

**Telecom Equipment & Services Export Promotion Council**  
**(TEPC)**



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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.



***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.

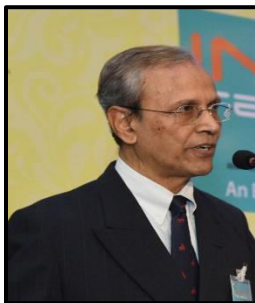
He is providing inputs to the Government and industry on initiatives in support of growth of domestic manufacturing, increase in exports, budget formulation support, National Telecom policy, projects on Smart cities, Development Projects and Line of Credit Projects covering ASEAN, SAARC, AFRICA, and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



**Mr. Parag Balwant Naik**  
Saankhya Labs



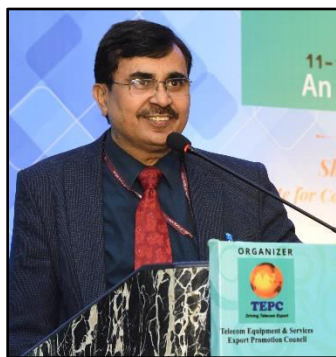
**Mr. Rajiv Kumar Aggarwal**  
Fibcom India Ltd.



**Mr. Kamender Kumar**  
TCIL

### Government Nominated Members:

**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**





**Shri Piyush Goyal**

Minister of Railways and Minister of Commerce & Industry in the Government of India



**Shri Ravi Shankar Prasad**

Minister for Communications, Electronics & Information Technology and Law & Justice, Government of India.



**Shri Hardeep Singh Puri**

Minister of State Commerce and Industry



**Shri Dhotre Sanjay Shamrao**

Minister of State for Communications, Electronics & Information Technology and Human Resource Development Government of India



**Shri Som Parkash**

Minister of State Commerce and Industry



**Shri Anshu Prakash**

Chairman DCC & Secretary(T)



**Dr. Anup Wadhawan**

Commerce Secretary

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

The Indian telecom sector is one of the most critical segments in India's growth story – connecting billions of Indians and nurturing many entrepreneurial dreams. Over the past years, the Indian telecom market has witnessed overwhelming growth. The increased network coverage, healthy competition, and cost centric offerings from various providers have served as the catalyst to the growing demand for telecom services in the country. Today, India stands strong as one of the world's fastest growing telecom markets with a user base crossing more than 1.2 billion subscribers with a CAGR of 17.44 percent. India is also the second largest smartphone market and is expected to have almost 1 billion unique mobile subscribers by 2020.

The development of a telecom infrastructure is critical to the growth of the nation and there is no doubt that India has made significant progress. There is still a lot to achieve and government support including tax benefits and recognizing telecom infrastructure as an essential infrastructure will go a long way in making India as one of the fastest, strongest, and most affordable telecom market.

(Source: <https://www.communicationstoday.co.in/services/the-changing-face-of-the-indian-telecom-sector/>)

## INDIA TELECOM STATISTICS

### Subscription Data

- The number of telephone subscribers in India increased from 1,189.28 million at the end of Jul-19 to 1,191.81 million at the end of Aug-19, thereby showing a monthly growth rate of 0.21%. The Urban subscription increased from 678.02 million at the end of Jul-19 to 680.80 million at the end of Aug-19, however the rural subscription declined from 511.25 million to 511.02 million during the same period. The monthly growth rates of urban and rural subscription were 0.41% and -0.05% respectively during the month of Aug-19.

### Highlights of Telecom Subscription Data as available till November 2019

Particulars	Wireless	Wireline	Total (Wireless+ Wireline)
<b>Total Telephone Subscribers (Million)</b>	<b>1154.59</b>	<b>21.29</b>	<b>1175.88</b>
Net Addition in November, 2019 (Million)	-28.82	-0.16	-28.97
Monthly Growth Rate	-2.43%	-0.73%	-2.40%
<b>Urban Telephone Subscribers (Million)</b>	<b>647.33</b>	<b>18.66</b>	<b>665.99</b>
Net Addition in November, 2019 (Million)	-15.59	-0.11	-15.70
Monthly Growth Rate	-2.35%	-0.58%	-2.30%
<b>Rural Telephone Subscribers (Million)</b>	<b>507.26</b>	<b>2.63</b>	<b>509.89</b>
Net Addition in November, 2019 (Million)	-13.22	-0.05	-13.27
Monthly Growth Rate	-2.54%	-1.81%	-2.54%
<b>Overall Tele-density*(%)</b>	<b>87.29</b>	<b>1.61</b>	<b>88.90</b>
Urban Tele-density*(%)	152.92	4.41	157.33
Rural Tele-density*(%)	56.40	0.29	56.69
Share of Urban Subscribers	56.07%	87.63%	56.64%
Share of Rural Subscribers	43.93%	12.37%	43.36%
<b>Broadband Subscribers (Million)</b>	<b>642.14</b>	<b>19.13</b>	<b>661.27</b>

(Source: TRAI)

## EXPORTS:

Category	2016-17	2017-18	2018-19
	In INR	In INR	In INR
<b>MOBILE</b>	<b>11,486,044,742</b>	<b>13,672,048,350</b>	<b>113,959,147,873</b>
<b>Telegraphic Apparatus</b>	<b>36,961,160,689</b>	<b>61,541,892,054</b>	<b>75,732,841,045</b>
<b>Parts of Telephonic /Telegraphic Apparatus</b>	<b>35,475,073,557</b>	<b>16,662,142,431</b>	<b>18,036,813,004</b>
<b>TELECOM CABLES</b>	<b>37,823,774,126</b>	<b>44,542,884,858</b>	<b>50,494,116,015</b>

(Source: DGCIS)

## IMPORTS

Category	2016-17	2017-18	2018-19
	In INR	In INR	In INR
<b>MOBILE</b>	<b>254,092,636,768</b>	<b>227,878,733,013</b>	<b>113,042,451,210</b>
<b>Telegraphic Apparatus</b>	<b>369,908,896,281</b>	<b>435,189,271,336</b>	<b>513,084,858,692</b>
<b>Parts of Telephonic /Telegraphic Apparatus</b>	<b>498,886,170,031</b>	<b>745,274,483,774</b>	<b>609,073,189,638</b>
<b>TELECOM CABLES</b>	<b>39,433,003,199</b>	<b>49,810,380,001</b>	<b>67,756,363,412</b>

(Source: DGCIS)

## **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 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.

### **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.
- 

## **TEPC INITIATIVES & ACHIEVEMENTS**

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

- PMA
- Clause 10D
- Pre- Budget Proposal 2020-21
- Submitted Case Study as to how Mobile Handset segment is experiencing very high rate of growth
- Submitted inputs on Certification for infrastructure and Government Support to promote domestic design and manufacturing
- Submitted Export Strategy plan

## **TEPC PARTICIPATION IN EVENTS 2019-20**

TEPC on regular basis organized various structured promotional events 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 2019, TEPC organized/participated in the following events/ exhibitions in India as well as abroad:

### **INDIA AFRICA ICT EXPO 2019**



The 5th edition of India-Africa ICT Expo took place in Kigali, Rwanda on August 05-06, 2019. This event was collaborative effort of Telecom Equipment and Services Export Promotion Council (TEPC) of India, Department of Telecommunications (DoT), Ministry of Communications, Government of India and the Government of Rwanda. This event was also supported / participated by Ministry of Trade and Industry, Rwanda, Rwanda Development Board (RDB), Rwanda Utilities Regulatory Authority (RURA), Rwanda Information Society Authority (RISA), Rwanda Convention Bureau (RCB), ICT Chamber, National Industrial Research and Development Agency (NIRDA) and ICT fraternity. The event was held under the theme “Accelerating Africa's Digital Transformation Agenda”. With a view to explore African market for ICT sector, Shri Amit Yadav, Joint Secretary, Telecom and R. K. Pathak, DDG(IC) from Government of India along with a 40 business delegates from India attended the Expo.

The India Africa ICT Expo at Rwanda was inaugurated on 5th August, by Hon’ble Prime Minister of Rwanda, Dr. Edouard Ngirente. In the inaugural session, Ms. Paula Ingabire, Minister of ICT and Innovation, Rwanda gave the welcome address. This was followed by address from ministers/Secretary of three African countries namely Mr Mark Botomani, Hon’ble Minister of Information, Civic Education and Communications Technology, Malawi, Mr. Kazembe Kazembe, Hon’ble Minister of ICT, Postal and Courier Services in Zimbabwe and Mr. Guiguemde Jacques Rodrigue, Director General, Digital Industry Development, Burkina Faso. The High Commissioner of India in Rwanda, Mr Oscar Kerketta gave special address during the Expo. Mr Clare Akamanzi, CEO of Rwanda Development Board (a cabinet rank official in Rwanda) gave the closing remarks. During the inaugural session in the presence of Prime Minister of Rwanda a memorandum of Understanding (MoU) was signed between Telecom Equipment Services Export Promotion Council (TEPC) and Smart Africa Alliance (an alliance of 26 African countries). This MoU will give opportunity to the Indian ICT companies to showcase their prowess in Africa through the platforms provided by Smart Africa group. Both parties agreed to establish an action plan to implement the MoU.

## TEPC India Telecom 2019 on sidelines of IMC, Aerocity from 14th -16th October 2019



TEPC had organized India Telecom 2019- Exclusive Buyer Seller Meet from 14-16 October 2019 at Aerocity, New Delhi under MAI scheme of Department of Commerce. The event was organized alongside India Mobile Congress (IMC) such that the invited foreign buyers can meet and network with more Indian manufacturers under one roof. Foreign delegates were invited under the Department of Commerce MAI scheme and Department of Telecom had subsidized the space cost of the exhibition to promote the Make in India initiative of

The event had participation from around 90 buyers from 25+ emerging countries including Afghanistan, Bangladesh, Bhutan, Brazil, Burundi, Egypt, Indonesia, Kenya, Ghana, Mauritius, Mexico, Myanmar, Nepal, Nigeria, Russia, Rwanda, South Africa, Sri Lanka, Sudan, Tajikistan, Uganda, Togo, Turkmenistan, Zimbabwe etc. The event witnessed incredible increase in the number of foreign buyers who participated in the current event as compared to preceding year - an endorsement of the fact that India now produces world-class telecom products.

This platform helped to bring potential buyers from across the globe to interact and finalize business deals after B2B meeting with quality telecom equipment manufacturers and ICT services solution providers from India. Event is likely to lead to development long term business relations.

TEPC is working in support of Hon'ble Indian Prime Minister's Digital India, Design in India and Make in India initiatives. Indian ICT exporters have Indian designs, IPRs can provide end to end Digital Connectivity solutions to suit the requirements of the developing world. the Indian manufacturer.

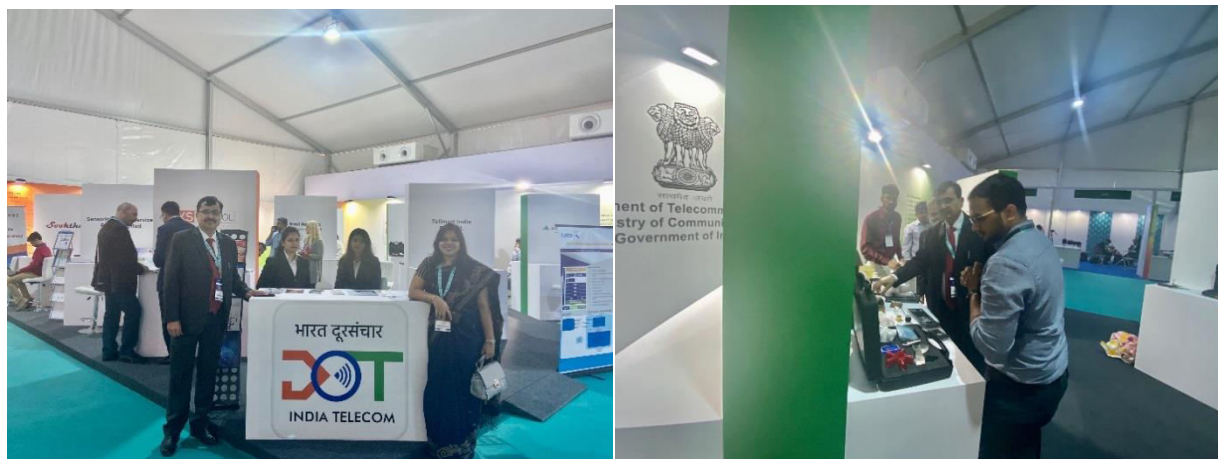






### GES 2019, along with CII & SEPC (November 2019)

TEPC participated in 5th edition of Global Exhibition on Services 26th to 28th November 2019 at Palace Grounds, Bengaluru, Karnataka under subsidy from Department of Telecommunications to promote the start-ups and SME's. The event was organized by Department of Commerce, Ministry of Commerce and Industry, Government of India, in partnership with Services Export Promotion Council (SEPC) and the Confederation of Indian Industry (CII). 18 companies participated in the event with TEPC.



## **ACHIEVEMENTS IN EVENTS CONDUCTED TILL NOW:**

➡ **During India Africa ICT Expo 2019** In presence of their PM, TEPC have signed an MOU with SMART AFRICA, a grouping of 26 African countries at Heads of State level. This is a great achievement resulted after preparation of months and opens better opportunities for Indian ICT industry in 26 countries

➡ **BUSINESS GENERATED DURING INDIA TELECOM 2019** on the sidelines of India Mobile Congress [14-16 OCTOBER 2019 at AERO CITY, New Delhi] by TEPC Members

### **1. TEJAS NETWORKS**

Ø They are in receipt of an order of US \$ 8 Million from one country in Africa Region.

Ø Two more leads which will get converted into orders from an African and one ASIA country with at least US \$ 1 Million each is indicated.

Ø TEJAS has informed preliminary inputs on at least US \$ 10 Million.

### **2. C-DoT**

Ø C-DoT got Best Technology Award during the India Mobile Congress.

Ø They signed an MoU on Technology transfer with BURUNDI delegation.

Ø C-DoT MoU is likely very soon with Zimbabwe, Rwanda and Ghana.

### **3. XSINFOSOL**

Ø an excellent show India Telecom 2019, October Edition.

Ø As a result of the show, we are able to close 3 MoUs and 2 are in progress.

Ø Moreover, they are not only MoU but business is likely to start very soon with these companies.

### **MOUS SIGNED**

- o Africom, Zimbabwe
- o ISATEL, TAJIKISTAN
- o Royal Technologies- TBG, Indonesia

➡ TEPC supported Indian Standardization body TSDSI on their initiatives for support of 5G and M2M Indian standards for the developing world countries and a special session with foreign invited delegates that included Dy. Minister for ICT from Zimbabwe and Cabinet Secretary from Nigeria