



Comnet
CONSULTANTS

STRUCTURE

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ABOUT US

- Set up in 2005, Comnet Consultants, a strategic business unit (SBU) of Exhibitions India Group (EIG), assists companies wanting to explore new and emerging markets, in India or overseas
- Provides a broad range of advisory services to domestic and international clients
- Works with domestic and international organizations across all industry verticals to provide customized solutions to help them navigate the complexities of the market.

SERVICES

Market Research:

- Customized market assessment
- Market entry strategy
- Regulatory and policy structure
- Local marketing tools
- Market costs - tariffs and duty structure
- Customer profiling
- Competitor analysis
- Market trends
- Location analysis/site selection
- Feedback from industry experts
- Due diligence
- Recommendations
- Insights/strategic advice, etc.

Partner Search:

- Business matching
- Qualified contacts - agent/distributor/representative/wholesaler/customer
- Joint venture partner
- Strategic alliance
- Technology collaboration
- Government departments
- Professional service providers: law firms, chartered accountants, etc.

Other Services:

- Monthly newsletters
- Annual reports
- Local support for inbound trade mission
- Travel and hospitality arrangements
- Trade fair participation
- Media promotion
- Tie ups with trade associations
- Promote investments for particular country, state
- Tender participation
- Business process outsourcing, etc.

PRINCIPALS: CURRENT AND PREVIOUS

Have worked for and have represented the following international organizations in India:



CLIENTS

Have provided consultancy services successfully to international clients, some of whom are:



WHY US?

We have a strong research capability with significant expertise and provide quality services. Our strengths include:

- Cost effective services
- Timely delivery of projects
- Over 30 years of extensive experience and understanding of international & Indian business
- Huge database with extensive business and media contacts
- Cordial relationships with national & international industry associations, central & state government officials
- Extensive geographical reach with our offices in New Delhi, Ahmedabad, Bengaluru, Chennai, Hyderabad, Mumbai and Pune
- Ability to provide allied services such as hospitality, publishing, media promotion through other strategic business units of EIG.

WHAT OUR CLIENTS SAY!

“Thanks for your introduction to Mr. Jain. I have reached a broad agreement with him and have sent a contract for him to sign.”

Bernie Bavis
Sales Manager
Fusion Inc.

“We especially appreciate the time you took to research local events and organizations, as well as add a few leads for us in India who could potentially utilize our services. The report was very well written and insightful.”

Vic Cleary
Manager – Merchant
Consulting,
2Checkout.com Inc.

“Your QCR report on the Indian steel industry has been useful to us, providing an excellent overview of major players and competition in the Indian market.”

Gary Slaven
President, Falcon Foundry

WHAT OUR CLIENTS SAY!

“Thank you for making my trip to India so memorable and productive. All of my meetings and the entire program worked seamlessly with no hiccups.”

Joao Flavio Simoes
*President & CEO
Davenport Aviation*

“I am deeply grateful to you for the wonderful assistance you provided me during my visit to India. Ohio is so fortunate to have the Ohio India Office!”

Dr. William Brustein
*Vice Provost
Ohio State University*

“Due diligence on the companies we are considering partnering with is helpful. Competitive analysis was well done.”

David Shirkey
Orbitform

ABOUT EIG

- Established in 1987, Exhibitions India Group (EIG) is a reputed and leading trade promotion organization in India
- Acts as an interface between government, industry, media, and academia
- Core business comprises trade promotion, encouraging investments, joint ventures, and technology transfers
- The Group currently has 170+ employees across India
- Database of 400,000+ Indian and overseas companies, across several verticals
- Have ISO 9001:2008 (for quality), ISO 14001:2004 (for environment management system) and OHSAS 18001:2007 (for health and safety) certification
- Membership of UFI – The Global Association of Exhibitions Industry – emphasises our commitment to quality
- Recipient of "Outstanding Company to Promote Indo-US trade," awarded by the Indo-American Chamber of Commerce at the 11th Indo-US Economic Summit (2015).

DOMESTIC NETWORK

Headquartered in New Delhi, and supported by regional offices across the country offering Pan-India coverage:

- Ahmedabad
- Bengaluru
- Chennai
- Hyderabad
- Mumbai
- Pune



OUR JOURNEY: 1987-2017

- **1987** Proprietary firm registered
- **1988** First agencies received from REC & HKTDC
- **1990** Comnet Advertising division established
- **1992** Convergence India, Asia's biggest ICT expo launched
- **1992** Comnet Exhibitions Pvt. Ltd. (CEPL), India's largest exhibitions sales agency registered
- **1993** Broadcast Cable & Satellite expo launched
- **1998** Exhibitions India Pvt. Ltd. (EIPL) registered
- **1999** Comnet Travels Pvt. Ltd. (CTPL) registered
- **1999** Comnet Publishers Pvt. Ltd. (CPPL) registered
- **1999** Comnet Advertising Pvt. Ltd. (CAPL) registered
- **2001** Mumbai office opened
- **2002** Bengaluru office opened
- **2004** California (USA) office opened
- **2005** Comnet Consultants division established
- **2005** HKTDC India office opened

OUR JOURNEY: 1987-2017

- **2006** AutoX (the country's finest automotive magazine) launched
- **2006** Hyderabad and Chennai offices opened
- **2007** Renewable Energy India expo launched
- **2008** Comnet Design division established
- **2008** Ohio Development Services Agency (ODSA) opens India office
- **2009** ISO 9001:2008 & ISO 14001:2004 certification received
- **2009** Ahmedabad office opened
- **2010** Dubai (UAE) office opened
- **2011** Tokyo (Japan) office opened
- **2011** Renewable Energy India expo sold to UBM
- **2012** India office of Conference of Great Lakes and St. Lawrence Governors and Premiers (CGLSLGP) opened
- **2012** Krackerjack Karnival launched
- **2013** Trace International Inc. certification received
- **2015** One Mega Event (Buildings India, Smart Cities India, Solar India, Transport India, Water India) launched
- **2015** Received IACC award "Outstanding Company to Promote Indo-US trade"

OUR JOURNEY: 1987-2017

- **2015** Convergence India goes overseas – Convergence Africa World launched in Kenya
- **2015** Consultant to American Electric Power (AEP)
- **2015** OHSAS 18001:2007 certification received
- **2016** Consultant to Electric Power Research Institute (EPRI)
- **2017** Pune office opened
- **2017** Wellness India expo (Biotech India, Health India, Organic India) launched
- **2017** Krishi India expo 2018 launched

OTHER BUSINESS UNITS:

- Exhibitions India Pvt. Ltd. (EIPL)
- Comnet Exhibitions Pvt. Ltd. (CEPL)
- Comnet Publishers Pvt. Ltd. (CPPL)
- Comnet Travels Pvt. Ltd. (CTPL)
- Comnet Advertising Pvt. Ltd. (CAPL)
- Comnet Design
- Comnet Conferences

www.exhibitionsindiagroup.com

EXHIBITIONS INDIA PVT. LTD.

A leading organizer of trade fairs in India, having successfully introduced and established some of the most influential trade shows in the country:

Current Portfolio

- 26th Convergence India 2018
- 2nd Internet of Things India 2018
- 4th Smart Cities India 2018
- 3rd Transport India 2018
- 2nd Buildings India 2018
- 3rd Solar India 2018
- 5th Water India 2018
- 13th KrackerJack Karnival 2017
- 14th KrackerJack Karnival 2018
- 2nd Wellness India 2018
- 1st Krishi India 2018

Past Portfolio

- | | | |
|--|---|-------------|
| • Renewable Energy India (sold to UBM) | : | 11 editions |
| • Convergence Africa World | : | 1 edition |
| • Bank.net | : | 5 editions |
| • CWIEME India | : | 3 editions |
| • Elcomp India | : | 3 editions |
| • Environment India | : | 3 editions |
| • Waves, Pool Spa & Bath Expo | : | 3 editions |
| • India Civil Aviation Week | : | 2 editions |
| • Indian Business Aviation | : | 2 editions |

COMNET EXHIBITIONS PVT. LTD.

- Established in 1989, to promote India's exports by encouraging participation of Indian large, medium & small enterprises at international trade fairs worldwide.
- With an extensive network of offices, we represent over 190 trade shows in 49 countries in over 40 industry verticals.
- Some organizers we represent:
 - * Ascential PLC (UK)
 - * Dubai World Trade Centre (Dubai)
 - * DMG World Media (Middle East)
 - * Diversified Exhibitions Australia Pty Ltd (Australia)
 - * Emerald Expositions (USA)
 - * Fair Trade Messe (Germany)
 - * Hong Kong Trade Development Council (HKTDC, Hong Kong)
 - * International Housewares Association (USA)
 - * Tuyap Fairs Ltd (Turkey)
 - * UBM Allworld Exhibitions (UK)

COMNET PUBLISHERS PVT. LTD.

- AutoX, launched in September 2006, is the fastest growing automotive magazine & portal (autox.com) in India. AutoX puts readers in the driver's seat of the most exciting industry in the country. Over the past decade, AutoX has become one of the most trusted and respected names in the industry.
- Xite is the ultimate resource for all things related to information, technology and entertainment. Xitetech.com was launched in 2017, and provides the latest news and reviews from the world of technology, horology, gear and gaming.
- Convergence Plus e-newsletter (convergenceplus.com) is a leading source for reliable news and updated analysis on the information and communications technology (ICT) industry. It strives to equip readers with the intelligence to understand a world shaped by ICT.

COMNET TRAVELS PVT. LTD.

- A complete travel service that meets the needs of clients across the world.
- Provides the following services:
 - * Worldwide hotel accommodation
 - * International & domestic air ticketing
 - * Visa & currency exchange
 - * Package tours
 - * Ground transportation
 - * Travel insurance
 - * Trade show coordination, etc.

COMNET ADVERTISING PVT. LTD.

- Established in 1999 as an in-house agency to cater to the advertising needs of ElG expos
- Provides the following services:
 - * Brand communications
 - * Development of communications strategy through executional planning, negotiation and implementation
 - * Coordinates campaigns across countries and regions, including integrated media promotion and planning for effective branding.

COMNET DESIGN

- Established in 2008, as an SBU of EIPL, specializes in building booths and pavilions at exhibitions and events
- Provides the following services:
 - * Booth designing & construction
 - * Graphics designing
 - * Pavilion designing & construction
 - * Product launches
 - * Branding & printing

CONTACT US

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