

**GOVERNMENT OF INDIA
SMALL SCALE INDUSTRIES
LOK SABHA**

UNSTARRED QUESTION NO:2835
ANSWERED ON:12.12.2006
PERFORMANCE OF NSIC
Vijay Krishna Shri

Will the Minister of SMALL SCALE INDUSTRIES be pleased to state:

- (a): the target set for organising and participation in exhibitions by National Small Industries Corporation Ltd. (NSIC);
- (b): the achievements made in this regard indicating the shortcomings found and steps taken to remove them;
- (c): the locations of the exhibitions organized by NSIC for export promotion during each of the last three years and current year;
- (d): whether any assessment of the impact of such exhibitions has been made;
- (e): if so, the details thereof;
- (f): the database of foreign customers developed after each of such exhibition;
- (g): the details of number of foreign customers that visited exhibitions and the volume of export orders received; and
- (h): the manner in which the Government proposes to evaluate the performance of NSIC in promoting export of SSI sector indicating the steps to improve its overall performance?

Answer

MINISTER OF SMALL SCALE INDUSTRIES & AGRO AND RURAL INDUSTRIES (SHRI MAHABIR PRASAD)

- (a): NSIC was set a target of organizing 22 events (10 exhibitions & 12 buyer-seller meets) and participation in 40 exhibitions during 2005-06.
- (b): NSIC organised 23 events (6 exhibitions and 17 buyer-seller meets) and participated in 40 exhibitions during 2005-06. As such, the targets were met.
- (c): Exhibitions for export promotion have been organised by NSIC at the following locations during the last three years and the current year:

2003-04 2004-05 2005-06 2006-07
(upto Nov., 2006)

Location	Domestic	New Delhi	New Delhi	New Delhi	New Delhi
	International	U.K.	USA	UAE	South Africa
		Germany	Italy	Mauritius	Rwanda
		Mozambique	South Africa	UK	Sri Lanka
		South Africa	Belgium	Germany	Mauritius
		UAE			Mexico

(d): Yes. Sir.

(e): Impact of the exhibitions is assessed on the basis of standard criteria like visitor turn-out, business enquiries generated and the interest shown by the exhibitors to participate in future exhibitions.

(f): NSIC does not maintain database of individual foreign customers visiting the exhibitions. Such details are maintained by the respective exporters participating in the exhibitions.

(g): Number of foreign delegations that visited the exhibitions and the volume of export enquiries generated in the exhibitions during the last three years and the current year are as under:

2003-04 2004-05 2005-06 2006-07
(upto Nov., 2006)

No. of Foreign 20 29 13 29
delegation

Approximate 600 604 575 585
value of export
enquiries (Rs.in
crore)

(h): NSIC promotes exports from the SSI sector by helping SSI units with participation in exhibitions and also organizing buyer-seller meets etc. This constitutes one of the parameters for annual evaluation of NSIC's performance with reference to the Memorandum of Understanding signed between the Government and NSIC. Some of the steps taken to improve the overall performance of NSIC are:

(i) Activities of NSIC have been reoriented and new/additional activities have been undertaken, with corresponding improvement in earnings.

(ii) Steps have been taken to reduce, retrain and redeploy the existing manpower.

(iii) Government has contributed Rs. 65 crore during Tenth Plan to the equity of NSIC to enable it to develop facilities for promotion of marketing of SSI products and undertake various developmental activities. As a result, NSIC has made a net profit of Rs. 1.25 crore at the end of 2005-06, after many years of large losses.