



**PROJECT EXPORTS PROMOTION COUNCIL OF INDIA**

(Set up by Ministry of Commerce & Industry, Government of India)

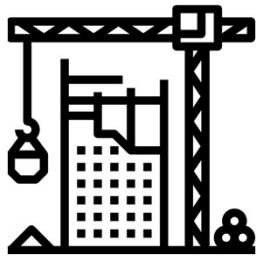


## About Project EPC

Project Exports Promotion Council of India (PEPC) is an export promotion council set up by the Government of India in 1984 (as Overseas Construction Council of India).

PEPC in line with the Foreign Trade Policy of the Government (of India) not only undertakes the necessary export promotion initiatives but also provides necessary technical information, guidance and support to Indian Civil and Engineering (EPC) construction including process engineering contractors and consultants – in public or private sector – to set up overseas projects.

# Project Exports Mandate:



**Civil Construction  
(Structures/  
Infrastructure)**



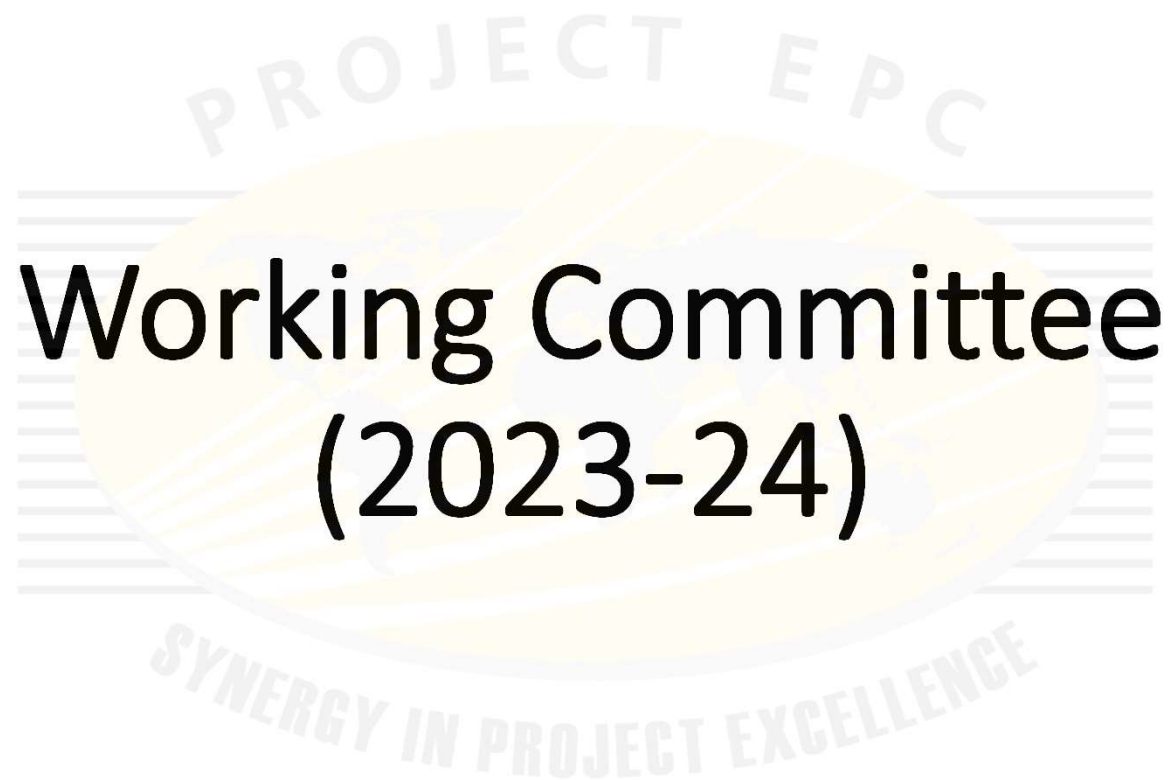
**Turnkey  
Engineering  
Projects**



**Process and  
Engineering  
Consultancy  
Services**



**Project  
Construction Items  
(Excluding Steel and  
Cement) / Project  
Goods**



# Working Committee (2023-24)



# **Shri. Parag Verma**

Chairman, Project EPC  
&  
Director(Works),  
IRCON International Limited



# Shri. S Paramasivan

Vice-Chairman, Project EPC  
&  
Managing Director,  
AFCONS International Limited





<p><b>Shri Anshuman Tandon</b>  General Manager (International Business)  Power Grid Corporation of India</p>	<p><b>Shri Manikantan Rajendran</b>  Vice President (Business Development)  KEC International Ltd.</p>
<p><b>Shri Salim G. Purushothaman</b>  Executive Director (Production)  Braithwaite &amp; Co. Ltd.</p>	<p><b>Shri Sujoy Nandi</b>  General Manager (HR &amp; Legal)  SSP Private Limited</p>
<p><b>Shri D. Kabilan</b>  Chief Executive Officer  URC Construction Private Limited</p>	<p><b>Shri Jacob George</b>  Advisor  Saisidha Sugar Equipment &amp; Engg. Co. Pvt. Limited</p>
<p><b>Shri Puneet Dammani</b>  General Manager, Business Development, New  Ventures &amp; Public Relation  Transrail Lighting Ltd.</p>	<p><b>Shri Gishnu Karthik Sridharan</b>  AVP (Marketing)  Oriental Structural Engineers Pvt. Ltd</p>

<p><b>Shri Anand Iyer</b> Head EXIM Thermax Ltd.</p>	<p><b>Shri Abhitabh Nath Rawal</b> Additional General Manager Bharat Heavy Electricals Limited</p>
<p><b>Shri Narinder Kumar Puri</b> Vice President &amp; Head (special Initiatives) and Regional Manager (Delhi Region) Larsen &amp; Turbo Limited</p>	<p><b>Ms. Aarti Pandey</b> Assistant General Manager Project Export Department, ECGC Ltd.</p>
<p><b>Shri Abhishek Singh</b> Joint Secretary (Economic Diplomacy) Ministry of External Affairs</p>	<p><b>Shri Abhishek Singh</b> Joint Secretary (Economic Diplomacy) Ministry of External Affairs</p>
<p><b>Shri Ajay Rana</b> DGM Export – Import Bank of India</p>	





**Set-up in  
1984**

**100+  
Member  
Companies**

**USD 8,955.67 Mln.  
Rs 73,643.36 Cr.  
Total Value of Contract Secured  
(2023-2024\*)**

Disclaimer: The data & graphics are based on projects secured data reported by PEPC member companies



## Our Members



and many more...

# Functions of PEPC

- **Acts as an apex co-ordinating agency for Project Exports:** The Council has nominated representatives of Ministry of Commerce & Industry, Ministry of External Affairs, India EXIM Bank & ECGC in the Working Committee (Management Committee) of the Council. The issues concerning Indian Project Exporters are regularly discussed at the Working Committee meeting with a view to enhance Project Exports from India.
- Gathers & disseminates information on upcoming international projects to member exporters
- Addresses techno-commercial queries
- To offer professional advice to members in areas such as technology up-gradation, quality and design improvement , standards and specifications, product development, innovation etc.
- Facilitates JV's for undertaking large projects.
- PEPC regularly interacts with Industry to identify the issues concerning project exports
- Co-ordinates with concerned Ministry, Department and Institution for resolution of issues within the regulatory framework.
- Undertakes export promotion and capacity building activities.
- To promote interaction between the exporting community and the Government both at the Central and State levels.

# Benefits of PEPC

- **Disseminates information on upcoming international projects:** The information on upcoming Project Opportunities is the key for facilitating Project Exports from India. Keeping this in view the Council regularly collates, screens & disseminates information on relevant upcoming international tenders to its member companies. The Council in co-ordination with Indian missions overseas also facilitates procurement of tender documents in some cases.
- **Addresses techno-commercial queries:** Execution of any large contract is a complex activity which entails collating information from India & country of execution (export) on financial eco-system & compliances, remittances, foreign exchange management, visa, logistics, risk mitigation etc. The Council as a repository of information on various aspects of Project Exports and addresses techno-commercial queries from exporters in this regard.
- **Special Initiatives:** Special Initiatives taken to facilitate Indian companies to undertake the new market area of Latin America and The Caribbean as currently India is not a member of Inter-American Development Bank (IDB).

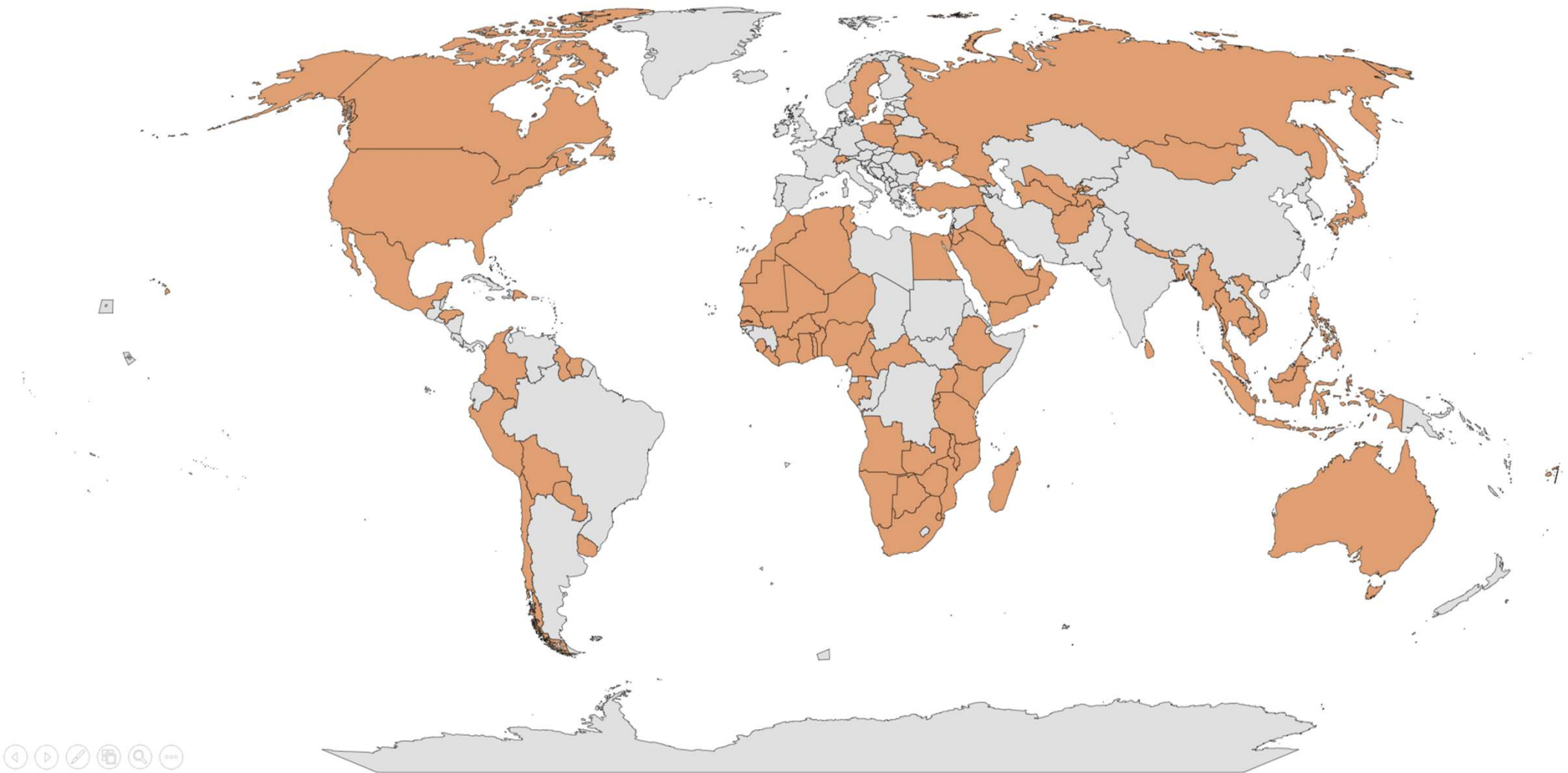
# Benefits of PEPC

- **Facilitates JV's for undertaking large/complex projects:** The Council facilitates requests for joint ventures where a company is looking for a partner for fulfilling the technical/financial criteria to bid for contracts.
- **Regular consultation with Industry:** The Council regularly interacts with industry with a view to gauge the trends in project exports, emerging sectoral opportunities and any issues with a view to facilitate project exports.
- **Capacity Building Programs:** The Council organizes capacity building programs for Project Exporters wherein information on Government schemes, financing, risk mitigation, trade policy, forex management and Rupee Trade Mechanism for Project Exports are provided by speakers from EXIM Bank, ECGC, Management consultants and forex experts. Members of PEPC also share their experiences with existing & aspiring project exporters in these programs.

# Benefits of PEPC

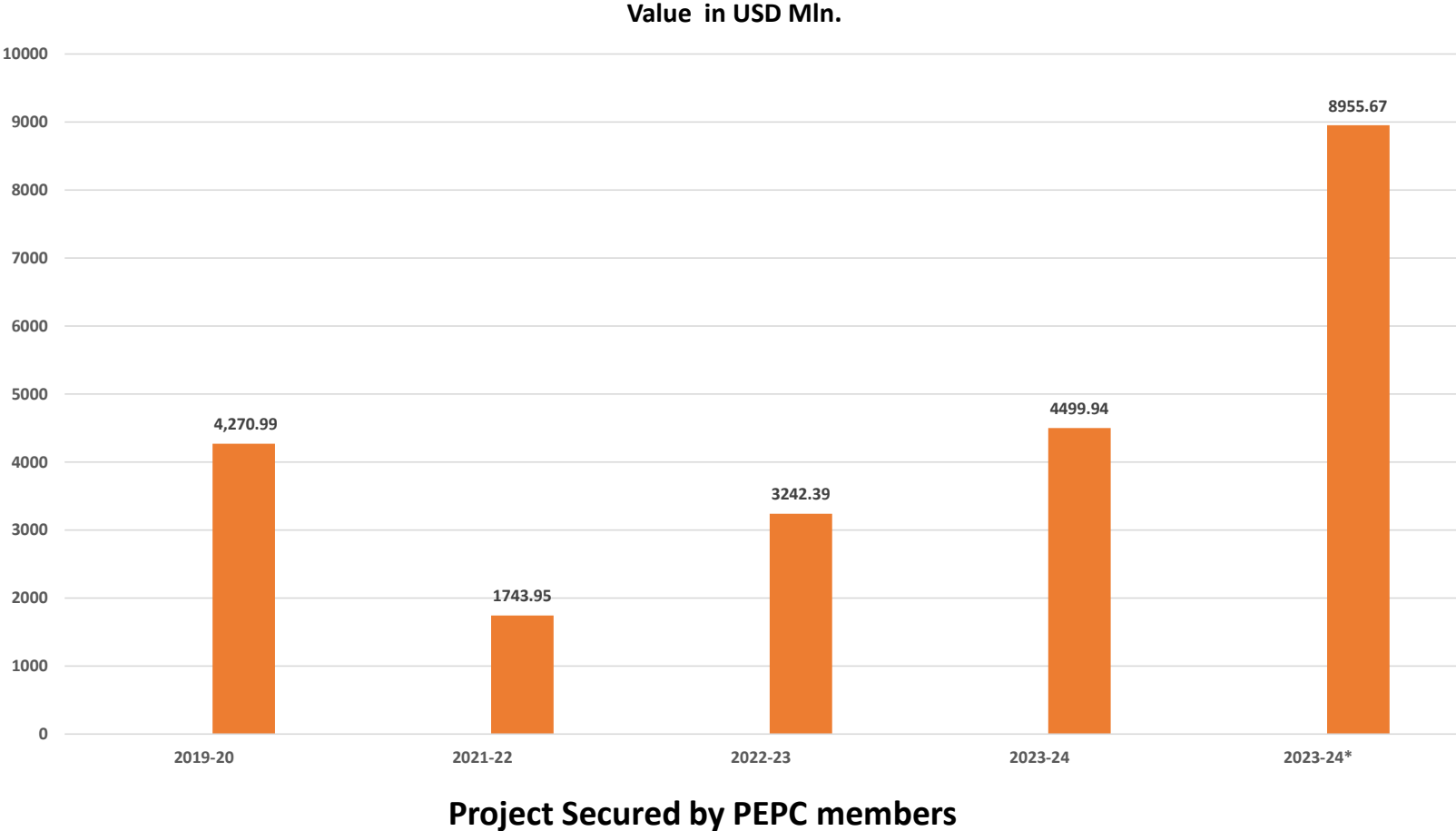
- **Technology updates:** The Council regularly disseminates information on upcoming technologies & processes in construction to help Project Exporters evaluate & consider these technologies/processes for enhancing their overall competitiveness.
- **Webinars:** Organizes various webinars with an objective acquaint the participants with the latest measures of RBI and its impact on the business prospects of Indian Exporters.
- **Interaction with foreign delegations:** Council organizes meetings of member exporters with foreign delegations interested in construction products & services.
- **Council's Website:** The website of the Council is positioned as a portal for Project Exports. It enables member companies to create their business profile. The website also provides platform to Indian companies in Civil Construction/Turnkey Engineering, Consultancy & Project Construction Items/Goods manufacturers to display their capability profile along with their products & services across **31 Main categories and 880 Sub categories**. The website also provides facility to access trade notifications pertaining to Project Exports along with research articles, thereby making it one stop shop for both domestic & international construction fraternity interested in any Indian construction service or product.

## PEPC Members Global Presence (2019-2024)





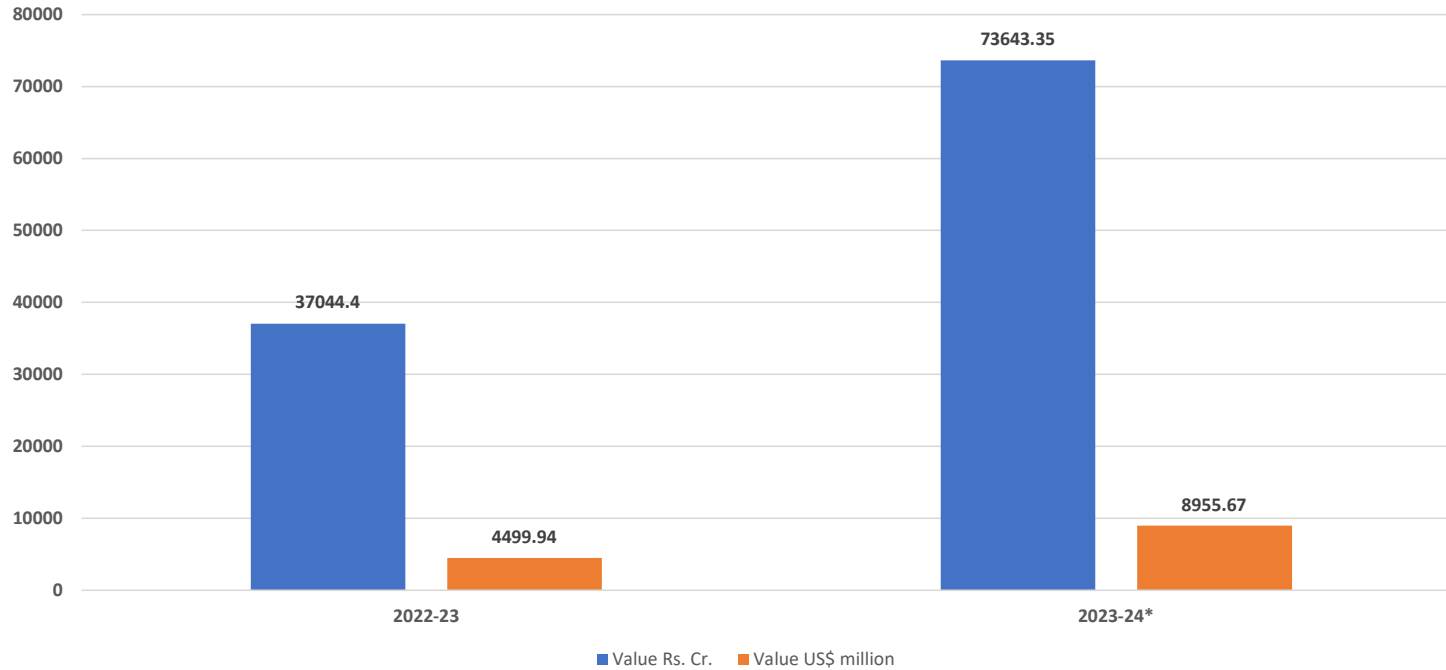
# 5 Years Export Performance (2019 – 2024\*)



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# YoY Comparison



FY	2022-23	2023-24*
Value Rs. Cr.	37,044.40	73643.35
Value US\$ million	4,499.94	8,955.67

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2023-24\* (Exports Data April 2023 – February 2024)

Thank You