Role of Regulator and panellists were from industry, state regulators and Institutes IIT Delhi. The second technical session “Developments in Capacitor Materials and Designs for Emerging Applications” had four technical presentations on new developments for emerging applications and was chaired by Dr. Ms. Jeremie Walker, Arkema France. The third technical session “Emerging Capacitor Technologies and Applications – Super Capacitors” had five technical papers on supercapacitors, ultracapacitors and improvement in battery cycle using supercapacitors for EV’s.

The second day started with the key note address on IOT and its emerging applications by Mr. Akilur Rehman, Chief Technology Officer, ABB. The fourth technical session was on “Performance evaluation & characterization of power capacitors and power conditioning devices” had three presentations on power capacitors and power conditioning devices. The fifth technical session “Power Quality Solutions – Novel Applications and Case Studies had five presentations on monitoring and controlling the reactive power and power quality improvement. The



sixth technical session “Reactive Power Management in Utility Networks for Demand Management and Loss Reduction had four papers and case studies on reactive power management and reduction of losses for distribution utilities. The Conference also had invited papers from APQI and PowerGrid Corporation of India Ltd. (PGCIL), the largest Utility.

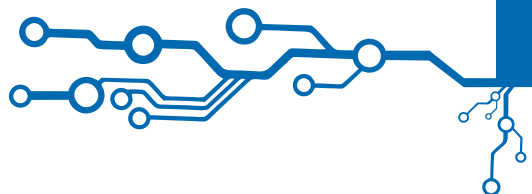
The Conference was summed up and summarized the two day proceedings. Event concluded on a very high note with all the participants expressing their satisfaction & gratitude toward the seamless execution and never before experience of CAPACIT 2019. They expressed desire to actively participate in 10th edition of CAPACIT.

## Production Statistics

IEEMA compiles production statistics each month for different ranges and types of capacitors from the data collected from manufacturers. This statistics is expected to help to analyse the Industry trend and facilitate strategic decisions by manufacturers and policy intervention by regulators. The power capacitors are manufactured domestically upto 1000 V with ratings upto 25KVAR and above under non self healing and self healing category. Above 1000v category ratings from upto 150KVAR to above 300 KVAR are covered.

The market size of this Industry as against the size of the overall T & D equipment industry is very low in India as compared to other developed countries. The Indian Capacitor industry represents a very small portion of the global Capacitor market. The weightage of Capacitor Industry is not even 1% compared to total Electrical Equipment Industry index.

PRODUCTION STATISTICS						
Category	UNIT	2017-2018	2018-2019	over 2017-18	Annual	Comparison Factor %
LT Capacitors	ODINAR	3465	3465	0	3465	100
HT Capacitors	ODINAR	2540	2540	0	2540	100
Tranformer Capacitors	ODINAR	1055	1055	0	1055	100



# CONDUCTOR Division



- Industry Size : INR 10,700 crs
- Exports : INR 2,575 crs
- Imports : INR 474 crs
- Number of Members in the Division : 71 organizations
- Division Meetings : 4<sup>th</sup> May 2018, New Delhi  
28<sup>th</sup> September 2018, New Delhi  
26<sup>th</sup> November 2017, New Delhi  
15<sup>th</sup> March 2018, New Delhi
- Number of Division meetings : 04 (Four)
- Average Attendance : 11 (Eleven)

IEEMA organised interactive meetings of Insulator Division wherein domestic content for the Conductors was finalized. Subsequently, the same was submitted to concerned ministry for notification.

- **Industry presentation at State Utilities**

Division deliberated the subject and decided to make a presentation to the State Utilities.

Industry presentation was finalized by the members and the same was presented to UPPTCL and PSPTCL. Both the utilities appreciated the IEEMA's efforts and suggested IEEMA to have more such sessions.

- **Sub-Committee of Hardware & Accessories**

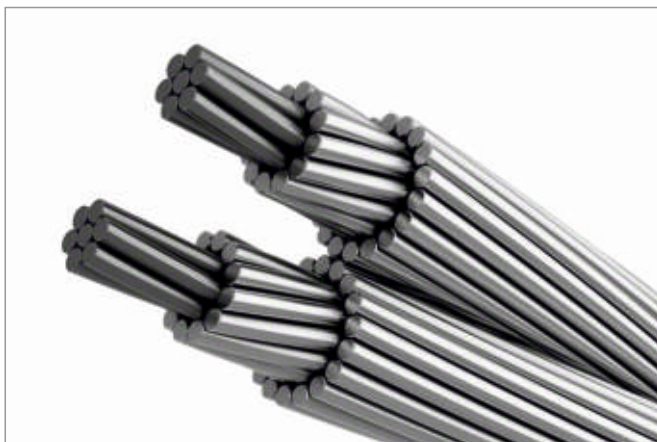
A Sub-committee was constituted in 2015 for independently discussing issues related to Hardware and Accessory segment. Sub-committee met on a regular intervals and discussed several issues of the Hardware and Accessory industry.

Sub-committee has a Technical Committee to work on activities like guiding secretariat on technical issues/queries, working with CPRI on testing gaps, Standardization matters with BIS, review and presentation on Key Technical Parameters, Representation at IEC – TC etc.

To increase the participation in the Sub-committee meetings, members have decided to hold the quarter meetings jointly with the Insulator Division. Last two meetings were organized along with the Insulator Division meeting.

- **Concern on Chapter-98**

Division discussed about the anomaly exist in procuring Conductors as finished good under Chapter-98, where the basic import duty is 5%. Imports of electrical equipment under Chapter 98 is a clear disadvantage to the domestic industry. IEEMA Public Policy Cell is pursuing the matter with the concerned authorities, requesting for a decrease in custom duty of basic raw material, primary Aluminium metal to 5% from the existing rate of 7.5% under Chapter 76 of the Customs Tariff Act.



## Summary of Division meetings: Objectives/ Key discussion points & achievements

- **Public Procurement Order**

The Government of India, through Department of Industrial Policy and Promotion, issued the Public Procurement (Preference to Make in India) Order, 2017. This Order encourages 'Make in India'. As per the Order, the minimum local content for any product shall ordinarily be 50%.

Various nodal ministries of the Government of India, including Ministry of Power and Ministry of Heavy Industries and Public Enterprises notified sector specific Orders, prescribing higher or lower percentage of local content in respect of items under their purview.





- **Discussion – Conference on Overhead Lines**

Secretariat informed members that IEEMA is planning to create a new technical conference on “Overhead lines”. This conference will cover products such as Conductors, Insulators and Hardware & Accessories, apart from TL Towers.

The Conference on Overhead Line will be held along with the 13th T&D Conclave.

- **Study on current FTA/PTAs**

Division desired to commission a study on the existing FTA/PTAs to analyse and suggest the industry's recommendation to the Govt. Accordingly, the Terms of reference was prepared and submitted to IEEMA Public Policy Cell for its commissioning. TPM consultants was requested to provide the basic framework of the study.

- **Demand Assessment Study**

IEEMA carried out a study on Demand Forecast Assessment for the year 2017-2027 (10 years) through E&Y. E&Y identified the top drivers, disruptors for all the product groups and developed the forecasting framework.

Further, the primary and secondary research was carried out where E&Y interacted with 15 State Power Utilities, CPSUs, Policy Makers, Industry, Associations and Private developers.

Inputs were sought from the Conductor Division. The study was completed in October 2018.

- **Applicability of GST on Freight**

Division deliberated the subject of applicability of GST on Freight for the existing contracts. Further, the matter was taken up by IEEMA Economic & Taxation Committee with Powergrid, along with individual suppliers.

Powergrid along with their consultant (EY) convened several meeting on the issue with IEEMA and other suppliers. It was decided in one of the meetings that individual supplier would take advance ruling on the matter, which were submitted to Powergrid in subsequent meetings.

Finally, Powergrid decided to take advance ruling on the matter for taking a call.

- **Reverse Auction**

Members discussed and raised concerns on the Reverse Auction (RA) practiced by several utilities. IEEMA deliberated and discussed the subject at various forums.

Members discussed that the system of reverse auction is acceptable worldwide and also a part of tendering

system of Indian utilities. Members felt that gradually it will get adopted by all utilities in India and so the industry should also get accustomed to the system.

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# Distribution Transformers



- Industry Size : Rs. 9889 Crores
- Exports : Rs. 1424 Crores
- Imports : Rs. 592 Crores
- Number of Organizations in the Division : 108 organizations.
- Division Meetings : 27th April 2018, Mumbai  
23rd July 2018, Delhi  
14th November 2018, Delhi
- Number of Division meetings : 3 (Three)
- Average Attendance: 20 Nos.

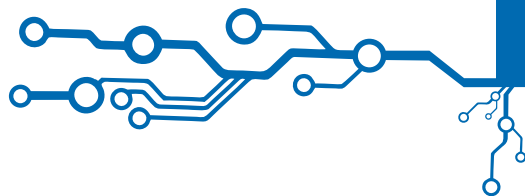
## Summary of Division meetings: Objectives/ Key discussion points and Achievements

### Electrical Transformer (Quality Control)

#### Order 2018:

In view of changes in the BIS Act 2016, Department of Heavy Industries decided to revise the ETQC Order 2015. DHI issued a draft Quality Control Order 2018 which has the following salient points:





- a) BIS Act 2016 covers the provision to delegate power to appoint the appropriate authority for the enforcement of this Order.
- b) DHI shall upload the draft QCO order on its website for inviting public comments.
- c) BIS was requested to prepare standards on transformer laminations and core.
- d) ETQCO Order 2018 will cover outdoor type and indoor type transformers.

### **Proposal on Simplification in the licensing and testing procedure under Electrical Transformer (Quality Control) Order 2018**

## **IEEMA proposed the following points to DHI**

- a) The BIS should ensure that adequate machinery and testing set up is available with the manufacturer before grant of license and during operation of License.
- b) The Self-Certification Scheme for Transformers shall be based on Routine Tests (to be conducted on all Transformers), Type Test (optional- to be conducted on one unit) and Special test (optional- to be conducted on one unit). The routine, special and type tests mentioned above can be carried out at manufacturers works as per the sample plan suggested. However one sample of each rating/variety should be tested for these tests at BIS approved lab/NABL certified lab (It can be in-house, if it is NABL approved) for conformity and ensuring quality.
- c) The guide lines should be amended so that the short circuit and impulse test be conducted on the highest rating at BIS certified labs to demonstrate the design/ manufacturing capability of the licensee to manufacture such transformers. Further, all the lower rating of the group should be covered in the license on the basis of such test conducted for the highest rating within the group (as per initial guideline No CMD I (BD) IS 1180 dated 4/2/15) and the conductance of fresh short circuit and impulse test should not be insisted on each lower rating/variety by BIS.



- 4) Fast and online system to avoid all lengthy paper work as customers are demanding quick delivery of the product.
- 5) Manufacturers assures DHI of complete transparency, proper documentation of records & adherence to quality manufacturing. IEEMA DT Division also proposed that BIS may be advised to amend guidelines under consultation with stakeholders so that quality of material and transparency in maintaining the documents is achieved.

### **Change in the calculation of Domestic Aluminium prices from April 2018**

Members discussed that IEEMA has been publishing both domestic (1st working day) and LME average price of Aluminium in Price Variation Circular for transformers and Transmission line accessories and hardware (TL&H).

It was informed that for all future contracts LME average prices should be followed. Members discussed that giving two rates with a different set of prices will bring lot of confusion. It was further informed that earlier aluminium producers were publishing rates on first working day of the month applicable for the 15 days or whole month. Now they have linked their rates with LME prices and are changing the rates more frequently.

Members suggested that the domestic aluminium prices may also be changed from 1st working day of the month to monthly average rates to align with LME rates being published in consultation with other divisions or with Executive Council.

### **Frequent Changes in the guidelines, specifications w.r.t mandatory certification of Distribution Transformers.**

Mandatory star labelling by BEE was initially for transformers from 16 KVA to 200 KVA rating. The energy efficiency levels for these transformers were at that time mentioned in absence of any specific guidelines in old IS 1180. The scope of the ratings was further increased from 200 KVA to 2500 KVA in the month of Dec 2016 even after introduction of the BIS Energy efficiency level for same ratings.

The BEE has also introduced the new energy efficiency levels wherein the Star 3 of old table/ level 1 of IS 1180 has been eliminated w.e.f. 1-7-17. The BEE has also introduced 3 new star ratings which are not included in IS 1180/2014 thus contradicting with DHI quality control order.

The delay of approx. 2-3 months in granting BEE label after BIS approval is also affecting the industry very badly and they are incurring huge cost towards





inventory cost/ damages on delayed supplies as the commencement period being allowed by utilities is 30/60 days, whereas the time being taken in getting the rating Type tested at Lab, inclusion at BIS and approval at BEE takes approximately 120-150 days. Considering the nature of the Industry, the large volumes involved, the dispersal over more than 500 registered Manufacturers, and the normal contract completion period of 12-24 months from the time of framing the tender specifications to completion of supplies, the 3 year cooling period for change in mandatory requirements may please be made compulsory.

#### **Evolving suitable price variation clause for Amorphous core Distribution Transformers.**

Members discussed in one of the division meetings that with few utilities there is some ambiguity in respect of settlement of price variation for Distribution Transformers with Amorphous core. There has been several discussions in the division for evolving a suitable PV for Amorphous Core DTs. Till the time a separate PV clause is evolved and made operational for Amorphous core transformers, utilities were recommended to use the existing IEEMA PV formula and respective indices for Distribution Transformers with CRGO Core for settlement of price variation for Distribution Transformers with Amorphous core.

#### **Use of Amorphous Metal Transformers in the tenders floated by UPPCL**

IEEMA Distribution Transformer Division met and represented the issue to CMD, REC and CEA, Chairperson for using Amorphous metal transformers also in the tenders floated by UP Discoms under Saubhagya Scheme. Members requested REC to issue directives to U.P Discoms for considering both the materials.

#### **Self-protection/disconnection device for distribution transformer**

Distribution Transformer Division thanked Mr. Nagarjuna Babu for his contribution in making the draft specification on the use of Internal Circuit

Breaker in Distribution Transformers from IEEMA.

#### **Revision of IS 8447: 1989 "Manually Operated Voltage Regulators for domestic use and IS 8448: 1989 " Automatic line voltage correctors step type for domestic use**

IEEMA Distribution Transformer Division under the guidance of Mr. Nagarjuna Babu finalised and submitted the draft standard of IS 8447: 1989 "Manually Operated Voltage Regulators for domestic use and IS 8448: 1989 "Automatic line voltage correctors step type for domestic use to ETD-16.

#### **Dual Certification on Distribution Transformer as both BIS and BEE certification is required:-**

The matter of dual certification of Distribution Transformers was represented to Ministry of Commerce /DIPP, as Ease of doing business matter was looked by Ministry of Commerce. However, MOC has diverted the issue again to DHI and MoP. IEEMA Distribution Transformer Division discussed the issue in the Public Policy meeting and requested them take up suitably with the concerned authorities.

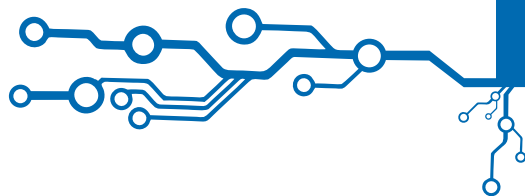
### **Standalone Conference for DT similar to TRAFOTECH**

TRAFOTECH Conference, organized by IEEMA, is one of the longest running International Conference on Transformers in India and has gained worldwide recognition. During the 10th edition of TRAFOTECH held on 4th-5th October 2018, it was felt that DT related issues need focused attention. With this background, it was decided to have a conference dedicated solely to DT as an extension of TRAFOTECH.

IEEMA Distribution Transformer Division decided to hold the first TRAFOTECH-DT Conference on 12th June 2019 at India Habitat Centre, New Delhi. The theme of this conference is "Efficient and Reliable Distribution Transformers for sustainable development".



Distribution Transformer Division Meeting, IEEMA Mumbai office



Division sought support of Central Electricity Authority and Rural Electrification Corporation Ltd. for the conference.

### **Requirement of HVDS Transformers in Maharashtra by MSEDCL**

During the event of DistribuELEC Exhibition in Maharashtra, Hon'ble Energy Minister of Maharashtra had raised concerns over the inability of the transformer manufacturers in fulfilment of requirement of distribution transformers and the need of protection system/device to overcome failure on account of overloading.

MSEDCL being one of the progressive utility in the country has introduced new High Voltage Distribution System (HVDS) to provide power connection to approx. 5 Lakhs agricultural pumps to farmers. With HVDS system, farmers in Maharashtra shall be greatly benefitted in terms of uninterrupted power supply and less losses within the system. However, these agricultural connection are pending because of non-availability of transformers in Maharashtra state.

IEEMA Distribution Transformer Division represented their views to Minister that Industry has more than adequate capacity, however non-participation in MSEDCL tenders are due to difficult commercial terms and conditions in tender documents.

### **Support of the Division in the initiative of Government e -Market Place(GEM)**

Government e-Marketplace (GeM) is the National Public Procurement Portal and is an end-to-end, one stop online Marketplace for Central and State Government Ministries / Departments, Central & State Public Sector Undertakings (CPSUs & SPSUs), Autonomous Institutions and Local bodies, for procurement of Goods & Services. Inclusiveness of GeM can be seen from fact that more than 40% of sellers in the Portal are MSMEs and with Udyog aadhar they are able to transact without any intermediaries in the GeM ecosystem. IEEMA Distribution Transformer

Division also submitted their inputs to GeM on the technical parameters for 33kV Class for uploading in the GeM portal.

The Ministry of Power and GeM, with the support of IEEMA, organized a Workshop, involving the Power Sector Stakeholders, on 8th October, 2018 at Auditorium, Scope Complex, Lodhi Road, New Delhi, with a view to get an insight into policies & strategy required to meet the objective of GeM and also to understand the prescriptions for successful implementation of the project. Chairman, IEEMA Distribution Transformer Division participated in the workshop as a panelist in the session "seller perspective" and presented an overview and apprehensions of Distribution Transformer Industry getting into GeM.

### **Achievements of IEEMA Distribution Transformer Division:**

1. Active involvement of the Distribution Transformer Division in BIS ETD-16 Committee.
2. To create a separate standalone conference for Distribution Transformers " TRAFOTECH-DT" as an extension of TRAFOTECH focusing on installations and maintenance of DTs. The theme of the conference was conceptualized as "Efficient and Reliable Distribution Transformers for sustainable development".
3. IEEMA draft recommendations to BIS on requirements of transformers with self-protection / Disconnection device for rated power 5kVA to 500kVA for 3 Phase and upto 100kVA for I-Phase.
4. Recommendation from REC to UP Discom for procurement of transformers using both CRGO and Amorphous Cores.
5. CSPDCL has issued a corrigendum and revised Performance Guarantee of 36 months instead of 60 months and revised security deposit from 10% to 5% based on IEEMA request.

### **Representations made by IEEMA Distribution Transformer Division during April 2018 to March 2019:**

- a) Representation to Chief Engineer, CEA vide reference no. SEC/REP/PT-DT/UK/161 dated 8th August 2018 regarding Public Procurement (Preference to Make in India) Order- notifying inputs on % local value addition for Power & Distribution Transformers.
- b) Representation to CMD, REC Ltd. vide reference no. SEC/REP/DT-TRF/UK/148 dated 30th July 2018 regarding procurement of CRGO/Amorphous Core







Transformers w.r.t tenders floated by UP Discoms under Saubhagya Scheme.

- c) IEEMA representation was to Secretary, Department of Commerce vide no. SEC/REP/DIV/UK/264 dated 11th December 2018 on the issue of non-recognition of CPRI/ERDA test report in tenders floated by Nepal Electricity Authority.
- d) Representation to Secretary (Heavy Industries) vide reference no. SEC/REP/DT/UK/274 dated 24th December 2018 regarding IEEMA views on the Proposal on Simplification in the licensing and testing procedure under Electrical Transformer (Quality Control) Order 2018
- e) Representation to Head Central Marks Department-III, Bureau of Indian Standards vide ref no. SEC/REP/DT/UK/265 dated 11th December 2018 on Non-Feasibility of heat run test for 2500 KVA, 3.3/0.433KV, Dyn 11, Level-2 Distribution Transformer by BIS Certified Labs.
- f) IEEMA representation was MD, CSPDCL vide no. SEC/DIV/DT/UK/02 dated 3rd January 2019 for reducing the warranty period and Performance Bank Guarantee for procurement of Distribution Transformers.
- g) IEEMA representation was made to Hon'ble Energy Minister of Maharashtra vide no. SEC/REP/DIV/DT/UK/19 dated 12th February 2019 on requirement of Distribution Transformers for HVDS Schemes in Maharashtra.
- h) Representation to Director General, Bureau of Energy Efficiency vide no. SEC/REP/DIV/DT-TRF/UK/ dated 25th April 2019 regarding Frequent Changes in the guidelines, specifications w.r.t mandatory certification of Distribution Transformers

## IEEMA Statistic & Production Trend

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የፊደላዊ ዘዴ	የፖሊሲ ዓመት	የፖሊሲ ዓመት	የፖሊሲ ዓመት	የፖሊሲ ዓመት	የፖሊሲ ዓመት
Distribution Transformer - Production	UNIT	2017-2018	2018-2019	19 over 2017-18	Comparison Factor %
Distribution Transformer - Production	MA	52397	59341	11.3	52397 111.34
Distribution Transformer - Export	MA	3252	3461	6.4	
Distribution Transformer - Production	Nss	42424	49749	17.3	42424 117.27
Distribution Transformer - Export	Nss	5998	7958	50.9	

## Economic & Taxation Committee:



The Economic & Taxation Committee 2018-19 was re-constituted by the Executive Council, under the Chairmanship of Shri Adarsh Jain, General Manager (Finance / Commercial), KEI Industries Ltd. Shri Yogendra Agarwal, Senior General Manager, Bharat Bijlee Ltd., was the Vice-Chairman and senior officials from Finance and Taxation Department of member organisations were nominated as members of this Committee.

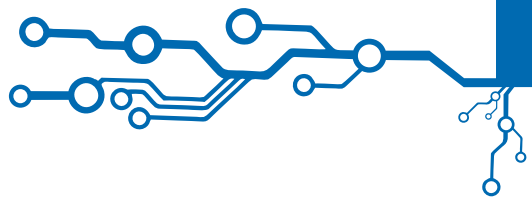
The Committee deliberated and addressed issues of members in areas of finance; implications of taxes and duties; impact of Government notifications/circulars on the industry; and policy amendments and Goods and Services Tax. The Committee also played an advisory role and provided guidance to members in these areas.

The Economic and Taxation Committee brought to the notice of Rural Electrification Authority (REC), about the adverse impact of GST on in-transition rural electrification projects under DDUGJY-RE. In the pre-GST scenario, these projects were exempted from VAT & billed to client under “Sale-in-transit” transactions, against concessional C forms. The net tax cost was approx. 11% to 12%. However, in the GST regime, net tax cost climbed up to approx. 20% to 22%. The additional impact of 9% to 11% was a huge burden on all the companies.

On IEEMA request, REC communicated to all State Power Utilities / Power Departments that any change in the cost of works or services due to new tax regime needs to be apportioned to the contractor.

The Customs Notification 79/2017, dated 13th October 2017, provided exemption from payment of IGST upto 31.03.2019 (as extended vide Notification No. 66/2018-Customs, dated 26.09.2018). However, this Notification was subject to certain pre-import conditions, which were derived from DGFT notification No. 33/2015-2020, dated





13th October 2017 and was difficult to fulfil. Many a times, importers had to end up paying IGST, which defeated the objective and spirit of the Notification. The Economic and Taxation Committee represented the matter to the Government to simplify and keep the Advance License norms by removing the special condition for Advance License under GST.

Government amended the Advance Authorisation notifications [Notification no. 18/2015-Cus and 20/2015-Cus], Vide its Notification no. 01/2019-Cus, dated 10th January 2019, and the Pre-import condition was omitted for availment of benefit of IGST and Compensation cess exemption.

The Committee steered the pre-budget exercise and represented the IEEMA Pre-Budget Memorandum for Budget 2019-20 to the Government of India. It also interacted with the Ministry of Finance, Government of India, on this subject.

The Committee conducted meetings throughout the year, where it deliberated and addressed various taxation and economic policy issues faced by the industry.

## Electrical Insulating Materials Division



• Industry Size	Rs. 2,000 crs
• Number of Members in the Division:	38 organizations
• Division Meetings:	20th July 2018, Mumbai 19th September 2018, Mumbai 16th November 2018, Mumbai 1st March 2019, Mumbai
- Number of Division meetings:	04 (Four)
- Average Attendance:	11 (Eleven)

## Summary of Division meetings: Objectives/ Key discussion points & achievements

- Net margins are very low.
- Small players are desperate due to which there is price drop.
- Gross NPS in the sector is rising.
- There is growth in automotive sector
- No big investment in Thermal Sector
- Generic growth of the sector is anticipated
- LV RM sector is expanding
- No funds in DISCOMs
- Infrastructure business in Mumbai will be on a decline shortly
- Big investments are under progress in Mass Transportation, EV and Renewables.
- No investments anticipated to happen in Thermal sector in the next 5 years
- Rotating Machines segment is flat.
- Overall insulation sector might get squeezed down in future
- Payment is still a recurring issue and small players do not have much say and Capital cost are shooting up.
- Gradual shift to Electrification by Railways will definitely help in growth of Electrical Industry.

## IEEMA Electrical Insulation System (IEIS)

IEIS is a comprehensive insulation systems formed by combining individual products, where-in UL has assigned a file number which is available to manufacturers of rotating machines for their certification at a nominal fee. Currently there are 16 organizations who have been licensed to use this file (UL File : E318161)

## INSULEC 2019 Seminar

INSULEC is the flagship event of the EIM Division held every 4 years. The division is organising the next edition at Mumbai on 21 – 22, August 2019.



# Elevators & Escalators Division



Indian Elevator & Escalator industry is a good mix of large companies and SMEs. Industry is poised for a moderate growth trajectory due to growing urbanization, especially affordable housing, infrastructure development in metro, railways and airports etc. The continuity of the government will also support growth of the industry. It is expected that the new government will take initiatives to improve the liquidity situation in the market.

This is the 4th year of operations and the division has held regular meetings every quarter at different venues. Discussions and deliberation in the division meetings revolved around the objectives mainly to bring in more representation of manufacturers on the division and helping the industry to resolve various common issues and promote the industry. Two new members have actively joined the activities of the division during the fiscal year.

Division also represented to DGFT on anti-dumping duty on Special Steel/cold rolled steel products on which authorities have agreed to review it & asked to submit requisite data.

Division is also deliberating on making a proposal to Central Government to mandate the implementation of National Building Code. Thereafter, key state Governments will be approached by division members for implementation.

Division represented to Chief Fire Officer, Mumbai (CFO) regarding issuance of a notification for MCGM for provision of fire evacuation lift in high rise building. The terms are onerous and difficult to comply with given the



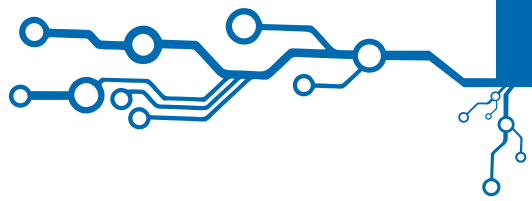
technical challenge. Division members after considerable effort met CFO to reconsider the content of the notification, given the common concerns shared by all industry players. Office of CFO is expected to revise & issue a fresh circular/guidelines.

Division is also exploring skill development trainings for the industry through Power Sector Skill Council. Members discussed that there are certain programs under ITI curriculum certified by some state government which may already be relevant for the industry. Members agreed to continue efforts for identifying specific skill areas where industry can contribute in generating skilled workforce by leveraging their expertise.

# Insulator Division



• Industry Size	: 1690 Crs
• Exports	: 581 Crs
• Imports	: 86 Crs
• Number of Members in the Division	: 46 organizations
• Division Meetings	: 12th June 2018, New Delhi 17th July 2018, New Delhi 12th August 2018, New Delhi 21st November 2018, Chennai 22nd February 2019, New Delhi
- Number of Division meetings	: 05 (Five)
- Average Attendance	: 9 (Nine)



## Summary of Division meetings: Objectives/ Key discussion points & achievements

### • Concerns of Insulator Industry

In the beginning of the year, members raised concerns for the Insulator industry due to dropping business opportunities in the domestic market. In the overall year, both Porcelain and Composite insulator industry witnessed substantial de-growth

The concern of the industry of imports from China was addressed largely due to the Government initiatives like “Make in India”, CEA Advisory etc. giving some relief for the industry.

Members also agreed to collectively explore business outside India. Delegation may be taken to visit appropriate countries in the coming years.

### • Activities under Technical Committee

Insulator Technical Committee met and reviewed the existing Indian Standards. Committee deliberated and informed BIS Electro Technical Committee (ET 06) to adopt IEC 60383-1&2 for specification on Ceramic insulators, in place of revised draft IS-731.

BIS ET-06 met on 12th October and decided to adopt IEC 60383-1&2. However, IS-731 will also be in existence.

### • Demand Assessment Study

IEEMA carried out a study on Demand Forecast Assessment for the year 2017-2027 (10 years) through E&Y. E&Y identified the top drivers, disruptors for all the product groups and developed the forecasting framework.

Further, the primary and secondary research was carried out where E&Y interacted with 15 State Power Utilities, CPSUs, Policy Makers, Industry, Associations and Private developers.

Inputs were sought from the Insulator Division.. The study was completed in October 2018.

### • Public Procurement Order

The Government of India, through Department of Industrial Policy and Promotion, issued the Public Procurement (Preference to Make in India) Order, 2017. This Order encourages ‘Make in India’. As per the Order, the minimum local content for any product shall ordinarily be 50%.

Various nodal ministries of the Government of India, including Ministry of Power and Ministry of Heavy Industries and Public Enterprises notified sector specific

Orders, prescribing higher or lower percentage of local content in respect of items under their purview.

IEEMA organised interactive meetings of Insulator Division wherein domestic content for the Insulators was finalized. Subsequently, the same was submitted to concerned ministry for notification.

### • Applicability of GST on Freight

Division deliberated the subject of applicability of GST on Freight for the existing contracts. Further, the matter was taken up by IEEMA Economic & Taxation Committee with Powergrid, along with individual suppliers.

Powergrid along with their consultant (EY) convened several meeting on the issue with IEEMA and other suppliers. It was decided in one of the meetings that individual supplier would take advance ruling on the matter, which were submitted to Powergrid in subsequent meetings.

Finally, Powergrid decided to take advance ruling on the matter for taking a call.

### • Increase membership of IEEMA Insulator Division

For widening the membership base and increasing the participation in IEEMA Insulator Division, Chairman discussed with members and decided the following actions in this regard:

- To invite more Insulator manufacturers to join IEEMA
- To organize joint meetings with Hardware and Accessory Sub-committee
- To invite EPC player in the Division meetings

Further, two meetings were conducted along with the T&D Hardware & Accessory Sub-committee. Members appreciated and opined that this move will generate interest in the Division members and with increase in participation of members, interactions would be more qualitative.

### • Foreign accreditation of CPRI/ERDA

Members informed that Indian laboratories like CPRI & ERDA are not accredited in foreign countries. In view of this to repeat any type test, manufacturer has to send his product to the internationally accredited laboratory, which leads to an additional cost to the manufacturers. Members discussed that IEEMA must start campaigning for reorganization of Indian Laboratories in foreign countries.

IEEMA INSULATOR DIVISION					
INSULATOR	UNT	PRODUCTION NO	ANNUAL CODE	PRODUCTION	ANNUAL
		2017-2018	2018-2019	over 2017-18	Annual
Disc Insulators	Nbs.	10000	10000	256	1148805
Solid core & Long Rod	Nbs.	10000	10000	86	65380
Apparatus Insulators	Nbs.	10000	10000	45	225080
					Comparison Factor %
					446
					1146
					559





# Instrument Transformers



- Instrument Transformer Industry size : Rs. 1244 Crores
- Imports : Rs. 616 Crs April-March 2019 (no specific ITC code, data 'Other Trf' under ITC code 850431, 32)
- Exports : Rs. 463 Crs April-March 2019 (no specific ITC code, data of 'Other Trf' under ITC code 850431, 32)
- Count of members in the division : 70 organisations (including manufacturers, manufacturers of accessories & components, EPC Contractors & others)
- Division meetings during the year :
- Number of division meetings : 4 (Four)
  - 24 April 2018
  - 15 June 2018
  - 10 August 2018
  - 12 March 2019
- Average Attendance : 12 members
- TECH-IT 2018 OC & TC Committee meetings :
  - 15 June 2018
  - 16 July 2018
  - 04 September 2018
  - 16 October 2018
  - 05 November 2018
  - 22 November 2018
  - 12 March 2019

## Summary of division meetings: Objectives/Key discussion points and achievements

Instrument Transformer industry is well-established industry in India. The Instrument Transformers industry in India manufactures current transformers and voltage transformers of various rating from 0.66 KV to 765 KV, for indoor and outdoor applications. The industry also export instrument transformers in the range of indoor upto 36 KV and outdoor above 12 KV. This industry has demonstrated its capabilities by manufacturing 1200 KV CVT for 1200 KV test station by PowerGrid at Bina, Madhya Pradesh.

The industry entered the new financial year on the good note of previous financial year's last quarter fetching good orders in HV segment. The industry continued to observe growth over next quarter also, especially in 66-145 KV segment and also in 165 KV segment.

The dependency was observed more on projects in 220 KV range. Less demand observed in 400 – 765 KV segment in last quarter of FY 18-19. However, good demand was observed in 245 KV and below segment in 2018. The industry felt that with new upcoming railway projects and with lot of addition through renewable energy in next two years, there might be a surge in HV segment.

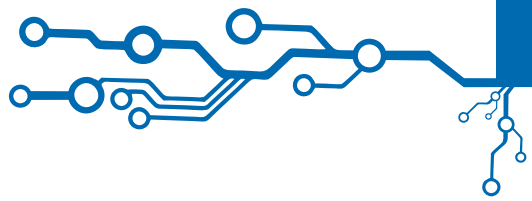
The industry reported some concern areas like reverse auction and renegotiating on LI prices by some buyers, short lead time as 2 putting pressures on manufacture, supply and transport of the equipment, payment delays and reverse bidding by state boards.

## TECH-IT 2018

The division organised TECH-IT 2018, the 4th International conference on Instrument Transformers, on 13-14 December 2018 at Hotel Crowne Plaza, Gurgaon, NCR. The theme of the conference was 'Smart Instrument Transformers – Now & NextGen'. The conference was inaugurated by Keynote speaker Mr. Rajesh Bansal, Head Network Operations, BSES Rajdhani Ltd, IEEMA Vice President Mr. R. K. Chugh, IEEMA IT division chairman Mr. Vishal Borse, TECH-IT 2018 Organising Committee Chairman Mr. Vidyadhar Shevade and TECH-IT 2018 Technical Committee Chairman Mr. G. V. Akre.

**The 2 days of the conference had 23 presentations spread over 5 sessions, as follows:**

- Session I – Standardization/ Specifications/ Design/Manufacturing chaired by Mr. R. B. Desai, IEEE



- Session 2 – Emerging Technologies chaired by Mr John Yesuraj, CGPISL
- Session 3 – Testing and Calibration chaired by Mr. Anil Khopkar, ERDA
- Session 4 - Condition Monitoring chaired by Mr. Y. V. Joshi, GETCO
- Session 5 – Failure & Failure Analysis chaired Mr. G. V. Akre, Hivoltrans Electricals and chairman TECH-IT 2018 technical committee

The two day conference with 23 presentations in 5 sessions, two panel discussions and 200 delegates, witnessed sharing latest trends and technologies and high level interactions.

**The division took up following activities during the year FY 17-18.**

- 1.0) IEEMA Journal special issue on instrument transformers industry in October 2018
- 2.0) Condition monitoring draft preparation
- 3.0) Public procurement order – minimum local content – submission of draft to CEA
- 4.0) IT Manual – proposal to make the manual jointly with CBIP

**IEEMA Journal special issue on instrument transformers industry in October 2018**

Special issue of IEEMA journal focusing on instrument transformers industry was published in October 2018 which covered an article on overall industry review, and interviews of division chairman, TECH-IT 2018 organising and technical committee chairmen.

**Condition monitoring draft preparation**

The work of preparing a draft on condition monitoring had been taken up by the technical committee of the division and with inputs from the TC members the consolidated draft was prepared. The same was discussed in the BIS ET 34 meeting held in August 2018.

**Public procurement order – minimum local content – submission of draft to CEA**

The division prepared a draft on minimum local content of the raw material which goes in making the equipment. The same was submitted to CEA.

**IT Manual – proposal to make the manual jointly with CBIP**

The division had been discussing about the possibility of preparing a manual on IT along with CBIP, which will cover the subjects like manufacturing practices, installation, commissioning, O&M and also selection guide. The division accordingly initiated this exercise.

**Production Statistics**

IEEMA Statistics - Production Trend						
Name of the Product	UNIT	Cumulative April to March		% Variation 2018-19 over 2017-18	Previous Highest Annual Production	Maximum Comparison Factor %
		2017-2018	2018-2019			
Current Transformers	000'Nos	694	941	35.6	705	133.48
Voltage Transformers	Nos	129714	125292	-3.4	114488	109.44



# International Business Division



As India continues to attract the attention of the world, IEEMA endeavors to strengthen India's Electrical Equipment Industry's international engagement globally and also work towards making IEEMA the first port of call for overseas delegations that wish to engage with India and for Indian industry that wishes to access traditional and emerging markets overseas.

The primary goal of the IEEMA International Business Division is to undertake activities to connect Indian business with global business. The division also works towards developing market access for Indian exporters; identifying and addressing the needs of the small sector to make it more competitive; promoting cooperation with counterpart organizations; adopting a proactive and partnership approach with foreign governments on various international issues concerning the Indian economy, among others.

We, on a regular basis, organize International Events, Exhibitions, Seminars and Meetings with visiting Heads of State Governments, decision-makers, Networking Sessions with counterpart organizations, multilateral and academic institutions and other policy making bodies to build a strong Trade and Investment relationship between India and the rest of the world.

For achieving the above said goal and objective IEEMA engaged in various activities of overseas delegations, exhibition participation and interaction with Embassies/ Missions in 2018 -19.

## Global Footprints in 2018 -19

1. IEEMA took delegation to Asian Power Grid Summit (APGS 2018), Vientiane, Laos 21st May to 23rd May 2018, where the delegation had meetings with the relevant stakeholders, senior officials of Electricite Du Laos (EDL), Indian Ambassador to Lao H.E Mr Ravishankar Aisola. Delegation met Minister of Mines and Energy and briefed him about IEEMA and invited him. LNCCI-

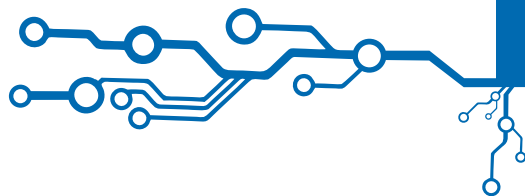
Laos National Chambers of Commerce and Industry (LNCCI) met and discussed common action points.

2. International Council on Large Electric Systems (CIGRE) is the apex international organization dedicated to constant improvement of power system technologies across the globe. CIGRE organised its 47th Session at Paris on 26th – 31st August 2018, where experts from 98 countries were participated to share and joined forces in order to improve existing system and build the electrical power system of the future from Generation to Distribution. IEEMA was represented by IEEMA Members as participants in their technical sessions. In line with our objective of promoting IEEMA brand at international level and providing international exposure to our membership, IEEMA mounted a delegation of its members to CIGRE 2018, Paris. 14 senior officials from the following organizations were participated including the secretariat as IEEMA delegation.
3. IEEMA Secretariat travelled to Sao Paulo, Brazil to participate and actively engage with the Electrical fraternity of the S American Continent. The exhibition we participated was ENIE – 28 -30 August 2018, Sao Paulo.
4. We engaged with the Indonesian Electrical Community during Elenex 2018 19 -21 September at Jakarta – Indonesia, where we invited the counter Association METI to India during E -3 to sign an Memorandum of understanding with them.
5. As part of IEEMA's initiative to explore business opportunities across the globe for Indian Electrical Manufacturers. IEEMA delegation visited Kenya to participate as IEEMA pavilion at "Future Energy East Energy Exhibition" between 12th-13th Sep 2018 at KICC, Nairobi Kenya. Future Energy East Africa being the largest and longest running regional power conference and exhibition in East Africa, making it a well-known and trusted brand with focus on Transmission & Distribution,



Mr Harish Agarwal, President, IEEMA with Mr I. S. Jha, CMD, PGCIL and Dr. Subir Sen, COO (CTU, Smart Grid), PGCIL at CIGRE





IEEMA Delegation at Asian Power Grid Summit

Generation, Metering & CRM, Renewables. IEEMA participated in this as exhibitors and delegation.

6. ELECRAMA 2020 overseas promotion was initiated in right earnest by organizing Doing Business with India networking session on the side-lines of Middle East Electricity exhibition in Dubai during 5-7th March 2019. IEEMA delegation visited MEE which is one of the largest show on Power and served as a perfect launch pad with its large exhibitor base mostly from Europe and UK and USA. The target audience comprised only of foreign exhibitors who have hitherto never participated in ELECRAMA. Apart from individual exhibitors, the Pavilion organisers of Hungary, Romania, Turkey, Czech Republic and Russia were present.; key highlights of Make In India initiatives; growing success in terms of increasing FDI and India's march on improvement in many indices were discussed and shared.
7. IEEMA visited ASEAN Super 8 scheduled from 19th to 21st March 2019 at MITEC , Kuala Lumpur, Malaysia. Sideline to visit to ASEAN Super 8 exhibition an interaction with leadership of The Electrical and Electronics Association of Malaysia (TEEAM), Mr. Ir A. H. YONG, President TEEAM and Mr. Suresh Kumar J. Gorasia, Chairman of International Affairs, TEEAM. The purpose was to engage TEEAM to continue supporting IEEMA in its overseas activities and coordinating the delegation from Malaysia in ELECRAMA 2020 as a Pavillion.
8. The IEEE-PES Thailand Chapter had hosted the IEEE-PES GTD Grand International Conference & Exposition Asia 2019 (IEEE-PES GTD Asia 2019) from 19-23 March 2019 in Bangkok, Thailand. This will be the 40th year for "IEEE-PES T&D Conference and Exposition", which is the largest conference and exposition on Power & Energy being held biannually in North America. This was

the first time exposition held outside the USA. The Exposition had more than 400 exhibitors from across the globe, 10000+ Visitors, 24 conference tracks and 300+ International speakers.

Continuing our Global footprint activity, IEEMA participated at first Bangladesh Clean Energy Summit 2019 held on 10th & 11th March at the Bangabandhu International Conference Centre, Dhaka, Bangladesh with an objective to promote ELECRAMA 2020 among the stakeholders in Bangladesh. It was organised by IDCOL (Infrastructure Development Company Limited, Dhaka, Bangladesh).

As a part of Global Footprint Agenda, during our events at Kolkata and Mumbai, we had actively engaged and met the Ambassadors and High Commissioners and they were a part of our inter active sessions at E3 in Kolkata as IEEMA 13 December 2018 Special Session on Connecting ASEAN. We had also signed the MOU with METI during E-3. We also had a networking session on foreign policy.

IEEMA had ELECRAMA 2020 Launch as a part of International engagement during DistributeLEC, in Mumbai from 3 – 5 February 2019 and representatives from German, Thailand, Malaysian trade Centers participated along with Iran and Iraq embassy.

#### **Connecting with MoU Partners to enhance Global Foot prints :**

Mr Harish Agarwal – President IEEMA along with Mr Sunil Misra were invited to Taipei, Taiwan to attend Taitronics 2018 and celebrate The 70th Anniversary of TEEMA 10 - 11 October 2018.

They also met and attended the FAEMA 2018 meeting at JEMA Headquarters in Tokyo Japan from 26 -28 November 2018. They met and interacted with the Association heads of the South East Asian Association, also visited an underground substation situated below a budhist temple in Tokyo organized by JEMA

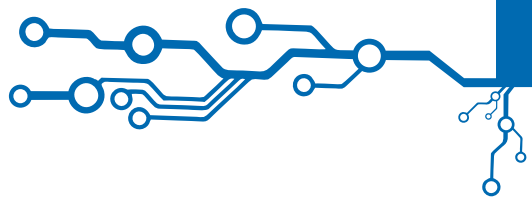




- LV Switchgear Industry size for Apr 2018-March 2019 : Rs 19,170 Crs
  - Imports : Rs 8,703 Crs including LV Custom built products) Source: DGCI&S
  - Exports : Rs. 7,323 Crs including LV Custom built products) Source: DGCI&S
  - Number of Members in the Division : 106 organizations (including LV Switchgear manufacturers, manufacturers of accessories & components, EPC Contractors & others)
  - Divisional Meeting : 4th May 2018  
20th July 2018  
16th October 2018  
11th January 2019
  - Number of Divisional meetings : 4 (four)
  - Average Attendance : 12
- The Committee deliberated and started a campaign where the concern of Spurious products and its consequences were highlighted in all relevant forums starting with Electrical Fire Safety conclave. The Chairman personally presented the subject at two conclaves held in Mumbai and Chennai.
  - A detailed article was carried out in IEEMA journal by the committee titled “Spurious and Sub-Standard Electrical Products Denting the Industry”.
  - The committee is also exploring to launch a full fledge Media campaign on the subject.
  - The Division Members were actively involved with various committees of BIS eg ET07 and ET20 and made significant contribution towards development of standards.
  - The division members are actively involved in the revision of National Electrical Code (NEC), which is under the scope of Electrical Installations Sectional Committee, ETD 20 & the revision is expected to complete by end of year 2019.
  - The Division made a representation to BIS Regarding Implementation of revised standard and revised STI for RCCB & RCBO (IS 12640 Part 1 & Part 2), the testing lab constraints were appraised and it was requested to extend the implementation date suitably. BIS took the note of IEEMA’s representation and after deliberation in ET07, the implementation date was extended.
  - Based on concern expressed by Division Members, IEEMA made a representation to BIS Regarding Implementation of revised standard IS/IEC 60898 (Part 1):2015, where the request was made to extend the implementation date as the labs are not ready for testing according to the revised standard. Taking cognizance of IEEMA’s representation, the BIS extended the implementation date by 6 months from the announced date.

## Key Discussions / Activities during the year:

- Members discussed and deliberated state of Industry in each meeting and observed that electrical industry grew from 11.2% since April 2018 – Mar 2019; whereas LV switchgear industry has a growth of 8.9%.
- Under the leadership of Chairman, the Division formed a committee to deliberate on the subject of Spurious and Substandard products and explored the means to discourage the same



- The division reviewed 2002 version of Price Variation formula for LV Switchgear and it was decided to go ahead with given costing parameters and make it 2018 version.
- Division members participated in the CEA meeting on Make in India
- Division members also participated in the Electrical Safety in Installations workshop, at CBIP Delhi
- Division Initiated discussions with COSMA to get them on IEEMA's board.
- To encourage better reporting of manufacturing numbers, the Division proposed that those manufacturers who manufacture products, but do not report, should not get the IEEMA data. This was agreed at the Executive Council & has been put into practise in all Divisions.
- Various other Agencies like UL, FSAI were invited at Divisional meetings to present their services. This enhances information to Members.

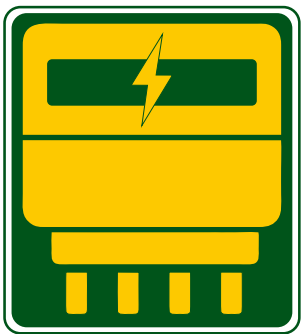
**LV Switchgear Division:**

IEEMA LV Switchgear division came into existence in

2012, when the traditional Switchgear Division on IEEMA got divided into LV and MV / HV divisions. The objective behind separation was to increase focus on the divergent issues of these segments and address existing and emerging market needs. The Division has more than 100 organizations (including LV Switchgear manufacturers, manufacturers of accessories & components, EPC Contractors & others), which makes the division a true voice of LV switchgear Industry.

Low voltage switchgear is one of the well-established industries in India. This Industry covers Low Voltage switchgear products such as Air Circuit Breakers, Moulded Case Circuit Breakers, Miniature Circuit Breakers, Residual current devices, Fusegear products, H.R.C fuses, Thermal overload and protection relays, Contactors, Starters, Distribution boards and Factory-built assemblies. The industry caters to end-user segments such as manufacturing industries, buildings – residential and commercial, agriculture, infrastructure entities, utilities and OEMs. The Division has already started collecting data on Wiring Devices since April. I will now be reported & discussed henceforth in the coming Divisional meetings.

# Meter Division



• Industry Size	: Rs. 3750 Crs
• Export	: Rs. 650 Cr.
• Number of Members in the Division	: 52 organizations
• Divisional Meeting	: 27th April 2018 6th July 2018 3rd December 2018 25th March 2019
Number of Divisional meetings	: 4 (four)
Average Attendance	: 15

## Key Discussions / Activities during the year:

- Members discussed the state of Industry regularly in all division meeting and identified the areas where division can intervene by means of policy advocacy and create more conducive environment for industry to operate.
- The Division had made representations to identified utilities on issues of delayed payment and LD and highlighted that if the payment are being delayed the LD should be waived off promotionally. These representations were followed by in person meeting of various DISCOM heads such as UP and West Bengal.
- A delegation of members of Meter Division led by Mr. Ashish Tandon, Chairman Meter Division, met Mr. Alok Kumar, Chairman UPPCL and apprised him about the major issues being faced by Meter industry. The Division submitted a detailed representation covering major issues and also recommended the solutions to expedite the bill verification process.
- A delegation of Members of Meter Division under leadership of Mr. Ashish Tandon Chairman Meter Division also met Mr. Rajesh Pandey, CMD WBSEDCL and apprised him about the concerns of Meter industry while working with WBSEDCL



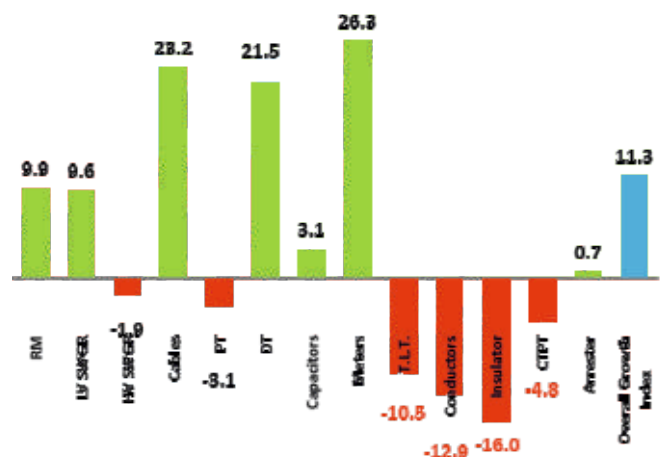
- Members of the Division participated in the meeting called by Ministry of Power(MoP) Under Chairmanship of Dr. AK Verma Joint Secretary MoP on “Standardization of Technical Specification for Metering at Distribution Transformers”.
- The activities of 8th edition Metering India was initiated by appointing convener and co-convener and reiterating the objective and vision of the Seminar.
- A delegation of Senior members of the Division under the leadership of Chairman participated in meeting at MoP which was Chaired by Hon'ble Minister of Power, Shri R. K Singh, where it was mentioned that all existing 25 Crore meters will be replaced with Smart Meters in prepaid mode in next three years.
- A core group was formed comprising the current and past leadership of Meter Division and with their inputs a comprehensive representation was made to Secretary power on following points:
  - Payment Outstanding
  - Import of Populated PCBs
  - Procurement of Imported raw material and Electronic components
- On the basis of representation a senior level meeting was held under the Chairmanship of Secretary Power.
- The PVC formulae derived in the year 2010 was discussed and revived by the Division.
- The new technical committee has been formed for the year 2018-2020 in May 2018 and Mr. Madhur Srivastava was reappointed as Convener Technical Committee. Mr. Vipin Mishra of Capital Power was appointed as Co-Convener of the committee.
- The following activities were undertaken by the technical committee under the supervision of the Division:
  - Two papers were presented by the members in two conferences i.e. on 7th Sep 2018 in CBIP workshop and on 30th October 2018 in an interactive session jointly organised by NSGM & Smart Grid Division of IEEMA.
  - Revision of sales data reporting format
  - Inputs given on STI of I6444 to BIS



- TC is has given reply on the letter received from CEA regarding incorporation of LoRa RF (Long Range Radio Frequency ) as communication Layer Protocol - IS I6444: 2015
- The Division leadership was invited in Asian Utility Week, Bangkok in the month of June, to present Indian perspective of Metering.

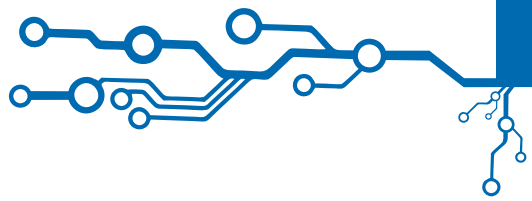
### Representation Made:

- Secretary Power regarding “Import of Electronic/ Smart Meters- Threat to domestic Metering Industry and Grid operation”
- MD, JVNVL, DISOCMS of UP, CMD WBSEDCL and CMD TNEB on Major issues being faced by Metering Industry such as delayed payment etc
- CMD UPPCL on huge payment outstanding ( RS 300 Crs ) and field projects related issues etc
  - While the overall electrical industry grew 11.3% in the financial year 18-19 the growth of Meter Industry was the highest ie 26.3%.



### Production Statistics

IEEMA Statistics - Production Trend						
Name of the Product		Cumulative April to March		% Variation 2018-19 over 2017-18	Previous Highest Annual Production	Maximum Comparison Factor %
	UNIT	2017-2018	2018-2019			
Energy Meters - Single Phase	000'Nos	29241	37299	27.6	29241	127.56
Energy Meters - Poly Phase	000'Nos	3519	4174	18.6	3517	118.68



# MV & HV Switchgear Division



- Industry Size : 4793 Rs. Crores
- Imports : 1906 Rs. Crores
- Exports : 2131 Rs. Crores
- Number of members in the division : 70 organisations
- Division Meetings : 17th April 2018, IEEMA Mumbai  
06th September 2018, IEEMA, Mumbai  
19th December 2018, IEEMA, Mumbai
- Number of division meetings : 3 nos.(Three)
- Average Attendance : 11 nos
- Average number of companies per meeting : --- 7 to 8 nos.
- Technical Committee Meetings : None
- Divisional Events/Conference : None

## Summary of division meetings: Objectives/Key discussion points and achievements

State of the Industry: to be discussed in upcoming division meeting on 24th July.

### Utility Commercial Terms and Conditions:

Members were of the opinion that discussion on Utility Commercial Terms and Conditions are getting delayed.

IEEMA has been discussion this with other division Chairman and Vice Chairman, however the response is not productive. IEEMA Secretariat informed that Model Commercial Terms & Conditions have to be taken up at the apex level for making a cohesive/all-inclusive strategy since it is reported by division that Utilities will appreciate talking to IEEMA as one group & not individual divisions at different times.

### Test Gaps at CPRI

IEEMA MV HV Switchgear division members had a details discussion with CPRI officials on 19th April 2018, wherein the test gaps w.r.t various MV HV Switchgear equipment's were identified.

Members suggested to identified 3-4 key points instead of following up with all issues.

### Training Programmes for Users

IEEMA has undertaken the activity of training various utilities for various products groups. IEEMA organized one day Workshop on "Gas Insulated Switchgear (GIS) basics, Installation, Operation, Monitoring and Maintenance" on 24th April 2018 at Mumbai.

IEEMA discussed with members for suggestion of topics for conducting training programs for various Utilities.

### Evolution of PV Formula for MV AIS Switchgear

Members discussed the need for formulation of PV formula for AIS Switchgear during one of the division meetings. IEEMA informed that data is pending from few member organisations, which will be received soon and thereafter the draft formula can be circulated. Further, HV Switchgear formula to be revalidated for indices changes. After receipt of inputs from major members, the new draft PV formula for MV AIS Switchgear shall be shared with members after approval of the Executive Council.

### Meeting follow up with MSEDCL on technology innovations

IEEMA switchgear division has been following up with MSEDCL for a presentation on technology Innovations. IEEMA found that the official dealing with the subject matter had retired and now is in the role of advisor. IEEMA was requested to do a follow up with MSEDCL in the matter.

### Qualifying Recommendations relating to local manufacturing of HV GIS equipment

Central Electricity Authority vide their advisory, May 2016 on domestic projects competitive bidding, advised utilities to ensure that in domestically funded projects, procurement of equipment/material in power sector should be made from domestic/local manufacturing through local competitive bidding.

Department of Industrial Policy and Promotion (DIPP) has also issued Public Procurement (Preference to Make in India) Order 2017 with similar objectives where the order mandates procurement of any goods or services locally or for the price preference for the purpose of promoting locally manufactured goods or locally provided services.

GIS technology is now well established in the country and major MNCs and domestic manufacturers have set up capacities more than sufficient to meet the requirement for the whole range of MV, HV and EHV GIS. All Indian major manufacturer's capacity is sufficient to meet the countries annual requirement.

IEEMA MV HV Switchgear division submitted the proposed qualifying requirements relating to local manufacturing of HV GIS equipment 72.5kV to 420kV, consistent with make in India of Govt. of India, aligned to the domestic procurement advisory from CEA, May 2016 and Public Procurement Policy, DIPP (MoC), June 2017.

IEEMA through its subsequent representations to CEA and Other state Utilities has requested to procure GIS equipment locally through domestic/local competitive bidding only, so that, interest of domestic manufacturers is safeguarded.

**Public Procurement (Preference to Make in India) to provide for Purchase Preference (linked with local content) in respect of Transmission, Thermal and Hydro Sectors:**

IEEMA has been consistently advocating procurement of Electrical Equipments by Government Utilities to be made from Domestic Manufacturers. IEEMA worked closely with CEA, under Ministry of Power in the making of Public Procurement (Preference to Make in India) Order of Ministry of Power

The Procurement Order of Ministry of Power is to provide purchase preference linked with local content which is a positive step by Government of India in this direction.

According to the order, purchase preference is to be given to local suppliers in procurement done by Government companies of Ministry of Power, including procurement in projects/schemes, which are fully/partially funded by PFC/REC.

**Requirement of Medium voltage short circuit laboratory in India**

IEEMA MV HV Switchgear Division have been pursuing the matter of test gaps with testing laboratories in India for the last 2 to 3 years. Members discussed the issue that lot of Medium voltage and High Voltage products are being sent outside India because of non-availability of test facilities in the country.

ERDA officials made a detailed presentation among the division members in one of the division meetings where



they sought support from IEEMA and from the manufacturers for establishment of MVSC laboratory in Vadodara. Subsequently, the issue of lack of testing facility for high voltage switchgear in the country was deliberated among the other division Chair/Vice Chair during the Public Policy Cell Meeting held on 18th January 2019.

As a result it was suggested that IEEMA will assess the expenses incurred towards testing outside India in the last three years for MV and HV products so as some concrete measures can be taken up with Govt. of India. A format for capturing the expenses in the last three years from FY 2016 to FY 2018 was circulated to division members for inputs.

**SWICON (separate for LV and MV HV ,EHV)**

Members were of the opinion to organise SWICON-2020 jointly with LV Switchgear division. However, Secretariat and Elected Leadership is of the view to have separate conferences for MV-HV and LV segments, has been done for TRAFOTECH by having a separate conference for Distribution Transformer segment.

It was deliberated in several meetings, however it was decided finally to organize SWICON jointly in 2020.

**Representations:**

- a) Representation to Chairperson, CEA vide reference no. SEC/DIV/MV HV/UK/133 dated 12th July 2018 regarding Qualifying Requirements relating local manufacturing of HV GIS equipments.
- b) Representation to Chief Engineer, CEA vide reference no. SEC/REP/MV HV/UK/183 dated 31st August 2018 notifying % local value addition for HV GIS
- c) Representation to Managing Director, TANTRANSCO vide reference no. SEC/DIV/MVHV-SWGR/05 dated 11th January 2019 regarding 400kV-220kV- 33kV Turnkey substation Tender demanding at Tharamani, 550kV Switchgear.

**IEEMA Statistic & Production Trend**

IEEMA STATISTIC & PRODUCTION TREND						
ITEMS	UNIT	2017-2018	2018-2019	Average over 2017-18	Annual	Comparison Factor
MV & HV SWITCHGEAR	Nos	23833	36502	53.16	37175	98.19
Up to 33 kV	NO	29786	35676	19.77	29539	120.78
Up to 33 kV	NO	37471	33562	-10.43	38629	86.88
Above and including 66 kV	NO	8421	7811	-7.24	8421	92.76
Rs. Lacs		38166	52899	38.60	81764	64.70
Rs. Lacs		17601	24895	40.30	24013	102.84



# Power Generation Systems



- Industry Size : INR 22,000 Crores  
(For Domestic Utility Segment)
- Exports : INR 1000 Crores
- Thermal Capacity Addition  
(FY 18-19) : 5,922 MW  
(For Domestic Utility Segment)
- Number of Members in the Division : 20 organizations

## State of Industry:

India's current installed capacity of 356 GW has a fair share of thermal power plants (esp. based on coal) which helps in providing support for the base load of the country. Although, India is cognitive of the global trend towards gradually wishing away of coal based electricity generation, given its developmental requirements, completely shedding off these capacities shall not be possible for one of the fastest growing economies of the world. Given the estimate that the Indian economy shall continue to grow at a rate of over 7% per annum, the need of growth in infrastructural development shall also be of the same order. Such requirements are expected to create a demand for electricity generation. Hence, despite country's UNFCCC commitment to reduce its carbon imprint, India has to rely significantly on coal for meeting of its consistent power demand in the coming years.

As India gradually shifts its portfolio from thermal to renewables, a trend which has resulted in completely drying up of orders from state and private sector project developers, the thermal power generation outlook looks to

be uncertain for OEMs in the country. With limited fresh capacities coming up, mainly from either NTPC or SEBs, in terms of new ordering, the current BTG equipment market looks highly discouraging for domestic OEMs, and the fate of other bulk investments by big global OEMs looms largely in dark.

Due to the reduced ordering levels in the past few years, the capacity addition in thermal power is expected to further slow down over the next few years. In the private sector, large capacities that were under construction have been stuck because of the financial muddles that promoters find themselves in. Secondly, new project announcements are very limited as players with the appetite to add new capacities are instead opting to buy out some of the bankrupt assets that are available at reasonable valuations.

### Total Installed Capacity (As on 31st March 2019)

Sector	MW	% of Total
State Sector	1,05,076	29.5%
Central Sector	86,596	24.3%
Private Sector	1,64,428	46.2%
<b>Total</b>	<b>3,56,100</b>	
Fuel	MW	% of Total
<b>Total Thermal</b>	<b>2,26,279</b>	<b>63.5%</b>
Coal	1,94,444	54.6%
Lignite	6,260	1.8%
Gas	24,937	7.0%
Oil	638	0.2%
<b>Hydro (Renewable)</b>	<b>45,399</b>	<b>12.7%</b>
<b>Nuclear</b>	<b>6,780</b>	<b>1.9%</b>
<b>RES* (MNRE)</b>	<b>77,642</b>	<b>21.8%</b>
<b>Total</b>	<b>3,56,100</b>	

Source: CEA

# Power Transformers



- Industry Size : 6554 Rs. Crores
- Exports : 988 Rs. Crores
- Imports : 434 Rs. Crores
- Number of Organizations in the Division : 170 organizations.
- Division Meetings : 19th May 2018, Delhi  
28th June 2018, Mumbai  
02nd August 2018, Mumbai  
05th September 2018, Mumbai  
27th March, Mumbai
- Number of Division meetings: 5 (Five)
- Average Attendance: 18 Nos.
- State of Industry:

## Members discussed the state of Industry in each division meeting of FY 2018-2019.

April 2018- March 2019 is showing a 3% decline in the production of Power Transformers due to huge drop in 400 kV and 765kV Transformers and Reactors. It was informed that entire transmission industry is declining and there is growth in distribution sector because of new schemes of Government of India like Saubhagya etc.

## Exports have decline to the tune of 27%.

Power Transformer Order Booked Position for FY 2018-19 was estimated 2.36 Lakh MVA which had decline by 13% w.r.t to FY 2017-18 however there is 4% growth was estimated in terms of numbers.

Approx. 300 Crs. imports are coming from Japan, Sweden and China.

### Key discussion points of the Division:

#### 1. Power Transformer Standardization Manual:

Power Transformer Standardization Manual is being prepared by Central Electricity Authority, Ministry of Power. The objective of the manual is to standardize specifications of Power Transformers & Reactors which could help in faster delivery of transformers, thereby ensuring speedy implementation of transmission projects, facilitate interchangeability and help in avoiding repetition of type test and short circuit tests. A committee has been constituted by Ministry of Power under the chairmanship of Member (Power System), CEA to prepare the manual.

IEEMA is a part of committee, where other committee members comprises of MoP, CEA, PGCIL, NTPC, NHPC, GETCO, BHEL, RVPN and HVPN etc. The Committee has identified lead members to work on the various chapters identified by the committee. The Chapters assigned to IEEMA members (Chapter-5{Contract drawings}; Chapter-6{Design Review}; Chapter-9{Reference Standards and Documents}) were submitted to CEA to for their review. It is likely that the manual will be finalised by CEA by October 2019.

#### 2. High Test Charges by CPRI and NHPTL

Power Transformer Division identified the issue of high short circuit test charges both with CPRI and NHPTL labs in comparison to other foreign laboratories. Representation were made to Secretary (Power) and Additional Secretary, Ministry of Power for resolution of the issue, however the matter has not been resolved.

The manufacturers are finding the present S.C. testing charges very high and for this reason many jobs are being sent to KEMA, KERI or other foreign labs whose test reports are accepted globally whereas CPRI reports are not.

Division Members have decided to meet CPRI with a delegation and have advised IEEMA to arrange division meeting at CPRI, Bangalore.

#### 3. Power Transformer Quarterly Digest

Power Transformer Division initiated a new activity of issuing Quarterly digest/bulletin under the guidance of Mr. Manjit Singh Sethi & Mr. P. Ramachandran. The objective of the digest was to cover all activities of the division, new technologies, innovations, etc. The bulletin shall be available as a soft copy to members



for informing them about the activities of the division. Four volumes of the bulletin were issued during the year.

#### 4. Unrealistic Delivery Period in Tender Documents for supply of Power Transformers

Division members identified few Utilities (UPPTCL, MSETCL, PSPTCL) which are quoting unrealistic delivery period for supply of Power Transformers against various tenders. This stringent delivery requirements are resulting in deduction of huge Liquidated Damages (LD), sometime to the tune of 10% of supply cost.

Members discussed that the manufacturing cycle for a high quality 400 kV Transformer conforming to customized specifications is about 8 months after approval of drawings. Material is generally ordered after the approval of drawings and QAP is completed. Therefore in order to supply a customized transformer, meeting the tailor-made specifications, the minimum commencement period, ex-factory, generally should be 8-9 months. Any delivery period lower than 9 months for 400 kV transformers can't be met without any pre-emptive action taken by the manufacturer before the placement of order.

Similarly for 220 kV and 132 kV Power Transformers, the commencement period should be ideally about 5-6 months. The reasonable delivery period shall encourage more manufacturers to participate in the tenders for better competitiveness.

#### 5. Training program for the utilities:

Members were informed that IEEMA has started organizing trainings customized for utilities. It was suggested to finalize the topics first. Director General, IEEMA briefed members in one of the division meetings regarding his interaction with MD, GETCO where GETCO has requested IEEMA to arrange experts/engineers from member organization to visit their substation and suggest shortcomings/feedback on the installation of the products.

DG, IEEMA requested Mr. Ramachandran to provide list of preferred topics on transformer training.



#### 6. Conferences/Workshop topics from Power Transformer division

Members were under discussion that workshop on O&M of transformers can be the next initiative of the power transformer division. Members also discussed that one workshop can be done for the supplier and one for the customer.

To start with it was suggested to arrange training programs for MSETCL and TANTRANSCO.

##### Division Conference: 10th International TRAFOTECH Conference

IEEMA Power & Distribution Transformer Divisions jointly organised the 10th International TRAFOTECH Conference on 4th -5th October at India Habitat Centre, New Delhi on Transformers for Future Power Networks. TRAFOTECH Conference, held once in 4 years, is one of the longest running International Conference on Transformers in India has gained worldwide recognition for the state of the art information on Transformer Engineering and technology insights it provides to its participants. The Conference was supported by Central Electricity Authority.

The Conference was inaugurated by Chief Guest, Mr. Ajay Kumar Bhalla, Secretary (Power), Ministry of Power & Smt. Seema Gupta, Director (Operations), Power Grid as the Guest of Honor.

The no. of delegates participated in the Conference was approximately 500 Nos out of more than 190 nos. were from utilities and govt. officials which has surpassed the earlier editions of TRAFOTECH. 36 papers and case studies were presented during the Conference.

The participants were across all section of stakeholders from Utilities, PSUs, Electricity Regulators, Testing and Research Institutes, Consultants, Utility service providers, Manufacturers of Transformers and Policy makers etc. etc.

The conference discussions focused on improving reliability & efficiency of transformers required in





future networks, changes in technological trends, use of smart components for better preventive diagnostics, transformers for specific applications, distribution transformer trends & life management strategies for transformers. One of the major attraction of the Conference was Concurrent Exhibition on History of Indian Transformer Industry and Engineering.

### Achievements:

- Active engagement of the division in the formulation of Power Transformer Standardization Manual prepared under, Central Electricity Authority, Ministry of Power. This manual is being prepared with an objective to standardise specifications for Power Transformers & Reactors which could help in faster delivery, speedy implementations of the transmission projects and facilitate interchangeability.
- IEEMA Transformer Divisions organised the 10th International TRAFOTECH Conference on 4th -5th October at India Habitat Centre, New Delhi on Transformers for Future Power Networks. TRAFOTECH Conference, held once in 4 years, is one of the longest running International Conference on Transformers in India has gained worldwide recognition for the state of the art information on Transformer Engineering and technology insights it provides to its participants. The Conference was supported by Central Electricity Authority. The conference was attended by more than 500+ participants.
- Exhibition on Indian Transformer History and Engineering for the first time in India was one of the major attractions at TRAFOTECH 10th Edition.

#### Representations done by IEEMA Power Transformer Division during April 2018 to March 2019:

- Representation made to Secretary (Power) vide reference no. SEC/REP/DIV/PTRF/UK/85 dated 11th May 2018 High Test Charges levied by CPRI/NHPTL for Short Circuit test of Power Transformers compared to charges by other foreign labs.
- Representation made to Director (Projects), UPPTCL vide reference no. SEC/REP/DIV/PTRF/UK/173 dated 10th August 2018 on the issue of unrealistic delivery period in tender document for supply of Power Transformers.
- Representation made to Director (Projects), MSETCL vide reference no. SEC/REP/DIV/PTRF/UK/164 dated 8th August 2018 on the issue of unrealistic delivery period in

tender document for supply of Power Transformers.

- Representation made to Director (Projects), PSPTCL vide reference no. SEC/REP/DIV/PTRF/UK/172 dated 10th August 2018 on the issue of unrealistic delivery period in tender document for supply of Power Transformers.
- Representation made to Chief Engineer, CEA vide reference no. SEC/REP/PT-DT/UK/163 dated 8th August 2018 on the Public Procurement Order-notifying % local content for Power Transformers and Distribution Transformers

#### IEEMA Statistics- Production Trend:

IEEMA Transformer Division					
Item	UNIT	2017-2018	2018-2019	Average over 19 over 2017-18	Comparison Factor %
Power Transformer - Production	MVA	235255	228016	-3.1	96.92
Power Transformer - Export	MVA	15719	11903	-24.3	
Power Transformer - Production	Nos	3128	3301	5.5	104.03
Power Transformer - Export	Nos	234	196	-16.2	

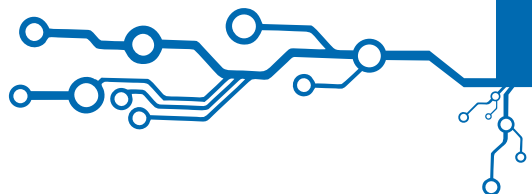
## Public Policy Cell



The Public Policy Cell was re-constituted by the Executive Council in 2018-19, under the Chairpersonship of Shri Vikas Khosla, then President of Aditya Birla Insulators. Later, Shri Raj H Eswaran, Managing Director, Easun Reyrolle Limited took over as Chairman of the Cell from 18th January 2019 onwards.

The members of this Cell are Chairmen and Vice Chairmen of IEEMA Product Divisions, besides other nominated members from the industry.

The Cell conducted three meetings during this period and deliberated on competitiveness of domestic electrical equipment industry and the issues related to surge in imports of electrical equipment, especially from China; adverse impact of free trade agreements; disadvantages due to concessional project imports under chapter 98; testing gaps at CPRI and non-recognition of its test certificates in some foreign countries; technical barriers faced by Indian exporters; Non-implementation of CEA



advisory on domestic procurement and recommendations of National Capital Goods Policy, disadvantages of Tariff Based Competitive Bidding and Reverse Auction Merchandise Exports from India Scheme, Public Procurement (preference to Make in India) Order, Eprocurement of Electrical Equipment by Utilities and Government Agencies through GeM etc.

The Cell represented the issue of lower credit rating of the electrical industry in the eyes of banks and financial institutions, due to industry getting clubbed with the power sector. Therefore, any delayed payments from the Government and Utilities itself, has a cascading effect on the credit worthiness of the industry.

IEEMA appealed that that Indian electrical equipment sector, contributing to the nation building, to be treated as a significant part of the Capital Goods Sector and not the Power Sector.

In a post budget interaction on the matter, Shri Piyush Goyal the then Hon'ble Finance Minister, directed the bank officials that the Capital Goods manufacturers and financial stress in power sector should not be equated and the entire electrical equipment manufacturers should be classified under Capital Goods Category. Also, if there is a stress in one sector, the other Sectors should not suffer and should be dissected into different parts of the entire value chain. Secondly, if the Power Utilities are not paying the approved bills in time, it should be not classified into an NPA, based on a simple arithmetic of 90 days.

As proposed by domestic Steel manufacturers, the Government of India was considering implementation of a Minimum Import Price (MIP) on all steel products. The Public Policy Cell represented the issue to the Government stating that imposition of MIP on Steel and Steel products will prove to be detrimental and a death knell for the downstream domestic electrical equipment manufacturing industry, leading to their non-competitiveness and closure of units.

In its justification, IEEMA mentioned that various types of Steel is used in downstream electrical equipment manufacturing industry, as their basic raw materials, in almost all major equipment like Cables, Towers, Transformers, Rotating Machines, Conductors, Switchgears etc., which consumes upto 25% Steel products in their manufacturing, in terms of value. Many downstream electrical industry has pending orders, spread over many months, under fixed price contracts. Moreover, imposition of MIP would discourage imports of Steel and lead to unjustified increase in the domestic price of steel and steel products, seriously impacting the downstream manufacturing units, as their raw material prices and prices of other inputs would sky rocket and make them non-competitive. The foreign suppliers having access to cheaper supplies of primary Steel would have a price advantage and dump their finished electrical

equipment to India. At the same time, the foreign suppliers would have price advantage worldwide, making the domestic suppliers at a price disadvantage on exports front too.

On the recommendation of IEEMA, Government rejected the proposal for imposition of MIP on Steel.

The Public Policy Cell maintains a knowledge base on product-wise imports and exports of electrical equipment and shares this information to product divisions from time to time. The Cell also plays an advisory role for IEEMA Product Divisions by suggesting suitable remedial measures for safeguarding the interests of the industry.

## Renewable Energy and Storage Division



- Number of members in the Division : 50 Organizations.
  - Total Renewable Generation Capacities during FY 2018-2019 : 8.53 GW
  - Division Meetings : 10<sup>th</sup> May 2018 , New Delhi  
16<sup>th</sup> October 2018 , New Delhi
- 
- |                             |                     |
|-----------------------------|---------------------|
| Number of Division meetings | : 2 no's            |
| Average Attendance          | : 13 organizations. |

## State of Industry:

**Sector Overview:** India’s transition towards renewable energy presents an incredible opportunity but also challenges. Increasing the power system flexibility is not easy as more intermittent renewables are added to the grid. Grid integration has already become a significant issue as more solar power comes online in several regions of the country.

During FY 2018-19, India produced approximately 39.2 BUs of solar power, an increase of nearly 52% compared to the preceding FY 2017-18. Solar installed capacity in the country at the end of FY 2018-19 reached 30 GW, a 32% increase compared to 22.7 GW installed as of FY 2017-18. Wind power generation has increased by 18% YoY, followed by bagasse at 14% and small-hydro with 13%. The generation from hydro and nuclear accounted for 9.8% and 2.7% respectively in FY 2018-19.

Official data from the Ministry of New and Renewable Energy (MNRE) shows, large-scale solar power capacity additions of 5.79 GW (target: 10 GW) during this period, and rooftop solar adding another 732.73 MW (target 1 GW).

Compared to more than 9.36 GW added in the last fiscal (2017-18), decline of over 30% is observed in this fiscal.

Industry think tanks said the imposition of safeguard duty and the cancellation of solar auctions were the main reasons for the relatively low addition. Also there was the lack of clarity on the classification of solar modules, inverters and EPC contracts, for the purpose of GST. And then came the ‘tariff caps’, or the highest price an energy company can offer to sell electricity at, in capacity auctions. To complicate matters further, the infrastructure for evacuating the electricity from the plants did not come up adequately

Industry expects Fiscal 2019-2020 offers new opportunities in the tune of 12 GW to 15 GW.

## Summary of Key Discussion points:

**Solar PVC:** Through extensive consultation within Renewable Energy and Storage Division members, IEEMA has evolved a new Price Variation clause for Solar Power Generating Systems – complete with all components and

Renewable Energy Generation Report FY 2018-2019		
Sector	Target	Achievement (April 2019)
Wind Power	4000.00	1480.97
Solar Power - Ground Mounted	10000.00	5796.47
Solar Power - Roof Top	1000.00	732.73
Small Hydro Power	250.00	107.35
Biomass (Bagasse) Cogeneration)	250.00	402.70
Biomass (non-bagasse) Cogeneration)/Captive Power	100.00	12.00
Waste to Power	2.00	0.00
<b>Total</b>	<b>15602.00</b>	<b>8532.22</b>

Source: MNRE

accessories The prices and its sources are initially sourced from available and reliable sources. The subject was also discussed with MNRE for endorsement.

The inputs received from MNRE are being worked out to propose the final PVC for Solar power Generating plants. Once implemented this will result into a win win situation for both the consumer and the developer.

**Anti-Dumping Duty on Cells and Modules:** On petition of manufacturers, Government initiated and imposed the Anti- Dumping Duty.

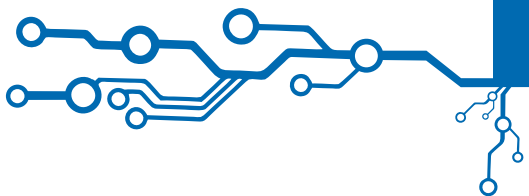
Domestic manufacturers in India had long sought government intervention and in July 2018, authorities imposed a 25% import duty on foreign-made solar cells and panel which was aimed at ensuring fair trading practices and creating a level-playing field for domestic producers with regard to foreign producers and exporters

The flip side is that in December 2018, Government announced that Indian manufacturers which operate from special economic zones (SEZs), will also have to pay this safeguard duty. “The duty has not benefitted domestic manufacturers since most of the cell and panel manufacturing capacity is located in the SEZs

**Lack of Clarification on applicability of GST rates:** As per clarification issued in December 2018, the GST Council stated that in case of contracts of supply for solar power generating systems (SPGS), 70 percent of the gross value of the contract would be deemed as the value of supply of goods and attract 5 percent rate while the remaining 30 percent of the aggregate value of such EPC contract will be deemed as the value of supply of taxable







service attracting standard GST rate. The same is applicable from 1st January 2019 which is seen as a major relief for Project developers.

However, it has not been explained whether this notification would be treated as a clarification and therefore would have a retrospective effect, or whether it would only apply prospectively for all future supplies/contracts.

Efforts are going on to get the official clarification from the respective authorities.

**Government E-Market Place:** GeM is aimed at making Public Procurement completely Transparent, Efficient, Economic, and Inclusive. Time - lines of 3 to 6 months in procurement earlier is now reduced to average 10 to 15 days. It leverages technology to completely automate the systems and procurement processes to bring greater accountability in public procurement, across the country. GeM is a major transformational initiative ushering in a paradigm shift in the way, Government has been managing its procurement function and it is applicable to all Central/PSUs/State Ministries procurements.

Members in large number have registered themselves on the portal.

**Public Procurement Policy:** DIPP released the order in 2017 to promote domestic manufacturing. Subsequently, MNRE invited inputs and issued a notification to

implement order. MNRE stipulated 100% local content in PV modules to qualify under the PPO.

Till date, No indigenous manufacturers would actually qualify under PPO.

Industry requests MNRE should keep the Local content requirement restricted to domestic cells and modules as against specific percentage of local content considering current capacities of various raw materials in India. Local content percentage may be increased gradually over time considering growth in market for indigenously manufactured PV modules and cells.

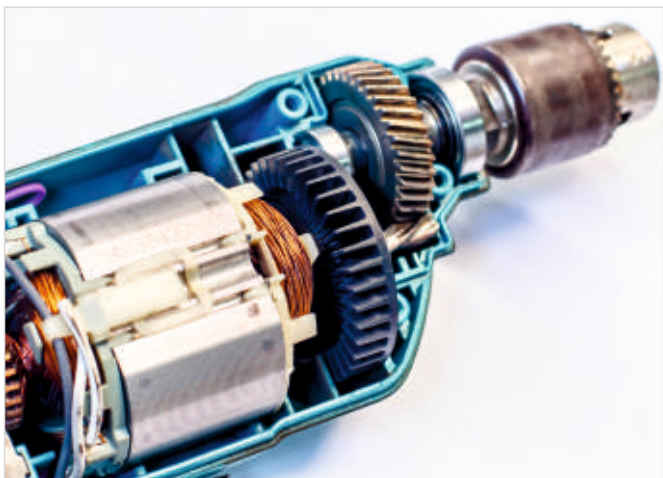
**Manufacturing Policy and Incentives:** Members felt that to promote manufacturing in the country, government should come out with certain dedicated sector wise policies and strengthen the manufacturing base by way of subsidy, incentives which will help manufacturers expand their capacities and in turn promote Make in India.

#### Representations made:

1. **Impact of Safeguard Duty-** IEEMA submitted a representation before Ministry of Finance to keep out SEZs from the Safeguard Duty as this will inversely affect the Domestic SEZs.
2. **Solar Manufacturing Facilities located in SEZs-** IEEMA submitted a representation to DG, Safeguard on exclusion of Domestic SEZs from the Anti-Dumping duty.
3. **Clarification seeking applicable rate of GST on EPC Contracts-** IEEMA submitted a representation to MNRE and Ministry of Finance on the subject. The GST council issued the much awaited clarification during third week of December 2018 which will be applicable to all Solar power Projects wef from 1st January 2019 but still there is some uncertainty in the contracts till December 2018.



# Rotating Machine Division



- Industry Size : INR 8367 Crore estimated
- Exports : INR 2226 Crore
- Imports : INR 2859 Crore
- Number of Members in the Division : 60 Members
- Division Meetings : 12th July 2018 at IEEMA, Mumbai  
18th September 2018 at IEEMA, Delhi  
19th February 2019 at IEEMA, New Delhi
- Number of Division meetings : 03 (Three)
- Average Attendance : 20 (Twenty)

## State of Industry

**State of Industry:** Rising awareness towards energy conservation coupled with growing industrial infrastructure are driving the growth of electric motors market in India. India electric motors market witnessed a steep rise on a year-over-year basis majorly due to mandatory Quality Control order issued by DIPP along with other key factors

In the face of growing consumer demand for energy saving capabilities in electric motors, manufacturers are continuously striving for product innovation. Energy efficient motors are gaining acceptance in India in line with global efficiency standards.

Strict power consumption standards and adoption of energy saving measures are assisting in an increased production and expansion of electric motors market in the country. Additionally, rapid urbanization and developing real estate sector are resulting in growing HVAC industry which has further fueled the demand for electric motors in India.

Going forward, E-Mobility will be the key focused area which will drive the demand for Motors and drives in the coming years.

**Summary of Key discussed points:**

**Public Procurement Policy:** The Government of India, through Department of Industrial Policy and Promotion, issued the Public Procurement (Preference to Make in India) Order, 2017. This Order encourages ‘Make in India’. As per the Order, the minimum local content for any product shall ordinarily be 50%.

Various nodal ministries of the Government of India, including Ministry of Power and Ministry of Heavy Industries and Public Enterprises notified sector specific Orders, prescribing higher or lower percentage of local content in respect of items under their purview.

IEEMA organised various interactive meetings and for motors through Rotating Machines division, domestic content for the Electric motors was worked out and submitted to concerned ministry for notification.

**Quality Control Order - IS 12615:** IS 12615 was brought under mandatory certification by DIPP for improving energy efficiency and to restrict substandard imports into the country for motors, Subsequently, the demand and usage of IE2 and above motors has increased tremendously.

Members thoroughly deliberated and actively participated in the creation of a world class standard IS 12615:2018. The interpretation and the challenges to comply with IS 12615: 2018, the current status of high efficiency motors adoption, the grouping guidelines, implementation of QCO and capabilities of test labs as per IS 12615:2018 were continuously discussed in detail. All the interactions with key stakeholders have resulted into a smoother implementation of QCO, moreover the number of BIS licensee have increased to 90 no’s from earlier 7 no’s which shows the commitment of manufacturers towards Energy Efficient economy

**Development of IE4+ Motors:** The DPR completed in all respect highlighting the roles and responsibilities of each stakeholder with defined budgets and timelines was submitted to DHI and PSA office in October 2018. The objective of the project is to increase the overall efficiency from Induction based technology.

The same will be approved once the funds are available with Ministry.

## Representations made:

- Multiple representations submitted to DIPP and BIS regarding STI of IS 12615 and amendments required

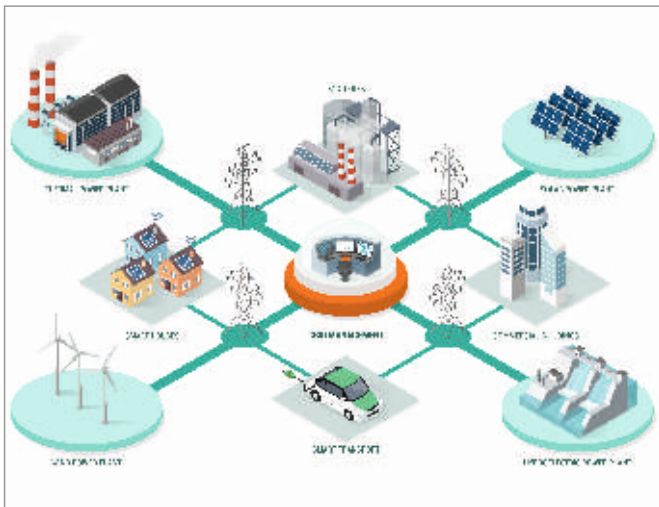
In response to subsequent representations and discussions, the amended notification was released by BIS and the STI got revised which resulted into smoother implementation of QCO.

- Representation submitted to Ministry of Steel regarding MIP on steel

Nil MIP was implemented on steel considering the impact on the downstream industry

IEEMA TECHNICAL DIVISION					
ITEMS	UNIT	2017-2018	2018-2019	Annual	Comparison Factor
Single Phase HP Motors	000KW	978	978	978	1.00
Squirrel Cage Motors	000KW	12365	12365	12365	1.00
Slipring Motors	000KW	331	331	331	1.00
Flame Proof Motors	000KW	688	688	688	1.00
D.C. Motors	000KW	480	480	480	1.00
A.C. Generator	000KVA	NA	NA	NA	1.00
HT Squirrel Cage Motors	000KW	4363	4363	4363	1.00
HT Slipring Motors	000KW	461	461	461	1.00

## Smart Grid Division



- Number of Members in Division : 50
- Divisional Meeting : 24th April 2018  
29th May 2018  
20th August 2019  
18th December 2019
- Number of Divisional meetings : 4 (Four)
- Average Attendance : 14

## Summary of division meetings: Objectives key Discussion points and achievement

- The Division at the beginning of the financial year assigned targets for the various activities and prepared dash board to monitor the progress
- The Division took initiative of conducting knowledge sharing session for members under this initiative sessions were organised on following topics:
  - Blockchain and relevance in Power System
  - Energy Storage
- All the material of the knowledge sharing session have been widely circulated among IEEMA members specially the Block Chain session for which the video link has also been shared
- The Division has taken initiative to Invite all key stakeholders of ecosystem on board and discuss the areas of concern which can be voiced from IEEMA's platform
- There has been number of meeting with key stakeholders such as MoP and NSGM on various smart grid related issues, the core of the discussion were enhancing the capacities and capabilities of DISCOM officials.
- The Division also participated in the Technical Committee meetings of NSGM where discussion happened on DPRs submitted by various DISCOMS for funding
- Under the initiative of training and capacity building of DISCOMs the Division had organised a one day knowledge sharing session on 30th October 2018 "Interactive session on Smart Grid for Smart Cities" the program had following sessions:
  - Dedicated session on Communication Technology
  - Smart Grid as Pillar of Smart City
  - Distribution Automation
  - Smart Metering –A System Approach
  - Cyber Security for Smart Grid Solutions
- There were total 120 participants in the interactive session representing, DISOMs, Stare Regulatory commissions, Smart City officials and Industry.
- The Division was very actively involved in organising the 3rd edition of Intellect 2019 conference on 4th and 5th February 2019 concurrent to DistribuElec 2019 exposition at Bombay Exhibition Centre, Goregaon Mumbai.
- The theme of 3rd edition was "Towards Smart, Reliable, Efficient and Safe Electricity". with aim to catalyze adoption of new technology and bridge the gaps by bringing all stakeholder of power system on single platform to discuss trends, share best practices



and showcase next generation technologies and products in Power Distribution sector

- Key Focus Areas both in present context and for the future of DISCOMs were consolidated under conference theme
- Speakers from leading Government and Private sector, utility, regulator, consultants and industry experts delivered presentations & gave their views & perspectives in following sessions,

**Session I:** Regulatory and Policy action to aid sector transition

**Session II:** “e-mobility - emerging INDIA opportunities”

**Session III:** Distribution Utility Leader’s Meet: Future of Electricity Business

**Session IV:** Modern electrical distribution equipment

**Session V:** Reliability Improvement and Loss Reduction

**Session VI:** Efficiency solutions for bulk consumers of electricity

## IEEMA Smart Grid Division

### Mission:

**“Enabling Indian Electricity infrastructure to become resilient, sustainable and secure...”**

Action Plan - To support the utilities and the government in their respective smart grid initiatives IEEMA Smart Grid division has formed Focus Groups in critical areas, which need immediate co-operation amongst the various stakeholders to enable realization of Smart Grid Vision and Roadmap of Ministry of Power. The goal is to reach out to all the direct and indirect stakeholders in various government departments, research and academic institutions, industry associations, regulators and standards developing organizations to have inclusive deliberations and actionable insights to resolving the various challenges being faced by all the stakeholders in their respective endeavours to make our nation ‘smart green & secure’. Initial few Focus Groups:

- Smart Grid Architecture and Framework
- Smart Grid Interoperability, Standards and Harmonization
- Unified Communication Architecture
- Network and Cyber Security
- Grid Automation and Resilience
- Renewable Integration
- Energy Efficiency
- Electric mobility
- Policy and Regulations
- People, Processes and Systems
- New challenges

## SME Division



IEEMA is the apex industry association of manufacturers of electrical, industrial electronics and allied equipment in India. The association member companies have contributed to more than 95% of power equipment installed in India and have a combined turnover of \$ 45 Billion. With more than 60% of Membership as SMEs.

To continue the ongoing journey of developing the SMEs which IEEMA has embarked upon, IEEMA SME Division has been engaging with Government and other stakeholder, by doing networking and interactive sessions.

These session had been to submit representations on various topics and pain points faced by SMEs as a subject to the Electrical Equipment Industry.

These representations have focused on acquiring benefits of funding and financial schemes of the Government for SMEs.





# Surge Arrester Division



- Industry Size : Rs. 300 Crs. (Apr 18 – Mar 19)  
HS Code - 85354030
- Exports : Rs. 45 Crs (Apr 18 – Mar 19)
- Imports : Rs. 104 Crs (Apr 18 – Mar 19)
- Number of Members in the Division : 26 organizations  
(including Surge Arrester manufacturers,  
Manufacturers of accessories & component, EPC Contractors and others)
- Division Meetings: 25 April 2018  
20 December 2018  
20 March 2019
- Number of Division meetings: 03 (Three)
- Average Attendance : 06 (Six)

## Summary of Division meetings: Objectives/ Key discussion points & achievements

The industry saw slowdown in first quarter of FY 2018-19 continuing from last quarter of FY 17-18, especially in EHV segment due to slow speed of projects. As the year advanced, industry saw some upward trend in exports. The first 6 months of the FY saw overall stagnancy in sales



SME Division meetings included Learning and knowledge sharing sessions by Acquisory Consultants, Khaitan & Khaitan Consultants talking about funding and acquiring of SMEs , for SMEs, by SMEs.

Visit to NSIC by Mr Ashutosh Jaita Chairman SME along with Mr Sunil Misra DG, IEEMA was done to facilitate active engagement with NSIC in understanding the skills imparted by them during their training and courses and where IEEMA can actively participate/ suggest /give inputs for the benefit of trainees and the Industry.

IEEMA also got involved with NSIC Kokata is would be signing an MoU with them for the purpose of upscaling the courses and training given by NSIC to the students.



Under the NSIC Procurement and Marketing Support Scheme; SME Members of IEEMA Participated in DistribuElec scheduled from 4 -6 February 2019, at Mumbai. This scheme supports SMEs participation in exhibitions, under General category by reimbursing a percentage of participation fee and travel. We are prompting the scheme of NSIC to facilitate a NSIC Pavilion in ELECRAMA 2020.

SME Division has embarked on a challenging role of supporting its Members by way of SME Clinique a concept introduced by IEEMA for consultation services to its Membership in areas where SME's face challenges of availability of finance, access to market, access to technology, compliance to a plethora of rule and regulations and delayed payments. Against this backdrop MSME Division of IEEMA has conceptualized "SME Clinique".SME Clinique will make available a panel of Consultants who specialize in disciplines useful to Industry.

Apart from this for SMEs IEEMA has signed MoU with PSSC for training skilled electricians along with NSIDC.

due to delay in finalization of the projects. The industry saw increase in export sales in polymer and porcelain SAs. Increase was also observed in domestic sales only in distribution segment upto 30 KV.

The industry faced problems like increasing raw material prices, pressure on final prices of the equipment, delayed payments and etc.

### The division took up following activities during the year FY 2018-19:

- 1) Meeting with CPRI Director General regarding gaps in testing facilities
- 2) Representation on Surge Arresters under mandatory BIS certification – IS 15086 (Part 4): 2017 in process

### Meeting with CPRI Director General regarding gaps in testing facilities

The detailed discussion on the status of testing facility gaps and a way forward was held between IEEMA Members and CPRI DG & technical officials. It was a fruitful discussion. CPRI agreed to look at the future requirements.

### Representation on Surge Arresters under mandatory BIS certification – IS 15086 (Part 4): 2017 in process

The current proposal from BIS to bring surge arresters under mandatory BIS certification – IS 15086 (Part 4): 2017 was discussed by the division. Since there are different specifications from different utilities for the surge arresters, and with no authenticated data available for number of failed equipment, industry felt mandatory certification does not hold good. The division undertook the exercise to prepare the representation justifying technically the subject for further submission to BIS.

## T&D Projects Division



TLT Industry Size	: INR 11,550 crs
Exports	: INR 2,085 crs
Imports	: INR 36 crs
Number of Members in the Division	: 142 organizations (including EPC Contractors and others)
Division Meetings	: 10th April 2018, Delhi 22nd June 2018, Kolkata 17th August 2018, Nagpur 2nd November 2018, Delhi 6th December 2018, Delhi 8th March 2019, Delhi
- Number of Division meetings	: 06 (Six)
- Average Attendance	: 15 (Fifteen)

### Summary of Division meetings: Objectives/ Key discussion points & achievements

### Discussion on GST

Introduction of GST was one of the major points of discussion during the T&D Projects Division meeting as introduction of GST had major cost impact on all ongoing EPC and supply contracts.

The impact of GST implication was assessed by the Division in association with IEEMA Economic and Taxation Committee. Thereafter, the implication was taken up with Power Grid and amicable Solution was arrived at to the satisfaction of both Power Grid and the

IEEMA Statistics - Production Trend						
NAME OF THE PRODUCT	FY 17-18	FY 18-19	% Change	FY 17-18	FY 18-19	% Change
Surge Arresters	Porcelain			Polymer		
Domestic						
LT & Distribution - Upto 30 kV	560735	563163	0.4	161622	170976	5.8
Upto 30kV	41245	34142	-17.2	89089	70861	-16.7
33kV to 216 kV	20074	29506	47.0	10024	9399	-6.8
217 kV to 390 kV	801	844	5.4	769	1374	93.8
Above 390 kV	0	0		364	180	-50.5
Export						
LT & Distribution - Upto 30 kV	198	0	-100.0	60687	50217	-17.2
Upto 30kV	3580	5835	65.3	104279	109426	4.9
33kV to 216 kV	1076	1398	29.9	10499	20452	96.0
217 kV to 390 kV	108	66	-38.9	89	60	-33.8
Above 390 kV	0	0		0	0	
Total	627762	634954	1.1	433396	432905	-0.1





industry. Further, members were advised to take up the matter with the utilities on the basis of settlement with power grid.

## Discussion on Reverse Auction

Members of the Division had great concern about the impact of Reverse Auction on the pricing of the projects. Matter has been discussed in every Division Meeting. Reverse Auction is presently applicable in Power Grid Projects and a representation has been submitted to Power Grid.

Further, IEEMA Public Policy Cell took up the matter with MoP and other related Ministries. It was discussed that the system of reverse auction is acceptable worldwide and also a part of tendering system of Indian utilities.

Members felt that gradually it will get adopted by all utilities in India and so the industry should also get accustomed to the system.

## Study on addressing Transmission bottlenecks by E&Y:

During the year 2017, members discussed about the challenges faced by the EPC industry in executing the transmission and sub-transmission line and Substation projects. Division decided to commission a detailed study under the convenorship of Mr Purnendu Chaubey, on the various held up transmission line and substation projects in the country, with an intent to take up the matter at the highest level in the Government, with the support of Ministry of Power (MoP). Division identified E&Y as the knowledge partner for carrying out the study.

E&Y presented and briefed the members about the phase wise progress of the study in every T&D Projects Division meeting. E&Y finalized this independent study in 2018, highlighting the root causes of the delays and along with the recommendations on the following aspects for mitigating the same.

- a. **Policy interventions:** focusing on existing guidelines/policies to promote transmission capacity additions including review of standard bidding documents, right of way guidelines, environment approvals etc.
- b. **Operational interventions:** in terms of the buyer-implementer operational relationships, reporting frameworks, payment terms and other contractual conditions hindering timely execution.

As a part of the study, conducted in consultation with Central Transmission Utility, selected State Transmission Utilities (15 STUs) and EPC players, more than 1600 under construction EHV line and 1200 EHV substation projects were analyzed. A quick dip analysis of these projects indicates that approximately 32% of line and 30% of substation projects are delayed.

## Demand Assessment Study

IEEMA carried out a study on Demand Forecast Assessment for the year 2017-2027 (10 years) through E&Y. E&Y identified the top drivers, disruptors for all the product groups and developed the forecasting framework.

Further, the primary and secondary research was carried out where E&Y interacted with 15 State Power Utilities, CPSUs, Policy Makers, Industry, Associations and Private developers.

Inputs were sought from the T&D Projects Division. The study was completed in October 2018.

## Public Procurement Order

The Government of India, through Department of Industrial Policy and Promotion, issued the Public Procurement (Preference to Make in India) Order, 2017. This Order encourages 'Make in India'. As per the Order, the minimum local content for any product shall ordinarily be 50%.

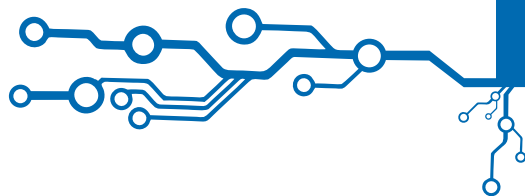
Various nodal ministries of the Government of India, including Ministry of Power and Ministry of Heavy Industries and Public Enterprises notified sector specific Orders, prescribing higher or lower percentage of local content in respect of items under their purview.

IEEMA organised interactive meetings of the Divisions wherein domestic contents for the respective items were finalized. Subsequently, the same was submitted to concerned ministry for notification.

## Discussion – Conference on Overhead Lines

Secretariat informed members that IEEMA is planning to





dropping the prices. With the entry of foreign players in copper segment as well as main equipment manufacturing, prices were seen dropping. With GST in place, Indian market has become more accessible for international players.

## Compilation of data - Enameled copper strips, Continuous transposed conductors, Paper insulated copper conductors

This subject was discussed and a basic format for collection of data was prepared. It was decided to collect data based on 2 HSN codes for winding wires, as follows:

HSN code 854410 – for copper

HSN code 854410 – for aluminium

## Representation done for copper import and any further issue to take up with Government

A representation letter on initiation of anti subsidy investigation concerning imports of copper rods was sent to Directorate General of Trade Remedies, Ministry of Commerce. The concerned authorities later announced the public hearing of the same and had invited all the stake holders to participate in the same. Members of winding wire division also participated in this hearing.





# Representations 2018-19



## IEEMA PRE-BUDGET MEMORANDUM 2019-20

IEEMA collected inputs from members on pre-budget issues and suggestions of the industry. The Economic and Taxation Committee deliberated on these issues and represented 'IEEMA Pre-Budget Memorandum 2019-20' to the Union Ministry of Finance and other related agencies in the Government of India.

A brief summary of the major issues in IEEMA Pre-Budget Memorandum appears below:-

### (A) CUSTOMS DUTY:

- **Remove Concessional Duty Imports under Chapter 98.01 (power projects imports)**

Finished products of Indian electrical industry, largely under Chapter 84 and 85, attract basic customs duty, ranging from 7.5% to 10%. Same finished products are also imported at a concessional basic customs duty of 5%, under the Project Imports (HSN Code 98010013), bringing in disadvantage and lack of level playing field for the domestic industry.

Significant imports are happening, under Chapter 98, amounting to approx. 9.22% of total imports of electrical equipment in 2017-18 and 11.27% in 2018-19 (Apr-Feb).

The concept of project imports was introduced decades back, when the country did not have sufficient capacities. Today the industry has huge capacities and technology, and there is underutilization of capacities to the tune of 30% to 40%.

**IEEMA Recommended:** Remove the provision of concessional basic customs duty of 5%, under Chapter 98, for power projects, which has little relevance today.

- **Request for Reduction in Customs Duty on Import of Primary Aluminium Metal**

Over 50% of Aluminium is used as a raw material in manufacturing of electrical equipment, which attracts a basic customs duty of 7.5%, under Chapter 76. Aluminium is primarily used for manufacturing of the finished products, such as Conductors (HSN Code 7604 and 7614) and Cables (HSN Code 8544). These products also attract a basic customs duty of 7.5%.

This is a case of duty anomaly and Indian Conductor and Cable industries are facing stiff competition in the market against imports. A reduction in customs duty on import of Aluminium will be productive for revival and growth of the economy affecting common man w.r.t. affordability, downstream industries, forex to the government, government mandate of 24X7 Power to All, employment and above all the Government's 'Make in India' initiative.

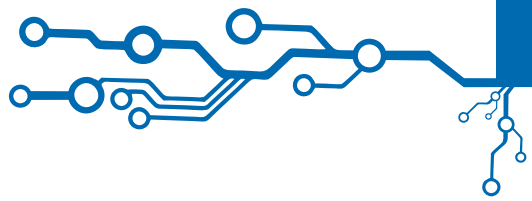
**IEEMA Recommended:** Reduce the Basic Customs Duty on Primary Aluminium Metal from existing 7.5% to 5%, under Chapter 76.

- **Remove Basic Customs Duties on CRGO and Amorphous Alloy Ribbon**

Cold Rolled Grain Oriented (CRGO) Steel (HS Code 72251100 and 72261100) and Amorphous Alloy Ribbon (HS Code 72269930) are primary raw materials for manufacture of electrical transformers, which are energy efficient and reduce electricity losses. These are not manufactured domestically and have to be necessarily imported. The following imports were made:

- CRGO imports - 283,860 MT in 2017-18 and 268,860 MT in 2018-19 (Apr-Feb)
- Amorphous Alloy Ribbon Imports - 14,440 MT in 2017-18 and 18,220 MT in 2018-19 (Apr-Feb)
- Cost weightage of CRGO steel is 25-28%, and Amorphous Alloy Ribbon is 30% in manufacturing of transformers
- Basic Customs Duty on CRGO Steel is 5% and on Amorphous Alloy Ribbon is 10%





**IEEMA Recommended:** NIL Basic Customs Duty on imports of CRGO Steel and Amorphous Alloy Ribbon, till indigenous production is made available. Since neither of these materials are manufactured in India, there is no one to be protected in the form of basic customs duty.

Moreover, following raw materials used to manufacture CRGO, also attract 5% basic customs duty, as per Notification No. 50/2017 (Sl. No. 374 and 375), dated 30th June 2017. The basis customs duty on these raw materials should also be brought down to NIL:

S. No.	Chapter or Heading or sub-heading or tariff item	Description of goods
374	7225 19 90	Magnesium Oxide (MgO) coated cold-rolled steel coils for use in manufacture of cold rolled grain oriented steel (CRGO) falling under 7225 11 00
375	7225	(i) Hot rolled coils (ii) Cold-rolled Magnesium Oxide (MgO) coated and annealed steel (iii) Hot rolled annealed and pickled coils (iv) Cold rolled full hard

- **Allow Imports of INVAR (HSN 72299090) and Carbon Composite Core (85459090) at NIL Basic Customs Duty**

High Transmission Line Technology can achieve significant reduction in transmission losses of electricity. INVAR (HSN 72299090) and Carbon Composite Core (HSN 85459090) are integral to the same.

Since there is no domestic manufacturing of INVAR and Carbon Composite Core, the same must be imported. According to DGCIS data, INVAR (HSN 72299090) imports amounted to 39,950 MT in 2017-18 and 47,245 MT in 2018-19 (Apr-Feb). Carbon Composite Core (HSN 85459090) imports amounted to 1,340 MT in 2017-18 and 3,836 MT in 2018-19 (Apr-Feb).

**IEEMA Recommended:** Import of INVAR and Carbon Composite Core be allowed at Nil Basic Customs Duty till self-sufficiency is achieved.

- **Inverted Duty Structure in Cable Terminals and Connectors**

Exemption Notification No. 25/2005 – customs, dated 1st March 2005, enforces nil customs duty on Cable Terminals and Connectors (ITC HS code 8536)

The basic customs duty on raw materials for Cable Terminals and Connectors (ITC HS code 8536) are as follows:

Raw Material with ITC HS code	Customs Duty %
Brass Strips & Coil (ITC HS code 74092100)	5%
Phosphor Bronze Strips & Coil (ITC HS code 74093100)	5%
Copper Strips & Coil (ITC HS code 74091100)	5%
Polymide Chips (ITC HS code 39081010)	10%
Polymide Chips (ITC HS code 39081090)	10%
Polypropylene & Polymer (ITC HS code 39021000)	10%
Polymer Resins (ITC HS code 39042290)	10%
Lubricating Oil (ITC HS code 27101990)	10%
Cold Rolled stainless steel strips & coil (ITC HS 72202090)	7.5%

This is a case of inverted duty where the finished product becomes import attractive making the domestic manufacturers uncompetitive. The sub-heading of Customs Tariff 8536, as mentioned in Notification No. 25/2005 is very broad and widely classified encompassing a wide range of products and applications. Imports of such goods, falling under 8536, is approximately INR 6,000 crore per year.

Majority of the companies producing goods, falling under 8536, are small and medium enterprises which are not in a position to compete and sustain the cheaper imports of such goods from low cost countries.

**IEEMA Recommended:** Keep the finished products, falling under Chapter heading 8536, at 10% basic customs duty by withdrawing Zero Duty imports, under Notification No. 25/2005 – customs, dated 1st March 2005.

## (B) GOODS AND SERVICES TAX:

- **Electricity to be included in GST**

Electricity was kept outside the ambit of GST and the States continue to levy electricity duty on sale of electricity.

Credit of GST paid by power companies on purchases of generation, transmission & distribution equipment is not available, which forms a part of their cost. Also the credit of GST paid by the Power Companies to the EPC contractors for Works Contract is not available, which is an additional cost to the Power companies and to the ultimate consumers of electricity.

**IEEMA Recommended:** Electricity should be subsumed within the scope of GST.



• **Notification of GST Rate on Supplies needed for Setting Up of Solar Power Plants**

As per Notification No. 1/2017, dated 28th June 2017, the renewable energy devices and parts for their manufacture attract 5% GST. However, the parts / components of Solar Power Generating Systems are not defined in the GST Schedule.

Further, it is not specified how the supplier of goods, under Chapter 84, 85 and 94 would determine, whether the goods supplied are to be used for manufacturing renewable energy devices.

The Department issued a clarification, vide circular no. 80/54/2018, for the materials supplied for “setting up” of projects, which would qualify for 5% GST.

**IEEMA Recommended:** Clarification issued by circular should have been done by a notification and “parts” should be defined and the onus of proof should be shifted to beneficiary.

• **Amendment in Valuation Method of Solar Power Plants for GST Purpose**

As per Notification No. 24/2018-Central Tax (Rate), GST needs to be paid at the rates of 5% on 70% and 18% on 30% of the contract value being the goods portion and service portion respectively.

The cost break-up of solar power plants is as follows:  
Service portion consists of maximum 10% of the total cost in Solar Power plants. Therefore, there is an extra cost of GST @ 13% on the 20% extra portion deemed as service as per above referred notification.

Component	Average % of Cost
Solar PV Modules	60%
Module Mounting Structure (Iron & Steel)	7%
Solar Cables (Copper/Aluminium)	6%
Inverters	4%
Transformers	3%
Other Electrical Equipment	7.9%
Other Equipment's (Module Cleaning System, Switchyards, Monitoring System, Security System, Plant Lightning System)	3%
Civil Works (Cement, Steel, Bricks, Material for Roads etc.)	5%
Transportation Cost	1.5%
Erection & Commissioning Labour	8%
Total	100%

**IEEMA Recommended:** The ratio for deemed goods should be amended to 90%, instead of 70%, and for deemed services to 10%, instead of 30% (i.e. GST at the rate 5% on 90% cost of Solar Power Plant and GST @ 18% on 10% cost of the Solar Power Plant), which is the actual scenario of Solar Power Plants Industry.



• **Amendment of GST law to prevent unfair denial of ITC to Customer**

Input tax credit is available under GST, if the tax charged in respect of supply, which has actually been paid to the Government.

If the supplier defaults in furnishing the details of outwards supplies and taxes paid thereon, customer is unable to claim input tax credit for such supplies. The recipient suffers for the default of the supplier.

**IEEMA Recommended:** Amendment in GST law to allow input tax credit to customer, if payment has been made to the supplier, as per invoice, along with the tax. This will also encourage customers to do business with SMEs.

• **Option to pay GST by the Buyer on behalf of Suppliers**

Generally the supplier is required to pay GST by filing his GST returns and the buyer is able to claim the credit under Sec 16(2) of CGST Act 2017 on fulfilment of certain conditions.

Therefore even if the buyer pays the full amount including GST to the supplier, there is no surety that the supplier will deposit the same with the Government of India.

**IEEMA Recommended:** Buyer should be able to pay GST on behalf of the supplier, relating to the invoice of the buyer. This GST payment should be linked to the particular invoice and GSTIN on the GST portal and supplier should be able to avail input credit of GST.

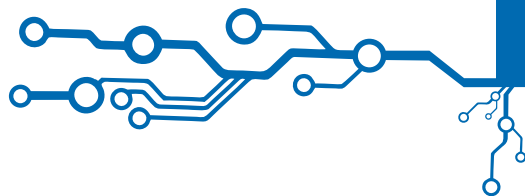
• **Adding Manual entry option for recipients in GSTR-9 (where return has not been filed by supplier)**

Input tax credit is auto populated in table 8 of GSTR 9, as per GSTR 1 returns filed by the suppliers.

There is no option of disclosing the data manually if the supplier has not filed their GST return, resulting in disallowance of input credit of GST to buyers.

**IEEMA Recommended:** Input tax credit be allowed, for which, supplier raised the GST invoice and collected payments, but not filed the GST return, through Manual entry in the GSTR 9.





- **Option for Correcting Errors in GST Returns**

Since GST law is subject to multiple changes, there is confusion about disclosure compliance in the industry.

This has resulted in errors in some of the GST returns filed. However, there is no option to rectify the same preventing registered persons from fulfilling their disclosure requirements in the GST return.

**IEEMA Recommended:** An option for one-time revision of the GST return be made available to the assesses.

- **Changes to mechanism of reversal of ITC to buyer in case of non-payment to supplier**

Under section 16(2) of the CGST Act, 2017, when recipient fails to make due payment, inclusive of GST, to the supplier within 180 days of the date of raising invoice, the input tax credit availed by the recipient shall be added to his output liability thereon, in such manner as may be prescribed.

Under prevailing and accepted trade practices, there are situations where even if the payment is not made by the recipient in 180 days, it cannot be said that the recipient has failed to make the payment, e.g. when payment is made via Letter of Credit (LC), the supplier receives payment immediately, but the recipient's bank debits his account at a later date. Registered taxpayer may have to withhold payment for valid reasons such as performance guarantees, clerical work and costs are increased as credit is reversed first and then the reversed credit has to be availed.

**IEEMA Recommended:** Amendments to section 16 (2) of CGST Act, to provide that input tax credit is added to the output tax liability of the recipient, after 180 days from the due date of payment, instead of the invoice date.

- **Selling of Duty Credit Scrips at par with Exports (i.e. at Zero Rating) or at Nominal GST Rate**

The purpose of Duty Scrips is to incentivize exports by exempting exports and related transactions, making exports cheaper.

Under Notification No. 2/2017, duty credit scrips are classified under HSN 4907 and attract nil rate of GST. Exporters are allowed to consume scrips for their own imports or sell the same. Consequently, assesses selling

Duty Scrips are burdened with the liability for reversal of input credit on GST arising from the sale of Scrips, as well as complex paperwork, the opposite of what is intended.

**IEEMA Recommended:** Sale of Duty Credit Slips should be treated at par with exports i.e. Zero Rated Supplies with retrospective effect.

- **Amendment of IGST provisions on Ocean freight and exemption to importers**

Ocean freight is a service supplied by a person located in a non-taxable territory to a person located in a taxable territory.

Under GST law, ocean freight, whether borne directly (on FOB contract) or indirectly (in C&F and CIF contract), attracts IGST and is payable by the importer on the total CIF value of imported goods. Therefore, a levy of IGST on 'Ocean Freight' first at the time of clearance of material and second through reverse charge mechanism is a double taxation.

**IEEMA Recommended:** Levy of IGST on Ocean Freight, through reverse charge mechanism, should be abolished.

- **Clarification of rules regarding the applicability of concessional rates of GST on goods and parts**

Concessional GST rates are applicable on parts, accessories, materials spares, supplies, stores etc., vide various notifications (e.g. notification no. 3/2017, no. 1/2017, etc.), in order to facilitate the growth of certain industries and sectors like supplies to solar projects, oil exploration projects etc.

However, there is no clarity on goods need to be considered as parts e.g. Cables and Wires, which are essential parts / supplies, creating disputes. Various advance rulings also giving divergent issues on the same.

**IEEMA Recommended:** Government of India should define all the parts / supplies, or delete all these exemption, also the onus of proof of availing the valid concession should be on the beneficiary.

- **Alignment of Deemed exports under para 7.02 of Foreign Trade Policy with the Section 147 GST Act**

Deemed Export is covered under chapter 7 of the Foreign Trade Policy (FTP) and under Section 147 of the GST Act.

However, the categories of Deemed Exports mentioned in the GST are not aligned with the categories mentioned in the FTP, e.g. Supplies to the Mega Power Projects, which is one of the categories of Deemed Exports in FTP, is not mentioned in Section 147 of GST Act.

**IEEMA Recommended:** All the categories of Deemed Exports, mentioned in para 7.02 of FTP, should be aligned to Section 147 of the GST Act.

- **Applicability of Exemption Notification of GST on Freight**

As per Notification No. 9/2017 of Integrated Tax (Rate), under SI No. 19, heading 9965; the Services by way of transportation of goods are exempted from payment of GST are (a) by road except the services of (i) a goods transportation agency; (ii) a courier agency; (b) by inland waterways.

A number of Government bodies have been issuing separate contracts for freight charges for claiming this exemption. Various advance ruling decided GST applicable on such contracts.

**IEEMA Recommended:** GST Council should provide a clarification on (i) Whether freight charged by local tempos or small transporters, who normally do not issue any consignment note are exempted or even high value freight service given by big transporter, without consignment note, is also exempted; and (ii) Whether freight charged by supplier of goods, under a separate contract for transport of goods to the buyer place on his own account is exempted as per the above notification.

Or, this exemption should be withdrawn as this is dispute prone.

- **Definition of Immovable Property under GST**

Under CGST Act 2017, Works Contract pertain to, inter alia, building, construction, fabrication of immovable property, where transfer of property in goods is involved in the execution of such Contract.

However, an Immovable Property has not been defined in GST Legislation, leading to difficulties in defining projects as movable or immovable and the same kind of project may be interpreted as Movable or Immovable by various Discoms. Therefore, it is difficult to decide which projects qualify as works contracts.

**IEEMA Recommended:** GST Council should define 'Immovable Property' and also clarify which type of projects would qualify for Works Contract or create a separate entry like Sub-Station Project, Cable Laying Project, Metro Projects, Railway Projects etc. where both supply and erection are involved.

- **Amendments to GSTR7 for Invoice Wise Details**

Presently TDS is deducted, under Sec 51 by the Government clients and uploaded on GST portal on total payment basis, during a month, by filing their GSTR-7 return. The same is reflected in GSTR-7A of the deductee

and they could take benefit after accepting the same on GST portal.

Since there are hundreds of invoices to the client, the deductee is not able to reconcile the exact TDS deducted.

**IEEMA Recommended:** Suitable amendments be made in the form GSTR-7 return for TDS deposited, so-that, invoice-wise details can be filed by the client and the same is available for view by the deductee for reconciliation.

## (C) DIRECT TAXES:

- **Corporate Tax**

Currently Corporate Tax incidence is around 34%. Former Hon'ble Finance Minister had a vision to bring down Corporate Tax rate to 25% by 2020.

IEEMA Recommended: Bring down Corporate Tax rate to 25%.

- **Rate of Depreciation**

Claim of 80% depreciation for Solar Industry was allowed till 31st March 2017, which was reduced to 40%.

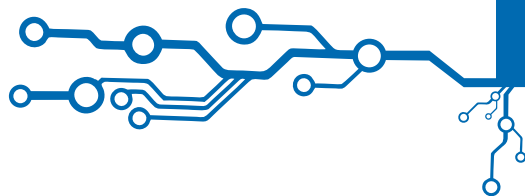
IEEMA Recommended: Accelerated Depreciation benefit of 80% should be re-instated for Solar Industry.

## Major Representations:

### I. Pre-Import Condition against Advance License

The Customs Notification 79/2017, dated 13th October 2017, provides exemption from payment of IGST upto 31.03.2019 (as extended vide Notification No. 66/2018-Customs, dated 26.09.2018). However, this Notification was subject to certain pre-import conditions, which were derived from DGFT notification No. 33/2015-2020, dated 13th October 2017 and difficult to fulfil. Many a times, importers have to end up paying IGST, which defeated the objective and spirit of the Notification.





IEEMA represented to the Government to simplify the Advance License norms by removing the special condition for Advance License under GST.

Government removed the pre-import condition for availment of benefit of IGST and compensation cess exemption, by amending the Advance Authorisation notifications [Notification no. 18/2015-Cus and 20/2015-Cus], vide its Notification no. 01/2019-Cus, dated 10th January 2019.

Also the following changes were made, which are positive for the industry:

- (a) Following conditions for availing IGST and Compensation cess exemption on import of inputs for replenishment [i.e. after fulfilling export obligation] have been inserted:
- (i) If GST input tax credit has been availed on inputs used for manufacture and supply of exported goods, then a bond has to be furnished to the Dy. Comm. / Asst. Comm. of Customs at the time of clearance of replenishment inputs, binding the importer that the said replenishment inputs will be used in the importer's factory or a supporting manufacturer's factory for manufacture and supply of taxable goods [other than nil rated or fully exempt supplies]. A certificate from a chartered accountant evincing the same has to be furnished within six months from the date of clearance of the replenishment inputs.  
  
The above bond is not required to be furnished if IGST and compensation cess is paid on import of replenishment inputs.
- (ii) If GST input tax credit has not been availed on inputs used for manufacture and supply of exported goods, bond is not required to be furnished at the time of clearance of replenishment inputs, subject to furnishing the proof of such non-availment to the satisfaction of the abovementioned authorities.
- (b) Earlier, where IGST and compensation cess exemption had been availed, export obligation could be fulfilled only by way of physical exports. Now, the export obligations shall also be fulfilled by the following deemed exports [deemed under the GST regime]:
  - (i) Supply of goods under advance authorisation;
  - (ii) Supply of goods under EPCG scheme; and
  - (iii) Supply of goods to an EOU

## 2. Proposed Minimum Import Price on Steel and Steel Related Products

Government of India was considering imposition of minimum imports price on Steel and Steel Products, as appealed by the Steel Authority of India Limited.

IEEMA submitted a representation to the Government of India, opposing such a move, stating that this would prove to be detrimental for the survival of downstream domestic electrical equipment industry, leading to their non-competitiveness and closure of units. Various types of Steel are used in electrical equipment manufacturing industry, as basic raw material, in almost all major equipment like Cables, Towers, Transformers, Rotating Machines, Conductors, Switchgears etc. which consumes upto 25% Steel products in their manufacturing, in terms of value. The estimated value of domestic steel production is in excess of INR 3 Lakhs crore, of which, electrical equipment manufacturing industry consumes about INR 40,000 crore worth of Steel i.e. 13%.

Imposition of MIP would discourage imports of Steel and lead to unjustified increase in the domestic price of steel and steel products, seriously impacting the downstream manufacturing units, especially the MSME units, as their raw material prices and prices of other inputs would sky rocket and make them non-competitive. The foreign suppliers having access to cheaper supplies of primary Steel would have a price advantage and dump their finished electrical equipment to India. At the same time, the foreign suppliers would have price advantage worldwide, making the domestic suppliers at a price disadvantage on exports front too.

Based on IEEMA recommendations, the Government withdrew the proposal for imposition of MIP on Steel and Steel Related Products.

## 3. Electrical Equipment Industry as a part of the Capital Goods Sector

IEEMA represented the matter to Ministry of Finance, Government of India, Banks and other Financial Institutions. IEEMA stated that the Indian electrical industry, contributing to the nation building, to be treated as a significant part of the Capital Goods Sector and not the Power Sector. However, many a times the industry gets clubbed into the power sector, where the outlook of the Banks and the Financial Institutions about the industry is of lower credit rating. The delayed payments from the Government and Utilities itself has a cascading effect on the account of individual companies in the banks and financial institutions.



In a post-budget interaction, Shri Piyush Goyal, then Hon'ble Minister of Finance, directed the bank officials that the Capital Goods manufacturers and financial stress in power sector should not be equated and the entire electrical equipment manufacturers should be classified under Capital Goods Category. Also, if there is a stress in one sector, the other sectors should not suffer and should be dissected into different parts of the entire value chain. Secondly, if the Power Utilities are not paying the approved bills in time, it should be not classified into an NPA, based on a simple arithmetic of 90 days.

#### 4. Anti-Dumping Duty on Cold Rolled Flat Products of Stainless Steel

The Government of India, vide Notification no. 52/2017-Cus, dated 24.10.2017, had imposed Anti-Dumping Duty on cold-rolled flat products of stainless steel, of width greater than 1250 mm of all series not further worked than Cold rolled (cold reduced) with a thickness of up to 4 mm (width tolerance of +30mm for Mill Edged and +4 mm for Trimmed Edged).

Indian Elevator Industry uses certain products such as 5 WL, Linen, Check, Canvas, 2K coated with PE, Leather Grains etc. Cold rolled polished "2K" is further worked upon and is therefore not included under the Anti-Dumping Notification. Similarly, there should not be any levy of Anti-Dumping Duty on Cold Rolled Special Finish Stainless Steel.

IEEMA submitted a representation to the Ministry of Commerce & Industry and Ministry of Finance, Government of India, requesting to remove Cold Rolled Flat Products of Stainless Steel, from the purview of Anti-Dumping Duty Notification no. 52/2017-Cus, dated 24.10.2017.

IEEMA recommendation is under consideration by the Government of India.

#### 5. GST impact on Power Distribution Projects and Request for Equitable Adjustment in the Contract Price

Power distribution projects, of approx. INR 30,000 crore, were on-going across the country, during the country's transition to GST. These were under various schemes of the Government, such as, Deen Dayal Upadhyay Gram Jyoti Yojana, Integrated Power Development Scheme and other State Projects through respective Discoms for APL and BPL consumers.

In the Pre-GST scenario, these projects were exempted from VAT and billed to client under "Sale-in-transit" transactions, against concessional C forms. However, in



the GST regime, there was an additional tax impact of 9% to 11% to existing suppliers of these projects. It was extremely difficult for the suppliers to absorb such impact and the projects were getting stalled.

IEEMA submitted a representation to the Rural Electrification Authority recommending equitable price increase due to implementation of GST on on-going supplies.

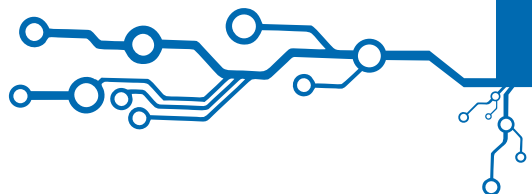
On IEEMA recommendation, REC issued an advisory to DISCOMS / Implementing Agencies for DDUGJY Projects, instructing them to evaluate the in-transition contracts to understand the contractual liabilities and in case of tax inclusive contracts, the implementing agencies would need to verify as to whether they are contractually liable to re-imburse any additional taxes to the contractor.

#### 6. Representation on MSETCL Tender

The Maharashtra State Electricity Transmission Company Limited had issued tender for 220/33kV GIS Substation at Raigad, Maharashtra, wherein technical qualifying requirements allowed foreign manufacturers to supply at least one bay manufactured from India. Clauses 3.2.1.1 (A), (B) and (C) of the tender encouraged foreign manufacturers to participate in the bid without having domestic manufacturing experience. GIS technology is very well established in India and major MNCs and domestic manufacturers have more than sufficient capacities to meet the requirement for the whole range of MV, HV and EHV GIS.

IEEMA represented to MSETCL to consider procurement of GIS equipment from domestic manufacturers, through domestic / local competitive bidding, in lines with Public Procurement (Preference to Make in India) Order 2017.

In the context of the IEEMA representation, the Department of Industrial Policy and Promotion, Government of India, wrote to the Chief Secretary, Government of Maharashtra, to consider formulating guidelines for providing preference to locally manufactured goods in public procurement in terms of



the provisions of GFR and in pursuance of Union Government’s policy to provide preference to ‘Make in India’ in Public Procurement.

## 7. Non-Compliance of CEA Advisory on Domestic Bidding for Domestically Funded Projects

IEEMA members had reported deviation by some State Utilities, from the above advisory of the Central Electricity Authority (CEA), for procurement of Optical Ground Wire, under Power System Development Fund (PSDF).

IEEMA submitted a representation to CEA reporting about the state utilities, which either had or were expected to invite tenders, through global competitive bidding under the said fund.

IEEMA recommended that during the sanction of PSDF grant, CEA should ensure that tenders are invited through local competitive bidding only, mandating compliance of CEA advisory, both in letter and in spirit.

Recommendation of IEEMA was considered by CEA.

## 8. Inverted Duty Structure in Manufacturing of Cable Terminals & Connectors and Electrical Contacts

- (a) The exemption Notification No. 25/2005 – customs, dated 1st March 2005, enforces NIL basic customs duty on Cable Terminals and Connectors (ITC HS code 8536). However, the basic customs duty on its raw materials are as follow:

Raw Material with ITC HS code	Customs Duty %
Brass Strips & Coil (ITC HS code 74092100)	5%
Phosphor Bronze Strips & Coil (ITC HS code 74093100)	5%
Copper Strips & Coil (ITC HS code 74091100)	5%
Polymide Chips (ITC HS code 39081010)	10%
Polymide Chips (ITC HS code 39081090)	10%
Polypropylene & Polymer (ITC HS code 39021000)	10%
Polymer Resins (ITC HS code 39042290)	10%
Lubricating Oil (ITC HS code 27101990)	10%
Cold Rolled stainless steel strips & coil (ITC HS 72202090)	7.5%

Majority of the manufacturers of Cable Terminals & Connectors are small and medium enterprises, which are not in a position to compete and sustain the cheaper imports, because of this inverted duty.

IEEMA requested to the Ministry of Commerce

and Industry and the Tariff Commission to withdraw NIL Duty and keep 10% basic customs duty on HS Code 8536, by amending Notification No. 25/2005 – customs, dated 1st March 2005.

- (b) The manufacturers of Electrical Contacts procure their main raw material, i.e. Silver, from the domestic market. The dealers fix the price of Silver by adding basic customs duty of 10% (under Chapter Heading 71 - Silver, in any form, other than medallions and silver coins having silver contents not below 99.9% or semi-manufactured forms of silver falling under chapter sub-heading 7106) on LME rates, plus premium, plus freight insurance and dealer margin. This makes the cost of input raw material high for the manufacturers of Electrical Contacts, mainly on account of expensive Silver (at 10% BCD), which form major portion of raw material, approx. 90%. Therefore, the Electrical Contacts sold by domestic manufacturers have high cost of production. Whereas, the finished Electrical Contacts, under ITC HS Codes 85381010, 85381090 and 8538 9000 attract a Basic Customs Duty of 7.5%.

IEEMA requested the Government of India to correct this inverted duty by increasing the basic customs duty of Electrical Contacts from 7.5% to 10% (HS Codes 85381010, 85381090 and 85389000).

The Tariff Commission, under the Ministry of Commerce and Industry is examining the above cases of inverted duty structure and had sought certain inputs from the manufacturers.

## 9. Circumvention of Government Orders, Advisories and Policies promoting Make in India

IEEMA submitted a representation to the Ministry of Power, Department of Industrial Policy and Promotion, Department of Heavy Industry and Central Electricity Authority, on circumvention of various Government policies, such as, Public Procurement (Preference to Make in India) Order; Advisory of Central Electricity Authority on domestic bidding for domestically funded projects and National Capital Goods Policy.

In the representation, the association stated that despite all the above policies encouraging domestic suppliers, the truth remains that drafting of procurement tenders in power sector had been only true in ‘Letter’ and not in ‘Spirit’, in the context of an increasing gap between articulated intent of the policies and its actual implementation. The state transmission utilities as well as



CPSUs have been inviting Global Competitive Bids for domestically funded projects, despite more than adequate capacities existing in the country today.

IEEMA requested certain measures for better compliances of these policies.

As reported by the industry members, the utilities gradually started following the recommendation of these policies.

## 10. Hardships to Domestic Electrical Industry due to Concessional Import Duty under Chapter 98

IEEMA submitted the representation to the Department of Commerce stating that while imports of electrical equipment under Chapter 84 and 85 attract a basic customs duty ranging from 7.5% to 10%, the same equipment are also imported under Chapter 98 (project

imports), at a concessional basic customs duty of 5%. This differential duty of 2.5%- 5% is a clear disadvantage to the domestic industry, leading to a lack of level playing field for them vis-à-vis imported equipment. A significant portion of electrical equipment (approx. 10% of total imports) are presently being imported under Chapter 98.

The precise reason for introducing project imports was that domestic industry did not have sufficient capacities at that time (when project imports regulation was notified in 1986); however, today the industry has sufficient capacities, and is operating at about 60-70% capacity utilization due to significant imports. Looking at the present scenario, IEEMA recommended to the Government to revoke the provision of concessional import duty under Chapter 98.

IEEMA recommendation is under consideration of the Government.

## Training Programmes



*IEEMA in its endeavor of knowledge sharing and upgrading technical skills to match the international standards has a mandate to conduct Workshops and Training programs throughout the year for Utilities and Industry. The following training programs were conducted for Utilities at their doorsteps and for Industry at various locations during the year 2018-19.*

### Utilities

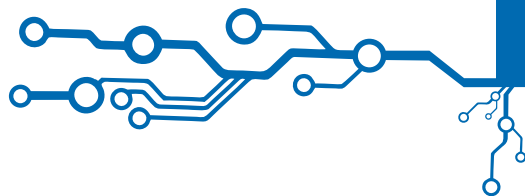
#### 1. Training Programme on Transformers was held at BSES Yamuna Power on 30th & 31st May 2018 at BYPL Knowledge centre, New Delhi

The two day programme was conducted by Mr. Virendra Lakhiani, Independent consultant along with Mr. Nagarjuna Babu from Kotsons India. 25 officials of BSES at Supervisor, Manager, Sr. Manager and DGM level attended the training. The contents were well appreciated by the participants with a constructive feedback to organise a practical session also along with theory which was well taken.

#### 2. Technical Training on Transformer Design and Development and Condition Monitoring at GETRI Vadodara on 17-18 July 2018

Technical training on Transformers was held at GETRI on 17th & 18th July 2018 under IEEMA's mandate of technical trainings at Users end. The two day programme was conducted by Mr. Virendra Lakhiani, Independent consultant. 30 officials from Gujarat Electrical & Transmission Co. (GETCO) attended the training and the participation was of higher level. The programme got an excellent feedback and the contents were well appreciated.





**3. 2-day-Training Programme on Condition Monitoring Technique, Diagnostics and Testing of Transformers at Tata Power - DDL Learning Centre, 10th & 11th August 2018**



Technical training on Transformers was held on 10 & 11th August 2018 at TPDDL, Delhi under IEEMA's mandate of technical trainings at Users end. The two day programme was conducted by Mr. Virendra Lakhiani, Independent consultant. 30 officials from Tata Power attended the training and the participation was from Technician Trainee to Sr. Manager level. The programme got an excellent feedback and the contents were well appreciated. The constructive feedback received to organise a practical session along with theoretical session was well taken.

**4. Training on Transformers and Reactors for APTRANSCO, at VTPS Vijaywada on 27th & 28th September 2018**



Under IEEMA's mandate to conduct training programmes at Users end, the training on Transformers & Reactors was conducted at APTRANSCO, Vijaywada on 27th & 28th September 2018. The session on reactors was conducted by Mr. Anirudha Jhala from Transformers & Rectifiers and topics on transformers were covered by Mr. HNS Gowda. Mr. Gowda worked in his three decades of service had held different positions in transformer manufacturing division of NGEF. He brought out his unique handbook on operation and maintenance of transformers and also authored several technical papers and presented in National and International

Conference. The programme received a good feedback and 39 participants participated of Dy EE to SE level.

**5. Training program on EHV Underground Cables- Design, Selection, Laying, Monitoring & Fault Detection, MSETCL, Mumbai, 26th to 29th November 2018**



IEEMA organised a four day workshop for MSETCL on "EHV Underground Cables - Design, Selection, Laying, Monitoring & Fault Detection" on 26th Nov to 29th Nov, 2018 at Mumbai.

The training was organised with an aim to provide their engineers with a practical and technical knowhow while execution of jobs related to underground cables in their day to day work. There is lot of demand in their project work due to lot of infrastructure development in Mumbai and various parts of Maharashtra. Due to this, there is a huge requirement for underground cables in their transmission network.

The workshop was conducted by IEEMA Cable Division technical Chairman Mr. Yogendra Tiwari, KEC, and his team along with Mr. S. Ramaprasath, Ex CPRI. The topics covered in the workshop were Design, Selection, laying, monitoring and fault detection. There were 30 participants who attended the training from Executive Engineers, Dy. Executive Engineers and Additional Engineer levels from various Divisions of MSETCL. The feedback was very encouraging and it was suggested to have a two day session with one day factory visits for such workshop to help participants to understand the practical and hands on experience.

The concluding remarks and distribution of Certificates was done by Mr. Shashi Ameen, Chairman, IEEMA Cable division.

**6. Training on Instrument Transformers and Switchgears**

Training for APTRANSCO officials was held on 6th & 7th December 2018 at VTPS Vijaywada on Instrument transformers & Switchgears. The total participants were 30 nos. and faculties were from Lamco and ABB. The feedback was very encouraging.

## 7. Training on Gas Insulated and indoor Substation MSETCL 10th to 13th December 2018



IEEMA organised a four day workshop for MSETCL on Gas Insulated and indoor Substation from 10th to 13th December 2018 at Mumbai.

The training was organised with an aim to provide their engineers with a practical and technical knowhow.

The workshop was conducted by technical expert Mr. Kiran Patil from Crompton Greaves Ltd. and Mr. Satish Gupte, retired faculty from Siemens.

Team of experts from MCX delivered the presentation and answered queries from delegates. Twenty eight delegates from member companies attended the seminar.

## 3. Workshop on Finance for Non-Finance Executives



One day workshop on Finance for Non-Finance Executives was organized on 31st August 2018 at Mumbai to add dimension of finance to non-finance executives in their decision making for business, the decisions that are involving budgets, cost-savings and growth strategy. The workshop was attended by 23 participants from member companies. In the interactive Q&A session number of case studies were discussed and calculation of various ratios was demonstrated.

## Industry

### 1. Workshop on Gas Insulated Switchgear



One Day Workshop on GIS was organized on 24th April 2018 at Mumbai. All aspects of GIS like Installation, Operations & Monitoring were covered in the workshop with great detail. He also answered many queries from delegates on critical aspects of Gas Insulated Switchgear viz. Installation & Maintenance. The Workshop was attended by 56 participants.

### 2. Half a day Seminar on Commodity Hedging - Aluminium & Copper

Half a day Seminar on Commodity Hedging - Aluminium & Copper was conducted in association with Multi-Commodity Exchange (MCX) on 31st May 2018 at Mumbai with an objective to help IEEMA Members to effectively deal with commodity price risk through Hedging" and maintain their business margins.

### 4. Training Programme on Electrical Safety at UCCI Udaipur

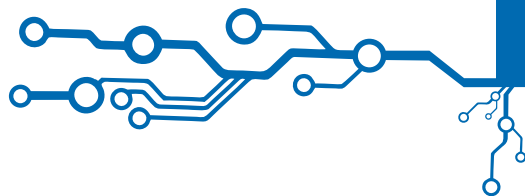
IEEMA joined hands with Udaipur Chamber of Commerce and Industry, Udaipur and conducted two days training program on Electrical Safety on 20th & 21st September 2018 at UCCI, Udaipur. There were 40 participants who attended the program from IEEMA and UCCI membership. The training session was held by Mr. Ashok Rane and Mr. A.R. Davies, experts on Electrical Safety from Siemens. The program received an excellent feedback and participants were fully satisfied. It was an interactive and practical session which was well appreciated by all.

### 5. Workshop on GST Annual Return, Audit and Annual Reconciliation Demystified

One day workshop on GST Annual Return, Audit and Annual Reconciliation Demystified was conducted in







association with SKP Group on 22nd November 2018 at Mumbai. The workshop helped delegates understand basics & intricacies of GST annual return & audit - Strategy to mitigate issues foreseen in complying with annual returns & audit – Assess the readiness to comply with prescribed statutory obligations & chart out Audit Plan – Audit exercise from CFO's perspective – Opportunity to revisit Tax positions, Improve process and optimize compliances. The workshop was attended by 55 delegates.

One important highlight of this workshop was that IEEMA invited Dr. K. N. Raghavan, GST Commissioner – Mumbai Central to address the gathering. He encouraged industry members to seek help of his own office for any difficulty in complying with the formalities of filing GST Annual returns, conducting Audit etc. that being the activities happening for the first time after GST was implemented by the Government.

#### 6. Workshop on Best Practices in Prevention of Electrical Fire & Shock in Electrical installations



On 20th December 2018 one day workshop was conducted at Mumbai on Best Practices in Prevention of Electrical Fire & Shock in Electrical installations to create awareness on how to prevent electrical fire & shock in electrical installation with the help of internationally reckoned best practices and IEC60364 & BS 7671:2018 standards. Eighteen delegates attended the workshop.

#### 7. Two days Workshop on Underground Power Cable - Selection, Design, Testing & Failure Analysis



On 16th & 17th January 2019, Two days Workshop on Underground Power Cable - Selection, Design, Testing & Failure Analysis was organized at Mumbai to provide in-depth knowledge on underground power cable design, selection, testing, condition monitoring, fault finding and share the best practices on each of activities mentioned. It was attended by 21 delegates.

#### 8. 2nd Masterclass on Advanced Energy storage Technology, Applications & Manufacturing Process



2nd Masterclass on Advanced Energy storage Technology, Applications & Manufacturing Process was held on 13th & 14th July 2018 jointly with IESA at New Delhi. IEEMA has joined hands with IESA to promote the advanced energy storage technology and concepts within IEEMA membership. The first such masterclass was held in Mumbai and the 2nd was organised at Delhi on specific demand from IEEMA membership. 34 participants from members and non members organisations attended the two day session. The programme overall received a good feedback and the contents shared amongst the participants was well appreciated. The Inaugural session was attended by Mr. Babu Babel, Past President IEEMA and Mr. Sunil Misra, DG IEEMA.

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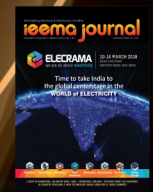
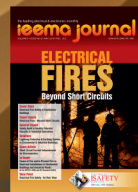
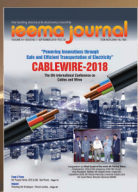
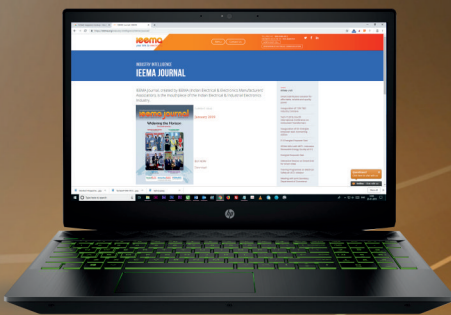


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