



India - Safety and Security

Market Snapshot

April 2009

Safety & Security Review:

The recent terror attacks in Mumbai have turned the spotlight on the Indian safety and security market with end-users seeking to procure hi-tech surveillance, detection, access control, perimeter security, fire fighting and specialized security equipment and services for rail, air, urban infrastructure, industry, schools, malls, hotels and other strategic establishments to counter terrorism and other security threats thereby making it one of the fastest growing markets for safety and security products.

The \$ 2 billion Indian safety and security products market is estimated to grow to approximately \$ 5 billion by 2012 with \$ 100 million being imported from the U.S.

According to Frost & Sullivan, the Indian market for safety and security products and services will grow by 25 – 30 % annually over the next 5 years.

Best Sales Prospects:

There is a huge demand in the Indian market for product categories such as,

- High-tech CCTV surveillance
- Access control and intruder alarm equipment
- Video surveillance
- Electronic security
- Wireless equipment/technology
- Installation tools, supplies and accessories
-
- Fire extinguishers
- Rescue devices
- Personnel identification systems (such as biometrics, Iris detection)
- Security doors
- Entry / exit screening systems etc

Government support:

The Indian government is taking a proactive approach to meet local demand by way of numerous initiatives such as,

- Classification of security systems as life safety equipment
- Allocation of \$ 900 million for modernization of the paramilitary and police forces
- Reduction in import customs duty to 5%
- Reduction in excise duty to 4%
- Reduction in state VAT to 2%
- Allowance of 60% depreciation per year on purchase of security equipment

Disclaimer: The information provided in this report is intended to be of assistance to U.S. exporters. While we make every effort to ensure its accuracy, neither the United States government nor any of its employees make any representation as to the accuracy or completeness of information in this or any other United States government document. Readers are advised to independently verify any information prior to reliance thereon. The information provided in this report does not constitute legal advice.

International copyright, U.S. Department of Commerce, 2006. All rights reserved outside of the United States.