



**TELECOM EQUIPMENT & SERVICES  
EXPORT PROMOTION COUNCIL  
ANNUAL REPORT 2018-19**

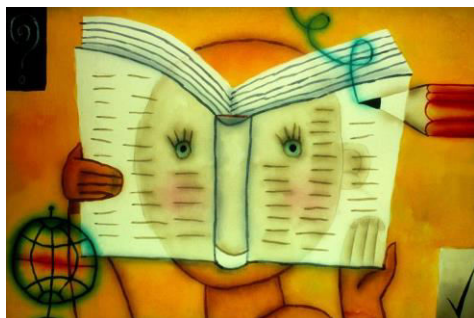


**TEPC**

*Driving Telecom Export*

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# **INTRODUCTION:**

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

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

Gate No.: 5, Ground Floor, Khurshid Lal Bhawan, Janpath, New Delhi -110001

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## **BRIEF PROFILE**



### **Telecom Equipment and Services Export Promotion Council (TEPC)**

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

## **Target**

TEPC envisages meeting the following targets:

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

TEPC as a Council plays a critical role in furtherance of Telecom export from the India and assists its member companies in easy facilitation of their respective exports. The Council caters to the complete Telecom Ecosystem including Telecom Hardware Manufacturers, Telecom Service Providers, Telecom Software Vendors and Consultants. Export promotion continues to be a major thrust area for the Government. In a view of the prevailing macro-economic situation, Government emphasis is on exports promotion activities and to facilitate it, various measures are being undertaken through Market Access Initiative Schemes from the Department of Commerce, Ministry of Commerce & Industry India to support the various export.

TEPC has been working with the entire eco-system of Indian telecom exporters as well as various departments of Government of India to deliver and create end-to-end telecom solutions. Keeping in mind the caliber of Indian Manufactures and demand of developing countries, TEPC felicitates various projects in the field of Telecom Digital connectivity. TEPC has invited its members for consortium approach to provide a platform to perform and deliver their respective services to clients outside India. It will also help in sharing the individual expertise of the members and promote the Telecom equipment & services from India to the developing world.

## **LIST OF VERTICALS COVERED UNDER TEPC UMBRELLA**

<p>Access Network</p> <p>Antenna</p> <p>Battery &amp; Power Plant</p> <p>Coaxial &amp; Copper Cables</p> <p>Communication/ Radio/ Satellite/ Measurement / Recording Equipment</p> <p>Data Processing Equipments &amp; Services</p> <p>Defence and Police Networks Infrastructure Projects (Telecom: For Power, Irrigation, USOF, Broadband)</p> <p>ICT Software (Information &amp; Communication Technology)</p> <p>Mobile Network Equipment</p> <p>Mobile Towers/ Masts used in Communication Networks</p> <p>Networks &amp; Communication (M2M Communication Networks and Devices including Smart City Networking)</p> <p>Optical Fibre Cable</p> <p>Optical Fibre Cable Accessories</p>	<p>Solar Gadgets used in Communication Networks</p> <p>Subscriber End Equipment/ Phone/ Mobile Handsets</p> <p>Switching Network Equipment</p> <p>Technical Audit of Service Providers' Networks</p> <p>Technology Transfer based on Indian R&amp;D</p> <p>Telecom Applications (Web Based, Mobile Applications, Customized Software solutions for communication needs)</p> <p>Telecom Consultancy</p> <p>Telecom Services (Licensees: Wireline/ Wireless Voice, Data/ Broadband, Internet, Value Added Services, Infrastructure)</p> <p>Telecom Software (Internet &amp; e-Commerce Services, e-Health)</p> <p>Telecom Training &amp; Skill development</p> <p>Telecom Training (including Educational Software, Skill Development, e-learning, Network Technical, Telecom Regulatory)</p> <p>Transmission Equipment</p>
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- TEPC shall continue to promote telecom exports from India
  - Promote and accentuate Telecom Exports from India.
  - Create a healthy environment for growth of Telecom Ecosystem including manufacturing & Services Sector in India.
  - Encourage both private and overseas Investments in India under Foreign Direct Investment.
  - Encourage Strategic Alliances, MOUs, and technical/Financial collaborations to boost trade.
  - Support local IPRs & R&D activities for Design in India and making of World Class telecom products.
-

## **MESSAGE FROM TEPC CHAIRMAN**



**Mr. Shyamal Ghosh (IAS, Retd.)**

### **Chairman, TEPC**

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

Today India offers some of the most attractive incentives for electronics, information technology & telecom products with a focus on R&D and IPR creation and an evolving framework for product standards. Indian manufacturers can make significant strides in exports of telecom products to several countries especially in emerging markets if they produce telecom products of world-class quality which are globally competitive on technology and price. Having a large, young, skilled manpower is another of our strengths. Various flagship programmers of the Government of India like Make in India, Digital India & Skilling India will further help this cause.

TEPC can play an increasingly important role in helping the Government in formulation of appropriate policies by making recommendations on strengthening domestic product development and manufacturing and creation of an environment conducive for increasing exports of telecom equipment & services. TEPC should strive to provide a formidable platform to its members for increasing their exports business by various promotional activities such as participation in international exhibitions, setting up of highly-focused “international B2B” meets in India & abroad and establishing trade links abroad. We also need to use the resources of our embassies more effectively. I dream of a day, not very far in the future, when Indian telecom products will, through innovative efforts of our domestic industry, be recognized as the best in class, and Indian telecom and electronics brands will be sold across the world and stand for impeccable quality and enduring trust of consumers. With focus and determination, TEPC has the potential of being in the vanguard of this effort.

## **MESSAGE FROM TEPC DIRECTOR GENERAL**



***Rakesh Kumar Bhatnagar***

***Director General, TEPC***

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

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

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

TEPC can play an increasingly important role in helping the Government in formulation of appropriate policies by making recommendations on strengthening of domestic product development and manufacturing and creation of an environment conducive for increasing exports of telecom equipment & services. TEPC provides a formidable platform to its members for increasing their exports business by various promotional activities such as participation in international exhibitions, setting up of highly-focused “international B2B” meets in India & abroad and establishing trade links abroad. We are using the resources of our embassies more effectively for export initiatives.



## TEPC GOVERNING COUNCIL 2019-2021

### TEPC Chairman



**Mr. Shyamal Ghosh (IAS Retd.)**  
Chairman, TEPC

### TEPC CO-CHAIRMAN



**Mr. Sandeep Aggarwal**  
Paramount Communications Ltd.

### TEPC VICE CHAIRMAN



**Mr. Rajiv Mehrotra**  
Vihaan Networks Limited

### Newly Elected Governing Council is as follows:



**Mr. Sanjeev Kakkar**  
Shyam Telecom Ltd.



**Ms. Swati Rangachari**  
Sterlite Technologies



**Mr. Rajesh Tulli**  
Coral Telecom



**Mr. Ravi Prakash Gandhi**  
Bharti Airtel Ltd.



**Mr. Rajiv Mahajan Kumar**  
Tejas Networks



**Mr. Parag Balwant Naik**  
Saankhya Labs



**Mr. Rajiv Kumar Aggarwal**  
Fibcom India Ltd.

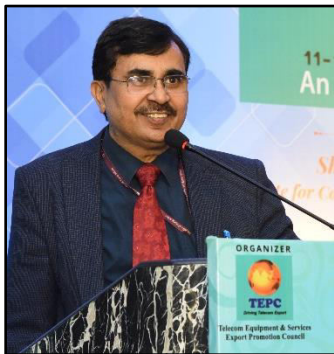


**Mr. Kamender**  
TCIL

## **Government Nominated Members:**



**Shri Amit Yadav**  
**Jt. Secy.(Telecom.) Department of Telecommunications**



**Shri R.K.Pathak**  
**DDG(IC), Department of Telecommunications**



**Ms. Vinod Kotwal**  
**DDG(FIPP), Department of Telecommunications**



## **DIGNITARIES OF INDIA'S TELECOM INDUSTRY**



### **About Hon'ble Minister, Shri Manoj Sinha**

Union Minister of Communication (Independent Charge) and Minister of State for Railways Manoj Sinha is a civil engineer from IIT BHU. Given its criticality to the future of India's digital economy, his 5G mobile strategy is to contribute actively in developing a common set of standards and facilitate international engagement to try to keep India at the forefront of 5G innovation.

Hon'ble Minister, Shri Manoj Sinha in October 2018 during India Mobile Congress announced that the Indian Telecom industry will rollout one million WiFi hotspots in the country by December 2019, which is another step towards the digital empowerment of the nation. Bharat wi-Fi, a country -wide common inter operable platform of one million Wi-Fi Hotspots, owned and operated by Telecom Service providers, Internet Service providers and virtual Network Operators will be rolled out across the country. This initiative allows consumers to access Wi-Fi Hotspots of any of the partnering operators.



### **About Smt. Aruna Sundararajan**

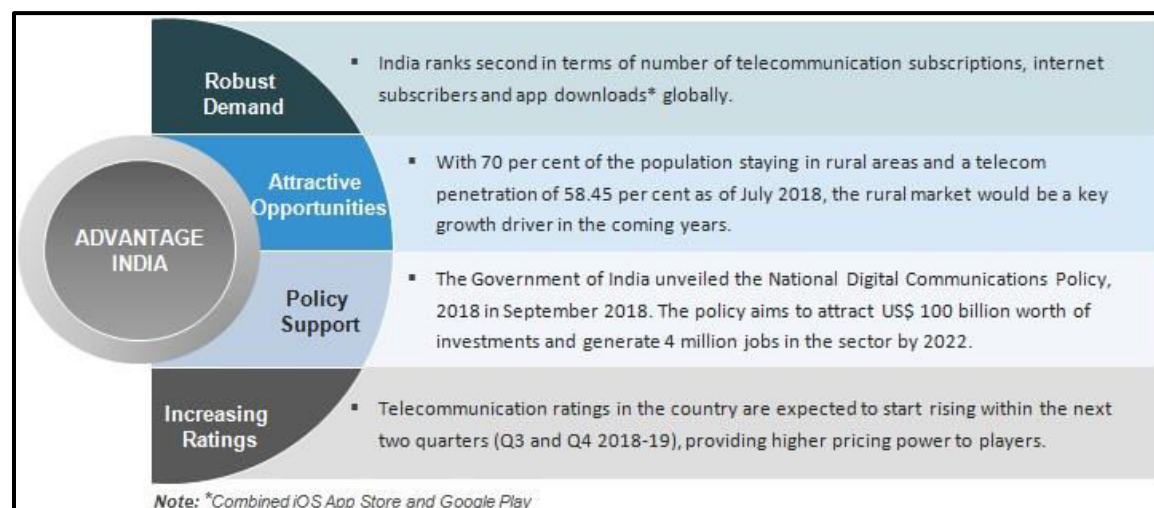
Smt. Aruna Sundararajan is India's Telecom Secretary and Chairman of the Telecom Commission. She is spearheading the rapid growth of telecommunications, which is the basic underlying platform for comprehensive development of the country. Smt Sundararajan is also steering the development of the National Telecom Policy 2018, and the implementation of BharatNet, world's largest rural broadband connectivity programme, which aims to connect 2.5 lakh gram panchayats with high-speed broadband by March 2019.

According to her, the industry-government alliance could help the country attract investment worth \$100 billion by 2022. "It is estimated that India will require \$100 billion of investment by 2022, and we are working towards it. The government, according to the telecom secretary, aims to help India become a \$1-trillion economy in the next five years. She said DoT had taken several steps that led to key reforms in the sector. These include doubling of infrastructure, including fibre and base transceiver stations, declaring universal right of way (RoW) policy, allowing 650 MHz of spectrum for Wi-Fi services, public data office (PDO) framework and removal of cascading taxation from MVNO (mobile virtual network).

#### **(Sources:**

[http://economictimes.indiatimes.com/articleshow/66371555.cms?from=mdr&utm\\_source=contentofinterest&utm\\_medium=text&utm\\_campaign=cppst](http://economictimes.indiatimes.com/articleshow/66371555.cms?from=mdr&utm_source=contentofinterest&utm_medium=text&utm_campaign=cppst) , <http://www.convergenceindia.org/26th-Convergence-India-2018-and-2nd-IoT-India-expo-2018-Press-Release-Feb-2018.html> , <http://www.indiantelevision.com/television/tv-channels/news-broadcasting/hon-ble-telecom-minister-shri-manoj-sinha-inaugurates-the-india-mobile-congress-2018-181025>)

## **INDIA TELECOM SECTOR AT GLANCE:**



Having surpassed 119 crore subscribers in September 2018, the Indian wireless industry is now the second largest in the world by number of subscribers and ranks second in terms of total internet users. Over the past couple of years, the Indian telecom industry has been going through a paradigm shift from a voice-centric market to a data-centric market.

India is currently the world's second-largest telecommunications market with a subscriber base of 1.20 billion and has registered strong growth in the past decade and half. The Indian mobile economy is growing rapidly and will contribute substantially to India's Gross Domestic Product (GDP), according to report prepared by GSM Association (GSMA) in collaboration with the Boston Consulting Group (BCG). As of January 2019, India has witnessed a 165 per cent growth in app downloads in the past two years.

Indian telecom industry underwent a high pace of market liberalization and growth since the 1990s and now has become the world's most competitive and one of the fastest growing telecom markets. Telecommunication has supported the socioeconomic development of India and has played a significant role to narrow down the rural-urban digital divide to some extent. The rapid strides in the telecom sector are facilitated by liberal policies of the Government that provides easy market access for telecom equipment and a fair regulatory framework for offering telecom services to the Indian consumers at affordable prices.

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

(Source: TRAI, IBEF.

[http://economictimes.indiatimes.com/articleshow/67307635.cms?utm\\_source=contentofinterest&utm\\_medium=text&utm\\_campaign=cppst](http://economictimes.indiatimes.com/articleshow/67307635.cms?utm_source=contentofinterest&utm_medium=text&utm_campaign=cppst))

## INDIA TELECOM STATISTICS

### Subscription Data

The number of telephone subscribers in India increased from 1,203.77 million at the end of Jan-19 to 1,205.40 million at the end of Feb-19, thereby showing a monthly growth rate of 0.14%. The urban subscription increased from 672.91 million at the end of Jan-19 to 675.24 million at the end of Feb-19, however, the rural subscription declined from 530.86 million to 530.16 million during the same period.

### Highlights of Telecom Subscription Data as available till 28<sup>th</sup> February 2019

<b>Highlights of Telecom Subscription Data as on 28<sup>th</sup> February, 2019</b>			
<b>Particulars</b>	<b>Wireless</b>	<b>Wireline</b>	<b>Total (Wireless+ Wireline)</b>
<b>Total Telephone Subscribers</b> (Million)	<b>1183.68</b>	<b>21.72</b>	<b>1205.40</b>
Net Addition in February, 2019 (Million)	1.71	-0.08	1.63
Monthly Growth Rate	0.14%	-0.36%	0.14%
<b>Urban Telephone Subscribers</b> (Million)	<b>656.57</b>	<b>18.67</b>	<b>675.24</b>
Net Addition in February, 2019 (Million)	2.38	-0.05	2.33
Monthly Growth Rate	0.36%	-0.25%	0.35%
<b>Rural Telephone Subscribers</b> (Million)	<b>527.11</b>	<b>3.05</b>	<b>530.16</b>
Net Addition in February, 2019 (Million)	-0.67	-0.03	-0.70
Monthly Growth Rate	-0.13%	-1.00%	-0.13%
<b>Overall Tele-density*(%)</b>	<b>90.20</b>	<b>1.65</b>	<b>91.86</b>
Urban Tele-density*(%)	157.18	4.47	161.65
Rural Tele-density*(%)	58.93	0.34	59.27
Share of Urban Subscribers	55.47%	85.95%	56.02%
Share of Rural Subscribers	44.53%	14.05%	43.98%
<b>Broadband Subscribers</b> (Million)	<b>531.95</b>	<b>18.29</b>	<b>550.24</b>

(Source: TRAI)

## TELECOM EQUIPMENT EXPORTS:

	<b><u>EXPORT IN INR</u></b>			
Category	2015-16	2016-17	2017-18	2018-19 (TILL JAN 2019)
MOBILE	14,772,127,739	11,486,044,742	13,672,048,350	82,142,270,355
Telegraphic Apparatus	32,804,117,866	36,491,327,010	61,477,859,145	61,479,032,232
Parts of Telephonic /Telegraphic Apparatus	22,330,755,124	35,475,073,557	16,662,142,431	14,186,219,092
TELECOM CABLES	33,754,552,687	37,353,940,447	44,478,851,949	40,747,260,410
	<b>103662M</b>	<b>120806M</b>	<b>136291M</b>	<b>198555M</b>

(Source: DGCIS)

	<b><u>IMPORT IN INR</u></b>			
Category	2015-16	2016-17	2017-18	2018-19
MOBILE	394,031,458,252	254,092,636,768	227,878,733,013	105,695,770,739
Telegraphic Apparatus	288,916,471,053	369,353,001,073	434,653,611,653	445,746,683,907
Parts of Telephonic /Telegraphic Apparatus	331,266,411,345	498,886,170,031	745,274,483,774	537,731,804,237
TELECOM CABLES	39,991,786,057	38,877,107,991	49,274,720,318	56,314,983,307
	<b>1054206M</b>	<b>1161209M</b>	<b>1457082M</b>	<b>1145489M</b>

## FDI IN TELECOM SECTOR



FDI in the telecom sector has jumped nearly five times in the last 3 years. The government has already increased FDI in the telecom space to 100% and the sector is witnessing steadily growth since then. The government is aiming the commercial rollout of fifth-generation or 5G services by the end of 2020. The newer technology is also expected to bring in potential investment in the country with an array of multinational expressing interest in the enterprise applications and utility services.

(Source:

[https://economictimes.indiatimes.com/articleshow/65949308.cms?utm\\_source=contentofinterest&utm\\_medium=text&utm\\_campaign=cpps](https://economictimes.indiatimes.com/articleshow/65949308.cms?utm_source=contentofinterest&utm_medium=text&utm_campaign=cpps)  
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## SECTORS ATTRACTING HIGHEST FDI EQUITY INFLOWS: (April – December 2018)

Amount in Crores (USD in Million)

Ranks	Sector	2016-17 (April – March )	2017-18 (April,17– March ,18)	2018-19 (April,18– December,18)	Cumulative Inflows (April, 00 - December, 18)	% age to total Inflows (In terms of US\$)
1.	SERVICES SECTOR **	58,214 (8,684)	43,249 (6,709)	45,770 (6,587)	398,161 (71,579)	17%
2.	COMPUTER SOFTWARE & HARDWARE	24,605 (3,652)	39,670 (6,153)	35,309 (4,996)	211,768 (35,819)	9%
3	TELECOMMUNICATIONS	37,435 (5,564)	39,748 (6,212)	15,727 (2,292)	185,639 (32,450)	8%
4.	CONSTRUCTION DEVELOPMENT: Townships, housing, built-up infrastructure and construction- development projects	703 (105)	3,472 (540)	543 (77)	118,654 (24,910)	6%
5.	TRADING	15,721 (2,338)	28,078 (4,348)	20,945 (3,035)	133,580 (21,594)	5%
6.	AUTOMOBILE INDUSTRY	10,824 (1,609)	13,461 (2,090)	14,504 (2,083)	120,184 (20,846)	5%
7.	CHEMICALS (OTHER THAN FERTILIZERS)	9,397 (1,393)	8,425 (1,308)	12,528 (1,817)	89,905 (16,418)	4%
8.	DRUGS & PHARMACEUTICALS	5,723 (857)	6,502 (1,010)	1,502 (218)	83,824 (15,934)	4%
9.	CONSTRUCTION (INFRASTRUCTURE) ACTIVITIES	12,478 (1,861)	17,571 (2,730)	12,862 (1,826)	90,808 (14,373)	4%
10.	POWER	7,473 (1,113)	10,473 (1,621)	6,647 (1,008)	77,206 (14,218)	3%

(SOURCE: DIPPI)

## ACTIVITIES & SERVICES

### ACTIVITIES

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

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

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

TEPC (Telecom Equipment and Services Export Promotion Council) has submitted projects for digital connectivity in Vietnam Similar proposals have also been sent to other ASEAN countries by TEPC. The proposal encompasses intra-country digital connectivity, including training and inter-country digital connectivity. TEPC prepared and submitted Project Proposals for ASEAN Countries that Indian Telecom Industry as TEPC Consortium can work out with Telecom Sector. Actual Projects will be based on 'REQUESTS Received' from the requesting country based on its 'DIGITAL CONNECTIVITY' requirements.

### PROJECTS



1. Providing GSM & Broadband Internet Services for say 1000 Remote Villages/ Islands (SOLAR POWERED 33 DIGITAL VILLAGE) in each country.
2. Design and Construction of a nation-wide optical fiber network for delivering ubiquitous broadband and voice connectivity across country.
3. Deployment of Indian R&D Technology Products covering GPON and other components.
4. Telecom Training Centre: Mobile Network Training Modules with equipped Labs; OFC & SDH Network Training Modules with equipped Labs; Telecom Policy and Regulatory Training
5. Projects on e-Health & e-Education
6. Projects to provide Secured Communication System for Disaster Management
7. Establishment of Internet Exchanges.
8. Satellite-based Networks for connecting inaccessible areas
9. e-Governance Projects - Setting up of Govt. Data Centers, Land Records Digitization & other G2G and G2C Services, Trace and Track Technology for Security related applications, Resource Mapping using GIS, e-tendering Platform & Security and Surveillance solutions
10. Electronic Voting Management System
11. Defense and Police Communication Network Systems.
12. Smart City Project implementations
13. Projects with IoT and M2M Solutions

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

## **SERVICES**

- To promote and accentuate Telecom Exports from India.
  - To create a healthy environment for growth of Telecom Ecosystem including Manufacturing & Services Sector in India.
  - To encourage both private overseas Investments.
  - To encourage Strategic Alliances, MOUs, Consortium of TEPC members for end to end connectivity projects to boost trade.
  - Provides RCMC to Member Exporters
  - Act as a link between Exporters and Department of Commerce to share their concern and views with each other.
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## **TEPC INITIATIVES & ACHEIVEMENTS**

**TEPC has submitted its inputs and suggestions on following:**

- GST
- PMA
- National Telecom Policy (NTP)
- Pre Budget-Proposal 2019-20
- TEPC Director General gave interview on “Why does India struggle with 4G. He shared his views and experience on connection issues.
- Mr. Shyamal Ghosh, Chairman, TEPC was a panelist in session on “Make from India - India means Business” at the India Mobile Congress 2018, Aerocity Delhi.

- Department of Telecommunications organised a workshop on 27.11.2018 (Tuesday) at Jacaranda Hall, India Habitat Center, New Delhi on "Public Procurement of Telecom Products and Services" with a view to familiarize the stakeholders, especially procuring entities, and ensure their compliance with this progressive policy of the Government. Participants were being invited from relevant Ministries/Departments, PSUs, Industry Associations and companies in telecom manufacturing space. TEPC as an association of telecom manufacturers/suppliers and is very much concerned with the implementation of PPP-MII Order, was knowledge partner for this workshop. TEPC members also participated in this workshop.
- Rakesh Kumar Bhatnagar, Director General TEPC gave interview on Security Network Issues.
- Mr. Rakesh Kumar Bhatnagar, Director General TEPC along with few members joined Indian delegation to Cambodia led by Department of Telecommunications. During the visit, High level meetings were planned for discussion on bilateral collaboration activities including Telecom projects. DOT Signed an MOU with Government of Cambodia.

### **ACHIEVEMENTS DURING TEPC'S FLAGSHIP EVENT INDIA TELECOM:**

**CDOT** signed MOU with Nigeria in the presence of Hon'ble Minister, MOC(I/C) and Nigerian Team visited CDOT Labs and detailed discussions were held.

Hon'ble Minister for Communication/IT -BURUNDI along with the team visited CDOT Labs and detailed discussions were held. Burundi Backbone system would like to sign an MOU with CDOT.

**CDOT** held discussion with CEO& CTO of CANAR TELECOMMUNICATION-SUDAN and NDA/MOU signing process is under Progress.

**C-DOT** had a business meeting with delegates from Indonesia including National Police Commission Board Members, senior Govt officers and Industry representative during India Telecom 2019 at Shangri La Hotel, New Delhi.

Hon'ble Minister Secretary of State, Cambodia along with the team visited CDOT Campus on 13th February 2019 and they showed a great deal of interest in C-DOT technologies. MoU is a distinctive possibility in the future and Cambodian Delegation was keen in co-operation and taking C-DOT technologies.

Mr. Omar Mansoor Ansari, President of M/s TECHNATION, Kabul Afghanistan visited C-DOT on 13TH February 2019 and after wide range of talks on C-DOT technologies, wanted its implementation in Afghanistan and invited visit of C-Dot to their country

**XS Infosol** signed 2 MOUS during the event one with MTECH, Kenya and other with Sarwin, Iran. Foreign delegates visited to VNL facilities (Karenda Digital Village and manufacturing unit, Manesar) and was impressed to see technologies offered by them. Somalia delegates signed a long-term training MOU with ALTTC of BSNL.

**Tejas Networks** had an impressive show at India Telecom 2019 organized by TEPC in New Delhi. The company showcased its complete portfolio of carrier-grade optical and data networking products ranging from GPON/Ethernet based optical access equipment for Fiber-to-the-Home (FTTH) applications to sophisticated DWDM/OTN/PTN platforms for building terabit-scale national backbone networks. They expect over 75% of participants who visited them are likely to purchase their products and services in the coming year. In fact, they signed an MOU with an African customer for buying nearly US \$1 Million of our optical transmission products, for which they expect to receive a purchase order during the current quarter itself. Many more orders are under discussion with them.

## **TEPC PARTICIPATION IN EVENTS 2018-19**

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

During the year 2018, TEPC organized/participated in the following events/ exhibitions in India as well as abroad:

### **INDO AFRICA ICT EXPO 2018**

Telecom Equipment & Services Export Promotion Council (TEPC) organized 4th edition of Indo –Africa ICT Expo 2018 in conjunction with IT & Telecom Summit from 22-23 May 2018 at Eko Hotel & Convention Centre, Lagos, Nigeria with support from Department of Commerce, Department of Telecommunications, Government of India, and NASSCOM. This event was subsidized under MAI scheme of Department of Commerce, Government of India.

India is the largest trading partner of Nigeria and Nigeria is India's largest trading partner in Africa. Indian owned/operated companies are the 2nd largest employer in Nigeria after the Federal Republic of Nigeria. More than 100 Indian companies are estimated to have footprints in Nigeria, e.g., Bharti Airtel, Tata, Bajaj Auto, Birla Group, Kirloskar, Mahindra, Ashok Leyland, etc.

Hon'ble Minister of Communications, Government of Nigeria extended his full support to make event successful. This event provided an excellent platform for participating Indian and African companies to

showcase ICT products and services on offer and how they can support each other through close co-operation and mutual-benefit.

TEPC along with NASSCOM took more than 50 ICT companies from India and Nigerian companies also shown good participation. Event witnessed around 1500 visitors. This event provided wider opportunities for African and Indian companies to stand out with their distinctive products through exhibition and networking activities and a platform to establish strategic partnerships among key players of the ICT ecosystem



### **COMMUNICASIA 2018, SINGAPORE**

Indian telecom stakeholders are exploring the telecom markets in different countries and Singapore is one of the major markets for Indian companies to access ASEAN markets. TEPC along with NASSCOM members participated in CommunicAsia 2018, Singapore from 26<sup>th</sup> June – 28th June 2018.

TEPC booked space of 186 sqm in CommunicAsia 2018 at B1 Level and at Level 5 under Market Access Initiative (MAI) scheme of Department of Commerce and took around 25 companies.

TEPC India Pavilion at CommunicAsia 2018 was inaugurated by Mr. S Jayaprahasam, First Secretary. (Commerce). He was happy to see participation from India at large scale.



### **INDIA ASEAN ICT 2018 EXPO HANOI, VIETNAM**

TEPC jointly organized India ASEAN ICT 2018 Expo in Hanoi alongside Vietnam ICT Investment Forum organized by Ministry of Information & Communication, Vietnam, creating a bigger platform in support of

ICT industries of both the countries. The event was organized with NASSCOM as co-organisator and supported by Department of Telecommunications & Department of Commerce.

With a view to extend more areas of cooperation including Digital Connectivity and ICT sectors and further strengthen trade and business relations between India and other ASEAN countries, this event was organised.



### **GITEX 2018 DUBAI**

TEPC participated in GITEX 2018 scheduled from 14<sup>th</sup>-18<sup>th</sup> October 2018 in Dubai. TEPC built TEPC-India Pavilion in GITEX Technology Week 2018. The event was being organized under MAI scheme of Department of Commerce, Ministry of Commerce & Industry. This was a good opportunity for our members to showcase their products and technology solutions in the exhibitions and excellent opportunity for interaction with the foreign buyers. TEPC pavilion was inaugurated by H.E. Mr. Vipul, The Consul General of India in Dubai.



### **INDIA TELECOM 2019, 11-12 February 2019**



**Telecom Equipment & Services Export Promotion Council (TEPC)** organized 11<sup>th</sup> [India Telecom 2019- An Exclusive International Business Expo](#) on 11<sup>th</sup>-12<sup>th</sup> February 2019 at Shangri La Hotel, New Delhi under MAI scheme of Department of Commerce, Ministry of Commerce & Industry. 145 delegates from 34 countries attended the event. EXPO part of India Telecom 2019 was inaugurated by Shri Suresh Prabhu, Hon'ble Minister Commerce and Industry & Civil Aviation while Conference session was inaugurated by Shri Manoj Sinha, Hon'ble MOS Communications (IC) & Railways.

India, with its stellar track record in building affordable and innovative technologies, would be keen to partner with nations looking for scalable and low-cost communication solutions, **Commerce and Industry Minister Suresh Prabhu stated**. Terming communications technology as "all pervasive", the minister said that it had brought people on the same platform on a real time basis.

During his special address, **Shri Manoj Sinha, Hon'ble MOS Communications (IC) & Railways highlighted the export potential of telecom sector**. He appreciated the efforts and innovation being made by Indian manufacturers to showcase India at a large International level. He also stated that India had proven its capabilities in ICT Sector as a preferred destination for services and outsourced R&D.

**Department of Telecommunication Secretary** Mrs. Aruna Sundarajan shared her valuable experience and knowledge with all the delegates present at the event.

Recently we have announced our new Digital Communication Policy 2018. TEPC members are extending support for the broadband initiatives in rural areas as part of BharatNet activities in rural areas and Government expects active support would continue for similar projects under the new policy.

Commerce Secretary said that Telecom equipment is increasingly being differentiated by design and software in which India has very strong and proven capabilities.

**Mr. Shyamal Ghosh Chairman, TEPC** highlighted India's ability in frugal innovation to develop world-class telecom equipment that was helping operators to offer services at very low costs. He expressed satisfaction that Indian companies were increasing the exports of telecom equipment and services. He stressed the need to build long-term partnerships between overseas buyers and Indian companies, keeping in view the continuous technological changes happening in telecom sector. **Cambodia, Burundi** Ministers also graced the event and shared valuable inputs on the India's trade relation and scope of Line of Credit projects with their respective countries







## **Mobile World Congress 2019, 25-28 February 2019**

TEPC participated in Mobile World Congress 2019, 25<sup>th</sup> February -28<sup>th</sup> February 2019, Barcelona, Spain. The event was organized under the subsidy of MAI scheme of Ministry of Commerce.

TEPC provided Pod Space to Technology Providers mostly SMEs. More than 25 companies participated with TEPC. Chairman, TEPC, Shri Shyamal Ghosh is leading the TEPC member delegation. Mr. Anshu Prakash, Additional Secretary, Department of Telecom Government of India and Mr. Sanjay Verma Ambassador Embassy of India, Madrid Inaugurated India Pavillion at Mobile World Congress 2019 Barcelona.





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