



# INDIA



**Dynamic  
Business Partner :  
Investor Friendly  
Destination**



सत्यमेव जयते

Investment and Technology Promotion Division  
Ministry of External Affairs  
Government of India

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*Published by*  
Investment & Technology Promotion Division,  
Ministry of External Affairs, Government of India

Text produced in association with



Federation of Indian Chambers  
of Commerce and Industry

This publication is a general guide. More detailed and precise information should be sought from relevant sources before taking action on specific issues. To the best of our knowledge, the information set out in this publication is correct as of March 2007.

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# INDIA AT A GLANCE

## GENERAL PROFILE

**Location:** The Indian peninsula is separated from mainland Asia by the Himalayas in the north. The Bay of Bengal in the east, the Arabian Sea in the west, and the Indian Ocean to the south surround the country.

**Area:** 3.3 Million sq km

**Geographic coordinates:** Lying entirely in the Northern Hemisphere, the mainland extends between latitudes 8° 4' and 37° 6' north, longitudes 68° 7' and 97° 25' east.



**Capital:** New Delhi

**Border Countries:** Afghanistan and Pakistan to the north-west; China, Bhutan and Nepal to the north; Myanmar to the east; and Bangladesh to the east of West Bengal. Sri Lanka is separated from India by a narrow channel of sea, formed by Palk Strait and the Gulf of Mannar.

**Coastline:** 7,516.6 km encompassing the mainland, Lakshadweep Islands, and the Andaman & Nicobar Islands.

**Climate:** The climate of India varies from tropical in the south to more temperate in the Himalayan north. In the southern region, the climate is tropical and warm. There are four seasons - winter (December-February), (ii) summer (March-June), (iii) south-west monsoon season (June-September), and (iv) post monsoon season (October- November)

**Natural Resources:** Coal, iron ore, manganese ore, mica, bauxite, petroleum, titanium ore, chromite, natural gas, magnesite, limestone, dolomite, barytes, kaolin, gypsum, apatite, phosphorite, steatite, fluorite, etc.

## POLITICAL PROFILE

**Government type:** India is a Sovereign Socialist Secular Democratic Republic with a Parliamentary system of Government.

**Administrative divisions:** Twenty-nine States and six Union Territories.

**Constitution:** The Constitution of India came into force on 26th January 1950.

**Executive :** The President of India is the Head of State. The Prime Minister is the Head of the Government and runs office with the support of the Council of Ministers who form the Cabinet.

**Legislative:** - -The Federal Legislature comprises the Lok Sabha (House of the People) and the Rajya Sabha (Council of States) together forming the Houses of the Parliament.

**Judiciary:** The Supreme Court of India is the apex body of the Indian judicial system, followed by High Courts and Subordinate Courts.

## DEMOGRAPHIC PROFILE

**Population** (as per 2001 census ): 1028 million

- Males: 532 million
- Females: 496 million

**Density of population** (as per 2001 census): 324 persons per square kilometer

**Life expectancy at birth** (2006 est.)

- Males: 63.9 years
- Females: 66.91 years

**Literacy rate:** 64.84 per cent

- Males: 75.26 per cent
- Females: 53.67 per cent



## ECONOMIC PROFILE

**GDP at factor cost (current prices) 2006-2007:** US\$ 840.11 billion (Est.)

**Per capita income (current prices) 2006-2007:** US\$ 657.83 (Est.)

**GDP composition by sector:** Services 55.1%, Agriculture 18.5%, and Industry 26.4%.

**GDP- real growth rate:** 8.6% (October - December 2006)

**Forex Reserves:** US\$ 180 billion (at the end of January 2007)

**Exports:** US\$ 89489.08 million (April - December 2006, Prov.)

**Imports:** US\$ 131212 million (April - December 2006, Prov.)

**Cumulative Foreign Direct Investment (FDI) inflows:** US\$ 46,134 million (August 1991 to November 2006)

**Top investing countries:** Mauritius, the USA, Japan, the Netherlands, UK, Germany, Singapore, France, Republic of Korea and Switzerland

**Top sectors attracting highest FDI inflows:** Telecommunications, services sector (financial and non financial), transportation industry, fuels, chemicals, food processing, electrical equipments, drugs and pharmaceuticals, cement and gypsum products, metallurgical industries.

# INDIAN ECONOMY : A SNAPSHOT

## ADVANTAGE INDIA

- Progressive movement towards delicensing and deregulation.
- India is the world's largest democracy.
- Economic and political stability.
- The Gross Domestic Product grew by over 9 per cent in the first half of 2006-07.
- Large pool of young skilled labour force, cost effective production facilities, large domestic market.
- Capacity upgradation in infrastructure, industrial base and intellectual capital.
- Progressive tax reforms.
- Progressive opening of the economy to Foreign Direct Investment.
- Portfolio investment regime liberalised.
- Liberal policy on technology collaboration.
- Investor friendly policies.
- Acceleration of the privatisation process and restructuring of public enterprises.
- Good network of research and development.



## THE INDIAN ECONOMY

India has undergone a paradigm shift owing to its competitive stand in the world economy. The Indian economy is on its growth trajectory with a stable 8 per cent plus annual growth rate, rising forex reserves and a booming capital market with the Indian sensex crossing the 14000 mark in 2006. India is emerging as one of the most preferred destinations for Foreign Direct Investment as well as for portfolio investment. Some significant dimensions of India's growth pattern include: a new industrial resurgence coupled with an increase in investment, rapid growth of foreign trade, etc.

### Recent Trends in Economic Growth

The overall Gross domestic Product (GDP) grew at an impressive rate of 8.9 per cent in the first quarter, 9.2 per cent in the second quarter and 8.6 per cent in the third quarter of the fiscal year 2006-07. The advance estimates of Gross Domestic Product (GDP) for 2006-07 released by Central Statistical Organisation (CSO) have placed the growth of GDP at factor cost at constant (1999-2000) prices in the year 2006-07 at 9.2 per cent. Industry and services have continued to grow steadily. Indeed, since the inception of the tenth five-year plan in 2002-2003, with an annual growth of 7 per cent and more, industry and services have acted as the twin engines propelling the overall growth of the economy. The economy is undergoing a rapid transition with the contribution of agriculture to the overall growth declining over the years and the share of services constantly going up.

## SECTORAL OVERVIEW

### Agriculture

Agriculture is an important sector of the Indian economy and accounts for 18.5 per cent of GDP. Agriculture derives its importance from the fact that it has vital supply and demand links with the manufacturing sector. During the past five years agriculture sector has witnessed spectacular

advances in the production and productivity of food grains, oilseeds, commercial crops, fruits, vegetables, poultry and dairy. India has emerged as the second largest producer of fruits and vegetables in the world in addition to being the largest overseas exporter of cashew nuts and spices. Further, India is the highest producer of milk in the world.

The emerging areas in agriculture like horticulture, floriculture, organic farming, genetic engineering, food processing, branding and packaging have high potential of growth.

Horticulture, floriculture, fishery, poultry and animal husbandry, which account for 30 per cent of production in agriculture and allied sectors, are expected to achieve a growth rate of 6 per cent. Further, production of commercial crops like jute, tea, coffee, oilseeds and sugarcane are also expected to increase.



## **Manufacturing**

Manufacturing is the backbone of the economy. India has the potential to become a manufacturing hub for textiles, automobiles, steel, metals and petroleum products for the world market.

The process has already set in and India is emerging as a premier global manufacturing hub with the foray of a number of Multi National Corporations such as General Motors, Ford, Suzuki, Hyundai, Coca Cola, etc.

The current scenario portrays significant improvement in the performance of beverages and tobacco, cotton textiles, textile products, basic metal and alloy industries, non metallic mineral products, transport equipment and other manufacturing industries.

The index of industrial production for the period April-November 2006-07 reveals a strong sustained growth in the Indian Industry. The general index of industry production showed a rise of 10.6 per cent in the first eight months of 2006 - 07 against the 8.3 per cent growth in the corresponding period of the preceding year. All the three categories of the industry - manufacturing, electricity and mining sectors have fuelled the industry growth.

## **Services**

Since the beginning of the tenth five-year plan, industry and services have acted as twin engines propelling overall growth of the economy. Services sector growth continued to be broad based. Among the sub sectors of services, trade, hotels, transport and communication services continued to lead by growing at double-digit rates since 2003-2004. Impressive progress in the railway passenger network and production of commercial vehicles, rapid addition to the existing stock of telephone connections, particularly mobiles, growth in the financial services (banking, insurance and real estate) and the construction boom were some of the driving segments of the services sector.

# INVESTING IN INDIA

There is ample evidence of India's emergence as a destination for foreign investment. Higher disposable incomes, emerging middle class, low cost competitive workforce, a booming economy and investment friendly policies all contribute towards India being an appropriate choice for investors.

## POLICY FRAMEWORK

### Industrial policy

Industrial policy of India has been formulated with primary focus on deregulating Indian industry, allowing the industry freedom and flexibility in responding to market forces and providing a policy regime that facilitates and fosters growth of Indian industry.

### FDI policy

India's investment policy has been formulated with a view to invite and encourage FDI in India. The process of regulation and approval has been substantially liberalised. The Reserve Bank of India has prescribed the administrative and compliance aspects of FDI. Two broad categories characterise FDI: investment under automatic route and investment through prior approval of the government.

### Procedure for FDI under automatic route

FDI in sectors/activities to the extent permitted under automatic route does not require any prior approval either by the government or Reserve Bank of India (RBI). The investors are only required to notify the concerned regional office of RBI within 30 days of receipt of inward remittances and file the required documents, that is, the name of the collaborators, details of the allotment, copy of the foreign collaboration agreement, the original foreign inward remittance certificate from the authorised dealer and other specified information with that office within 30 days of issue of shares to foreign investors.

### Procedure for FDI through government approval

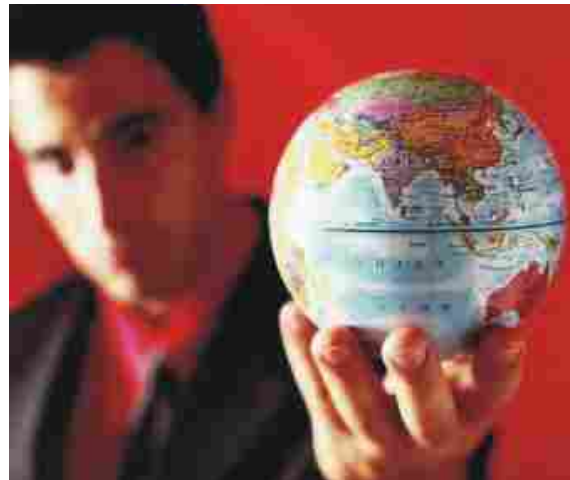
FDI in activities not covered under the automatic route, requires prior government approval and are considered by the Foreign Investment Promotion Board (FIPB). Approvals of composite proposals involving foreign investment/foreign technical collaboration are also granted on the recommendations of the FIPB. Application for all FDI cases, except for Non-Resident Indian (NRI) investments and 100% Export Oriented Units (EOUs), should be submitted to the FIPB Unit, Department of Economic Affairs (DEA), Ministry of Finance. Application for NRI and 100% EOU cases should be presented to Secretariat for Industrial Assistance (SIA) in Department of Industrial Policy & Promotion. Applications can also be submitted with the Indian Missions abroad for forwarding onwards to the Department of Economic Affairs for further processing.

### Investment by way of share acquisition

A foreign investing company is allowed to acquire the shares of an Indian company without obtaining any prior permission of the FIPB subject to prescribed parameters/ guidelines laid down by the Reserve Bank of India (RBI) / Securities and Exchange Board of India (SEBI). If the acquisition of shares directly or indirectly results in the acquisition of a company listed on the stock exchange, it would require the approval of the Securities and Exchange Board of India.

### New investment by an existing collaborator in India

If a foreign investor with an existing venture or collaboration (technical and financial) with an Indian partner in a particular field proposes to invest in another area, such type of additional investment is subject to a prior approval from the FIPB, wherein both the parties are required to participate to demonstrate that the new venture does not prejudice the old one.

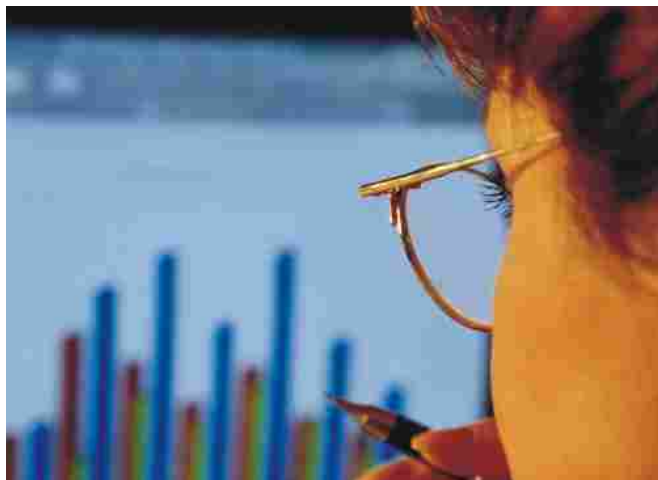


## General permission of RBI under FEMA

Indian companies having foreign investment approval through FIPB route do not require any further clearance from RBI for receiving inward remittance and issue of shares to the foreign investors. The companies are required to notify the concerned regional office of the RBI of receipt of inward remittances within 30 days of such receipt and within 30 days of issue of shares to the foreign investors or NRIs.

## Participation by International Financial Institutions (FIIs)

Equity participation by international financial institutions such as Asian Development Bank (ADB), International Finance Corporation (IFC), CDC (a UK government-owned fund), DEG (a German institution) etc. in domestic companies is permitted through the automatic route, subject to SEBI/RBI regulations and sector specific cap on FDI.



## FDI In SSI Units

A small-scale unit cannot have more than 24 per cent equity in its paid up capital from any industrial undertaking, either foreign or domestic. If the equity from another company (including foreign equity) exceeds 24 per cent, even if the investment in plant and machinery in the unit does not exceed Rs 50 million, the unit loses its small-scale status and shall require an industrial license to manufacture items reserved for small-scale sector.

## FOREIGN INSTITUTIONAL INVESTORS (FIIs)

FIIs include Asset Management Companies, Pension Funds, Mutual Funds, Investment Trusts as Nominee Companies, Incorporated/Institutional Portfolio Managers or their Power of Attorney holders, University Funds, Endowment Foundations, Charitable Trusts and Charitable Societies.

FIIs can invest in Indian stock markets subject to SEBI guidelines.

### Sector- wise Regulation in Foreign Investment

*Automatic route for specified activities subject to Sectoral cap and conditions*

| SECTORS                                                                                                                          | CAP            |
|----------------------------------------------------------------------------------------------------------------------------------|----------------|
| ▶ Airports <ul style="list-style-type: none"><li>○ Existing</li><li>○ Greenfield</li></ul>                                       | 74 %<br>100 %  |
| ▶ Air transport services <ul style="list-style-type: none"><li>○ Non Resident Indians</li><li>○ Others</li></ul>                 | 100 %<br>49%   |
| ▶ Alcohol distillation and brewing                                                                                               | 100 %          |
| ▶ Banking (Private Sector)                                                                                                       | 74 %           |
| ▶ Coal and lignite mining (specified)                                                                                            | 100 %          |
| ▶ Coffee, rubber processing and warehousing                                                                                      | 100 %          |
| ▶ Construction and development (Specified projects)                                                                              | 100 %          |
| ▶ Floriculture, Horticulture and Animal Husbandry                                                                                | 100 %          |
| ▶ Specified hazardous chemicals                                                                                                  | 100 %          |
| ▶ Industrial explosives manufacturing                                                                                            | 100 %          |
| ▶ Insurance                                                                                                                      | 26 %           |
| ▶ Mining (Precious metals, diamonds and stones)                                                                                  | 100 %          |
| ▶ Non banking finance companies ( conditional)                                                                                   | 100 %          |
| ▶ Petroleum and natural gas <ul style="list-style-type: none"><li>○ Refining (private companies)</li><li>○ Other areas</li></ul> | 100 %<br>100 % |
| ▶ Power generation, transmission, distribution                                                                                   | 100 %          |

| SECTORS                                                                                                                                                                                                                                                                                                       | CAP                           |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|
| <ul style="list-style-type: none"> <li>▶ Trading <ul style="list-style-type: none"> <li>○ Wholesale cash and carry</li> <li>○ Trading of exports</li> </ul> </li> </ul>                                                                                                                                       | 100 %<br>100 %                |
| <ul style="list-style-type: none"> <li>▶ SEZ's and Free Trade Warehousing Zones</li> </ul>                                                                                                                                                                                                                    | 100 %                         |
| <ul style="list-style-type: none"> <li>▶ Telecommunication <ul style="list-style-type: none"> <li>○ Basic and cellular services</li> <li>○ ISP with gateways, radio paging, end to end Bandwith</li> <li>○ ISP without gateway (specified)</li> <li>○ Manufacture of telecom equipment</li> </ul> </li> </ul> | 49 %<br>49 %<br>49 %<br>100 % |

**Prior Approval from FIPB where investment is above Sectoral caps**

| SECTORS                                                                                                                                                                                                                                                                                  | CAP                                           |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------|
| New Investment by a foreign investor in a field in which the investor already has an existing joint venture or collaboration with another Indian partner<br>New investment sought to be made in manufacture of items reserved for Small Scale Industries                                 |                                               |
| ▶ Existing airports                                                                                                                                                                                                                                                                      | 74 % to 100 %                                 |
| ▶ Asset reconstruction companies                                                                                                                                                                                                                                                         | 49 %                                          |
| ▶ Atomic Minerals                                                                                                                                                                                                                                                                        | 74 %                                          |
| ▶ Broadcasting <ul style="list-style-type: none"> <li>○ FM Radio</li> <li>○ Cable network</li> <li>○ Direct-To-Home (DTH)</li> <li>○ Setting up hardware facilities</li> <li>○ Uplinking news and current affairs</li> <li>○ Uplinking non - news, current affairs TV channel</li> </ul> | 20 %<br>49 %<br>49 %<br>49 %<br>26 %<br>100 % |
| ▶ Cigarette manufacturing                                                                                                                                                                                                                                                                | 100 %                                         |
| ▶ Courier services other than those under the ambit of Indian Post Office Act, 1898                                                                                                                                                                                                      | 100 %                                         |
| ▶ Defense production                                                                                                                                                                                                                                                                     | 26 %                                          |
| ▶ Investment companies in infrastructure / service sector (except telecom)                                                                                                                                                                                                               | 49 %                                          |
| ▶ Petroleum and natural gas refining (PSU)                                                                                                                                                                                                                                               | 26 %                                          |
| ▶ Tea sector – including tea plantations                                                                                                                                                                                                                                                 | 100 %                                         |
| ▶ Trading items sourced from small scale sector                                                                                                                                                                                                                                          | 100 %                                         |
| ▶ Test marketing for equipment for which company has approval for manufacture                                                                                                                                                                                                            | 100 %                                         |
| ▶ Single brand retailing                                                                                                                                                                                                                                                                 | 51 %                                          |
| ▶ Satellite establishment and operations                                                                                                                                                                                                                                                 | 74 %                                          |
| ▶ Print Media <ul style="list-style-type: none"> <li>○ Newspapers and periodicals dealing with news and current affairs</li> <li>○ Publishing of scientific magazines / speciality journals periodicals</li> </ul>                                                                       | 26 %<br>100 %                                 |
| ▶ Telecommunication <ul style="list-style-type: none"> <li>○ Basic and unified access services</li> <li>○ ISP with gateways, radio paging, end to end bandwidth</li> <li>○ ISP with gateway (specified)</li> </ul>                                                                       | 49 % to 74 %<br>49 % to 74 %<br>49 % to 100 % |

## POLICY ON FII INVESTMENTS

Main features of the policy on investment by FII are:

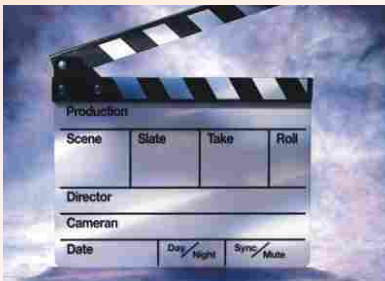
- FIIs are required to allocate their investment between equity and debt instruments in the ratio of 70:30. However, it is also possible for an FII to declare itself a 100% debt FII in which case it can make its entire investment in debt instruments.
- FIIs can buy/sell securities on Stock Exchanges. They can also invest in unlisted securities outside Stock Exchanges where the price has been approved by RBI.
- No individual FII/sub-account can acquire more than 10% of the paid up capital of an Indian company.
- All FIIs and their sub-accounts taken together cannot acquire more than 24% of the paid up capital of an Indian company.
- Indian companies can raise the above mentioned 24% ceiling to the sectoral cap / statutory ceiling as applicable by passing a resolution by its board of directors followed by passing a Special Resolution to that effect by its General Body in terms of Press Note dated Sept.20, 2001 and FEMA Notification No.45 dated Sept. 20, 2001.



No permission from RBI is needed as long as the FIIs purchase and sell securities on recognised stock exchanges. All non-stock exchange sales/purchases require RBI permission.



# *Sector Profiles*



The automotive sector is one of the core industries of the Indian economy. With 4% contribution to the GDP and nearly 5% of the total industrial output, it has become a significant contributor to the exchequer. Continuous economic liberalisation over the years by the Government of India has resulted in making India as one of the prime business destinations for many global automotive players. The automobile market witnessed a growth of 17.12% in April - September 2006 when compared to first six months of last fiscal



## AUTO INDUSTRY: AN OVERVIEW

- **Domestic sales:** The cumulative growth of the passenger vehicles segment during April-January 2007 was 21.07 per cent. Passenger cars grew by 22.82 per cent, utility vehicles by 12.45 per cent, and multi purpose vehicles by 23.13 per cent.

The commercial vehicles segment grew at 37.37 per cent. Growth of Medium & Heavy Commercial Vehicles was 38.69 per cent and Light Commercial Vehicles recorded an encouraging growth of 35.52 per cent.

The two wheeler market grew by 13.23 per cent during April- January 2007 over the same period last year. Motorcycles grew by 15.42 per cent, scooters grew by 2.06 per cent and mopeds registered a growth of 5.74 per cent.

- **Exports:** Automobile exports registered an overall growth rate of 28.49 per cent in April-January 2007 as compared to the same period last year.

Passenger vehicles exports grew by 14.46 per cent, commercial vehicles exports increased by 25.27 per cent and two wheelers exports grew by 23.60 per cent.

- **Industry structure:** Industry has a mix of large domestic private players such as Tata, Mahindra, Ashok Leyland, Bajaj, Hero Honda and major international players like General Motors (GM), Ford, Daimler Chrysler, Toyota, Suzuki, Honda, Hyundai and Volvo.

- **Regulatory framework:** In India, the rules and regulations related to driving license, registration of motor vehicles, control of traffic, construction and maintenance of motor vehicles are governed by the Motor Vehicles Act 1988 (MVA) and the Central Motor Vehicles Rules 1989 (CMVR). The Ministry of Shipping, Road Transport and Highways acts as a nodal agency for formulation and implementation of various provisions of the motor vehicles act and central motor vehicles rules.

- **Auto components industry:** A surge in automobile industry since the nineties has led to robust growth of the auto component sector in the country. In tandem with the industry trends, the sector has shown great advances in recent years in terms of growth, spread, absorption of new technologies and flexibility. There has been major growth with the arrival of international vehicle manufacturers from Japan, Korea, US and Europe. Today, India is emerging as one of the key auto components centre in Asia and is expected to play a significant role in the global automotive supply chain in the near future.

## ADVANTAGE INDIA

- Technological advantage
- Cost competitiveness
- Skilled manpower
- Well developed, globally competitive auto ancillary industry
- Established automobile testing and R&D centres

- Among the lowest-cost producers of steel in the world
- Leading edge
  - Second largest two-wheeler manufacturer in the world.
  - World's largest motorcycle manufacturer Hero Honda is in India.
  - Second largest tractor manufacturer in the world.
  - Fifth largest commercial vehicle manufacturer in the world.
  - Fourth largest car market in Asia.



## INVESTMENT OPPORTUNITIES

- Establishing Research and Development centres
- Establishing engineering centres
- Passenger car segment
- Two-wheeler segment
- Heavy truck segment

## POLICY INITIATIVES

### Automobile Policy 2002

The Automobile Policy 2002 seeks to make India an international hub for manufacturing small affordable passenger cars and a key centre for manufacturing tractors and two wheelers for sales worldwide.

### Foreign Direct Investment

- The Indian auto industry with a turnover of US\$12 billion and the auto parts industry with a turnover of US\$ 3 billion offer excellent scope for FDI.
- Automatic approval for foreign equity investment upto 100% of manufacture of automobiles and component is permitted.
- The automobile industry is delicensed.
- Import of components is freely allowed.

### Automotive Mission Plan 2016

The Government of India is drawing up an Automotive Mission Plan 2016 (AMP 2016) that aims to make India a global automotive hub.

## USEFUL WEB LINKS

Society of Indian Automobile Manufacturers:  
<http://www.siamindia.com/default.aspx>

Department of Heavy Industries:  
<http://www.dhi.nic.in/>

Automotive Component Manufacturers Association of India:  
<http://www.acmainfo.com/>

The biotech sector in India is a fast growing knowledge-based industry. Biotechnology has a wide application encompassing agriculture, food-industries, pharmaceuticals and healthcare.

## BIOTECH INDUSTRY: AN OVERVIEW



- **Current scenario:** The biotech industry is progressing at a rapid growth rate of nearly 40 per cent, with an annual turnover of US\$ 1.07 billion in 2005. It is estimated that the consumption of biotech products in India could grow to the tune of US\$ 4270 million by the year 2010. Today, the Indian biotech sector stands fourth in terms of volume and thirteenth in terms of value.
- **Sectoral composition:** The Sectoral Composition of the biotech sector for the year 2005-06 is :
  - Bio- pharma: 72 per cent
  - Bio- services: 11 per cent
  - Bio - agriculture: 9 per cent
  - Bio - industrial: 6 per cent
  - Bio- informatics: 2 per cent
- **Future outlook:** The future for the biotech sector looks bright with a goal to generate revenue of US\$ 5 billion and 1 million jobs by 2010.

## ADVANTAGE INDIA

- Potential to be a global player
- Large pool of skilled and cost competitive manpower
- Well developed and integrated scientific infrastructure
- Brand value in the knowledge sector
- Rich biodiversity
- Globally recognised as a producer of low cost, high quality bulk drugs and formulations

## INVESTMENT OPPORTUNITES

- Agriculture and plant biotechnology
- Medicinal and aromatic plants
- Animal biotechnology
- Aquaculture and marine biotechnology
- Seri biotechnology

- Stem cell biology
- Bio informatics
- Human genetics and genome analysis
- Environmental biotechnology
- Microbial and industrial biotechnology
- Healthcare
- Bio-fuels
- Bio pesticides
- Software support

## BIOTECHNOLOGY - THE ROAD AHEAD



- **Public Private Partnerships**
  - Special emphasis on Small and Medium Enterprises.
  - The Small Business Innovation Research Initiative (SBIRI) has been launched with the aim of funding highly innovative early stage of pre-proof concept research with funds for venture capital funding.
- **Establishment of centres of excellence:** These centres are targeted towards re-engineering of certain institutes for greater innovation and focus.
- Infrastructure facilities in Public funded Research and Development laboratories and academic institutions.
- **Biotech Research**
  - Stem cell research is being promoted.
  - New vaccines have been indigenously developed and are undergoing trials.
  - Vaccines for animal and marine health have also been successfully developed and commercialised.
  - Technologies in the area of bio-fertilisers, bio-pesticides and plant tissue culture have been commercialised.

## POLICY INITIATIVES

- **FDI Policy:** 100 percent FDI is allowed under the automatic route in the biotech sector.

## USEFUL WEB LINKS

Official website of Department of Bio Technology: [www.dbtindia.nic.in](http://www.dbtindia.nic.in)  
 Association of Biotechnology Led Enterprises : [www.ableindia.org](http://www.ableindia.org)

The cement industry is experiencing a boom on account of the overall growth of the Indian economy. The demand for cement, being a derived demand, depends primarily on the industrial activity, real estate business, construction activity, and investment in the infrastructure sector. India is experiencing growth on all these fronts and hence the cement market is flourishing like never before. Indian cement industry is globally competitive because the industry has witnessed healthy trends such as cost control and continuous technology upgradation.



## CEMENT INDUSTRY: AN OVERVIEW

- **Current scenario:** The Indian cement industry is the second largest producer of quality cement, which meets global standards. The cement industry comprises 130 large cement plants with an installed capacity of 156.26 million tonnes and more than 300 mini cement plants with an estimated capacity of 11.10 million tonnes making a total installed capacity of 167.36 million tonnes.
- **Exports:** Indian cement industry meets entire domestic demand and is able to export cement and clinker. The export of cement and clinker during April-December 2006 was 4.59 million tonnes and 2.30 million tonnes respectively.
- **Technological advancements:** Continuous technological upgradation and assimilation of latest technology has been going on in the cement industry. The Indian cement industry is modern in every way. India is producing different varieties of cement like Ordinary Portland cement (OPC), Portland Pozzolana cement (PPC), Portland Blast Furnace Slag Cement (PBFS), Oil Well Cement, Sulphate Resisting Portland Cement, White Cement, etc.
- **Future outlook:** Future growth will be driven by expected GDP growth of more than 8 per cent, growth of the housing sector and the development of roads, ports, airports and other infrastructure.
- **Major players:** The major players in the cement sector are ACC, Gujarat Ambuja Cement, Grasim Industries and Ultratech, India Cements, Jaiprakash Associates and JK Cements. Foreign players such as Holcim and Lafarge have also entered the cement market.

## POLICY INITIATIVES

**FDI Policy:** The cement sector has been gradually liberalised. 100 per cent FDI is now permitted in the cement industry.

## USEFUL WEBLINKS

Cement Manufacturers Association: <http://www.cmaindia.org/>

The chemical industry is among the oldest Industries in India. It comprises basic chemicals and their products, petro chemicals, fertilisers, pharmaceuticals, paints, gases, etc.

The Indian chemical industry ranks 12<sup>th</sup> in the world by volume in production of chemicals.

## CHEMICAL INDUSTRY: AN OVERVIEW



- **Diversified industrial sector:** The chemical industry is a diversified industrial sector comprising more than 70,000 commercial products. It can be classified into three segments:
  - Large chemical industries requiring huge capital investment and power
  - Knowledge based chemical industries
  - Small chemical industries
- **Contribution to the GDP:** This sector contributes about 3 per cent to the country's Gross Domestic Product. It accounts for 17.6 per cent in the output of the manufacturing sector, 13- 14 per cent in the total exports and 8-9 per cent in the total imports.
- **Exports:** Indian exports of agro chemicals have witnessed a remarkable growth over the last five years . The key export markets are USA, UK, France, Netherlands, Belgium, Spain, South Africa, Malaysia and Singapore.

During the period April- September 2006-07, the exports for chemical and related activities stood at US\$ 8,218 million as compared to US\$ 6,782.30 million during the same period in the year 2005-06, registering a growth rate of 21.2 per cent.
- **Applications:** The chemical industry has varied applications in:
  - **Industry and agriculture applications:** Adhesives, unprocessed plastic, dyes and fertilisers.
  - **Consumer applications:** Pharmaceuticals, cosmetics, household products, paints.

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## FOREIGN DIRECT INVESTMENT (FDI) IN CHEMICALS

Foreign Direct Investment upto 100 per cent is permissible under the automatic route for the manufacture of hazardous chemicals such as :

- Hydrocyanic acid and its derivatives
- Phosgene and its derivatives
- Isocyanates and di-isocyanates of hydrocarbons.

This is subject to the industrial license under the Industries (Development and Regulation) Act, 1951 and other sectoral regulations.

### USEFUL WEBLINKS

Ministry of Chemicals and Fertilizers : [www.chemicals.nic.in](http://www.chemicals.nic.in)



The civil aviation sector is on a new high and portrays a promising future for India.

The recent wave of liberalisation has brought about a rapid transition in the industry, from that of being 'classy' and elite' to that of 'affordability' to the masses, by means of low cost fares, effective sectoral connectivity and the emergence of a number of private players.

## AVIATION SECTOR: AN OVERVIEW



➤ **Landmark year (2005-06):** The year emerged as a landmark year with an increase of 25 per cent in the domestic air travel for the second time in a row, more than 15 per cent rise in international air travel and 19 per cent in cargo movement. This phenomenal growth has been achieved due to :

- Opening up of the sector to a number of private carriers enhancing efficiency and competitiveness in airline operations and services.
- Better Bilateral air services agreements with major countries like USA, UK, UAE, Germany, China, France, Australia, etc.
- Limited open sky policy in international travel during peak winter months.
- Airports being conferred infrastructure status and now covered by the new Public-Private Partnership (PPP) initiative of the government.

### ➤ Recent Developments

- Modernisation and restructuring of Mumbai and Delhi airports at an estimated investment of US\$ 3 billion over the next 20 years.
- Construction of new Greenfield airports at Bangalore and Hyderabad is in progress. The two airports are likely to be operational by the middle of 2008.
- Modernisation of 35 non-metro airports at an estimated investment of US\$ 10.18 billion over the next five years.

### ➤ Significant initiatives

- **Limited open sky policy:** The policy has been adopted in order to ease the situation of non-availability of seats (onward and return) from India during the peak winter season by permitting certain designated foreign airlines to operate unlimited flights to any or all destinations covered in their existing commercial arrangements with the Indian carriers.
- **The '7 + 7' policy:** The designated airlines of all countries having Air Services Agreement with India are allowed to operate 7 flights a week each, to any two international airports in India. Further, the designated airlines of Austria, Finland, Republic of Korea, Maldives, Armenia, Yemen, etc., have been offered additional capacity, as requested by the respective Governments, subject to reciprocal rights to

the Indian carriers.

- **Emergence of private airlines:** The emergence of private airlines and service providers accounting for nearly 60 per cent of the domestic aviation market has revolutionised air travel in India.

## INVESTMENT OPPORTUNITIES

- Modernisation of airports in and beyond the metros.
- Expansion of import and export wings at international airports.
- Airline development in the north eastern region.
- Electronic data interchange at all airports to enable the handling of international cargo.
- Introduction of elevating transfer vehicles with stacker systems.
- Construction of common user domestic terminals at all international airports.



## Foreign Direct Investment (FDI) Policy in Civil Aviation

The Foreign Direct Investment in the Airlines upto the limit indicated below is allowed :

### 1. Airports

- **Greenfield Projects**

In the development of Greenfield Airports, FDI cap / equity of 100 per cent is allowed through the automatic entry route subject to sectoral notification by the Ministry of Civil Aviation.

- **Existing projects**

In existing projects, an FDI cap / equity of 100 per cent is allowed. For an investment beyond 74 per cent, it is required to get approval from the Foreign Investment Promotion Board (FIPB) subject to sectoral regulations notified by the Ministry of Civil Aviation.

### 2. Air Transport Services

In air transport services, FDI cap / equity of 49 per cent is permitted on foreign direct investment and 100 per cent for Non Resident Indian (NRI) investment through the automatic route subject to no direct or indirect participation by the foreign airlines.

## USEFUL WEBLINKS

Ministry of Civil Aviation: <http://www.civilaviation.nic.in>



# ENTERTAINMENT AND MEDIA INDUSTRY

The Indian entertainment and media (E&M) industry is undergoing remarkable change and is one of the fastest growing sectors in the country. The entertainment industry is a perfect blend of creativity and commercial initiative and provides vast investment opportunities.

## ENTERTAINMENT AND MEDIA INDUSTRY: AN OVERVIEW



- **Key drivers:**
  - Economic growth of the country in general and rising disposable - income levels in particular.
  - Greater interface with international companies.
  - Privatisation and growth of the radio industry.
  - Advanced technology.
  - Favourable regulatory initiatives.
  - Liberalised foreign investment regime.
- **Television industry:** The television industry continues to dominate the E&M industry with a share of over 42 per cent. It is estimated to be currently at US\$ 3.21 billion and is projected to grow at an annual compound rate of 24 per cent over the next five years. From a single public sector broadcaster, television has grown into a thriving industry with over 300 channels being beamed across India.
- **Film industry:** India has the world's biggest movie industry producing around 1000 movies each year. Today, the Indian film industry stands at US\$ 1.52 billion and is projected to reach around US\$ 3.32 billion by 2010. The industry has experienced advances on all fronts including technology, themes, finance, exhibition and marketing. The movie making business has got strong impetus from the growth of the multiplex culture. The Indian film industry is also getting corporatised and has started looking overseas for co-production opportunities.
- **Radio Industry:** Radio has been the most cost effective source of entertainment in India for a long time. For a long time, the industry was dominated by the state broadcaster- All India Radio. However, the radio sector has been gradually liberalised and has been opened for private and foreign investment. The government is going to award 338 licences to private players through a bidding process and FDI up to 20 per cent has been allowed in the sector.
- **Print Medium:** The most significant development for the Indian print medium in the recent past has been the relaxation of foreign ownership norms. The foreign investment cap under non-news category has been enhanced from 74 per cent to 100 per cent in case of Indian entities publishing scientific/ technical /specialty magazines/ periodicals/journals. In the case of news, foreign investment up to 26 per cent has been allowed in Indian entities publishing

newspapers and periodicals dealing with news and current affairs, subject to certain preconditions.

## INVESTMENT OPPORTUNITIES

- Theatre/ multiplex infrastructure
- Television segment
- Film entertainment
- Animation segment
- Print medium
- Mobile entertainment
- Television software content
- Advertising

## POLICY INITIATIVES

- **FDI Policy:**

**Advertising and films: Automatic approval is available for the following:**

- Up to 74 per cent FDI in advertising sector.
- Upto 100 per cent FDI in film industry (i.e. film financing, production, distribution, exhibition, marketing and associated activities relating to film industry) subject to the following:
  - a) Companies with an established track record in films, TV, music, finance, and insurance would be permitted.
  - b) The company should have a minimum paid up capital of US\$ 10 million if it is the single largest equity shareholder and at least US\$ 5 million in other cases.
  - c) Minimum level of foreign equity investment would be US\$ 2.5 million for the single largest equity shareholder and US\$ 1 million in other cases.
  - d) Debt equity ratio of not more than 1:1, i.e., domestic borrowings shall not exceed equity.

## USEFUL WEBLINKS

Official Website of Ministry of Information and Broadcasting

<http://mib.nic.in/>



# FINANCIAL SECTOR

The Indian financial sector is in for an overhaul. Financial sector reforms have long been regarded as an integral part of the overall policy reforms in India. India has recognised that these reforms are imperative for increasing the efficiency of resource mobilisation and allocation in the economy and for the overall macroeconomic stability. The reforms have been driven by a thrust towards liberalisation and several initiatives such as liberalisation in the interest rate and reserve requirements have been taken on this front. At the same time, the government has emphasised on stronger

regulation aimed at strengthening prudential norms, transparency and supervision to mitigate the possibilities of systemic risks. Today the Indian financial structure is inherently strong, functionally diverse, efficient and globally competitive.



## Banking Sector

The banking sector is the most dominant sector of the financial system in India. Significant progress has been made in banking in the post liberalisation period. The financial health of commercial banks has improved manifold with respect to capital adequacy, profitability, asset quality and risk management. Further, deregulation has opened new opportunities for banks to increase revenue by diversifying into investment banking, insurance, credit cards, depository services, mortgage, securitisation, etc. Liberalisation has created a more competitive environment in the banking sector. The aggregate foreign investment (FDI plus FII) limit for the private sector banking has been raised to 74 per cent. Competition has increased within the banking sector (with the emergence of new private banks and foreign banks) as well as from other segments of the financial sector such as mutual funds, non banking finance companies, post offices and capital markets.

## Capital Market

India has a long tradition of functioning capital markets. The Bombay Stock Exchange is over a hundred years old and the volume of business has increased tremendously in the recent years. The process of reform of capital markets was started in 1992 aimed at removing direct government control and replacing it by a regulatory framework based on transparency and disclosure. The first step was taken in 1992 when Securities and Exchange Board of India (SEBI) was elevated to a full-fledged capital market regulator. An important policy initiative in 1993 was the opening of capital markets for foreign institutional investors and allowing Indian companies to raise capital abroad. FII registration in the country has gone up significantly over the years. The number of registered FII has gone up from 823 in December 2005 to 1000 in December 2006. The FIIs have been rewarded well by attractive valuations and increasing returns. Depository and share dematerialisation systems have been introduced to enhance the efficiency of the transaction cycle.

## Insurance Sector

There exists huge scope of investment in the insurance sector in India. India has an enormous middle-class that can afford to buy life, health and disability and pension plan products. Further, insurance is one of the most important tax saving instrument in the country.

Insurance sector has been opened up for competition from Indian private insurance companies with the enactment of Insurance Regulatory and Development Authority Act, 1999 (IRDA Act). As per the provisions of IRDA Act, 1999, Insurance Regulatory and Development Authority (IRDA) was established on 19<sup>th</sup> April 2000 to protect the interests of insurance policy holders and to regulate, promote and ensure orderly growth of the insurance industry. IRDA Act 1999 paved the way for the entry of private players into the insurance market, which



was hitherto the exclusive privilege of public sector insurance companies/ corporations. Under the new dispensation, Indian insurance companies in private sector were permitted to operate in India on the fulfillment of certain prerequisites. A large number of public and private players are competing today in both life and general insurance segments. The FDI cap/ Equity in the insurance sector is 26 per cent under the automatic route subject to licensing by the Insurance Regulatory and Development Authority.

## Venture Capital

India is a prime target for venture capital and private equity today, owing to various factors such as fast growing knowledge based industries, favourable investment opportunities, cost competitive workforce, booming stock markets and supportive regulatory environment among others. The sectors where the country attracts venture capital are IT and ITES, software products, banking, PSU disinvestments, entertainment and media, biotechnology, pharmaceuticals, contract manufacturing and retail. An offshore venture capital company may contribute upto 100 per cent of the capital of a domestic venture capital fund and may also set up a domestic asset management company to manage the fund. Venture capital funds (VCFs) and venture capital companies (VCC) are permitted upto 40 per cent of the paid up corpus of the domestic unlisted companies. This ceiling would be subject to relevant equity investment limit in force in relation to areas reserved for Small Scale Industries (SSI). Investment in a single company by a VCF/VCC shall not exceed 5 percent of the paid up corpus of a domestic VCF/VCC. The automatic route is not available.

## USEFUL WEB LINKS

Ministry of Finance, Government of India: <http://www.finmin.nic.in/>

Reserve Bank of India: <http://www.rbi.org.in/home.aspx>

Securities and Exchange Board of India: <http://www.sebi.gov.in/>

Insurance regulatory and Development Authority: <http://www.irdaindia.org/>



# FOOD PROCESSING

Food processing involves any type of value addition to agricultural or horticultural produce and also includes processes such as grading, sorting, packaging which enhance shelf life of food products. The food processing industry provides vital linkages and synergies between industry and agriculture. The Food Processing Industry sector in India is one of the largest in terms of production, consumption, export and growth prospects. The government has accorded it a high priority, with a number of fiscal reliefs and incentives, to encourage commercialisation and value addition to agricultural produce, for minimising pre/post harvest wastage, generating employment and export growth.

India's food processing sector covers a wide range of products like fruits and vegetables, meat and poultry, milk and milk products, alcoholic beverages, fisheries, plantation, grain processing and other consumer product groups like confectionery, chocolates and cocoa products, soya-based products, mineral water, high protein foods etc.



## FOOD PROCESSING SECTOR: AN OVERVIEW

- **Current scenario:** India has arable land of 184 million hectares and produces annually 204 million tonnes of foodgrains and 150 million tonnes of fruits and vegetables. India has 485 million livestock and produces 90 million tonnes of milk annually. India also produces 45,200 million eggs and 6.3 million tonnes fish and 489 million poultry. India's agricultural production base is huge. However, processing level is very low i.e. around 2.20% in fruits and vegetables, 35% in milk, 21% in meat and 6% in poultry products. India's share of processed food is about 1.6%. Hence, there is immense potential for investment in this sector
- **Infrastructure development for food processing industries:** To facilitate the prompt growth of the food processing industries, the government has implemented the scheme for infrastructure development comprising the following:
  - Food park scheme
  - Establishing packaging centres
  - Integrated cold chain facility
  - Value -added centres
  - Irradiation facilities
  - Modernised abattoirs
- **FDI in Food processing :** The total inflow of Foreign Direct Investment (FDI) in Food Processing Industry (FPI) sector during 2005-06 (up to November 2005) stood at US\$ 35.11 million.
- **Development initiatives:**
  - Assistance under various plan schemes.
  - Widening the R&D base in food processing by involvement of various R&D institutes and support to R&D activities.

- Human Resource development to meet the growing requirement of managers, entrepreneurs and skilled workers in the food processing industry.
- Assistance for setting up analytical and testing laboratories, active participation in the laying down of food standards and their harmonisation with international standards.

## INVESTMENT OPPORTUNITIES

- Fruits and Vegetables
- Fisheries
- Meat
- Grains
- Packaged/ convenience goods
- Establishing infrastructure, cold chain, etc.
- Mega food parks
- Logistics and cold -chain infrastructure



## POLICY INITIATIVES

- Most of the processed food items have been exempted from the purview of licensing under the Industries (Development and Regulation) Act, 1951, except items reserved for small-scale sector and alcoholic beverages.
- Food processing industries were included in the list of priority sectors for bank loans in 1999.
- Automatic approval for foreign equity upto 100 per cent is available for most processed food items except alcohol, beer and those reserved for small-scale sectors subject to certain conditions.
- Excise duty on processed fruits and vegetables has been brought down from 16 percent to zero level in the 2001-2002 budget.
- In the 2004-2005 budget, income tax holiday and other concessions were announced for certain FPI sectors.

## USEFUL WEBLINKS

Official website of Ministry of Food Processing Industries: <http://www.mofpi.nic.in/>  
 Agricultural and Processed Food Products Export Development Authority:  
<http://www.apeda.com/>

# GEMS AND JEWELLERY

Gems and jewellery sector is an important emerging sector in the Indian economy. Ranked among the fastest growing sectors, it also leads in foreign exchange generation.

## MAJOR SEGMENTS

The sector comprises two major segments

### ➤ Gold

- Comprises around 80 per cent of the Indian jewellery market, balance consisting of fabricated studded jewellery (diamonds and gemstone ).
- High levels of manufacturing and domestic consumption.

### ➤ Diamonds

- World's largest cutting and polishing Industry for diamonds.
- Well supported by the banking sector and government policies .
- Export potential for polished diamonds / finished diamond jewellery.



## GEMS AND JEWELLERY SECTOR: AN OVERVIEW

- **Exports:** During the period April-September 2006-07, the exports for gems and jewellery stood US\$ 7,760.60 million. Further, the gems and jewellery sector witnessed a growth of 6.32 per cent in the financial year 2005-06 , with a total gems and jewellery exports of US\$ 16669.11 million as against US\$ 15678.14 million in the corresponding period of the previous year.
- **Composition of Exports**
  - **Gold Jewellery exports:** This segment registered a growth of 1.28 per cent with exports of US\$ 3861.57 million in 2005-06 as against US\$ 3812.88 million in 2004-05.
  - **Cut and polished diamonds:** This segment registered a remarkable increase of 6.07 per cent during 2005-06.
  - **Coloured gemstones:** This segment grew by 21.05 per cent in 2005-06 at US\$ 233.32 million as against US\$ 192.75 million in 2004-05.
  - **Top export destinations**
    - o United States (28 per cent)
    - o Hong Kong (21 per cent)
    - o UAE (15 per cent)
    - o Singapore (9 per cent)

- o Belgium ( 8 per cent)

## INVESTMENT OPPORTUNITIES

- Gemstone processing (cutting and polishing)
- Jewellery manufacturing and retailing
- Jewellery certification
- Branded jewellery

## ADVANTAGE INDIA

### Gems and jewellery hub .

- Rich tradition / heritage of craftsmanship with high level of skills.
- Low production costs.
- Effective world wide distribution network for promotion and marketing.
- Diamond polishing capital of the world.
- Manufacturing excellence.



## POLICY INITIATIVES

- Import duty on several categories of gems and jewellery has been reduced in the recent 2007-08 budget. The duty has been reduced on cut and polished diamonds to 3 per cent from 5 per cent, on rough synthetic stones to 5 per cent from 12.5 per cent and on raw corals to 10 per cent from 30 per cent.
- Import of gold of eight carats and above allowed under the replenishment scheme subject to the import being accompanied by an Assay Certificate specifying the purity, weight and alloy content.
- Duty free import entitlement of consumables for metals other than gold and platinum at 2 per cent of the FOB value of exports during the previous financial year.
- Duty free import entitlement of commercial samples at US\$677.74. Duty free re-import entitlement for rejected jewellery at 2 per cent of the Free on Board (FOB) value of exports.
- Cutting and polishing of gems and jewellery treated as manufacturing for the purposes of exemption under Section 10A of the Income Tax Act.

## USEFUL WEBLINKS

Gem and Jewellery Export Promotion Council : <http://www.gjepc.org/gje>

The National Common Minimum Programme of the government identifies health as an important thrust area. Major initiatives were undertaken in the health sector in the recent past by the government to increase public spending on health and to translate the objective of providing effective, affordable, and accessible healthcare facilities to people. Healthcare spending in the country is expected to double over the next ten years.



## HEALTH SECTOR: AN OVERVIEW

- **Health care financing:** The government is committed to raise public spending on health from the current 0.9 per cent to 2-3 per cent of GDP over the next five years with focus on primary healthcare. In the budget 2007-08, the allocation for health and family welfare has been enhanced by 22 per cent to US\$ 2.8 billion.
- **Public private partnership:** Private players have invested large amounts in capital and human resources over the past few years. Major corporates like the Tatas, Apollo Group, Fortis, Max, Wockhardt, Piramal, Duncan, Ispat, Escorts have made significant investments in setting up state-of the-art private hospitals in cities like Mumbai, New Delhi, Chennai and Hyderabad. They have introduced latest medical technology. The government's share in the healthcare delivery market is 20 per cent while 80 per cent is with the private sector. Emergence of corporate hospitals has led to increased professionalism in medical practices and use of hospital management tools.
- **The path ahead:** The tenth five year plan focuses on the following:
  - Fully operationalise the structural and functional health sector reforms.
  - Improve efficiency of the existing healthcare system in government, private and voluntary sectors.
  - Improve quality of care at all levels.
  - Develop efficient logistics of supplies of drugs and diagnostics and promote rational use of drugs.
  - Explore alternative systems of healthcare financing so that essential healthcare is available at affordable costs.
- **Research:** There are a number of autonomous institutions under the Ministry of Health and Family Welfare (such as Indian Council of Medical Research, All India Institute of Medical Sciences etc.) which conduct research in various specific areas.
- **AYUSH:** The term AYUSH covers Ayurveda, Yoga & Naturopathy, Unani, Siddha and Homeopathy. Many of these systems originated in India and have gained wide acceptance in other parts of the world.

- **Medical tourism:** The Ministry of Tourism has taken several initiatives, in partnership with the private sector, to promote India as a destination for medical tourism and make it a global health destination. Several promotional measures like road shows and developing publicity material have been undertaken for the same.

- **Outlook:**

- The industry is expected to grow at 15% p.a. to \$60 billion by 2010.
- Medical tourism is expected to become a \$2 billion industry by 2010.
- Significant growth in healthcare BPO: expected to become a \$4.5 billion industry by 2008.



## INVESTMENT OPPORTUNITIES

- Health Insurance
- Medical tourism
- Hospital management
- Curative and preventive services
- Infrastructure facilities like hospitals and diagnostic centres
- Training manpower (doctors, nurses, technicians)

## POLICY INITIATIVES

### National Health Policy 2002

#### Key highlights:

- Achieve an acceptable standard of good health amongst the general population of the country.
- Increase access to the decentralised public health system.
- The contribution of the private sector in providing health services would be much enhanced.
- Increased access to tried and tested systems of traditional medicine will be ensured.

### FDI Policy

- 100 per cent FDI is permitted for all health related services under the automatic route

## USEFUL WEBLINKS

Official website of Ministry of Health and Family Welfare: [http:// www.mohfw.nic.in/](http://www.mohfw.nic.in/)

# INFORMATION TECHNOLOGY AND IT ENABLED SERVICES

Over the past decade, information technology industry has become one of the fastest growing industries in India. Strong demand over the past few years has placed India amongst the fastest growing IT markets in the Asia- Pacific region. The Indian software and ITES industry has grown at a CAGR of 28 per cent during the last five years. It is expected that the contribution of IT and ITES to national GDP will rise to 7 per cent by 2007-08 against 4.8 per cent in 2005-06.



## IT SECTOR: AN OVERVIEW

- **Software and services:** The Indian IT enabled Business Services (ITES- BPO) have demonstrated superiority, sustained cost advantage and fundamentally powered value proposition in ITES. Indian companies are expanding their service offerings, enabling customers to deepen their offshore engagements. The shift from low end business processes to higher value, knowledge based processes are having a positive impact on the overall industry growth. The National Association of Software and Service Companies (NASSCOM) has predicted a growth rate of 32.6 per cent in total software and BPO export revenues in the current fiscal. The industry is forecast to touch US\$ 31.3 billion in exports in fiscal 2007, compared to US\$ 23.6 billion in fiscal 2006.
- **Software Technology Parks of India (STPI)-** STPI acts as 'single-window' in providing services to the software exporters and incubation infrastructure to Small and Medium Enterprises (SMEs). The STPI has commissioned its new centres at Jammu (Jammu and Kashmir), Jodhpur (Rajasthan) and Siliguri (West Bengal). With the addition of these new centres, STPI now has 47 centres across the country.
- **State Wide Area Networks (SWANs)-** The government has approved a scheme for the establishment of SWANs at a total outlay of US\$722.68 million over a period of five years.
- **Capacity Building-** The Planning Commission has allocated funds as Additional Central Assistance to all the states for taking up capacity building measures.
- **Internet Promotion-** In order to bring about a substantially increased proliferation of internet domain name, the government in October 2004 announced a new ".in" internet domain name policy. It aims at adopting a liberal and market friendly approach to register large number of ".in" domain names.
- **Community Information Centres (CICs):** The Department of Information Technology has set up CICs in the hilly, far flung rural areas of the country to bring the benefits of information and communication technology (ICT) to the people, for socio-economic development of these regions and to alleviate the digital divide between urban and non-urban areas. The CICs are a citizen interface for IT enabled e-governance services and training. The CICs provide e-mail, internet access, citizen centric services, such as agro market information, hospital bookings and broad examination results.

## ADVANTAGE INDIA

- Proficiency in English Language
- Multi-country service delivery capabilities
- Cost advantage
- Government support and conducive policies
- BPO and call centre advantage
- Skilled manpower base
- Indian domestic market growth
- Great history in software development
- Process quality focus



## INVESTMENT OPPORTUNITIES

- Customer interaction services
- Knowledge based services
- Content development
- IT consulting
- IT outsourcing
- Engineering services outsourcing
- Software development
- IT enabled education

## POLICY INITIATIVES

- **Industrial Approval Policy**
  - Industrial licensing has been virtually abolished in the electronics and information technology sector except for manufacturing electronic aerospace and defence equipment.
    - There is no reservation for public sector enterprises in the electronic and information technology industry and private sector investment is welcome in every area.
    - Electronics and information technology industry can be set up anywhere in the country, subject to clearance from the authorities responsible for control of environmental pollution and local zoning and land use regulations.
- **Foreign Trade Policy**
  - In general, all electronics and IT products are freely importable, with the exception of some defence related items. They are also freely exportable, with the exception of a small negative list.

- Second hand capital goods are freely importable.
- Special Economic Zones (SEZs) are being set up to enable hassle free manufacturing and trading for export purposes. Sales from Domestic Tariff Area (DTA) to SEZs are being treated as physical export. This entitles domestic suppliers to Drawback/ Duty Entitlement Pass Book Scheme (DEPB) benefits, CST exemption and Service Tax exemption.

➤ **Foreign Direct Investment Policy for Information Technology**

FDI upto 100 per cent is permitted for e-commerce activities subject to the condition that such companies would divest 26 per cent of their equity in favour of the Indian public in five years, if these companies are listed in other parts of the world. Such companies would engage only in business to business (B2B) e-commerce and not in retail trading, inter alia, implying that existing restrictions on FDI in domestic trading would be applicable to e-commerce as well.



- Export Promotion Capital Goods (EPCG) Scheme
- Duty Exemption and Remission Scheme

## USEFUL WEBLINKS

Official website of Department of Information Technology <http://www.mit.gov.in/>

Official website of National Association of Software and Service Companies  
<http://www.nasscom.in/Default.aspx?>

The mineral industry comprises an important segment of the Indian economy as India is highly endowed with vast mineral resources. The country produces 89 minerals of which 4 are fuel minerals, 11 metallic, 52 non-metallic and 22 minor minerals.

The public sector accounts for over 85 per cent of the total value of mineral production.



## MINES: AN OVERVIEW

- **Mineral Production:** The total value of mineral production (excluding atomic minerals) during 2005-06 was estimated at US\$ 16.27 billion. The composition is as follows:
  - Fuel minerals - US\$12.22 billion (75 per cent)
  - Metallic minerals US\$ 1.94 billion (12 per cent)
  - Non-metallic minerals US\$ 2.11 billion (13 per cent).
- **Exports:** During the period April-September 2006-07, the export for ores and minerals stood at US\$ 2895.90 million (prov.) as compared to US\$ 2677.40 million during the same period in the year 2005- 06, registering a growth rate of 8.2 per cent.
- **Government in the mining sector**
  - **Survey and exploration**
    - Geological Survey of India
    - Mineral Exploration Corporation Ltd
  - **Regulation and conservation**
    - Indian Bureau of Mines
  - **Mining and processing**
    - Hindustan Copper Limited
    - National Aluminium Company Ltd
- **Major Players:** The major players in the mining sector are classified on the basis of the minerals produced by them namely,
  - **Exploration and production of coal / lignite:** Coal India Ltd, Neyveli Lignite Corporation, IISCO etc
  - **Exploration of metals (copper, bauxite, iron ore, chromite, lead zinc):** NALCO, BALCO, Mineral Exploration Corporation Ltd, Bharat Gold Mines Ltd, ONGC, Ircon,

Hindustan Zinc Ltd, Hindustan Copper Ltd, Sikkim Mining Corporation

- **Iron ore:** National Mineral Development Corporation, Kudremukh Iron Ore company, Steel Authority of India Ltd, Orissa Mining Corporation.
- **Bauxite mining and aluminium Production:** National Aluminium Company.
- **Copper ore mining:** Hindustan Copper Ltd.
- **Rock phosphate and barytes Mining:** Rajasthan State Mines and Minerals Ltd, Andhra Pradesh Mining Development Corporation.



## ADVANTAGE INDIA

- World's largest producer of mica blocs and splittings.
- Ranks third among global chromite producers.
- Ranks third in the production of coal, lignite, barytes.
- Ranks fourth in the production of iron ore.
- Ranks sixth in the production of bauxite and manganese ore.
- Ranks tenth in the production of aluminium.
- Ranks eleventh in the production of crude steel.
- Favourable climate for the rapid development of the mineral industry.
- Potential of large deposits of minerals.

## INVESTMENT OPPORTUNITIES

- Foreign participation in mineral exploration and mining of high value and scarce minerals.

## FOREIGN DIRECT INVESTMENT (FDI) IN THE MINING SECTOR

Foreign equity holding is allowed upto 100 per cent on the automatic route for all non-fuel and non-atomic minerals including diamonds and precious stones.

## USEFUL WEBLINKS

Ministry of Mines : [www.mines.nic.in](http://www.mines.nic.in)

Oil and natural gas are major inputs in most of the economic activities. In the recent past, the demand for oil and natural gas has increased manifold and there is an emerging gap between the demand and supply for this crucial raw material. The Indian economy has been riding high on growth and to keep pace with the trend, it needs to constantly engage in exploration and efficient use of oil and natural gas.



## OIL AND GAS SECTOR: AN OVERVIEW

- The Oil & gas sector plays a very important role in the economic and political scenario of the world. The limited oil and gas reserves and increasing energy requirements across the globe has led to a mismatch between the demand and supply forces and hence the spiraling prices.
- Crude oil production in 2006-07 up to December 2006 was 25.40 million tonnes, as compared to 24.03 million tonnes in the first nine months of 2005-06. Natural gas production up to December 2006 stood at 23.53 billion cubic meters. On the aggregate, oil and oil equivalent of gas production in 2006-07 up to December 2006, year-on-year, increased by about 1.85 per cent.
- The high economic growth in the past few years, increasing industrialisation and demand from a rising population has created a lot of concern for India's energy scenario. India has 0.5 % of the Oil and Gas resources of the world and 15 % of the world's population. This makes India heavily dependent on import of crude oil and natural gas. The 26.67 per cent growth in total imports in April- January 2005-2006 was contributed by 46.91 per cent growth in POL imports. This in turn was mainly due to a rise in international price levels of crude oil and petroleum products.
- Petroleum and natural gas constitute around over 16 per cent of GDP including transportation, refining and marketing of petroleum products and gas.

## INVESTMENT OPPORTUNITIES

- **Exploration and Production**
  - New Exploration Licensing Policy (NELP) was formulated by the Government of India in 1997-98 to provide a level playing field, on which all parties would compete, for the award of exploration acreage.
  - Some of the features of the attractive terms offered by the government are:
    - Foreign participation upto 100 per cent.
    - No minimum expenditure commitment during the exploration period.

- No signature, discovery or production bonus.
- No mandatory state participation.
- No customs duty on imports required for petroleum operations.
- Biddable cost recovery limit upto 100 per cent.
- Option to amortise exploration and drilling expenditures over a period of 10 years from first commercial production.
- Fiscal stability provision in the contract.
- To facilitate investors, a Petroleum Tax Guide (PTG) has been put in place.



#### ➤ Refining

- In the post-liberalisation period, the government has opened refining sector to joint sector as well as private sector for achieving faster growth.
- India will add more than a million barrels per day of refining capacity through 2010 if all projects on board materialise. Indian exports (on a net basis) will exceed 900 kb/d by 2010 surpassing South Korea to be the 2nd largest refined products exporter in the region.
- India has a crude oil refining capacity of 127 MMT.

#### ➤ Distribution and marketing

The entire gamut of exploration & production, refining, transportation and distribution and retail marketing activities present opportunities for FDI in:

- Production sharing contracts for oil and gas exploration under NELP.
- Supply of crude oil.
- Supply of gas.
- LNG import and transportation.
- Setting up of refineries.
- Marketing petroleum products including LPG.

## POLICY INITIATIVES

### ➤ FDI limits under the FDI policy

- Petroleum (other than refining):
  - Under the exploration policy, FDI upto 100 per cent is allowed for small fields through competitive bidding; upto 60 percent for unincorporative JV; and upto 51 percent for incorporative JV with a no objection certificate for medium-sized fields.
  - For petroleum products and pipeline sectors, FDI is permitted upto 51 per cent.
  - FDI is permitted upto 74 per cent in infrastructure related to marketing of petroleum products.
  - 100 per cent wholly owned subsidiary (WOS) is permitted for the purpose of market study and formulation.
  - 100 per cent wholly owned subsidiary is permitted for investment / financing.
  - For actual trading and marketing, minimum 26 per cent Indian equity is required over five years.
- The automatic route is not available.
- In case of refining:
  - FDI upto 26 per cent in case of public sector undertakings through Foreign Investment Promotion Board (FIPB) is allowed subject to the sectoral policy.
  - FDI upto 100 per cent in case of private Indian companies is allowed through automatic route.



## USEFUL WEBLINKS

Ministry of Petroleum and Natural Gas: <http://petroleum.nic.in/>

# PHARMACEUTICALS

The Indian pharmaceutical industry valued at US\$12 billion has portrayed tremendous progress with reference to infrastructure development, technology base creation and range of production. The domestic market in India is estimated to be at US\$ 12 billion by 2010.

## PHARMACEUTICALS INDUSTRY: AN OVERVIEW



- **Production:** The pharmaceutical industry produces bulk drugs belonging to major therapy groups. India holds fourth position in terms of volume and thirteenth position in terms of value of production in pharmaceuticals. It is estimated that by the year 2010, the Indian pharmaceutical industry has the potential to achieve over US\$22.58 billion in formulations and bulk drug production. The industry has developed Good Manufacturing Practices (GMP) facilities for the production of different dosage forms.
- **Pharma exports:** With value of exports at over US\$4.7 billion in 2005-06, India is today recognised as one of the leading global players in pharmaceuticals. It ranks 17<sup>th</sup> in terms of export value of bulk actives and dosage. Indian exports cover more than 200 countries including the highly regulated markets of USA, Europe, Japan and Australia.

## Industry Strengths

- Knowledge based Industry.
- Large manufacturing base for high quality drugs and formulations.
- Developing cost effective technologies for drug intermediaries and bulk actives without a compromise on quality.
- Cost advantage in terms of drug production.
- Maintenance of high standards in terms of purity, stability and International Safety, Health and Environment protection.
- Tremendous export potential.
- Strong scientific and technical manpower.
- World class national laboratories in process development.
- Increasing balance of trade in the sector.
- An excellent centre for clinical trials.

## INVESTMENT OPPORTUNITIES

- Scope for generic drug production market
- Contract research
- Lean manufacturing.

- Clinical research and trials.

## INITIATIVES IN THE PHARMACEUTICAL SECTOR

### ➤ Export Promotion Cell

An export promotion cell in this sector has been incorporated with the objective of

- Boosting pharmaceutical exports
- Functioning as a nodal centre
- Promoting activities aiming at accelerating pharma exports.
- Suggesting for modifications in the EXIM Policy.
- Organising seminars / workshops on standards, quality control requirements etc.



### ➤ Pharma Export Promotion Council (Pharmexcil)

The Pharma Export Promotion Council (Pharmexcil) has been constituted with the objective of

- Facilitating of exports of drugs, pharmaceuticals, biotechnology products, herbal medicines, diagnostics.
- Providing export thrust to various products through workshops, conferences and seminars and delegate visits.

### ➤ Foreign Direct Investment (FDI) in drugs and pharmaceuticals

- FDI upto 74% in the case of bulk drugs, their intermediate pharmaceuticals and formulations (except those produced by the use of recombinant DNA technology) would be covered under automatic route.
- FDI above 74% for manufacture of bulk drugs will be considered by the government on case to case basis for manufacture of bulk drugs from basic stages and their intermediates and bulk drugs produced by the use of recombinant DNA technology as well as the specific cell/tissue targeted formulations provided it involves manufacturing from basic stage.

## USEFUL WEBLINKS

Ministry of Chemicals and Fertilizers : [www.chemicals.nic.in](http://www.chemicals.nic.in)

Links to Chemical Industry Associations: <http://chemicals.nic.in/chem1.htm>

Affiliated Organisations : <http://chemicals.nic.in/chem1.htm>

India's maritime sector comprises of ports (major and minor), shipping (overseas and coastal), ship building, ship repair and inland water transport systems. India has around 12 major ports and 187 minor ports with a coastline of 7517 Km.

## INDIAN PORTS: AN OVERVIEW

- **Largest merchant shipping fleet:** India has the largest merchant shipping fleet among the developing countries and is ranked 17<sup>th</sup> in the world. The sector handles 95 per cent (in terms of volume) and 70 per cent (in terms of value) of India's external merchandise trade.
- **Traffic at ports:** The total traffic carried by both the major and minor ports during 2005-06 has been estimated at around 570 million tonnes.
- **Cargo handled:** The composition of cargo (in terms of commodity) handled at Major ports, during the period April-October 2006 (Prov.) is given below:
  - Containerised cargo — 16 per cent.
  - Coal - 13 per cent
  - Iron ore -17 per cent
  - Fertiliser and Raw Material —3 per cent
  - Petroleum oil and lubricants— 33 per cent
  - Others — 18 per cent
- **Overseas investment**

Significant investments have been made on a Build Operate Transfer Mode ( BOT) by foreign players such as

- Maersk (Jawaharlal Nehru Port Trust, Mumbai)
- P&O Ports (Jawaharlal Nehru Port Trust , Mumbai and Chennai)
- Dubai Ports International ( Cochin and Vishakapattinam)
- PSA Singapore ( Tuticorin)

## POTENTIAL FOR INVESTMENT

- **Projected investment:** The total investment opportunity in the sector is estimated at US\$ 20 billion upto 2012.



➤ **Development of the maritime sector:** The maritime sector (ports and shipping, inland waterways) requires an investment of US\$ 22 billion for future development.

➤ **Public Private Partnership**

- Under the Public Private Partnership, 14 private / captive projects with investments of US\$ 600 million have been completed
- 24 projects with an investment of US\$ 1.6 billion are under implementation / award.



## **FOREIGN DIRECT INVESTMENT (FDI ) POLICY AND INCENTIVES**

The Foreign Direct Investment in the ports upto the limit indicated below is allowed:

- Automatic approval upto 100 per cent for foreign equity participation with regard to the construction of ports and harbours.
- Automatic approval of foreign equity participation upto 100 per cent for support services such as operation and maintenance of piers, loading and discharging of vessels.
- Ten- year tax holiday

## **USEFUL WEBLINKS**

Department of Shipping : <http://shipping.nic.in>

Indian Ports Association : <http://www.ipa.nic.in>

India's power market is the fifth largest in the world. The power sector is high on India's priority as it offers tremendous potential for investing companies based on the sheer size of the market and the returns available on investment capital.

## POWER SECTOR: AN OVERVIEW

- **Growth of the Indian power sector:** During April 2005 - February 2006, the generation was 562.7 BU against 534.5 BU generated during corresponding period of previous financial year representing a growth rate of 5.3 per cent. The all India installed capacity of electric power generating stations under utilities was 118419.09 MW as on 31<sup>st</sup> March, 2005 consisting of 80902.45 MW thermal, 30935.63 MW hydro, 2770.00 MW nuclear, 2979.70 MW wind and 831.31 MW Renewable Energy Sources (R.E.S.) which has increased to 1,23,900.81 MW as on 28<sup>th</sup> February 2006 consisting of 82,297.44 MW thermal, 32135.05 MW hydro, 3310.00 MW nuclear and 6158.32 MW R.E.S.
- **Structure:** Majority of generation, transmission and distribution capacities are with either Public sector companies or with State Electricity Boards (SEBs). However, private sector participation is increasing especially in generation and distribution. For encouraging private investment, distribution licenses for several cities have been granted to the private sector and many large generation projects have been planned in the private sector.
- **Need for large investments:** According to Central Electricity Authority's sixteenth electric power survey, peak demand is expected to increase by a staggering 77 per cent to 157,107 MW by 2012. The total investment required in capacity creation, along with necessary investments in transmission and distribution segments is estimated at US\$ 200 billion. This quantum of investment calls for public-private partnerships in the sector.

## INVESTMENT OPPORTUNITIES

- **Hydro projects**
  - Sixty-eight per cent, i.e., 101,454 MW of potential capacity is still not developed.
  - Seventy-seven schemes with a cumulative total of 33,000 MW have been identified.
- **Captive Power**
  - At present, CPP accounts only for fifteen per cent, i.e., 22,100 MW of total combined capacity. Government plans to bring further 5000 MW into mainstream.
  - "Open Access" and "Group Captive" allowed under recent policy initiatives.
- **Ultra mega power projects**
  - Seven projects with an individual capacity of 4000 MW, requiring an investment of approximately US\$ 3.26 billion (INR 15,000 crore) each have been identified.



➤ **Nuclear power**

- In the post Indo-US agreement period, there is scope for private public partnership in this sector.

➤ **National grid programme**

- The programme envisages addition of over 60,000 ckm of transmission network in a phased manner by 2012 with an estimated investment of about US\$ 15.18 billion. Of this about US\$ 4.33 billion is to be mobilised through private participation.



➤ **Distribution:** With respect to distribution, the following opportunities exist

- Rural electrification
- Privatization of discoms
- Participation under franchise model

➤ **Trading**

- A “Power Pools” system has been established to facilitate trading opportunities for licenses.

➤ **Renewables**

- Existing untapped wind energy potential of 45,000 MW.
- Untapped bio-power potential of 52,000 MW.
- Untapped cogeneration- bagasse based potential of 5000 MW.

## **POLICY INCENTIVES**

- 100 per cent foreign equity participation is allowed under the automatic approval route in all segments of the industry (except atomic energy).
- Generation and distribution in power projects of any type and size are allowed
- The Electricity Act 2003 allows trading in power and provides for further deregulation.
- A renewable license period of 30 years has been set.
- Import duty at the concessional rate of 20 per cent has been set for import of equipment.
- The government allows a 5-year tax holiday for power generating projects with an additional five years in which a deduction of 30 percent taxable profits is allowed.

## **USEFUL WEB LINKS**

Official website of Ministry of Power, Government of India  
<http://powermin.nic.in/>

Official website of Central Electricity Authority :  
<http://www.cea.nic.in/>



# REAL ESTATE

The Indian economy is growing steadily, bringing prosperity to the country of over one billion people. In the post liberalisation era, India has attracted good amount of foreign direct investment on account of its excellent economic performance. Recently real estate sector has also been deregulated and liberalised. Today India is seen as a prime destination for investment by overseas investors across the board. India's favorable demographic and economic scenario makes it an attractive destination for the real estate investors.



## REAL ESTATE SECTOR: AN OVERVIEW

- **Key growth drivers:** The propellants for the real estate sector are:
  - Growth of India's middle class creating demand for housing.
  - Strong demographic impetus: India has the second largest population in the world and the growth rate of population is still rapid.
  - Rising FDI levels has increased commercial space requirements by foreign firms.
  - Expansion of organised retail sector.
  - Easy availability of finance.
- **Retail real estate:** Today, the face of the Indian retail sector is changing. Traditional stores are being replaced by retail chains, shopping centres, supermarkets and hypermarkets. From the beginning of 2006, the government has allowed foreign direct investment in single brand retailing, with 51 per cent participation. The retailing sector is projected to reach US\$ 23 billion by 2010. This growth in the retail sector will inevitably provide strong impetus to the retail real estate.
- **Housing real estate demand:** Several factors including rapid population growth, rising incomes, emergence of nuclear families, tax incentives, availability of home loans at competitive rates are responsible for the growing demand for houses and hence extensive residential construction. There is currently a shortage of around 20 million units and the demand is expected to rise in the forthcoming years. The current scenario is very conducive for investment in the housing real estate sector.
- **Structure:** Real estate is a highly fragmented sector with only a few organised players. Most real estate developers have only a local or regional presence and there is moderate participation from large corporations till now. The top players in the real estate and construction industry are Unitech, Hiranandani, DLF, Ansal group, Sobha Developers, etc.

## INVESTMENT OPPORTUNITIES

- Residential complexes
- Office/ industrial complexes
- Commercial space for organized retailing
- Hotels and hospitality sector
- Special Economic Zones (SEZs)
- Venture funds



## POLICY INITIATIVES

### FDI Policy

- Limit for FDI investment in township projects reduced from 100 to 25 acres. Minimum capitalisation USD 10 million (wholly owned subsidiaries) and USD 5.0 million (Joint venture with Indian partner).
- Investment can be repatriated after 3 years of project completion.

### Major projects cleared by FIPB:

- Dubai based Emaar group USD 500.0 million
- CESMA Intt Pvt Ltd with AP Govt township project at Hyderabad and Vijaywada
- Jakarta based Salim group USD 100.0 million project at Kolkata
- Lee Kim Tah Holdings, Singapore USD 115.0 million project at Chennai
- IJM's USD 350.0 million project at Mohali, Chandigarh
- Keppel Land, Singapore's USD 13.0 million land acquisition at Bangalore for a condominium project in joint venture with Puravankara
- Morgan Stanley's USD 70 million in Mantri, Bangalore
- Capital Land's investment with Runwal Group, Mumbai

## USEFUL WEB LINK

Confederation of Real Estate Developers Association of India: <http://www.credai.com/>

Indian retail industry is ranked among the ten largest retail markets in the world. The attitudinal shift of the Indian consumer in terms of “Choice Preference”, “Value for Money” and the emergence of organised retail formats have transformed the face of retailing in India.



## RETAILING IN INDIA OVERVIEW

- **Current scenario:** The Indian retail industry is currently estimated to be valued at US\$ 200 billion. Organised Retailing comprises 3 per cent (or) US\$6.4 billion of the retail industry. With a growth of over 20 per cent per annum over the last 5 years, organised retailing is projected to reach US\$ 23 billion by 2010.
- **Drivers of Retail Growth:** The Indian retail growth can be attributed to the following factors
  - **Demography dynamics:** Approximately 60 per cent of the Indian population is below 30 years of age.
  - **Double incomes:** Increasing instances of double incomes in most families coupled with the rise in spending power.
  - **Plastic revolution:** Increasing use of credit cards for categories relating to apparel, consumer durable goods, food and grocery etc.
- **Top players:** The Indian retail industry though predominantly fragmented through the owner run “mom and pop outlets” has been witnessing the emergence of a few medium-sized Indian retail chains, namely
  - Pantaloon Retail
  - RPG Retail
  - Shoppers Stop
  - Westside (Tata Group)
  - Lifestyle International
  - Reliance Retail

## INVESTMENT OPPORTUNITIES

- **Potential for investment:** The total estimated investment opportunity in the retail sector is around US\$ 5-6 billion in the next five years .
- **Location:** With modern retail formats having made their foray into the top cities namely Hyderabad, Coimbatore, Ahmedabad, Mumbai, Pune, Chennai, Bangalore, Delhi , Nagpur There exists tremendous potential in tier two towns over the next 5 years.

➤ **Sectors with high growth potential:** Certain segments that promise high growth are :

- Food and grocery
- Clothing
- Furniture and fixtures
- Pharmacy
- Durables, footwear & leather, watch & jewellery

➤ **Fastest growing formats:** Some of the formats that offer good growth potential are :

- Speciality and super market
- Hyper market
- Discount stores
- Department stores
- Convenience stores and e-retailing



➤ **Supply chain infrastructure:** Supply chain infrastructure in terms of cold chain and logistics .

➤ **Rural retail:** Retail sector offers opportunities for exploration and investment in rural areas, with corporates and entrepreneurs having made a foray in the past. Success Stories - ITCs Choupal Sagar, HLL's Project Shakti and Mahamaza.

## FOREIGN DIRECT INVESTMENT POLICY IN RETAIL

- Foreign Direct Investment (FDI) to the extent of 100 per cent in Cash and Carry Wholesale formats. Franchisee arrangements are also permitted in retail trade.
- **Single brand products:** FDI upto 51 per cent is permissible in the retail trade of single brand products subject to the following conditions.
- Products to be sold should be of a 'single brand' only.
  - Products should be sold under the same brand internationally.
  - 'Single brand' product-retailing would cover only products which are branded during manufacturing.

## USEFUL WEBLINKS

Investment Commission of India: <http://www.investmentcommission.in/retail.htm>

# ROADS AND HIGHWAYS

India has one of the largest road networks of 3.32 million km, consisting of expressways, national highways, state highways, major district roads, other district roads and village roads. Nearly 65 per cent of the freight and 80 per cent of the passenger traffic is carried by roads.

## ROADWAYS : AN OVERVIEW

- **Traffic handled:** Roadways aid in the transportation of nearly 65 per cent of freight and 80 per cent of the passenger traffic.
- **National highways:** National highways constitute 2 per cent of the road network and carry 40 per cent of the total road traffic. National Highways can be further classified in terms of the width namely the single lane / intermediate lane, double lane and four or more lanes.
- **Public Private Partnership:** The Department of Road Transport and Highways laid down some comprehensive policy guidelines for private-public participation in the highways sector. Several initiatives such as tax exemptions and duty free import of road building equipments and machinery have also been announced. All the sub-projects of NHDP Phase III to Phase VII would be taken up on the basis of Build Operate and Transfer (BOT) mode.



## ROAD DEVELOPMENT

- **National Highways Development Programme (NHDP)**

The National Highways Development Project (NHDP) is being implemented. The chief components of the project are:

- **NHDP Phase I:** The Golden Quadrilateral connecting the four major cities of Delhi, Mumbai, Chennai and Kolkata.
- **NHDP Phase II:** The North South and East West (NSEW) Corridors connecting Srinagar with Kanyakumari in the South, Salem with Kochi and Silchar in the East with Porbandar in the West.
- **Port connectivity project**
- **NHDP Phase III (A):** This phase approved by the government on March 5, 2005 looks at widening of the four lanes of over 4000 Km of the National Highways at an estimated cost of US\$4.77 billion on the basis of Build, Operate and Transfer (BOT).
- **NHDP Phase III (B):** This proposes to cover 6000 km of National Highways to be taken up on the basis of BOT.

- **Special Accelerated Road Development Programme:** The government has approved the implementation of the Special Accelerated Road Development Programme of the North Eastern region (SARDP NE region) under Phase A that includes 1110 km of National Highways and 200 km of state roads, and Phase B that includes 5122 km of roads (including 2141 km of National Highways).
- **NHDP Phase V :** Approval of the six laning of 6500 km of the Golden Quadrilateral and selected stretches of the National Highways at a cost of US\$ 9.31 billion.
- **NHDP Phase VI :** Government on November 2, 2006 approved construction of 1000 km of expressways with full access control on new alignments at a cost of US\$ 3.77 billion under NHDP Phase VI.



## PROGRESS

Work on the Golden Quadrilateral is nearly complete (93 per cent) and there is considerable progress in the North-South, East-West corridor project, expected to be completed by 2009.

## INVESTMENT INCENTIVES

The following provisions have been listed with a view to attract private investment.

- Greater equitable allocation of risk.
- Better clarity in the defining of rights and obligations of the parties.
- Strong dispute resolution mechanism.
- Robust institutional and legal set up comfort to the investors.
- Revenue sharing in the form of negative grant and concession fee.
- Protection of the concessionaire from the risks of additional tollway and competing roads.

### Foreign Direct Investment (FDI)

The provisions relating to Foreign Direct Investment in the road sector include :

- Foreign equity participation in the construction and maintenance of roads and bridges (Automatic approval of upto 100 per cent).
- Foreign equity participation in case of land transport support services such as the operation of highway bridges, toll roads and vehicles. (Automatic approval of upto 100 per cent).
- Ten year tax holiday with subsequent deductions of 30 per cent for the next five years.
- Government to make available the land for construction and operation of facilities.

## USEFUL WEBLINKS

Department of Road Transport and Highways: <http://morth.nic.in>

# SPECIAL ECONOMIC ZONES

To achieve the three-fold objectives of attracting FDI, increasing exports and accelerating the country's economic growth, the Government of India announced the introduction of Special Economic Zones in its Export-Import policy of March 2000. A Special Economic Zone (SEZ) is defined as “a specifically delineated duty free enclave and shall be deemed to be foreign territory for the purposes of trade operations and duties and tariffs”. The Indian SEZ policy provides for the development of these zones in the government, private or joint sector. This offers equal opportunity to both Indian and international private developers.



## SPECIAL ECONOMIC ZONES: AN OVERVIEW

- **Foreign Direct Investment:** Hundred per cent Foreign Direct Investment (FDI) under the automatic route is allowed in manufacturing sector in SEZ units except in arms and ammunition, explosives, atomic substances, narcotics and hazardous chemicals, distillation and brewing of alcoholic drinks and cigarettes, cigars and manufactured tobacco substitutes. No cap is there for foreign investments for SSI reserved items.
- **Incentives and facilities to SEZ developers:**
  - 100% FDI allowed for townships with residential, educational and recreational facilities on a case-to-case basis.
  - 100% FDI allowed for franchise for basic telephone service in SEZ.
  - Income tax benefit to developers for any block of 10 years in 15 years.
  - Duty free import/domestic procurement of goods for development, operation and maintenance of SEZs.
  - Exemption from Service Tax /CST.
  - Income of infrastructure capital fund/company from investment in SEZ exempt from income tax.
  - Investment made by individuals etc in a SEZ Co is also eligible for exemption u/s 88 of IT Act.
  - Developer permitted to transfer infrastructure facility for operation and maintenance.
  - Generation, transmission and distribution of power in SEZs allowed
  - Full freedom in allocation of space and built up area to approved SEZ units on commercial basis.
  - Authorised to provide and maintain services like water, electricity, securitys, restaurants and recreation centres on commercial lines.

➤ **Incentives for SEZ units**

- Exemption from indirect taxes, excise, sales, service tax, etc.
- Freedom to raise External Commercial Borrowings without any maturity restrictions.

➤ **Prerequisites for setting up a SEZ:**

- Only units approved under the SEZ scheme would be permitted to be located in SEZ.
- SEZ units shall abide by local laws, rules, regulations with regard to area planning, sewerage disposal, pollution control and the like.
- SEZ units shall also comply with industrial and labour laws as may be locally applicable.
- The SEZ should have a minimum area of 1000 hectares and at least 25 % of the area is to be earmarked for developing industrial area for setting up of units.
- Minimum area of 1000 hectares will not be applicable to product specific and port/airport based SEZs.
- Wherever the SEZs are landlocked, an Inland Container Depot (ICD) will be an integral part of SEZs.



**Policies relating to SEZ units:**

- **Central Sales Tax Act:** Supplies of goods from domestic tariff area for SEZ units are exempt from payment of central sales tax.
- **Customs and excise:** Units may import or procure from the domestic sources, duty free, all their requirements of capital goods, raw materials, consumables, spares, packing materials, office equipment, DG sets etc. for implementation of their project in the zone without any license or specific approval.
- **FDI:** FDI up to 100% is allowed through the automatic route for all manufacturing activities in Special Economic Zones (SEZs), except for the following:
  - Arms and ammunition, explosives and allied items of defence equipment, defence aircraft and warships
  - Atomic substances
  - Narcotics and psychotropic substances and hazardous chemicals
  - Distillation and brewing of alcoholic drinks
  - Cigarettes/cigars and manufactured tobacco substitutes
  - Sectoral norm as notified by Government shall apply to foreign investment in services sector

- The SEZ Act 2005, provides a **single window clearance** and approval mechanism for establishment of SEZs as well as production units inside the zones.
- According to SEZ act 2005, SEZ units have been given 100 per cent **income tax exemption** for a block of 5 years and an additional 50 per cent tax exemption for the next five years and 50 per cent of the ploughed back export profits for the next five years.
- **Major Industries in Special Economic Zones:** The major industries in SEZ are gems and jewellery, electronics & hardware, software, textile and garments, engineering goods, sports goods, leather products, chemicals and allied products.



### USEFUL WEBLINKS

<http://www.sezindia.nic.in/welcome.htm>  
<http://sezindia.nic.in/home.htm>

# TELECOMMUNICATIONS

The telecom sector has shown impressive growth during the past decade. Today, with more than 125-million telephone network, it is one of the largest communication networks in the world, which continues to grow at a blistering pace.

The rapid growth in the telecom sector can be attributed to the various pro-active and positive policy measures taken by the government as well as the dynamic and entrepreneurial spirit of the various telecom service providers both in private and public sectors.



## TELECOM SECTOR: AN OVERVIEW

- **Network expansion** - The total number of telephones has increased from 125.79 million as on 31st December 2005 to 189.92 million as on December 31, 2006. The share of wireless phones has increased from 68 per cent in December 2005 to 78.77 per cent in December 2006. The number of internet subscribers grew at 25 per cent while broadband subscribers grew from 0.18 million to 1.32 million during 2005-06.
- **Increasing role of private sector** - The private sector has played a significant role in the growth of telecom sector. The share of private sector has risen from 54.54 per cent in December 2005 to 64.14 per cent in November 2006.
- **Tariff rebalancing measures:** There has been a dramatic fall in the tariffs due to increased competition. The minimum effective charges for local calls have fallen considerably in recent months especially for cellular service.
- **Foreign Direct Investment (FDI):** During the period August 1991 to December 2006, FDI inflows amounted to US\$ 16,554 million. The pace of FDI inflow in the sector has improved substantially after 2001. Government has enhanced composite foreign holding to 74 per cent from 49 per cent. Accordingly, the FDI ceiling has been raised to 74 per cent for the services such as basic, cellular, unified access services, NLD/ILD, GMPCS, VSAT, & other Value Added Services.
- **Telecom Regulatory Authority of India (TRAI)-** TRAI was established under the Telecom Regulatory Authority of India Act, 1997 enacted on March 28, 1997. The goals and objectives of TRAI are focused towards providing a regulatory framework that facilitates achievement of the objectives of the New Technology Policy (NTP) 1999. TRAI has endeavored to encourage greater competition in the telecom sector together with better quality and affordable prices

## INVESTMENT OPPORTUNITIES

- Manufacturing of equipment and components
- Exports of telecom equipment and services

- Setting up national long distance bandwidth capacity in the country
- Telebanking
- Telemedicine
- Tele education
- Teletrading
- E-commerce
- Telecom and value added services

### FDI Policy for Telecom sector



- In basic, cellular mobile, paging and value added services, together with Global Mobile Personal Communications by Satellite, the FDI cap is 74% (upto 49% through the automatic route and beyond that through an approval from FIPB) subject to grant of license from Department of Telecommunications and adherence by companies (who are investing and the companies in which investment is being made) to the license conditions for foreign equity cap and lock in period for transfer and addition of equity and other license provisions.
- Foreign direct investment upto 74% (automatic route up to 49%, FIPB beyond 49%) is permitted, subject to licensing and security requirements for the following:
  - ISP with gateways
  - Radio Paging
  - End to end band width
- FDI upto 100% (automatic route up to 49%, FIPB beyond 49%) is permitted in respect of the following telecom services: -
  - ISPs without gateways (both for satellite and submarine cables)
  - Infrastructure providers providing dark fibre (Investment Policy Category 1)
  - Electronic mail
  - Voice mail
- The above would be subject to the following conditions:
  - FDI upto 100% is allowed subject to the conditions that such companies would divest 26% of their equity in favour of Indian public in 5 years, if these companies are listed in other parts of the world.
  - The above services would be subject to licensing and security requirements, wherever required.

- Proposals for FDI beyond 49% shall be considered by FIPB on case-to-case basis.
- In manufacturing sector 100% FDI is permitted under automatic route
- FDI upto 49% is also permitted in an investment company, set up for investing in telecom companies licensed to operate telecom services. Investment by these companies in a telecom service company is treated as part of domestic equity and is not set off against the foreign equity cap.

## USEFUL WEBLINKS

Official website of Ministry of Communication and Information Technology:

<http://www.dotindia.com/>

Official website of Department of Telecommunications:

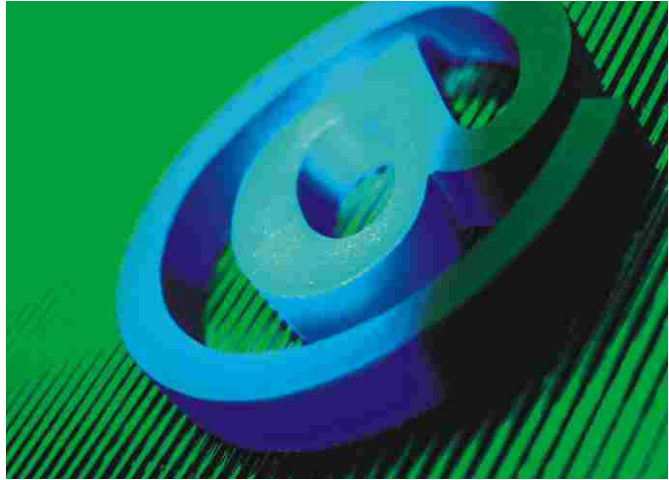
<http://www.dot.gov.in/osp/osp.html>

Official website of Telecommunications Consultants India Ltd.

<http://www.tcil-india.com/new/index.html>

Official website of Private Investment Promotion in Indian Telecom

<http://www.dot.gov.in/osp/osp.html>



The textile industry plays a crucial role in the Indian economy. The presence of the textile sector can be felt through its share of contribution to the industrial output, employment generation and the export earnings of the country. Currently, it contributes about 14 percent to industrial production, 4 percent to the GDP and 16 percent to the country's export earnings. The textile sector is the second largest provider of employment after agriculture and employs about 35 million people.



The major sectors forming part of the textile industry include the organised cotton/ man made fibre textile mill industry, man made fibre/ filament yarn industry, the decentralized powerloom sector, woollen textile industry, silk industry, handloom industry, handicraft industry, jute industry, and textile exports.

## TEXTILE SECTOR: AN OVERVIEW

- **Textile exports:** Textile exports contribute substantially to the country's export earnings. During the period April-September 2006-07, the export of textiles and textile products stood at US\$ 8545.9 million (prov.) as compared to US\$ 7738.6 million during the same period in the year 2005-06, registering a growth of 10.4 per cent. During the year 2005-06, the share of textiles exports including handicrafts, jute and coir in India's total exports was 16.63 per cent. Textiles exports grew from US\$ 14 billion in 2004-05 to US\$ 17 billion in 2005-06, recording a growth of 21.77 per cent. The export basket includes a wide range of items viz. cotton yarn and fabrics, man-made yarn and fabrics, wool and silk fabrics, made-ups, and a variety of garments.
- **Trade scenario:** In the post multi-fibre era, the government has rationalised the fiscal structure, allowed 100 per cent FDI under the automatic route, de-reserved ready-made garments, hosiery and knitwear sectors, launched Technology Upgradation Fund Scheme (TUFs) and technology missions for cotton. The liberalised trading regime has opened new avenues for the sustained development of the textile industry by providing greater export opportunities and creating a large number of additional jobs.
- **Cotton sector:** Due to focused support to cotton growers by the Government, cotton production touched record high of 244 lakh bales in the 2005-06 cotton season (October-September) and is expected to reach 270 lakh bales in the 2006-07 cotton season.
- **Woollen textile industry:** The woollen textile industry is a rural based and export oriented industry in which the organised, the decentralized and the rural sectors, complement each other. India is the 11th largest producer of wool, contributing 1.8% to total world production. There are a large number of hosiery, handloom and powerloom units in the woollen sector. The carpet and the readymade garment sectors have great potential for growth, particularly in export. During the period of April-March 2005-06, the woollen textile exports amounted to US\$ 0.47 billion, recording an increase of 13.63 per cent over the exports during the

corresponding period of 2004-05. The government is implementing the Integrated Wool Improvement Programme (IWIP) for the growth and development of the wool and woollen industry in the country.

- **Jute textile industry:** The jute sector occupies an important place in the economy of India in general and eastern region in particular. There are 78 jute mills in India. Out of these, 61 are in West Bengal, 3 each in Bihar and Uttar Pradesh, 7 in Andhra Pradesh and 1 each in Assam, Orissa, Tripura, and Madhya Pradesh. The present government has made a commitment to give fresh impetus to the jute industry. The government has taken a number of initiatives in pursuit of its goal such as the national jute policy, jute technology mission, functional and financial restructuring of the jute Corporation of India among others.



- **Sericulture:** Globally, India is the second largest producer of silk and contributes about 18 per cent to the world's total raw silk production. The country has the unique distinction of being endowed with all four varieties of silk, namely, mulberry, eri, tasar and muga. Silk is a highly remunerative cash crop, with minimum investment but rich dividends.

## ADVANTAGE INDIA

- Labour cost advantage
- Abundant raw materials
- Vast pool of skilled manpower
- Large spinning and weaving capacity
- Entrepreneurship
- Flexibility in production process
- Long operating experience with major markets such as United States and European Union

## INVESTMENT OPPORTUNITIES

- **Capturing the rising domestic demand:** The Indian economy has been growing at 6-8 per cent per annum during the past few years. Spending on consumer durables, apparel, entertainment, vacations and lifestyle products has increased in the recent years. This trend is likely to continue in future as the projected growth rate for the current fiscal is estimated to be around 7.5-8 percent. Thus, there is immense potential to tap this emerging demand.
- Opportunities for export of textiles.
- The government encourages the establishment of 100 per cent export oriented spinning units.

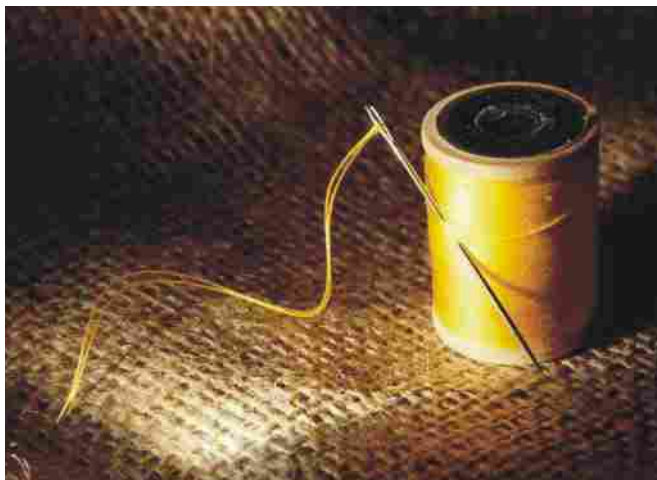
- Readymade garments
- Home Furnishings

## FDI Policy

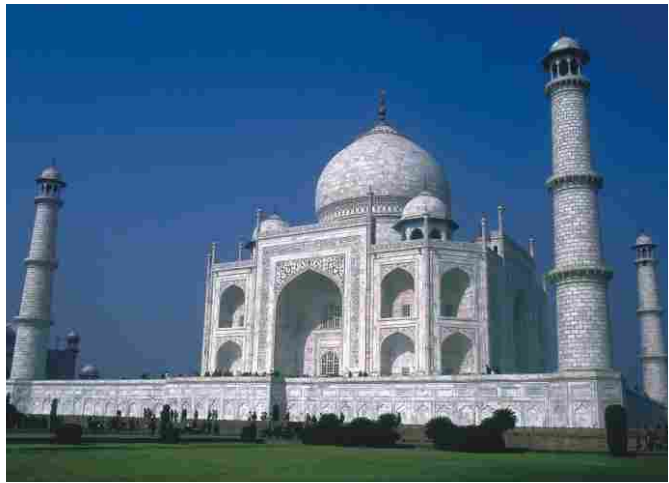
As per the present policy of Government of India, 100 per cent FDI is freely allowed in spinning, weaving, processing, garments and knitting sectors under the automatic route for both new ventures and existing companies except in cases where industrial license is required on account of location. For such cases, government approval is required.

## USEFUL WEBLINKS

- Official website of Ministry of Textiles: <http://texmin.nic.in/>
- Apparel Export Promotion Council: <http://www.aepcindia.com/portal/index.asp>



Indian tourism industry is one of the fastest growing sectors, offering diverse products to tourists. India has 26 world heritage sites. It is divided into 25 bio-geographic zones and has wide ranging eco tourism products. Apart from this, India has a 6,000 km coastline and dozens of beaches. India's great ethnic diversity translates into a wide variety of cuisine and culture. India also has a large number of villages, plantations and adventure locations. It is home to a great variety of wildlife and its reserves are well known throughout the world. It also has one of the world's largest railway systems opening possibilities for those interested in rail tourism. India also has excellent hospitals offering affordable medicare and traditional healthcare systems like Ayurveda. In addition to this, numerous ethnic fairs and festivals organised in different parts of India, attract a large number of foreigners.



The tourism sector holds immense potential for the Indian economy. It can provide impetus to other industries through backward and forward linkages and can generate huge revenue earnings for the country.

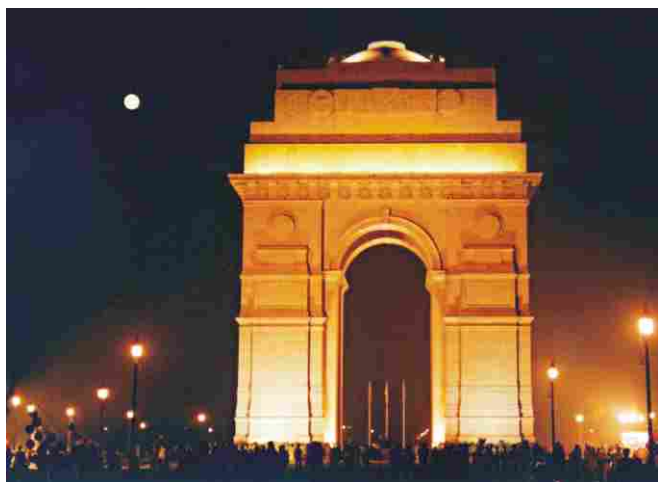
## TOURISM SECTOR: AN OVERVIEW

- **Current scenario:** Tourism in India has registered significant growth in recent years. The international tourist arrivals rose and stood at 4.43 million in 2006. The upward trend is expected to remain steady in the coming years. Tourism is the third largest net earner of foreign exchange for India recording earnings of US\$ 6569.34 million in 2006. The sector also provides employment to a large number of manpower. The contribution of the tourism sector is around 5.9% of the GDP. The World Travel and Tourism Council (WTTC) has identified India as one of the leading growth centres in the world in the coming decades. In the recent 2007-08 budget, the provision for building tourist infrastructure has been increased from US\$95.6 million in 2006-07 to US\$117.5 million in 2007-08.
- **Indian tourism as an engine of economic growth:** In the first half of the Annual Plan period of 2005-2006, the Ministry of Tourism has taken several initiatives in the field of infrastructure development and positioning Indian tourism as a major engine for economic growth. These include:
  - Emphasis for developing the existing and new destinations to world-class standards.
  - Improvement of connectivity to important destinations
  - Identification of 10-15 new destinations/ circuits by each state /Union Territory for development to world class standard with all the required infrastructure components
- **Medical tourism:** The Ministry of Tourism has taken several initiatives, in partnership with the private sector, to promote India as a destination for medical tourism and make it a global health destination. Several promotional measures like road shows and developing publicity material have been undertaken for the same.

- **Rural tourism:** A concept of rural tourism has been developed for showcasing the art, crafts and culture of rural India and for creating gainful employment in villages with tourism potential.

- **Cruise tourism:** India has a vast and beautiful coastline and hence there is a potential to develop cruise tourism.

- **Convention tourism:** International convention centres of the global standard is considered to be one of the important segments for promoting India as an attractive tourist destination in the global market. Ministry of Finance has already identified New Delhi, Mumbai, Bangalore, Goa and Jaipur for opening of world-class convention centres. Several initiatives have been taken up by way of public-private partnerships to develop small convention centres of high standard.



India is undoubtedly a unique conference destination as it offers cultural and heritage sites, has an exotic and mystical flavour, excellent facilities of beach and adventure holidays which can be combined as pre and post conference tours.

- **Promotional campaigns:** In order to promote India as a tourist destination, the government has launched various promotional campaigns like “Incredible India” and “Atithi Devo Bhava.”

## INVESTMENT OPPORTUNITIES

- |                      |                      |
|----------------------|----------------------|
| ➤ Hotel industry     | ➤ Service apartments |
| ➤ Adventure tourism  | ➤ Health tourism     |
| ➤ Convention centres | ➤ Wildlife tourism   |
| ➤ Highway tourism    | ➤ Amusement parks    |

### Policy Initiatives:

- **FDI Policy:** 100 per cent FDI is allowed in the “Hotels and Tourism Sector”. The term hotels include restaurants, beach resorts and other tourist complexes providing accommodation and/ or catering and food facilities to tourists. Tourism related industry includes travel agencies, tour operating agencies and tourist transport operating agencies, units providing facilities for cultural, adventure and wildlife experiences; surface, air and water transport facilities; leisure, entertainment, amusement, sports and health units to tourists and convention/seminar organizations.
- Automatic route is also available upto 51 per cent on the fulfillment of certain prerequisites.

## USEFUL WEB LINKS

- Official website of Ministry of Tourism and Culture: <http://tourism.nic.in/>
- <http://www.incredibleindia.org/>
- <http://www.tourismofindia.com/homepage.htm>

# URBAN INFRASTRUCTURE

Urban infrastructure broadly comprises electricity and gas distribution, drinking water, sanitation, sewage systems, urban transport, primary health services and environmental regulation.

## URBAN INFRASTRUCTURE: AN OVERVIEW



- **Urban growth:** The population census as of March 1, 2001 recorded a total of 1028 million persons, of which 742 million live in rural areas while 286 live in cities. The percentage decadal growth of population in rural and urban areas stood at 17.9 per cent and 27.8 per cent respectively. Urban population contributes to over 60 per cent of the country's GDP.
- **Potential for investment in urban infrastructure:** With the urban population growing at a rapid pace of over 31 per cent over the last decade, there has been a pressing need for better infrastructure in the areas of water management, roads, transportation, housing, sanitation, sewage and power.
  - The Central Public Health and Environmental Engineering Organisation (CPHEEO) has estimated the requirement of funds for 100 per cent coverage of the urban population under safe water supply and sanitation services by the year 2021 at US\$ 38.55 billion .
  - The Rail India Technical and Economic Services (RITES) estimates indicate that the amount required for urban transport infrastructure investment in cities with population 100,000 or more during the next 20 years would be of the order of US\$ 44.86 billion
- **Public Private Participation:** Public private participation has emerged as a suitable means in order to raise resources for urban development and management programmes in varied fields.
- **Programmes:** The Ministry of Urban Development has stressed on increasing the productivity of urban areas, in their quest for a world class urban scenario, with cities promising a tremendous potential as the engines of economic and social development.
- **Urban Development**
  - Jawaharlal Nehru National Urban Renewal Mission (JNNURM)
  - Urban Infrastructure Development Scheme for Small and Medium Towns (UIDSSMT)
  - Integrated development of small and medium towns
  - Infrastructure development in mega cities
  - National Urban Information System (NUIS)

- Lumpsum provision for the projects/schemes for the benefit of north-eastern states including Sikkim.

➤ **Urban water supply and sanitation**

- Accelerated Urban Water Supply Programme (AUWSP)
- PHE training programme
- External aided water supply & sanitation projects
- Centrally sponsored scheme for solid waste management & drainage
- Hospital bio-waste management
- Public private partnership
- Technology advisory group on solid waste management



➤ **Urban transport**

- Metro Rail Project
- Mass Rapid Transport System (MRTS)

## INVESTMENT OPPORTUNITIES

- Provision of basic amenities (Through PPP)
  - Urban transportation
  - Urban housing and water supply
- Special Economic Zones
- Engineering and construction

### Foreign Direct Investment in urban infrastructure

FDI up to 100 per cent is allowed under the automatic route in townships, housing, built-up infrastructure and construction-development projects (which would include, but not be restricted to, housing, commercial premises, hotels, resorts, hospitals, educational institutions, recreational facilities, city and regional level infrastructure), subject to certain guidelines.

### USEFUL WEBLINKS

Ministry of Urban Development : <http://www.urbanindia.nic.in/moud/moud.htm>

# *Indian States*

# ANDAMAN AND NICOBAR ISLANDS

The Union Territory of Andaman and Nicobar is located in the east of the Indian mainland and is spread over an area of more than 800 km.

These islands are home to the aboriginal tribes such as the Andamanese, Onges, Jarawas and Sentinalese, all of Negrito origin, while the tribes of Nicobar are the Nicobarese and Shompens, both of Mongoloid origin.

## ADVANTAGE ANDAMAN AND NICOBAR



- The Islands of Andaman and Nicobar are blessed with rare varieties of flora and fauna, exotic underwater marine life, crystal clear water and mangrove lined creeks.
- The state offers innumerable opportunities for tourism through water sports and adventure tourism such as trekking, island camping, snorkelling and scuba diving etc.
- The Islands offer a vast marine potential for the fishing and marine sector, owing to a long coastline and a unique and rare marine habitat. Tremendous opportunities are available for the fishing and marine industry. The estimated marine potential of the islands is 2.44 lakh tonnes, which so far, remains untapped.
- The proximity of the island to the international trade corridor offers good potential to the container port industry.
- The state has a record of high literacy rate.
- The state has a peaceful environment with negligible industrial dispute.
- Power : The power sector in Andaman and Nicobar islands has witnessed a lot of progress in the post-tsunami period.
- A network of roads and bridges and an organised ferry service.

## THRUST AREAS

The broad areas / sectors identified for industrial development in the Island are:

- Tourism
- I.T.
- Handicrafts
- High value added agro products

- Fisheries
- Coir
- Hydro carbon Energy
- Shipping sectors including transshipment ports
- Service industry

## INVESTMENT OPPORTUNITIES

- **Development of forestry:** The presence of a vast forest cover creates a potential for the development of forestry and its related products.
- **Development of marine industry:** There is good potential for marine products, both for the mainland and exports.
- **Agro-based industry:** This industry offers excellent opportunity for the growth of export-oriented crops.
- Tourism.



## WHOM TO CONTACT

Directorate of Economics & Statistics  
 Andaman & Nicobar Administration  
 Port Blair-744001  
 Tel : 03192-232476  
 Fax : 03192-234181

**Andaman & Nicobar Islands Integrated Development Corporation Ltd (ANIIDCO)**  
 Vikas Bhawan  
 A & N Islands  
 Port Blair - 744101  
**Tel:** + 91 3192 232666  
**Fax:** + 91 3192 235098

## USEFUL WEBLINKS

Government of Andaman and Nicobar : <http://www.and.nic.in>

Andaman and Nicobar Islands Integrated Development Corporation Limited (ANIIDCO):  
<http://www.aniidco.nic.in>

# ANDHRA PRADESH

Andhra Pradesh is a strategically located state in the Indian sub continent. It has the second largest coastal line in the country with an area of 970 Km. The state is increasingly being recognised as the hub of industrial activity in South India.

## ADVANTAGE ANDHRA PRADESH

- Fifth largest state in the country with an area of 2,76,754 km .
- Fastest growing state in the country with an 8.35 per cent annual growth.
- Largest base of higher education institutions in the country.
- Well connected globally and locally, with the presence of world class infrastructure facilities.
- Bounty of natural resources, endowed with fertile land, water and conducive agro-climatic conditions and an agriculturally-prosperous state.
- The state has abundant energy. Andhra Pradesh has progressed a lot in reforming its energy sector (privatization, separation of generation from transmission and distribution).
- Immense contribution to the pool of IT professionals in the economy. Nearly 23 per cent of the software professionals in the United States of India are from Andhra Pradesh.
- Distinction of being favourably placed in terms of the HDI (Human Development index); the weighted average index of 74 parameters like health, education, sanitation, environment and empowerment etc., that define the well being and quality of the life of the people.
- Ranks among the largest producers of food grains, fruits, vegetables, cotton, maize, dairy and poultry products in the country. Leading state in several agro based industries sugar, edible oil, sea food etc.
- Place of pride in the country in the IT and IT-enabled services. Most villages in Andhra Pradesh have been covered by the optical fiber network of BSNL and Reliance providing communications facilities
- Exports from AP are growing @ 10% every year
- Second largest storehouse of mineral resources in India.
- One of the leading state in cement and power production.
- Leading producer of paper.



## THRUST SECTORS

- Biotechnology
- Tourism
- Food & agro based industries
- Information Technology

The government has placed on focus the following areas that could channelise potential investments in the IT sector

- IT Infrastructure e.g. IT Parks including IT Parks developed by the private developers and companies building own IT campuses.
- Development of talent pool.
- Development of entrepreneurship in IT.
- Development of R&D.
- Development of Tier-II Cities.
- Special incentives for SMEs engaged in IT.
- Development of hardware manufacturing.

- Textiles and Leather



## INVESTMENT OPPORTUNITIES

The Andhra Pradesh State Industrial Development Corporation has identified the following broad areas for investment:

- Food & agro processing except traditional industries.
- Petroleum, petro-chemicals.
- Chemicals & fertilizers.
- Engineering & automotives.
- Mineral- based industries.
- Information technology.
- 100% Export- Oriented Units. (EOUs)
- Biotechnology.
- Renewable sources of energy.
- Energy saving devices, appliances, etc.
- Energy efficient and waste reduction technologies and processes.
- Pollution control equipment and devices.
- Waste utilisation and recycling.

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## WHOM TO CONTACT

Government of Andhra Pradesh  
Industries and Commerce Dept.,  
II Floor, D Block,

Secretariat  
Hyderabad 500022  
Phone : 91-040-23454449  
Fax: 91-040-23452985  
Email: prsecy\_cip\_inds@ap.gov.in

## USEFUL WEBLINKS

**Government of Andhra Pradesh :**  
<http://www.aponline.gov.in/apportal/webdirectory/webdirectory.aspx>

**National Informatics Centre, Andhra Pradesh :** <http://www.ap.nic.in>

**Commissionerate of Industries :**  
<http://www.apind.gov.in>

**A.P.Industrial Development Corporation Ltd:** <http://www.apind.gov.in>



# ARUNACHAL PRADESH

Arunachal Pradesh is situated in the north east part of India. It has an international border with Bhutan in the west, China in the north and north-east and Myanmar in the east. It became an independent state in 1987. Arunachal is the largest state in the north-east.

## ADVANTAGE ARUNACHAL PRADESH

- ▶ Nature's paradise with a phenomenal biodiversity of flora and fauna in terms of diverse forests and wildlife.
- ▶ Market potential for the cultivation of orchids and a variety of medicinal plants.
- ▶ Development of traditional arts and crafts
- ▶ Excellent opportunities in the tourism sector



## THRUST AREAS

- ▶ **Art and craft industries**
  - I) Weaving
  - II) Cane and bamboo work
  - III) Carpet making
  - IV) Wood carving
  - V) Ornaments
  - VI) Paper making
  - VII) Blacksmith work
  - VIII) Ivory work
  - IX) Carpentry
  - X) Horticulture
  - XI) Tourism

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## INVESTMENT OPPORTUNITIES

- ▶ Industries based on locally available raw materials.
- ▶ Textiles (handlooms and powerlooms) and handicrafts.
- ▶ Electronics and knowledge based industries.
- ▶ Industries based on non- timber forest produce.
- ▶ Infrastructure, such as power and communications.
- ▶ Tourism
- ▶ Medical services
- ▶ Educational services



## WHOM TO CONTACT

Directorate of Industries & Commerce  
Govt. of Arunachal Pradesh  
Itanagar, Pin-791111  
Phone - 0360-212323,214943,212775(R)

Arunachal Pradesh Industrial Development & Financial Corporation Ltd.  
C-Sector, Itanagar - 791111  
Phone: 212672

Arunachal Pradesh Mineral Development & Trading Corporation Ltd. Itanagar  
Phone: 212192, 212468

## USEFUL WEBLINKS

Government of Arunachal Pradesh : <http://arunachalpradesh.nic.in>  
State Departments : <http://arunachalpradesh.nic.in/departments.htm>

Assam is a north-eastern state of India. Located just below the eastern Himalayan foothills, it is surrounded by the other north-east states of Arunachal Pradesh, Nagaland, Manipur, Mizoram, Tripura and Meghalaya. Assam and its commercial capital Guwahati form the gateway to the north-eastern states, together called the seven sisters. Assam also shares international borders with Bhutan and Bangladesh.



## ADVANTAGE ASSAM

- ▶ The state is endowed with plenty of natural resources.
- ▶ Unique locational advantage of being situated close to South-East Asian countries.
- ▶ Assam's proximity to the SAARC countries of Bangladesh, Nepal, and Bhutan gives rise to investment potential for foreign investors taking advantage of the dynamic possibilities of intra regional trade through SAFTA (South Asian Free Trade Agreement).
- ▶ Gateway to the north- east.
- ▶ Source of raw material for both agriculture and industry.

## THRUST AREAS

- ▶ Petroleum and natural gas based industries
- ▶ Industries based on locally available minerals
- ▶ Processing of plantation crops
- ▶ Food processing industries
- ▶ Agri-Horticulture products
- ▶ Herbal products
- ▶ Biotech products
- ▶ Pharmaceuticals
- ▶ Chemical and plastic based industries
- ▶ Export oriented industries

- ▶ Electronic and IT base industries including services sector
- ▶ Textiles and sericulture
- ▶ Engineering industries
- ▶ Cane and bamboo based industries
- ▶ Other handicrafts industry

## INVESTMENT OPPORTUNITIES

- ▶ IT Sector
- ▶ Tourism
- ▶ Agro- horti & food processing sectors
- ▶ Promotion of bamboo industries
- ▶ Biotechnology



## WHOM TO CONTACT

Directorate of Industries and Commerce  
Government of Assam  
Udyog Bhawan, Bamunimaidam  
Guwahati 21  
Phone 91-361-2550242,2550717  
E-mail- [dirind@satyam.net.in](mailto:dirind@satyam.net.in)

Assam Industrial Development Corporation Ltd.  
R.G. Barua Road, Guwahati- 781 024  
Phone- 91-361-2201215,2202216  
Fax-2202017  
E-mail- [aidcltd@sancharnet.in](mailto:aidcltd@sancharnet.in)

## USEFUL WEBLINKS

Government of Assam: <http://assamgovt.nic.in/>  
Department of Industries and Commerce  
Government of Assam <http://industriesassam.nic.in/>

Bihar is located in the eastern part of the country (between 83°-30' to 88°-00' longitude). It is an entirely landlocked state, although the outlet to the sea through the port of Kolkata is not far away. Bihar lies mid-way between the humid West Bengal in the east and the sub humid Uttar Pradesh in the west. It is bounded by Nepal in the north and by Jharkhand in the south.



## ADVANTAGE BIHAR

- ▶ The Gangetic plain of Bihar, with its biodiversity backed by good climate & fertile soil.
- ▶ Direct access to 46% of country's population having common boundaries with UP, Orissa, Jharkhand and West Bengal and international border with Nepal & NE states
- ▶ Second largest producer of vegetables.
- ▶ Third largest producer of fruits.
- ▶ Motivated and hard working manpower.
- ▶ Traditional knowledge weavers available in plenty.
- ▶ Proximity to the international Silk- Route.
- ▶ Producer of tasar, eri and mulberry silk of good quality.

## INVESTMENT OPPORTUNITIES

- ▶ **Agro based industries**
  - Cattle feed
  - Jute, hemp, sisal and other fabrics
  - Tea cultivation, processing and packaging
  - Paper
  - Floriculture
- ▶ Industries based on medicinal and aromatic plants
- ▶ Sericulture
- ▶ Chemical based industries
- ▶ Power generating and allied industries
- ▶ Electronic, computers and IT based industries
- ▶ Industries based on non-conventional energy

- ▶ Livestock based industries, such as dairy, poultry, piggery, equipment meat processing, etc.
- ▶ Industries based on recycling of wastes, eco-friendly raw materials and processes.
- ▶ Super specialty health services
- ▶ Telecommunications and related products
- ▶ Food processing industry
- ▶ Tissue culture products
- ▶ Seeds and planting materials
- ▶ Foods and Vegetable processing
- ▶ Bio-technological processes and products
- ▶ Post harvest technologies
- ▶ Tourism
- ▶ Cold storage
- ▶ Plastic and plastic based industries
- ▶ Pharmaceutical drugs based industries
- ▶ Leather based Industries
- ▶ Technical education
- ▶ Ceramics
- ▶ Sports goods
- ▶ Packaging
- ▶ Metallurgical industries including power intensive units like induction furnaces, furnaces ferro alloys, oxygen plants, graphite and gas plants and calcium carbide plants.
- ▶ Textile, hosiery, knitwear
- ▶ Handicrafts
- ▶ Natural gas based industries
- ▶ Housing fixtures and related industries



## WHOM TO CONTACT

Industrial Development Commissioner  
Government Of Bihar  
Phone- (0612) 2221211  
Fax (0612) 2224991

## USEFUL WEBLINKS

Official website of Government of Bihar: <http://gov.bih.nic.in/>  
Bihar Industrial Area Development Authority: <http://biada.org.in/>

# Chandigarh

Chandigarh is a modern city and is located at 240 kms from Delhi. The famous French architect Le Corbusier planned this city. It serves as the capital of two states-Punjab and Haryana. However, administratively, the city is not under the jurisdiction of either state. It is administered by the Central Government and hence classified as a Union Territory. Chandigarh enjoys the natural advantage of being the capital city of two states and is home to a fair amount of business and commercial activity



Chandigarh's own industrial growth together with the growth in adjacent areas of Punjab, Haryana and Himachal Pradesh has made the city highly attractive to the banks and financial institutions and their presence in turn gives further boost to the industrial growth and investments in the city. Further, various sectoral policies have been put in place relating to information technology, biotechnology and special economic zones among others with a view to attract investment.

## Advantage Chandigarh

- A very well planned and managed city
- Compact, efficient and responsive administration
- Pro- active and vibrant set of policies
- Home to world class institutions
- Competitive and skilled workforce
- Single window advantage
- Excellent social and physical infrastructure
- Good quality of life
- Pollution-free environment
- Low crime rate

## Investment Opportunities

- Information Technology
- Information Technology enabled Services
- Real Estate
- Biotechnology
- Tourism

## Upcoming initiatives of Chandigarh administration

Chandigarh Administration is promoting Chandigarh in several fields for overall infrastructural development. The following key initiatives have been taken by the administration to make Chandigarh an attractive investment destination:

- An Education city is being set up over 100 acres
- A Multimedia cum Film City is being planned with Multimedia College, Multimedia Park and Centers of Excellence in Multimedia and Animation.
- A Bio-Tech Park is being established to promote the biotechnology and bio-informatics industry.
- An entertainment-cum-theme park is being established to provide modern facilities to tourists and other visitors.
- F-3 racing track to promote motor sports
- A modern fruit and vegetables processing market is being set up
- To promote eco-tourism and health tourism, administration is taking up a number of steps to attract tourists
- Botanical garden in more than 180 acres is being developed
- A Hardware park in 150 acres is being set up to give boost to hardware industry
- Two new lakes and a new leisure valley are being set up
- Financial Services Centre coming up to make Chandigarh a major financial centre in the country with integrated facilities and world class infrastructure
- Integrated City Centre coming up in Sector 34
- Elevated roads and multi-storey parking at various places coming up in order to stream line the traffic and to make driving on city roads a pleasure.
- Mono rail project is being implemented to cater to future needs of the city
- Upgradation of Chandigarh Domestic Airport to the level of an International Airport has started.



## Whom to contact

Chandigarh Industrial & Tourism Development Corporation Ltd.  
SCO 121-122, Sector 17-B, Chandigarh - 160017  
Telephone: 91-172-2704761, 2704356, 4644430 34  
Fax: 91-172-4644441

## Useful web links

Chandigarh Industrial & Tourism Development Corporation Ltd. <http://citcochandigarh.com/>

Department of Information Technology: <http://chdit.nic.in/>



# CHHATTISGARH

Chhattisgarh came into being on November 1, 2000, as a state in central India. It borders Madhya Pradesh in the northwest, Maharashtra in the west, Andhra Pradesh in the south, Orissa in the east, Jharkhand in the northeast and Uttar Pradesh in the north.

## ADVANTAGE CHHATTISGARH

- ▶ Rich in mineral resources. There are mega industries in steel, aluminum and cement.
- ▶ Chhattisgarh contributes substantially to the human resources of India. A unique Private Universities Act has been passed to attract investments in quality higher-education.
- ▶ Sound fiscal position.
- ▶ Chhattisgarh is developing as power hub of the country. Its large power surplus is attracting power-intensive industries and the state is poised to become the power-hub of the nation. Its central location helps easy power transmission to any part of the country. The state supplies power to Delhi, Gujarat and Karnataka, among others.
- ▶ Chhattisgarh ranks high in terms of good industrial relations and labour productivity.
- ▶ 12% of India's forests are in Chhattisgarh and 44% of the state's land is under forests. Identified as one of the richest bio-diversity habitats, Chhattisgarh has the densest forests in India, rich wildlife, and above all, over 200 non-timber forest products, with tremendous potential for value addition.
- ▶ Good connectivity.
- ▶ The state has locational advantage in trading. There is one existing dry port and another dry port by the Container Corporation is in the pipeline.
- ▶ The New Economic Policy (NEP) aims to promote private sector participation, especially in infrastructure sector.
- ▶ The NEP also aims to provide “single point contact” and “time bound clearance “ for providing requisite facilities, services and statutory clearances for investment.
- ▶ Product specific industrial parks i.e. aluminum and metal , apparel, food and herbal parks are being developed.



## INVESTMENT OPPORTUNITIES

- ▶ Processing of medicinal, aromatic and dye plants
- ▶ Automobile, auto components, spares and cycle industries
- ▶ Manufacturing of plant, machinery & engineering spares
- ▶ Downstream products based on aluminum
- ▶ Mineral based industries
  - Cement
  - Prospecting/exploitation of tin ore
  - Corundum cutting and polishing
- ▶ Food processing industries (industries approved for subsidy / assistance from Government of India)
- ▶ Milk chilling plant and branded dairy products
- ▶ Pharmaceutical industry
- ▶ White goods and electronic consumer products
- ▶ Power generation from non-conventional source
- ▶ Information technology, biotechnology and advanced technology industry
- ▶ Development of private sector industrial areas/ parks and other infrastructure



## WHOM TO CONTACT

Managing Director  
Chhattisgarh State Industrial Development Corporation  
B-4, M.R. Colony  
Shailendra Nagar, Raipur 492001, Chhattisgarh, India  
(+ 91-771) 429024, 420094  
(+91-771) 429025 Fax

## USEFUL WEBLINKS

Full document of the Industrial Policy: <http://www.cg.gov.in/departments/sipb/ip.PDF>

Official website of Government of Chhattisgarh: <http://chhattisgarh.nic.in/>

Chhattisgarh State Industrial Development Corporation Limited: [www.csidc.in](http://www.csidc.in)

# Dadra and Nagar Haveli

Dadra and Nagar Haveli is a Union Territory on the west coast of India to the north of the city of Mumbai. It is richly endowed with nature's bounty. It is a land of spell-binding beauty with lush green forests, winding rivers, beautiful waterfronts and dotting mountain ranges. Dadra and Nagar Haveli is located on the western side of the foot hills of western ghats and has an undulating terrain. Forty percent of the total geographical area of 491 sq. kms is covered with forests. The Union Territory has a population of 2.20 lakh as per the 2001 census with tribals forming a major chunk of 62 percent.



## Advantage Dadra and Nagar Haveli

- Locational Advantage
- Very good network of electricity
- Lower power tariffs
- Low taxes

## Leading Sectors

The overall industrial scenario of the territory is comprises:

- **Textile sector:** The units in the textile sector are engaged in spinning and processing. Processing includes texturising, twisting, weaving and knitting activities.
- **Paper:** The units in this sector are engaged in the manufacturing of corrugated paper boxes, sheets, rolls and paper tubes.
- **Tourism:** The Omnibus Industrial Development Corporation (OIDC) has taken up many ambitious projects, to give a boost to the tourism sector in the area.
- **Agriculture:** Agriculture is the major occupation of the people of the region with paddy , and millet being the most important crops .

## Some of the leading companies operating in Dadra and Nagar Haveli

| Lubricating oil sector         | Textile                    |
|--------------------------------|----------------------------|
| ➤ Gulf Oil India Ltd           | ➤ Silvassa Industries Ltd. |
| ➤ H.P.                         | ➤ Welspun Industries Ltd.  |
| ➤ Indian Oil Corporation       | ➤ J.B.F.Ltd                |
| ➤ Tide Water Oil Co.           | ➤ Filatex                  |
| Cosmetics                      | Metal/Engineering          |
| ➤ H.L.L Ltd.                   | ➤ Hindalco                 |
| ➤ Godrej Soaps Ltd             | ➤ Sterlite Optical Fibres  |
| Plastics                       | Air conditioners           |
| ➤ Nilkamal Plastics Ltd.       | ➤ Voltas                   |
| ➤ National Plastics Industries | ➤ Bluestar                 |

## Useful web links

Official Website of the Government of Dadra and Nagar Haveli

<http://dnh.nic.in/>

Omnibus Industrial Development Corporation

<http://oidc.nic.in/index.html>

# Daman and Diu

Daman is situated on the west coast of India bordered by the Arabian Sea. Daman is situated at 20-22'-00" to 20-27'-25" latitude north of equator and between meridian 72-49'-42" to 72-54'-43" longitude. An important locational advantage of Daman is its close proximity to Mumbai and that it is just 13 kms away from the nearest railhead, Vapi. Geographical area of Daman is 72 square kms. Diu is on the Saurashtra Coast, about 90 kms south of Veraval and 200 Kms from Rajkot.



## Advantage Daman and Diu

- **Fast developing beautiful belt:** The Union Territory (UT) of Daman and Diu is fast developing into a modern and beautiful belt for industry and tourism. Besides being ideally located and well connected, the UT offers entrepreneurs and industrialists excellent incentives and motivation to set up their base here.
- **Well connected by Rail, Road and Air:** Daman is situated on the southern border of Gujarat state just off N.H. 8 and is about 193 kms from Mumbai and 11 Kms from Vapi- the nearest railway station on the western railway. Diu is on the Saurashtra Coast, about 90 kms south of Veraval and 200 Kms from Rajkot. Diu is also connected by air from Mumbai.
- **Investor friendly investment incentive package**
- **Excellent communication network**
- **Peaceful and harmonious labour climate**

## Institutional Framework and Investment Opportunities

The Omnibus Industrial Development Corporation is at hand to provide all the help and information that an investor may need. OI DC has been incorporated by the Government of India specifically to aid, assist, finance, promote, expedite and accelerate the economic development of these UTs in various areas covering industries, fisheries, mining, tourism, agro-industries, communication, transport, housing and related activities.

The Omnibus Industrial Development Corporation (OIDC) is a multi-purpose organization performing diverse activities such as promoting housing, industrial estates, tourism, branded computers and providing raw material to the industrial units in the twin Union Territories of Daman & Diu and Dadra and Nagar Haveli. Recently OI DC has been declared an Infrastructure Development Corporation and the administration has entrusted all the big infrastructure projects to OI DC.

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To facilitate planned industrial development in Daman and Diu, OI DC has developed two model industrial estates equipped with the following:

- Infrastructure facilities
- Wide and well lit roads
- Drainage system
- Adequate vehicle parking facilities
- Adequate drinking water supply
- Green open spaces

Further, in order to boost the tourism activity in Daman and Diu, Diu has been declared as a special tourism area as it is endowed with beautiful beaches, churches, forts and cultural heritage.



Diu has the potential to be an up market tourism destination and the OI DC has gone a long way to contribute towards tourism infrastructure at Diu.

### Useful Web Links

Official Website of the Government of Daman and Diu

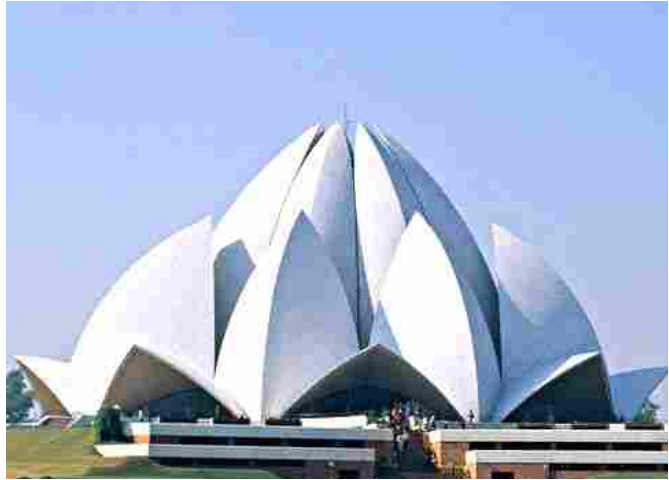
<http://daman.nic.in/>

Omnibus Industrial Development Corporation

<http://oidc.nic.in/index.html>

The Union Territory of Delhi has been in prominence right from the time of the epic "Mahabharata". It was the capital of many dynasties that ruled India. Delhi became the centre of administration in the modern era when the capital was shifted from Kolkata during the British rule. It was made a Union Territory in 1956.

Lying in the northern part of the country, Delhi is surrounded by Haryana on all sides except the east, where it borders with Uttar Pradesh.



## ADVANTAGE DELHI

- ▶ Big centre of small scale industries.
- ▶ Encouragement to non-polluting and non-hazardous industries
- ▶ Excellent connectivity in the form of state-of-the-art infrastructure (flyovers, Metro Rail etc).

## THRUST AREAS

- ▶ Computer software
- ▶ IT Enabled services
- ▶ Electronics and high tech industries
- ▶ Small scale industry

## PROMOTION OF SMALL SCALE INDUSTRIES

- ▶ Infrastructure facilities
  - Provision of developed plots and flatted factories
- ▶ Assistance in procuring imported scarce raw material, fuels and other inputs
- ▶ Assistance to traditional industries
  - **Handlooms:** Provision of technical guidance, loans and grants to weavers cooperative societies, thrift-fund-cum savings and group insurance schemes.
  - **Handicrafts:** Training to artisans in different crafts through apprenticeship schemes, carpet weaving and training centres, provision of marketing support, state awards to master crafts people, promotion of the sale of handlooms and handicrafts at bazaars.
- ▶ One window information service
- ▶ Export promotion cell
- ▶ Quality control cell
- ▶ Industrial pollution control
- ▶ Grant of licenses to carry on business of processors of lubricating oils and grease
- ▶ Simplification in Procedures
  - Redressal of grievances and assistance to the members of the public.
  - Less Interference by inspectorial staff.

## Information Technology Policy

The Government of Delhi, recognising the enormous potential of the Information Technology sector, put forth the IT policy in 2000. The policy aims to explore new avenues of development, employment, productivity, efficiency and enhanced factors of economic growth. The government envisioned that Delhi will emerge as a premier cyber state in the country and its citizens would be e-citizens.

### Policy objectives

The aspirations of the IT policy are governed by six E's namely

- ▶ **E-Governance:** To aid the government to deliver proactive and efficient services to its citizens.
- ▶ **Equality :** Achieve the objectives of poverty eradication, improving healthcare, empowering women and economically weaker sections of the society through the medium of Information Technology
- ▶ **Education:** Encourage the use of IT in schools, colleges and educational institutions thus enabling skill upgradation, knowledge and job prospects in the industry.
- ▶ **Employment:** Generate additional employment for the new digital economy.
- ▶ **Entrepreneurship:** Unleash the incubation engine, promote entrepreneurship, earn foreign exchange and increase IT's contribution to the economic growth of the state.
- ▶ **Economy:** To encourage and accelerate investments and growth in IT hardware, software, Internet, training, IT- enabled services, telecom, e-commerce and related sectors.



## Transport Policy

The state transport policy aims at providing safe, eco-friendly, cost-effective and efficient modes of transportation through a well integrated multi-modal transport system.

### Policy objectives

- ▶ Augment mass rapid transport system by means of massive investments through institutions.
- ▶ Provision of adequate, accessible and affordable modes of transport like buses, mini-buses, electric trolley buses complemented by a network of a rail based mass rapid transit systems like metro and commuter rail. ).
- ▶ Controlling vehicular pollution : Provision of CNG buses, strengthening the pollution norms , introduction of strict inspection and certification systems.
- ▶ Road infrastructure : Strengthen transport infrastructure by constructing a number of flyovers, subways, expressways etc.

## USEFUL WEBLINKS

Government of Delhi : [www.delhigovt.nic.in](http://www.delhigovt.nic.in)

Goa, a tiny emerald land territory on the west coast of India, the 25th State in the Union of States, was liberated from Portuguese rule in 1961. It was part of the Union territory of Goa, Daman & Diu till 30 May 1987 when it was carved out to form a separate state. It covers an area of 3702 square kilometers and comprises two revenue districts North and South Goa.

### ADVANTAGE GOA

- ▶ A flourishing trading culture and major port.
- ▶ Healthy investment environment.
- ▶ Sufficient power supply and reasonable tariff rates.
- ▶ Government acts as a facilitator.
- ▶ Rich natural and human resources.
- ▶ Goa is well connected by rail, air, road and sea to the rest of the country.
- ▶ High literacy rate.
- ▶ Well spread network of banking and financial institutions.
- ▶ Goa is strategically located with good infrastructure facilities, a centrally located airport, a seaport and connectivity by excellent road network as also other essential infrastructure like container freight station etc.
- ▶ Infrastructure
  - **Air:** Goa is connected by flights to Mumbai, Pune, Bangalore, Delhi and Cochin. Recently, some international flights to Gulf countries have been introduced. International charter flights land in Goa from different countries like UK, Germany, Russia, Finland, Sweden and Norway.
  - **Rail:** Goa is connected by Konkan Railway to Mumbai, Mangalore, and other destinations in Maharashtra, Karnataka and Kerala. The existing Vasco-Miraj line has been converted into broad gauge, which has facilitated direct rail journey from Goa to New Delhi. Goa is connected through South Central Railway to Bangalore, Chennai, Hyderabad, etc.
  - **Road:** Goa is connected by road to all the major towns in India. Bus services are available to Mumbai, Pune, Bangalore, Mangalore, Kolhapur and Hyderabad. National Highways NJ4A and NH 17 pass through Goa.



## THRUST AREAS

- ▶ Pharmaceuticals, drugs and biotech industries
- ▶ Food processing and agro based industries
- ▶ IT and IT-enabled services
- ▶ Eco/heritage/adventure/event /medical tourism
- ▶ General tourism
- ▶ Entertainment



## WHOM TO CONTACT

Goa industrial Development Corporation  
Shree Saraswati Mandir Building  
18<sup>th</sup> June Road, Panaji 403 001  
Goa  
Phone 91 832 2224807/2226201  
Fax- 91 832 2228012  
Email [goaidc@goatelecom.com](mailto:goaidc@goatelecom.com)

## USEFUL WEBLINKS

Official Website of Government of Goa: <http://goagovt.nic.in/welcome.htm>  
Goa Industrial Development Corporation: <http://www.goaidc.com/home.html>  
Goa Chambers of Commerce and Industry: <http://www.goachamber.org/>

Gujarat became a separate state on 1st May 1960. It is situated on the west coast of India between 20-6' N to 24-42' N north latitude and 68-10'E to 74-28'E east longitude. It is bounded by the Arabian Sea in the west, by the States of Rajasthan in the north and north-east, Madhya Pradesh in the east and Maharashtra in the south and south-east. The state has an international boundary having a common border with Pakistan at the northwestern fringe. The two deserts, one to the north of Kachchh and the other between Kachchh and mainland Gujarat, are saline wastes.



## ADVANTAGE GUJARAT

- ▶ Strategic location giving easy accessibility to the western, middle-east and African markets.
- ▶ The population density of Gujarat now stands at 258 persons per sq. km as against the national average of 325 persons per sq. km.
- ▶ Longest coastline among all states in India - 1600 Km, dotted with 41 ports -- 1 major, 11 intermediate and 29 minor.
- ▶ Advantage of entrepreneurial skill.
- ▶ High level of industrialisation: Investment equivalent to over US\$ 30 billion underway.
- ▶ Highly productive and peaceful workforce.
- ▶ Present power generating capacity 9,007 MW\* - plans afoot to raise it to 17,477 MW by 2010 AD (\*excluding 4,600 MW captive generation).
- ▶ Excellent road network - length exceeding 74,000 Kms linking all the regions of the state.
- ▶ An efficient rail network connecting all-important centres in the state.
- ▶ Highest number of airports - 11 - amongst all the states, Ahmedabad has an international airport.
- ▶ Second highest in India in terms of industrial production, lignite, petroleum and moulding sand.
- ▶ Fourth highest in India in overall mining of minerals.
- ▶ Largest deposits of fluorite, agate and chalk.
- ▶ Contributing almost 100% of Acrilonitrile, Cyanide Salts, PMMA, PP, Melamine, Sodium

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Bicarbonate and Phosphorus and as much as over 80% of Soda Ash, Xylene, Elastomer and LDPE in country's total production.

- ▶ Quality network of educational institutions.
- ▶ Excellent law and order situation.

## INVESTMENT OPPORTUNITIES

Industrial Extension Bureau, a Government of Gujarat organisation, has identified sector specific investment opportunities most suitable in Gujarat:

- ▶ Agro-based and food processing Industries
- ▶ Chemical and Allied Industries
- ▶ Information Technology
- ▶ Mineral-based and allied industries
- ▶ Plastic and allied industries
- ▶ Port-related activities and infrastructure
- ▶ Textile industry
- ▶ Other sectors



## WHOM TO CONTACT

iNDEXTb  
Industrial extension Bureau  
Block No.18, 2<sup>nd</sup> Floor  
Udyog Bhavan, sector-11  
Gandhinagar 382 017  
Phone- 079-2325 6009/10/11, 23232228/59/84  
Fax- 079-23221297  
E-mail- [indextb@indextb.com](mailto:indextb@indextb.com)

## USEFUL WEBLINKS

[Http://www.indextb.com/contactus.html](http://www.indextb.com/contactus.html)

[Http://www.gujaratindia.com/index.aspx](http://www.gujaratindia.com/index.aspx)

Haryana became a new state on 1<sup>st</sup> November 1966. It is situated in the north between 27 deg 37' to 30 deg 35' latitude and between 74 deg 28' to 77 deg 36' longitude. Haryana has Uttar Pradesh on its eastern border, Punjab on its western border, Uttarakhand, Himachal Pradesh & Shivalik Hills on its northern border and Delhi, Rajasthan and Aravali Hills on its southern borders. The altitude of Haryana varies between 700 ft to 900 ft above sea level.



## ADVANTAGE HARYANA

- ▶ Haryana offers excellent location to start any industry, thanks to its sound infrastructure.
- ▶ Ninety-three of top Fortune -100 companies with their corporate offices and production bases are already in Haryana.
- ▶ The state has impressive infrastructure facilities in relation to road and rail network, well-developed industrial estates, good banking facilities, a reliable communication network, modern technical institutes and developed commercial markets.
- ▶ World class industrial, corporate and residential estates with highly competitive prices, developed and managed by highly professional and world renowned private and government agencies.
- ▶ Special emphasis is laid on planned development of infrastructure and providing eco-friendly environment conducive to healthy growth of industry.
- ▶ Haryana has adopted investor-friendly policies. These policies have been adjusted in accordance with the changing economic scenario and are far more liberal and transparent, and are geared towards promoting private investments- both domestic and foreign.
- ▶ Large manufacturing capabilities along with a strong private sector.
- ▶ Developed banking system with over 4500 branches of different banks.
- ▶ Skilled manpower and professional management including engineers, managerial personnel, accountants etc.
- ▶ Conducive foreign investment environment.
- ▶ Haryana today produces more than 50 per cent of passenger cars, 50 per cent of motorcycles, 25 per cent of tractors, 25 per cent of bicycles and sanitary wares manufactured in the country.

## THRUST AREAS

The state Industrial Policy for 2005 has identified the following thrust sectors on the basis of their growth potential and long term sustainability:

- ▶ Agro-based and food processing Industries.
- ▶ Electronics and Information & Communication Technology.

- ▶ Automobiles & automotive components.
- ▶ Handloom, hosiery, textile and garments manufacturing.
- ▶ Export-oriented units.
- ▶ Footwear, leather garments and accessories.

## PRESTIGIOUS MULTINATIONAL COMPANIES OPERATING IN GURGAON

- Motorola
- Siemens
- Hughes Software systems
- GE Capital
- GE Plastic
- IBM
- Silicongraphics
- Bectel
- Polaroid
- Alcatel
- Duracell
- Delphi
- Perfetti
- Norcool
- Denso
- Tell labs
- Daewoo Telecom Limited



## WHOM TO CONTACT

Haryana State Industrial Development Corporation (HSIDC)  
 Plot number 13-14  
 Institutional Area, Sector 6  
 Panchkula 134109  
 Phone- 91 172 2590481-83  
 Fax- 91 172 2590474

## USEFUL WEBLINKS

- ▶ Official website of Government of Haryana <http://haryana.gov.in/>
- ▶ Investment Promotion Center, Government of Haryana:  
[http://www.haryanainvest.org/major\\_infrastructure\\_projects.asp](http://www.haryanainvest.org/major_infrastructure_projects.asp)



# HIMACHAL PRADESH

Himachal Pradesh came into being on 15<sup>th</sup> April, 1948 as a centrally administrative territory by the integration of 30 princely states. On 1<sup>st</sup> November, 1966, its area was increased by merger of districts of Kangra, Shimla, Kullu, Lahaul-Spiti and some other areas from Punjab and Haryana. On 15<sup>th</sup> January, 1971, Himachal Pradesh attained statehood and today it has 12 districts.



The state's announcement of a New Industrial Policy in December 2004 has marked a watershed in its efforts to open its economy, moving to the centrestage of national and international business. The state government is currently bringing about further changes to accelerate the process of administrative and economic reforms and strengthen the inflow of domestic and foreign investment into the state.

## ADVANTAGE HIMACHAL PRADESH

- ▶ Strong support system conducive for the development of industrial areas, centres and specialised complexes.
- ▶ Comfortable power situation in terms of generation and supply at moderate rates.
- ▶ Abundant water resources suitable for the growth of industrial units.
- ▶ Favourable agro-climatic conditions for a wide variety of crops-vegetables, fruits, flowers, rice, plantation and commercial crops.
- ▶ Ideal environment for the setting up of agro-based, forest based, food processing, beverages, electronic and hi-tech industries.
- ▶ Peaceful industrial conditions with a minimal degree of strikes and labour unrest. Prompt measures for reconciliation of any disputes.
- ▶ Attractive tax and fiscal benefits offered by the Government of Himachal Pradesh.
- ▶ Favourable investment destination
- ▶ High potential for the development of tourism and related activities. Provision of packaged assistance to prospective entrepreneurs and investors.

## THRUST AREAS

- ▶ Units based directly on horticultural produce
- ▶ Mineral water bottling
- ▶ Automobile manufacturing units
- ▶ Cold storage units/chains

- ▶ Fruit/vegetable/herbs/honey/spices based wineries
- ▶ Production of ciders/ale/liqueurs
- ▶ Sericulture/ handloom/khadi industry related manufacturing industrial activities
- ▶ Floriculture
- ▶ Medicinal herbs , aromatic herbs
- ▶ Horticulture, maize-based herbal based and agro-based industries excluding those in the negative list
- ▶ Sugar and its by-products
- ▶ Silk and silk products
- ▶ Wool and wool products
- ▶ Woven fabrics
- ▶ Sports goods and articles and equipment for general physical exercise and equipment for adventure sports/activities, tourism
- ▶ Paper and paper products excluding those in negative list
- ▶ Pharma products
- ▶ Information and communication technology industry, computer hardware, call centers, IT software and services
- ▶ Eco-tourism hotels, resorts in locations other than those located in the municipal limits /Notified Area Committee (NAC)/ Nagar Panchayats/ special area development authority limits, as in case may be of Shimla, Dalhousie, Macleodganj and Manali
- ▶ Spas, entertainment/ amusement parks roadways,etc
- ▶ Industrial gases
- ▶ Handicrafts
- ▶ Non-timber forest product based industries
- ▶ Precision industries



## WHOM TO CONTACT

Minister of Industries  
Government of Himachal Pradesh  
Phone - 0177 2621581

Principal Secretary (Industries)  
Phone - 0177 2621871

## USEFUL WEBLINKS

Official website of Government of Himachal Pradesh: <http://himachal.nic.in/welcome.asp>  
Department of Information Technology <http://himachalnit.gov.in/welcome.asp>

# JAMMU AND KASHMIR

Jammu and Kashmir is the northern most state of India, lying mostly in the Himalayan mountains. Jammu and Kashmir shares a border with Himachal Pradesh to the south, Pakistan to the west and People's Republic of China to the north and east. It consists of three divisions: Jammu, Kashmir Valley and Ladakh. Srinagar is its summer capital, and Jammu the winter capital. Kashmir Valley is famous for its beautiful mountainous landscape. Jammu is known as "City of Temples" and attracts tens of thousands of Hindu and Muslim pilgrims every year. Ladakh, also known as "Little Tibet", is renowned for its remote mountain beauty and Buddhist culture which was established as early as the 2nd century.



## ADVANTAGE JAMMU AND KASHMIR

- ▶ Stable industrial policy .
- ▶ Attractive incentive and subsidy package.
- ▶ Rich resources of water, forests, herbs and minerals.
- ▶ Tremendous potential for investment in tourism sector.
- ▶ Good infrastructure and support system.
- ▶ The people of the state possess inherent skills of weaving and designing of textile products, which could be the basis for setting up of state-of-the art textile industry in the state.

## INVESTMENT OPPORTUNITIES

- ▶ Food processing
- ▶ Agro based industries
- ▶ Floriculture
- ▶ Information Technology
- ▶ Electronics and precision engineering
- ▶ Handloom and handicrafts
- ▶ Sericulture and silk industry

- 
- ▶ Textiles and readymade garments
  - ▶ Live stock based industry
  - ▶ Leather and leather goods
  - ▶ Sports goods industry
  - ▶ Processing of gems and precious stones
  - ▶ Selective mining projects and mineral based industry

## WHOM TO CONTACT

Directorate of Information  
Jammu and Kashmir Government  
Old Secretariat Mubarak Mandi Complex  
Jammu-180 001, India  
Telephone No-0191-2544076, 2540088,  
2578835  
Fax No.-0191-2544643

J&k SIDCO Drabu House , Rambagh,  
Srinagar- 190 015  
Tel-91-194-2430036, 2434402  
Fax-91-194-2430036

## USEFUL WEBLINKS

Government of Jammu and Kashmir <http://jammukashmir.nic.in/>  
J&K SIDCO <http://www.jksidco.org/>





# JHARKHAND

Jharkhand lies in eastern India. It was carved out of the southern part of Bihar on 15 November, 2000. Jharkhand shares its border with the states of Bihar to the north, Uttar Pradesh and Chhattisgarh to the west, Orissa to the south, and West Bengal to the east. The industrial city of Ranchi is its capital. The other major cities and industrial centres are Jamshedpur, Bokaro, Giridih and Dhanbad.



## ADVANTAGE JHARKHAND

- ▶ **Abundant minerals:** The state has huge reserves of minerals. Approximately forty per cent of the country's resources are available in the state. It is the sole producer of cooking coal, uranium and pyrite. It ranks first in the production of coal, mica, kyanite and copper in India. There exists further potential for exploration and exploitation in gold, silver, metals, decorative stones, precious stones, etc.
- ▶ **Industrious work force**
- ▶ **Locational advantage:** Jharkhand is located close to Calcutta, Haldia and Paradeep Ports. Ranchi, the capital, is well connected by air, rail & road. Industrial towns have excellent rail and road connectivity with major marketplaces in the country.
- ▶ **Conducive R&D facilities:** The state houses top most metallurgical institutions like NML Jamshedpur, SAIL R&D, etc.
- ▶ **Skilled manpower:** There are a number of renowned institutions such as XLRI at Jamshedpur, Indian Institute of Coal Management at Ranchi, BIT at Sindri, etc. These institutions produce highly skilled and qualified workforce.
- ▶ The state also has adequate power generation and efforts are being made to enhance it. Jharkhand also has adequate availability of surface and ground water and is sufficient with immense biodiversity supported by a moderate climate.

## THRUST AREAS

The state has identified a number of thrust areas on the basis of the following criterion:

- ▶ Availability of raw material
- ▶ Market
- ▶ Manpower resources

- ▶ Linkage with larger units
- ▶ Sustainability aspects
- ▶ Capacity to generate employment

The thrust areas identified on the basis of above parameters are:

- ▶ Mining and mineral Based Industries
- ▶ Agro-based industries
  - Cattle food
  - Jute, hemp, sisal and other fabrics
  - Tea cultivation, processing and packaging
  - Paper
  - Floriculture
  - Horticulture
- ▶ Industries based on medicinal and aromatic plants
- ▶ Sericulture/ tassar
- ▶ Forest based industries like shellac, bamboo, etc.
- ▶ Engineering, auto components, iron and steel and steel based down stream industries
- ▶ Chemical based industries
- ▶ Power generating and allied industries
- ▶ Electronic and IT based industry
- ▶ Industries based on non-conventional energy
- ▶ Live stock based industry
- ▶ Industries based on recycling of wastes and eco friendly raw materials,
- ▶ Super specialty health services
- ▶ Telecommunications and related products
- ▶ Food processing industry



- ▶ Tourism
- ▶ Cold storage
- ▶ Plastic and plastic based industries
- ▶ Pharmaceuticals and drugs based industries
- ▶ Leather based industries
- ▶ Technical education
- ▶ Ceramics
- ▶ Sports goods
- ▶ Packaging
- ▶ Metallurgical industries including power intensive units like induction furnaces, ferro alloys, oxygen plants, graphite and gas plants, and calcium carbide plants.
- ▶ Textile, hosiery, knitwear
- ▶ Handicrafts and handloom based industries
- ▶ Housing fixtures and related industries



### WHOM TO CONTACT

Department of Industries  
Government of Jharkhand  
Nepal House, Doranda  
Ranchi- 834001  
Jharkhand  
Phone-0651-2491844  
Fax- 0651-2491884  
E- mail- [contact@jharkhandindustry.in](mailto:contact@jharkhandindustry.in)

### USEFUL WEBLINKS

Official Website of Government Of Jharkhand: <http://jharkhand.nic.in/>

Situated on a table where the Western and Eastern Ghats converge into the Nilgiri hill complex, the state of Karnataka is confined roughly within 11.5 degree north and 18.5 degree north latitudes and 74 degree east and 78.5 degree east longitude. The state is bounded by Maharashtra and Goa in the north and northwest; the Arabian sea in the west; Kerala and Tamil Nadu in the south and Andhra Pradesh in the east.

Karnataka has been a pioneer in industry. For several years, the state has been pursuing progressive industrial policies to meet the changing needs of the state's economy and industry. In recent times, Karnataka has emerged as the knowledge and technology capital of the country. IT and related industries, biotechnology and strong research and development institutions have given Karnataka a global advantage.



## ADVANTAGE KARNATAKA

- ▶ A proactive government.
- ▶ Good law and order situation.
- ▶ Investor friendly and transparent administration.
- ▶ Progressive industrial, fiscal and infrastructure policies.
- ▶ Approvals / clearances through single window approach.
- ▶ World class technical manpower.
- ▶ Excellent social, educational and health facilities.
- ▶ Most congenial industrial relations.
- ▶ Abundant natural resources.

## THRUST AREAS

- ▶ Informatics
- ▶ Computer software
- ▶ IT- enabled services
- ▶ Telecom
- ▶ Auto & auto components
- ▶ Precision engineering machine tools
- ▶ Mineral-based industry

- Food processing
- Floriculture
- Biotechnology
- Textile
- Tourism
- Road infrastructure
- Minor sea and airport
- Water supply projects
- Industrial parks
- Power projects
- Other infrastructure projects



### Prestigious Multinational Companies Operating in Karnataka:

|                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                     |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>● IBM</li> <li>● Texas Instruments</li> <li>● Motorola</li> <li>● Honeywell</li> <li>● Cisco Systems</li> <li>● City Corp</li> <li>● Kodak</li> <li>● Hughes</li> <li>● Oracle</li> <li>● Sony</li> </ul> | <ul style="list-style-type: none"> <li>● Unilever</li> <li>● British Aero Space</li> <li>● L &amp; T</li> <li>● Britannia</li> <li>● Ericsson</li> <li>● Alcatel</li> <li>● Siemens</li> <li>● SAP</li> <li>● British Petroleum</li> <li>● Toyota</li> <li>● Rolls Royce</li> </ul> |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

### WHOM TO CONTACT

Karnataka Udyog Mitra  
Third floor, south block,  
Khanija Bhavan  
Race course Road  
Bangalore 560 00 1  
India  
Phone- 91-80-2282392, 2286632  
Fax- 91-80-2266063

### USEFUL WEBLINKS:

Karnataka Udyog Mitra : <http://www.kumbangalore.com/>  
Official Government website for IT industry <http://www.bangaloreit.in/index.asp>  
Official Karnataka pages at National Informatics Centre <http://www.kar.nic.in/>



The state of Kerala is situated at the south western tip of India bordered by TamilNadu and Karnataka. Kerala is enchantingly a beautiful state and is often called “Gods own country”.

## ADVANTAGE KERALA

- ▶ Bounty of natural resources
  - Rich fertile soil
  - Temperate climate
  - Rich marine life
- ▶ Large reserves of mineral deposits and beach sands containing the richest concentration of zircon, monazite, sillimanite.
- ▶ Most advanced state in terms of literacy, education and health.
- ▶ Strategically located state on the trans national trade corridor.
- ▶ Well connected infrastructure :
  - Three international airports at Thiruvananthapuram, Kozhikode, and Cochin.
  - International sea port with container cargo handling facility at Cochin.
  - Well integrated road and rail networks.
- ▶ Human resource advantage
  - Highest density of science and technology personnel in India.
  - Lowest employee attrition rate in the country - <5%
  - Ongoing training for ITES HR pool.
- ▶ Cost advantage
  - A fully burdened cost of just \$8 per hour when compared to the global average of \$15.
  - Salaries - 1/5th of the international average.
  - Operational costs less than 50% when compared to the other major IT Parks.
  - Rentals lower by more than 60%
  - Power and water tariff among the lowest in the country.
- ▶ Communication advantage
  - 100 per cent of 988 telephone exchanges are digital.
  - 98 per cent of telephone exchanges connected by Optical Fiber Cable (OFC) to the National Internet Backbone (NIB).



- Malappuram - First wifi district in the country.
  - VSNL's primary international gateway in India is in Kochi and this gateway handles around two third of the country's data traffic.
- ▶ Proactive government policies and pro -enterprise incentives.
  - ▶ Simple and transparent procedures for investment.
  - ▶ Services sector accounts close to two thirds of the Kerala economy.



### THRUST AREAS

- ▶ Mineral and Clay- based products
- ▶ Agriculture and horticulture Products
- ▶ Traditional industries
- ▶ Tourism
- ▶ Auto components
- ▶ Marine products
- ▶ Agro processing

### WHOM TO CONTACT

#### Director

Directorate of Industries & Commerce  
 Vikas Bhavan P.O Thiruvananthapuram  
 Kerala 695033  
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### USEFUL WEBLINKS

Government of Kerala : <http://www.kerala.gov.in>  
 Department of Industries: <http://www.keralaindustry.org>  
 Department of Information Technology: <http://keralaitmission.org>

Lakshadweep is the smallest union territory of India consisting of many islands located in the Arabian sea. The total land area of the territory is 32 square kilometer. It is located between 8° - 12° 13" North latitude and 71° - 74° East longitude, 220 to 440 Kms. away from the coastal city of Kochi in Kerala, in the emerald Arabian sea.

## Major Industries

- **Tourism**

Lakshadweep is one of the world's most spectacular tropical island systems. The Union Territory of Lakshadweep is committed to the cause of eco tourism and has consciously followed a middle path between tourism promotion and environmental conservation. The efforts to promote tourism have been synchronized with the carrying capacity of the islands. Lakshadweep promotes water sports and has emerged as a significant water sport destination in the country owing to the vast lagoons around the island.

- **Coir**

The fibre is extracted from dry coconut husk through mechanical decortications. Brown fibre is again converted into curled fibre, which is value added product and thinner variety of coir yarn.

There are seven coir fibre factories, seven coir production cum demonstration centres and four curling units functioning under the coir sector in the Government sector. These units produce coir fibre and coir yarn in addition to other coir products like curled fibre, corridor mats and mattings. A number of small coir units are also functioning under the private sector.

- **Handicrafts**

The full-fledged handicraft production cum training centre is functioning under the Lakshadweep Industries Department. The centre provides training to a number of people and encourages them to set up their own units.

- **Fisheries**

Fisheries is another important activity in Lakshadweep since the sea around the island is highly productive.



## Incentive Package for Industries

It has been proposed that the following incentives will be provided to the entrepreneurs for all round industrial development of the island:

- 25 percent capital investment subsidy
- Interest subsidy over and above 7 percent on the term loan for putting up any type of industrial activity
- 50 percent capital subsidy to group activity/Industrial Coop Societies
- 50 percent capital subsidy for programmes promoted by women entrepreneurs
- Subsidy of 30 percent Industrial Current Consumption Charge
- 90 percent transport subsidy for movement of raw materials and finished goods between islands and mainland.
- 75 percent subsidy for inter island movement of raw materials and finished goods.
- 50 percent subsidy for setting up of power generation systems for industrial purposes.
- 50 percent subsidy for setting up of water harvesting system for industrial purpose.
- Construction of industrial sheds to be given to the local entrepreneurs on nominal rent basis.



## Whom to Contact

The Director  
Department of Industries  
UT of Lakshadweep,  
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Tel: + 91 4896 262325  
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## Useful Web Links

Department of Industries:  
<http://lakshadweep.nic.in/depts/industries/departme.htm>

Department of Information, Publicity and Tourism  
<http://lakshadweeptourism.nic.in/>

# MADHYA PRADESH

Madhya Pradesh is a state blessed with vast natural resources, a rich cultural heritage, an excellent industrial base coupled with a progressive, investor friendly government. The state was formed on November 1, 1956.

Located in central India, Madhya Pradesh is bordered by the states of Uttar Pradesh, Rajasthan, Maharashtra, Gujarat and Chhattisgarh.



## ADVANTAGE MADHYA PRADESH

- ▶ Strategic geographic location
- ▶ Excellent interstate connectivity ( National and state highways, train and air links)
- ▶ Rich and fertile land and natural resources
- ▶ Rich mineral wealth (copper ore, magnesium ore, limestone, diamonds, coal and coal-bed methane.)
- ▶ Availability of land at a reasonable cost
- ▶ Cheap labour
- ▶ Unexploited species of rare, valuable medicinal and herbal plants.
- ▶ Vibrant industrial base, peaceful industrial landscape.
- ▶ Peaceful political scenario .
- ▶ Rich cultural heritage.
- ▶ Major auto manufacturing base. Largest producer of radial tyres in India.
- ▶ Largest soya processing hub in India.
- ▶ Hub for FMCG, consumer electronics, pharmaceuticals, herbal products, textiles and apparel.
- ▶ Growing gems and jewellery centre.
- ▶ Largest producer of oil seeds and pulses in the country. Largest exporter of DOC (De-Oiled Cake) in India. The state account for 25% and 40% of the total production of pulses and grams respectively in the country .
- ▶ Largest producer of garlic and coriander.
- ▶ Grower of commercially favored varieties of wheat and potatoes.

## THRUST AREAS

- Agriculture and agro processing
- Industries
  - Cement
  - Textiles and Apparels
  - Pharmaceuticals
  - Chemicals
  - Auto and auto components
  - Power
- Minerals / stone
- Tourism
- IT/IT- related services
- Engineering and electrical equipment
- Roadways
- Education



## POTENTIAL INVESTMENT PROJECTS

- Industry:
  - a. New export oriented ventures in SEZ.
  - b. Software Development BPO Units in Crystal IT Park .
- Project for maximization of oilseed and pulses production in Bundelkhand Region of M.P.
- Opportunities for setting up Food Processing Industries.
- Infrastructure for textile centres.
- Textile related projects.
- A downstream project on Bina Refinery & coal bedded methane at Shahdol.
- Industrial cities.
- SEZ & IT/ BT/ agro parks.
- Agro Processing in agri export zones.
- Building up of auto & auto parts units considering the opportunities provided by auto tracks & autos clusters at Indore.
- Manufacturing, maintenance facilities, logistics & cargo hubs for airline industry at Indore/ Bhopal.
- Institute of life sciences & biotechnology.
- Medicinal plant production & processing.
- Education:

- a. New institutes for professional courses.
- b. Air hostess, hotel management and other training schools
- ▶ Central Business District Project.
- ▶ Eco & adventure tourism projects.
- ▶ Fisheries & tourism project at Indira Sagar Dam.
- ▶ Development of Buddhist circuit in Madhya Pradesh.
- ▶ IT Park at Bhopal.
- ▶ Software Technology Park at Bhopal.
- ▶ Science city at Dewas.



### WHOM TO CONTACT

**Madhya Pradesh State Industrial  
Development Corporation Ltd**  
AVN Towers  
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Bhopal -462011  
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E mail : [sidc@sancharnet.in](mailto:sidc@sancharnet.in)  
[mpsidc@sancharnet.in](mailto:mpsidc@sancharnet.in)

### USEFUL WEBLINKS

Government of Madhya Pradesh : <http://www.mp.nic.in>  
Government Department web Directory : <http://www.mp.nic.in/directory>

# MAHARASHTRA

The state of Maharashtra is located in the western part of India with the Arabian sea in the west, Gujarat and Madhya Pradesh in the north and Karnataka and Andhra Pradesh in the south. The state enjoys a tropical monsoon climate with the hot summer from March onwards yielding to the monsoon in early June.

The name Maharashtra means the '*The Great State*' or '*Great Nation*'. It spans 3,08,000 km with a population of over 78,937,000, the state language is Marathi, and Mumbai is the state capital and the country's financial centre.



## ADVANTAGE MAHARASHTRA

- ▶ Maharashtra has led the country's industrial development scenario in the past and continues to attract the largest quantum of investments, both on the domestic and foreign arena.
- ▶ The state has established strengths in every sector including engineering, electronics hardware, automobiles and auto components, consumer durables, chemicals, petrochemicals, pharmaceuticals, information technology and biotechnology.
- ▶ It offers a conducive business environment, excellent infrastructure support, quality trained manpower and professional work ethics.
- ▶ The Jawaharlal Nehru Port Trust (JNPT) is the pride of India and is well connected to the markets of southern, northern & western India.
- ▶ The Mumbai International Airport handles the largest traffic (passenger and cargo).
- ▶ Maharashtra has surpassed the Tenth Five Year Plan target of 8.0 per cent GSDP growth. The annual average growth of GSDP is expected to be 8.4 per cent during first four years ie (2002-2006) of the Tenth Five Year Plan.
- ▶ There has been a continuous performance of agriculture & allied activities sector over the last few years, which has reflected positively in the growth of the state's GSDP.
- ▶ Acceleration in the rate of growth in agriculture can easily take Maharashtra to a growth rate of 10 per cent.
- ▶ The robust industrial and service sector growth has also been the driving force behind Maharashtra's commendable economic growth rate.

- ▶ The largest share of public funds amongst all states for development of industrial and social infrastructure is a hallmark of state policy.
- ▶ Contributes 22% of India's net value in organised industrial sector; 40% of India's Internet users are in Maharashtra and it accounts for around 30% of software exports.
- ▶ Seventy per cent of India's stock transactions are carried out in Mumbai.

### THRUST AREAS

- ▶ Auto industry
- ▶ Biotechnology
- ▶ Floriculture
- ▶ Food processing
- ▶ Textiles
- ▶ Leather



### WHOM TO CONTACT

#### **Maharashtra Industrial Development Corporation**

`Udyog Sarathi`,

Mahakali Caves Road, Andheri (E),

Mumbai - 400 093.

Board Numbers: 91-022-26870052 / 54 / 73

Fax: 91-022-26871587

E-mail: [feedback@midcindia.org](mailto:feedback@midcindia.org)

### USEFUL WEBLINKS

Government of Maharashtra - <http://www.maharashtra.gov.in>

Maharashtra IT Parks : [http://www.maharashtrairtparks.com/govt\\_policy.htm](http://www.maharashtrairtparks.com/govt_policy.htm)

Government Department web Directory :

<http://www.maharashtra.gov.in/english/webRing/webRingAll.php>

The state of Manipur is referred to as “a jewelled land”. It is located in the extreme north eastern corner of India. It is bounded by Nagaland in the north, Assam in the west and Mizoram in the south, and it shares its border with Myanmar.

Three kinds of ethnic groups inhabit Manipur the “Meiteis” in the valley and the “Nagas” and the “Kuki-Chin” in the hills. People are predominantly Mongoloid and speak Tibeto Burmese languages. English is the official language and Meitei is the mother tongue of the people. Manipur is blessed with temperate climate throughout the year with two main seasons. Rainfall varies from 1000 mm to 3500 mm with an average rainfall of 2000 mm with red fertile soil in the hills and alluvium soil in the valley.



## ADVANTAGE MANIPUR

- ▶ The state has a unique advantage acting as a gateway to the East, sharing a 398 km international border with Myanmar and the proposed South East Asia Super Highway.
- ▶ Large potential of human resources available at a highly competitive cost.
- ▶ Presence of reputed institutions of national importance such as
  - Central Agricultural University
  - Centre for Electronic Design and Technology of India
  - Central Institute of Plastic Engineering and Technology
  - Regional Tasar Research Center
- ▶ Manipur has been classified as a global bio diversity hot spot which denotes an eco system rich in rare species.
- ▶ Manipur has a vast potential for the plantation of exotic fruits like passion fruit, amla, olives, figs, mandarin, orange, pineapple and bananas.
- ▶ The state has recorded the least consumption of chemical fertilisers in agriculture and horticulture farming.
- ▶ Manipur has around 100 varieties of medicinal and aromatic plants which offer tremendous potential for investment.
- ▶ Three national highways criss-cross the state connecting to all districts.
- ▶ The Saurashtra Silchar super highway is extended to Moreh. With the proposed extension to Thailand, Manipur will become the gateway to South East Asia.

## THRUST AREAS

- ▶ Agro based industries
  - Pineapple farming

- Passion fruit cultivation
  - Bamboo shoot production
  - Mushroom cultivation
  - Spice cultivation
  - Ginger
  - Capsicum and Cinnamon
- Handicraft Industries
  - Sericulture
  - Tourism
  - Telecommunications
  - Petrochemicals
  - Pharmaceuticals



### Potential Areas for Exports

- Pineapple fresh, packed pulp, juices, slices, toffees
- Passion fruit, fresh juice and concentrate
- Bamboo shoots fresh in brine / canned, dry, fermented
- Mushrooms-canned and dry
- Lemon and orange juice concentrate
- Ginger oil, Ginger ale and Oleoresin.

### WHOM TO CONTACT

#### National Informatics Centre

Manipur State Unit  
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Imphal- 795 001  
E-mail : [sio-man@nic.in](mailto:sio-man@nic.in)  
Tel : 0385-2225206

#### Department of Commerce and Industries

Govt of Manipur  
Secretariat North Block  
Imphal : 795 001  
Fax : 0385 2226302

#### Manipur Industrial Development Corporation Ltd

Industrial Estate  
Takyelpat, P.B 46  
Imphal - 795001  
Tel: 0385 - 2223624, 2221967

### USEFUL WEBLINKS

Government of Manipur : <http://manipur.nic.in>  
Government Department Web Directory : <http://manipur.nic.in/GOM.htm>

Meghalaya "the abode of clouds" became a full-fledged state on January 21, 1972. It is bounded on the north by Goalpara, Kamrup, Nagoan and Karbi Anglong districts of Assam State and on the east by the districts of Cachar and North Cachar Hills. On the south and west is Bangladesh. Meghalaya lies between 20.1 'N and 26.5 latitude and 85.49 'E and 92.52 "E longitude



## ADVANTAGE MEGHALAYA

- ▶ A peaceful and progressive state economy.
- ▶ A congenial investment climate.
- ▶ A storehouse of vast natural resources such as minerals, agricultural products, forest products, hydel power, etc.
- ▶ A liberalised state industrial policy providing attractive incentives and subsidies with single window clearance facility.
- ▶ Availability of skilled but cheap manpower.
- ▶ An automatic choice for tourists with its pleasant climate, scenic landscape, and other facilities.
- ▶ Special central government incentives for investment in Meghalaya.
- ▶ Favourable regulatory environment.
- ▶ Industrial estates/areas, Export Promotion Industrial Parks (EPIP) and growth centres set up at strategic locations within the state.
- ▶ Adequate infrastructure particularly in terms of power, transportation, communication, banking, medical facilities, education etc; surplus power being exported to neighbouring states and countries.
- ▶ A ready market for the north-east and the neighboring countries viz. Bangladesh.
- ▶ The state capital Shillong is an important centre for education.
- ▶ Communication is easy, English being the widely spoken language.

## INVESTMENT OPPORTUNITIES

- ▶ Mineral-based industries
- ▶ Horticulture and agro based industry
- ▶ Power generation
- ▶ Export promotion Industrial Park (EPIP)
- ▶ Tourism
- ▶ Biotechnology- based units
- ▶ Electronics and Information Technology
- ▶ Tissue culture and orchid units



## WHOM TO CONTACT

Director of Industries  
Additional Secretariat Building  
Room No.402, Shillong-793 001  
East Khasi Hills District  
Meghalaya

## USEFUL WEBLINKS

Official website of Government of Meghalaya: <http://meghalaya.nic.in/>  
Industries Department, Government of Meghalaya: <http://megindustry.gov.in/>

The state of Mizoram lies between 21° 58' and 24°35' N latitudes and 92°15' and 93° 29' E longitudes. It is located in the north-eastern region of India, bordering Myanmar in the east and Bangladesh in the west. The state's topography is, by and large, mountainous with precipitous slopes forming deep gorges culminating into several streams and rivers. There are 15 major rivers in this state.

## ADVANTAGE MIZORAM

- ▶ Locational advantage
- ▶ High literacy rate
- ▶ Good connectivity
- ▶ Responsive government
- ▶ Good institutional support
- ▶ Favourable policy environment



## INVESTMENT OPPORTUNITIES

- ▶ Bamboo and timber based industries
- ▶ Agro- horticulture sector
- ▶ Food processing
- ▶ Mines and minerals sector
- ▶ Handloom and handicrafts
- ▶ Tourism sector
- ▶ Information technology
- ▶ Medicinal plants
- ▶ Energy sector

## WHOM TO CONTACT

Mizoram Industrial Development Corporation  
M.G. Road  
Upper Khatla  
Aizawal 796001  
Phone- 91 389 2323217,2326240  
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## USEFUL WEBLINKS

Official website of Government of Mizoram: <http://mizoram.nic.in/>  
Invest in Mizoram: <http://investinmizoram.nic.in/>

Nagaland is blessed with unimaginable beauty, picturesque landscapes, deep valleys. It is located amidst the gentle green hills of the Himalaya.

Nagaland is bounded by Assam in the west, Myanmar (Burma) on the east, Arunachal Pradesh in the north and Manipur in the south. The state comprises eight districts with Kohima as the capital. Dimapur is the commercial centre and is well connected by both air and rail. Nagaland shares a long international border with Myanmar which is a vantage point to develop trade and business with other South East Asian countries.



The state has a rich and varied cultural heritage. The local community is the Nagas who are inherently-skilled in varied forms of arts, crafts, folklore and dances. The natural skill of the Nagas lies in basket-making, pottery, cultivation, spinning, weaving, carving and dyeing metal.

## ADVANTAGE NAGALAND

- The state of Nagaland is highly endowed with fertile soil and its sublime climate makes it ideal for agri based investments.
- Presence of medicinal herbs and plants in abundance in the hilly regions of the state
- Potential region for the promotion of horticulture.
- Tremendous potential in dairy and allied products, processing of hides and skins for leather industries, piggery, poultry and sericulture.
- Floriculture offers tremendous potential for exports
- Rich reserves of minerals such as petroleum, natural gas, coal, nickel, cobalt, chromium, etc.
- Tourism offers limitless potential with Nagaland aptly being described as the “land of festivals”.
- Availability of skilled human resource.

## THRUST AREAS

- Food Processing .
- Tourism .
- Agro-based industries .
- Mineral based industries.
- Handloom and handicrafts.
- Sericulture.
- Floriculture.
- Electronics and IT.

- Pharmaceuticals.
- Petrochemicals.
- Biotechnology.

### Potential Areas for Exports

- Forest produce
- Cane and bamboo handicrafts (machine made bamboo sticks, blades, ply)
- Wood produce and artifacts
- Handloom and handicrafts
- Organic, sub-tropical fruits and vegetables.



### INVESTMENT OPPORTUNITIES

- Agriculture and allied sector
  - Floriculture
  - Horticulture
- Animal husbandry and meat processing
- Sericulture
- Forest produce
- Bamboo industry
- Medicinal plants
- Mineral resources
- Tourism

### WHOM TO CONTACT

#### Director of Industries and Commerce

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#### Nagaland Industrial Development Corpn Ltd

IDC House, Dimapur 797112  
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Fax : 03862 226473  
Email : [nidc@nagaind.com](mailto:nidc@nagaind.com)

#### Nagaland Handloom and Handicrafts Development Corpn Ltd

Post Box 31, Dimapur, Nagaland  
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### USEFUL WEBLINKS

Government of Nagaland : <http://www.nagaland.nic.in>  
Government Department web Directory : <http://www.goidirectory.nic.in/naga.htm>

Orissa is located on India's east coast. It is bounded by the Bay of Bengal in the east and by the state of West Bengal on the north-east, Bihar in the north and Andhra Pradesh in the south. The capital of Orissa is Bhubaneswar. Cuttack, Rourkela, Berhampur, Baleswar and Puri are the other important cities of the state. Orissa is an investor's choice owing to its vast natural resources, peace loving and qualified people and well developed infrastructure.



## ADVANTAGE ORISSA

- ▶ Orissa is a resource rich state. The state is endowed with minerals such as iron ore, coal, chromite, manganese, bauxite, etc.
- ▶ Adequate water resources
- ▶ Comfortable power situation
- ▶ Major sea port
- ▶ Wide road and rail network
- ▶ Conducive agro-climatic conditions
- ▶ Skilled manpower
- ▶ Competitive labour costs
- ▶ Responsive state administration
- ▶ Rich biodiversity with flora and fauna, marine life forms
- ▶ Rich forest wealth and medicinal herbs

## INVESTMENT OPPORTUNITIES

- ▶ Minerals and mineral based industries
- ▶ Agro and food processing industries
- ▶ Information Technology and IT-enabled services
- ▶ Tourism

- Biotech and pharma
- Handicrafts and handloom
- Chemicals and fertilisers
- Export oriented industries

**Some major investments announced and are in the pipeline include:**

- US\$ 12 billion POSCO steel project at Paradeep.
- The Orissa government has constituted a joint working group to facilitate setting up of the proposed 12-million-tonne capacity steel plant by L.N. Mittal-owned Arcelor-Mittal in the state.
- Gail lines up US\$ 3.25186 bn projects in Orissa.
- Infosys Technologies has invested more than US\$ 29.2614 million in its Bhubaneswar development centre.
- Reliance Energy invests US\$ 10.4141 billion to set up 12000 MW coal based power plant in Orissa.
- Tata Steel Limited plans a 6 million MT steel project in Orissa with an investment of US\$ 3.34 billion .
- Vedanta group is setting up a \$2.1 billion aluminum complex in Orissa.
- VISA Steel Ltd. has announced an investment of US\$ 248.40 million in its proposed 0.35 million MT stainless steel plant in Orissa.
- Power projects are being planned by GMR energy, Navbharat ferro and Aban Lloyd at Dhenkanal.



### WHOM TO CONTACT

Industrial Promotion and Investment Corporation of India  
 IPCOL House, Janpath  
 Bhubaneswar  
 751002  
 Phone- 0674-2542601  
 Fax- 0674-2543766

### USEFUL WEBLINKS

Official website of Government of Orissa <http://orissagov.nic.in/>  
 Industrial Promotion and Investment Corporation of India  
<http://www.ipicolorissa.com/default.htm>

# PONDICHERRY

The Union Territory of Pondicherry is located on the Coromandel Coast, nearly 160 Km from the city of Chennai. The territory was ruled by the French for about 300 years. This former French colony exudes a Mediterranean aura with its elegant homes, calm atmosphere and serene locales. The city has imbibed the Tamilian culture

Pondicherry experiences a warm humid climate with the mean temperature ranging between 28-30°C both in the summers and winters. Monsoon is prevalent from October to March.



## ADVANTAGE PONDICHERRY

- ▶ IT hardware hub
- ▶ Education hub of South India.
- ▶ Proactive government administration and incentives.
- ▶ Reliable connectivity with state- of- the- art communication networks.
- ▶ Presence of unique spiritual centres such as the Aurobindo and Auroville ashram that draw international attention.
- ▶ Stable socio-political environment.

## THRUST AREAS

- ▶ Information Technology
- ▶ Textiles
- ▶ Leather
- ▶ Auto components
- ▶ Marine products
- ▶ Agro processing

## INVESTMENT OPPORTUNITIES

- ▶ Information Technology and software development
- ▶ Electronics
- ▶ Agro processing including marine products
- ▶ Textiles including garments
- ▶ Leather Products, Foot wears
- ▶ Light engineering including auto components
- ▶ Tourism



## WHOM TO CONTACT

**Director of Industries & Commerce**  
Thattanchavady, Pondicherry - 9  
Ph.: 2248476, 2248320, 2248168  
Fax: 0413-2248476  
E-Mail : ind@pondy.pon.nic.in  
indpondy@md4.vsnl.net.in

## USEFUL WEBLINKS

Government of Pondicherry: <http://www.pon.nic.in>  
Pondicherry State Departments: <http://www.pon.nic.in/stategovt/govtdepts.htm>  
Department of Economics and Statistics: [http://www.pon.nic.in/stategovt/ecostat/eco\\_stat.htm](http://www.pon.nic.in/stategovt/ecostat/eco_stat.htm)  
Department of Industries: <http://www.industrypondicherry.com>  
Department of Tourism: <http://tourism.pon.nic.in>

Punjab symbolises the land of enterprise and endeavour. The state of Punjab, blessed with fertile soils and rivers, has earned the distinction of being the “ granary of India” owing to the enterprising spirit and toil of its people. Punjab is a progressive state of India with an average growth rate of 10 per cent and has boundless opportunities for investment, industry and employment.

Punjab is bordered by Pakistan in the west, Jammu and Kashmir in the north, Himachal Pradesh in the northeast, Haryana in the south and southeast, Chandigarh in the southeast and Rajasthan in the southwest.



The state of Punjab was the first to translate agricultural technology into the “ Green Revolution” recording the highest growth rate in food production.

## ADVANTAGE PUNJAB

- ▶ The state has abundant labour resources coupled with cheap water and power supply.
- ▶ Highly skilled and professional work force with an abundance of skilled workers.
- ▶ Punjab has the highest per capita income in India.
- ▶ Conducive and harmonious industrial landscape.
- ▶ Well-developed export base.
- ▶ Strong agricultural and a well developed small and medium scale industrial base.
- ▶ Well-developed financial services- banks, financial institutions and stock exchange.
- ▶ Peaceful and congenial environment.
- ▶ The state of Punjab cleared a record level of private investment amounting to US\$ 11.27 billion in various industrial and housing projects, of which nearly US\$ 1.95088 billion has been materialised. Punjab has been judged as the best-administered state in India over the last three years.
- ▶ Punjab has congenial power situation and the power tariff is one of the lowest in the country.
- ▶ The government is committed to its initiatives in e-governance and has envisioned the creation of a common infrastructure for the implementation of e-governance projects.

## INVESTMENT OPPORTUNITIES

- Agriculture
- Dairy and poultry based units
- Meat processing
- Leather industry
- Sports goods
- Textiles hoisery and wollens
- Light engineering goods
- Biotechnology
- Electronics and telecommunications
- Information Technology
- Automobiles
- Engineering industries relating to agriculture and food processing
- Ancillary units
- Chemical industries (Including drugs and Pharmaceuticals)
- Export Oriented Units



## WHOM TO CONTACT

**The Punjab State Industrial Development Corporation Ltd**

Udyog Bhawan

18, Himalaya Marg

Sector - 17

Chandigarh

**Tel:**+ 91 172 2702881-84, 2702791

**Fax:**+ 91 172 2704145

**Website:** <http://www.punjabgovt.nic.in/Industry/ind552.htm>

**Email:** [psidc@sancharnet.net.in](mailto:psidc@sancharnet.net.in)

## USEFUL WEBLINKS

**Government of Punjab :** <http://punjabgovt.nic.in>

**Department of Industries :** <http://punjabgovt.nic.in/INDUSTRY/INDUSTRY1.HTM>

**Punjab Government Department web links:**

<http://punjabgovt.nic.in/govtsites.htm>

**Punjab Dept of Information Technology :** <http://www.doitpunjab.gov.in>

Rajasthan successfully fulfills the locational requirements of domestic as well as international companies. Its proximity to the northern and western markets of India, immeasurable mineral resources, trouble free labour environment and the investor friendly nature of the state government makes it a key choice for business investments. The state has taken numerous policy initiatives to sustain and strengthen an investment environment in which the private sector can flourish.

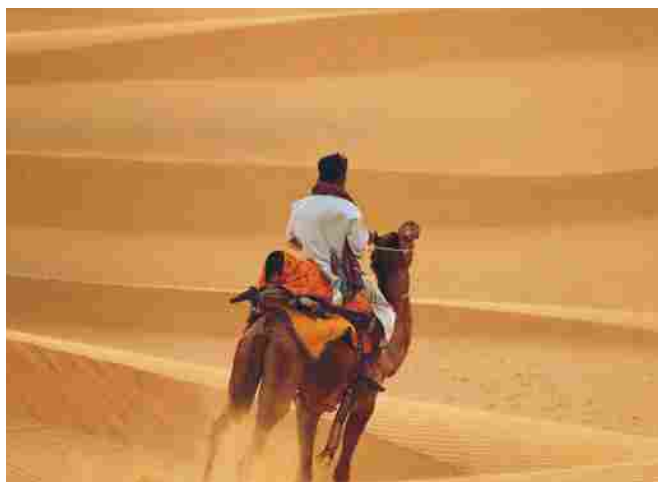


## ADVANTAGE RAJASTHAN

- ▶ Investor friendly policies.
- ▶ Stable government .
- ▶ Adequate power availability.
- ▶ Access to booming markets.
- ▶ Skilled workforce.
- ▶ Excellent law & order situation.
- ▶ Peaceful and congenial work environment.
- ▶ Developed infrastructure, enough land & water.
- ▶ Pro-active officials and “single window clearance” services .
- ▶ Proximity to national capital.
- ▶ International airport at Jaipur (domestic Airport is being upgraded).
- ▶ Well known on the world tourist map.
- ▶ Second largest deposits of non-ferrous minerals in India.
- ▶ Near monopoly in marbles, sandstone
- ▶ Second largest deposit of limestone
- ▶ Huge deposits of ceramic raw materials etc.

## INVESTMENT OPPORTUNITIES

- Information Technology and IT enabled Services.
- Biotechnology
- Agro-based industries
- Power
- Education
- Urban Infrastructure
- Tourism
- Handicrafts
- Gems & jewellery
- Automobiles
- Garments and textiles
- Roads & Bridges



## WHOM TO CONTACT

Chairman

Rajasthan State Industrial Development & Investment Corporation Ltd.

Udyog Bhawan, Tilak Marg, Jaipur, Rajasthan, INDIA

Phone: 91-141-5113200 (office)

Email: [chairman@riico.co.in](mailto:chairman@riico.co.in)

Rajasthan State Industrial Development and Investment Corporation Limited (RIICO)

Udyog Bhavan

Tilak Marg, Jaipur

Rajasthan 302005

Phone- 91-141-5113201, 2227751

Fax: 91-141-5104804

Draft of State Industrial Policy:: <http://www.riico.com/invpolicy.htm>

## USEFUL WEBLINKS

Government of Rajasthan <http://www.rajasthan.gov.in/Rajasthan1024.asp>

RIICO <http://www.riico.com/>

Sikkim is a landlocked Indian state nestled in the foothills of the Himalayas. The state borders Nepal in the west, China in the north and east and Bhutan in the south east. West Bengal borders Sikkim in its south. Sikkim is geographically diverse owing to its location on the Himalaya. The climate of the state ranges from subtropical to high alpine.



## ADVANTAGE SIKKIM

- ▶ Availability of quality power supply.
- ▶ Abundant water.
- ▶ Harmonious labour relationships.
- ▶ Availability of technical/skilled manpower.
- ▶ Investor friendly atmosphere.
- ▶ Excellent transport and communication networks.
- ▶ Attractive package of incentives.
- ▶ The opening up of trade route to China through Nathula border provides immense investment potential.

## THRUST AREAS

- ▶ Eco-tourism including hotels, resorts, spa, amusement parks and ropeways
- ▶ Handicrafts and handlooms
- ▶ Wool and silk reeling, weaving and processing, printing, etc
- ▶ Floriculture
- ▶ Precision engineering including watch making
- ▶ Electronics including computer hardware and software
- ▶ IT related industries
- ▶ Food processing including agro-based industries, processing, preservation and packaging of fruits and vegetables

- 
- ▶ Medicinal and aromatic herbs- plantation and processing
  - ▶ Raising and processing of plantation crops i.e. tea, oranges and cardamom
  - ▶ Mineral based industries
  - ▶ Honey
  - ▶ Biotechnology

#### WHOM TO CONTACT

Sikkim industrial Development and  
Investment Corporation Limited  
Tashiling Secretariat  
Gangtok- 737103  
Phone- 91 3592 202530  
Fax 91 3592 202851



#### USEFUL WEBLINKS

Commerce and Industry Department, Sikkim: <http://sikkimindustries.nic.in/index.htm>  
Official website of Government of Sikkim: <http://www.sikkim.gov.in/>

Tamil Nadu is a state at the southern tip of India. The bordering States and Union Territories are Pondicherry, Kerala, Karnataka and Andhra Pradesh. The island nation of Sri Lanka lies off the southeast coast.

## ADVANTAGE TAMIL NADU

- ▶ Tamil Nadu has the third largest economy in India with a state domestic product of US\$ 33.16 billion.
- ▶ The state is currently ranked among the first three places in the country in:
  1. Industrial output
  2. Value addition
  3. Number of factories
  4. Total work force employed in factories
  5. Foreign Direct Investments
- ▶ Stable political climate and investor friendly government.
- ▶ FDI magazine of Financial Times rated Tamil Nadu as the “Asian region of the future 2005-2006” with maximum FDI potential.
- ▶ High literacy rate of 73.5%.
- ▶ State government has proposed to enact an Infrastructure Development Enabling Act together with the setting up of an Infrastructure Development Board to encourage private participation in infrastructure building.
- ▶ Effective single window mechanism for investments exceeding US\$ 5.41 million. A single common application form has been introduced to replace multiple forms.
- ▶ A new Special Economic Zone (SEZ) policy on the model of Government of India policy has been announced.
- ▶ An innovative ITES policy 2005 has been announced to provide an investor-friendly environment for the IT sector.



- ▶ For assisting Small and Medium Enterprises (SMEs), a centre in collaboration with and managed by industry will be set up to focus attention on resource based technology promotion, technology commercialization, waste management technologies and Intellectual Property Rights (IPR) protection.
- ▶ Abundant availability of skilled manpower. Annual turn out of engineering graduates in Tamil Nadu is 79,000+, the largest in India. Besides, the state produces 58,500 diploma holders from polytechnics.

### THRUST AREAS

- ▶ Engineering, Automobiles and Components
- ▶ Software & ITES
- ▶ Biotechnology, pharma and herbal products
- ▶ Agro and food processing
- ▶ Health care
- ▶ Tourism
- ▶ Infrastructure
- ▶ Chemicals and petro-chemicals
- ▶ Textiles, garments and home furnishings
- ▶ Leather products



### WHOM TO CONTACT

**Tamil Nadu Industrial Development Corporation Ltd.**  
(Govt. of Tamil Nadu Enterprise)  
19-A, Rukmani Lakshmipathy Salai, Egmore,  
Chennai - 600 008. INDIA.  
Tel: 91-44-28588364, 28553866, Fax : 91-44-8553867  
<http://www.tidco.com/>

### USEFUL WEBLINKS

Official Website of Government of Tamil Nadu: <http://www.tn.gov.in/>  
Tamil Nadu Industrial Development Corporation Limited  
<http://www.tidco.com/>

Tripura is one of the seven states in the north eastern part of India located between 22 degree and 56 minutes and 24 degree and 32 minutes north latitude and between 90 degree and 09 minutes and 92 degree and 20 minutes east latitude. It is bounded on the north, west, south and south-east by Bangladesh whereas in the east it has a common boundary with Assam and Mizoram.



## ADVANTAGE TRIPURA

- ▶ Strategic location
  - Tripura is surrounded by Bangladesh on three sides hence providing opportunity for beneficial trade.
  - Efforts are on for a transit route through Bangladesh to access Chittagong Port .
  - The Tripura economy will be effectively integrated with eastern India and other countries in the region in the near future.
- ▶ Conducive physical and social infrastructure
  - The power tariffs are comparatively lower.
  - The national highway linking Agartala to Guwahati has been upgraded and extended up to Sabroom.
  - Agartala airport has been upgraded.
  - Telecom infrastructure has also been upgraded by laying Optical Fibre Cable (OFC) network. WLL system has been introduced.
  - At present, there are six industrial estates in existence and proposals have been made for setting up industrial parks, food parks, etc.
- ▶ Lucrative incentive package for industries
- ▶ Investor friendly environment
- ▶ Single window approach

## INVESTMENT OPPORTUNITIES

- ▶ Natural gas
- ▶ Food processing
- ▶ Rubber
- ▶ Tea
- ▶ Handicraft
- ▶ Bamboo
- ▶ Handloom
- ▶ Tourism
- ▶ Information Technology
- ▶ Education
- ▶ Healthcare



#### WHOM TO CONTACT

Director, Industries and Commerce  
Phone-0381-2223826  
Fax 0381-2224432

Director, Information Technology  
Phone- 0381-2355751  
Fax 0381-2355751

#### USEFUL WEBLINKS

Official Website of Government of Tripura: <http://tripura.nic.in/>  
Department of Industries and Commerce: <http://tripura.nic.in/industry/welcome.html>



# UTTARAKHAND

Uttarakhand is the twenty seventh state of the country. The state was created on 9th November 2000. The total population of the state according to the 2001 census is 84.89 lakh. The population density is 159 (per square kilometer). It is bounded by China and Nepal on its north. Domestically, Uttar Pradesh and Himachal Pradesh surround Uttarakhand.

## ADVANTAGE UTTARAKHAND

- ▶ Udyog Mitra, a state level facilitation body has been set up.
- ▶ State Industrial Development Corporation of Uttarakhand Limited (SIDCUL), Uttarakhand has been created to ensure all facilities to industrialists.
- ▶ The state has rich mineral deposits of limestone, soapstone, magnesite etc., Minor minerals resource mapping is being undertaken.
- ▶ Action is being taken to simplify and rationalise the labour laws.
- ▶ Land Bank - A dedicated land bank is being created to provide land for projects across the state.
- ▶ Peaceful and secure industrial environment.
- ▶ Its hydro power resource is the potential powerhouse of the nation.
- ▶ Its tourism potential is unmatched -
- ▶ Healthy climate and pollution free environment.
- ▶ 175 species of medicinal herbs found in Uttarakhand.



## THRUST AREAS

- ▶ Floriculture and horticulture
- ▶ Agro and food processing Industries
- ▶ Information and communication technology
- ▶ Hydro power
- ▶ Forest Products- herbs and spices

- Tourism
- Sugar and its by- products
- Woven fabrics
- Paper and paper products
- Eco- tourism hotels, spas, resorts, amusement parks and ropeways
- Industrial gases
- Handicrafts
- Non- timber forest products-based industries
- Silk and silk products
- Wool and wool products



### WHOM TO CONTACT

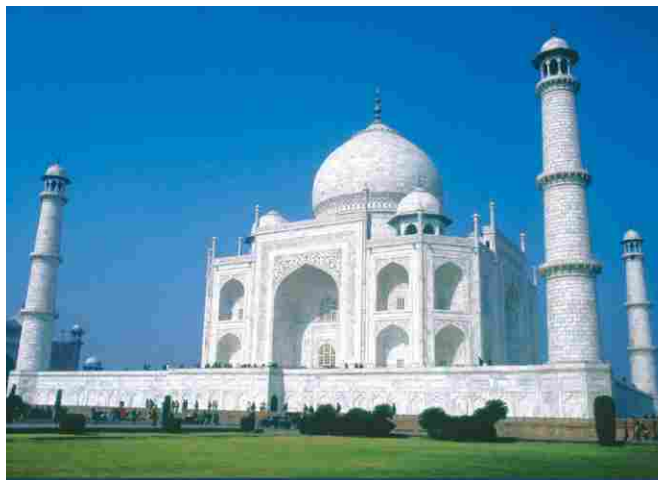
State Industrial Development Corporation of Uttaranchal Ltd.(SIDCUL), Uttarakhand  
2,New Cantt Road, Dilaram Bazar  
Dehradun 248001, Uttarakhand  
India  
Phone: 0135-2743292, 2743297, 2743837-38  
Fax: 2743288

### USEFUL WEBLINKS

Official website of Government of Uttarakhand: <http://gov.ua.nic.in/>  
SIDCUL: <http://www.sidcul.com/sidculweb/home.aspx>

# UTTAR PRADESH

Uttar Pradesh, in North India, is the rainbow land where the multi-hued Indian culture has blossomed from time immemorial. Rich and tranquil expanses of meadows, perennial rivers, dense forests and fertile soil have contributed numerous golden chapters to the annals of Indian History. Dotted with various holy shrines and pilgrim places, it plays an important role in the politics, education, culture, industry, agriculture and tourism of India.



## ADVANTAGE UTTAR PRADESH

- ▶ Large, inexpensive and disciplined labour force available.
- ▶ Vibrant investment climate.
- ▶ Investment proposals received:
  - US\$ 3.09 billion in 2004
  - US\$ 7.22 billion in 2005
  - US\$5.31 billion in 2006 (upto May)
- ▶ Basic amenities like land and water available in abundance.
- ▶ Excellent connectivity to all parts of the country.
- ▶ Port facility at doorstep through seven inland freight stations and one cargo complex.
- ▶ Good quality power supply .
- ▶ Land at competitive rates.
- ▶ Special facilitation to foreign and NRI investors.
- ▶ Availability of institutional finance through vibrant state financial institutions.
- ▶ Integrated townships of Noida and Greater Noida adjacent to New Delhi, with fully developed infrastructure, including recreational facilities like 100 acre golf area.
- ▶ Single table clearance system through Udyog Bandhu.

- ▶ Well-developed special purpose modern industrial areas like software technology parks, electronic city, toy city, plastic city, integrated agro park, leather park, chemical complex and textile city.
- ▶ Large number of bank branches in the state including major foreign banks.

### INVESTMENT OPPORTUNITIES

- ▶ Power
- ▶ Food processing
- ▶ Agro -based industries
- ▶ Animal Husbandry
- ▶ Engineering
- ▶ Horticulture
- ▶ Petrochemicals
- ▶ Sugar
- ▶ Silk



### WHOM TO CONTACT

UP State Industrial Development Corporation Limited  
UPSIDC Complex, A-1/4 Lakhanpur  
Kanpur- 208024  
Phone- 0512-2582851-3  
Fax 0512-2580797  
E-mail- [feedback@upsidc.com](mailto:feedback@upsidc.com)

### USEFUL WEB LINKS

Official website of Government of Uttar Pradesh: <http://www.upgov.nic.in/>  
U.P. Industries, Government of Uttar Pradesh: <http://upgov.nic.in/indusdev/>  
Uttar Pradesh State Industrial Development Corporation Limited: <http://www.upsidc.com/>



# WEST BENGAL

West Bengal is located at the centre of the eastern region of India. It is strategically positioned with 3 international frontiers Bangladesh, Nepal and Bhutan. The state borders of Bihar, Orissa, Sikkim and Assam. It stretches for about 700 km, from the Bay of Bengal in the south to the mighty Himalaya in the north.

## ADVANTAGE WEST BENGAL

- ▶ **Infrastructure:** Key features of West Bengal's infrastructure include:
  - **Power:** West Bengal has been leading in the power development sector with the state government's ambitious project to install an additional capacity of about 2,470 MW over the next two years. A special project has been taken up in order to raise the proportion of rural hamlets under electrification from 87 per cent to 100 per cent.
  - **Telecom:** The state telecom industry offers vast potential for investment with the penetration of optic fiber cables and the expansion of broadband services all over the state.
- ▶ The fourth largest growing state in India with the second largest recipient of investments in the country.
- ▶ West Bengal being an agrarian state offers tremendous potential for agri-business, with fertile soil five agro-climatic zones and aggressive land reform programmes.
- ▶ Significant improvements in the urban infrastructure scenario with reference to water supply, restructuring connectivity etc.
- ▶ The state has been receiving a number of investments in iron and steel, chemicals, plastic, information technology and biotechnology .
- ▶ Landmark developments in real estate .
- ▶ Tremendous potential for investment opportunities in the Information Technology sector, with employment opportunities of high-end jobs in the software industry. The thrust areas in Information Technology include software development, niche hardware manufacture, IT real estate, IT- enabled Services, IT-Security etc.
- ▶ Talented pool of human resources, with forward-looking academic and technology learning centres.
- ▶ The dairy sector is promising with various innovation strategies undertaken currently by the state cooperative sector.
- ▶ Immense potential for the development of tourism and related activities.



## FOREIGN DIRECT INVESTMENT IN WEST BENGAL

West Bengal has emerged as a prime investment destination in India with a large number of foreign investments at Howrah and Kolkata. Haldia is set to be the next petrochemical hub. The steel city of Durgapur and the colliery belts of Asansol are gaining popularity as ferro alloy centres. The northern parts of Siliguri and Jalpaiguri are also attracting scores of investors.

### THRUST AREAS

- Agri business.
- Dairy
- Information Technology and IT related services.
- Tourism
- Telecommunications.
- E-commerce
- Tea
- Health Care.
- Biotechnology
- Cement
- Ferro alloy
- Metals
- Petrochemicals
- Leather
- Food Processing



### USEFUL WEBLINKS

Government of West Bengal :

<http://www.wbgov.com/egov/English/EnglishHomePage.asp>

# *Success Stories*

# AUTOMOBILES

## DAIMLER CHRYSLER INDIA

- Daimler Chrysler India is a 100 percent subsidiary of Daimler Chrysler group and is one of the first joint ventures set up in India. The company rides on the economic growth of India in general and future potential of the Indian automobile market in particular.
- The company is targeting 25 percent of the total turnover from Asia and counts on Daimler Chrysler India to play a definite role in the strategic forays in this part of the globe.



<http://www.mercedes-benz.co.in/aboutus.htm>

## GENERAL MOTORS INDIA (GMI)

- General Motors has completed nearly ten years of operation in India.
- The total investment of General Motors India as on September 2005 stood at approximately US\$280 millions.
- GM has also set up a technical centre at Bangalore with an initial investment of \$21 million.

[http://www.gm.com/company/corp\\_info/global\\_operations/asia\\_pacific/indi.html](http://www.gm.com/company/corp_info/global_operations/asia_pacific/indi.html)

## FORD INDIA

- In November 1995, Ford established a joint venture company with Mahindra and Mahindra. The company was rechristened as Ford India Limited in February 1999 with Ford holding the majority stake. In February 2005, there was a mutual divestment of the shares and Ford India is now a wholly owned subsidiary of Ford Motor Company.

<http://www.india.ford.com/servlet/ContentServer?pagename=DFY/IN>

## BHARAT FORGE

Bharat Forge, is a flagship company of the US \$ 1.5 billion Kalyani Group,. It has the distinction of being the largest exporter of auto components from India and leading chassis component manufacturer in the world. Its manufacturing facilities are spread over 9 locations and 6 countries namely India, Germany, Sweden, Scotland, North America and China. The company manufactures a wide range of safety and critical components for passenger cars, commercial vehicles and diesel engines. The company also manufactures specialized components for the railway, construction equipment, oil & gas and other industries.

The company achieved combined revenue of US\$ 234.191 million in the quarter ended 31st December, 2006.

<http://www.bharatforge.com>

# DIRECT SELLING

## AMWAY INDIA

- India is currently Amway Corp's seventh ranked market in the world and the Company sees a lot of potential in the country. The company, a wholly owned subsidiary of the \$6.2 billion Amway Corp, is currently selling 75 products in four categories in India – nutrition and wellness, beauty, personal care and home care. It covers 2,000 locations in the country.

<http://www.amwayindia.com/>

## TUPPERWARE

- Tupperware India Pvt. Ltd, is a wholly owned subsidiary of the US based Tupperware Corporation, the world's leading manufacturer of high quality plastic food storage and serving containers. Tupperware started its operations in 1996 in India and has been growing steadily over the years.

<http://www.tupperwareindia.com/>



# FOOD PROCESSING

## PEPSICO INDIA

- PepsiCo entered India in 1989 and remains firmly committed to the Indian market. PepsiCo has forged strong relationships with local franchise partners, distributors and suppliers.
- PepsiCo and its partners have made major long-term investments of over US\$700 million since 1989. These investments cover production facilities, distribution networks, brand building, training and development, agro- technology transfer and community outreach programmes.

<http://www.pepsico.com/>



## COCA COLA INDIA

- Coca Cola re-established its operations in India in 1993 after a gap of sixteen years.
- Since 1993, Coca Cola made huge investments in India to build and continually consolidate its business in India, including new production facilities, wastewater treatment plants, distribution systems and marketing channels.

<http://www.coca-colaindia.com/>

## MCDONALD'S

- McDonald's opened its doors in India in 1996 and since then it has expanded in several cities such as Mumbai, Delhi, Pune, Ahmedabad, Ludhiana, Noida, Jaipur, Faridabad, Gurgaon, etc.
- There are 56 Mc Donald's outlets in India employing a workforce of around 2000 Indians.

<http://www.mcdonaldsindia.com/>

# INSURANCE SECTOR

## AVIVA

- Aviva is UK's largest and the world's fifth largest insurance Group. The company entered India in 2002 as a joint venture with Dabur group of India to form Aviva India.
- In a short span of three years since commencing its operations in the country, Aviva has emerged as one of the leading players in the Indian private sector life insurance market.



<http://www.avivaindia.com/>

## MAX NEW YORK LIFE INSURANCE COMPANY

- Max New York Life Insurance Company is a partnership between Max India Limited, one of India's leading multi business corporations and New York Life, a fortune 100 company.
- The company offers both individual and group life insurance solutions. It has established a wide distribution network with 103 offices and representatives across 75 cities in India.

<http://www.maxnewyorklife.com/>

## MET LIFE INDIA LIFE INSURANCE COMPANY

- MetLife India Life Insurance Company Private Limited was incorporated in India on April 11th, 2001 as a joint venture between MetLife International Holdings Inc., the Jammu and Kashmir Bank, M. Pallonji and Co Pvt Ltd. and other private investors. MetLife India has developed over the years and currently distributes a range of life insurance products in India.

<http://www.metlife.co.in/MetIndia/Metindia.asp>

# TELECOM

## MOTOROLA

Motorola India is headquartered at Gurgaon, with sales offices operating at New Delhi, Mumbai and Bangalore. Motorola has made India its Global hub for cutting edge Research activities, by means of opening its first R&D facility in India in 1991. It currently has 6 Research and Development (R&D) centres in India. It plans to grow its investments at a rate of 10 -15 per cent every year.

Motorola launched its first lab in India in April 2005 that is involved in conducting research in areas of converged networks, automatic networking as well as enterprise applications.

<http://www.motorola.com/in>



## NORTEL

Nortel established its first office in India in 1991, as the country began the process of telecommunications industry liberalization. Nortel has rapidly evolved into a major telecommunications force in India, working from offices in Mumbai, Delhi and Bangalore. The strength of Nortel's commitment to India is illustrated not only by its strong working relationships with the country's leading carrier and enterprise customers, but also by the establishment and nurturing the growth of large software houses such as Infosys, WIPRO, Tata Consultancy Services and Sasken Technologies. All major Nortel Technology labs around the world have assigned part of their development activity to India.

<http://www.nortel.com/corporate/global/asia/india/index.html>

# CONSUMER DURABLES

## LG

- LG Electronics India Pvt. Ltd., a wholly owned subsidiary of LG Electronics, South Korea was established in January, 1997 after clearance from the Foreign Investment Promotion Board (FIPB).
- LG Electronics India is today a leading consumer durable company. The company registered turnover of US\$ 1.86 billion during the calendar year 2006.

<http://www.lgindia.com/>



## SAMSUNG

- Samsung India commenced its operations in India in December 1995 and today enjoys a sales turnover of over US\$ 1 billion in just a decade of operations in the country.
- Headquartered in New Delhi, Samsung India has a network of 19 Branch Offices located all over the country. The Samsung manufacturing complex, housing manufacturing facilities for Colour Televisions, Colour Monitors, Refrigerators and Washing Machines, is located at Noida, near Delhi.

<http://www.samsung.com/in/aboutsamsung/samsungindia/index.htm>

## SONY

- Sony India was set up as a 100 % subsidiary of Sony Corporation Japan in 1995. Today, Sony India has traveled past its consolidation phase and is poised for fast growth. The company has built a sturdy framework of manpower, infrastructure, distribution, systems integration and logistics.
- Since its inception, Sony India has its footprint across all major towns and cities in the country through a distribution network comprising over 4500 dealers & distributors, 170 Sony World and Sony Exclusive outlets and 17 direct branch locations.

<http://www.sonyindia.co.in/>

## VIDEOCON

- The Videocon group, an Indian Multinational represents a fine global conglomerate in the arena of Consumer Electronics, Home Appliances, Display Industry, Compressor Manufacturing, and Colour Picture Tubes etc. It is valued at US\$ 2.5 billion. Currently the group is operating through four key sectors namely Consumer Electronics, Display Industry and its components, Colour Picture Tube Glass and Oil and Gas.

<http://www.videoconworld.com>

# ENTERTAINMENT AND MEDIA

## CNBC-TV18

- CNBC-TV18 is India's premier channel reaching over 20 million households. The channel began its operations in India in late 1999 as a joint venture between TV18 and CNBC Asia.

<http://cnbc-tv18.moneycontrol.com/cnbctv18/index.php>



# INFORMATION TECHNOLOGY

## IBM India

- IBM has been present in India since 1992. Since its inception, IBM has expanded its operations in India considerably with regional headquarters in Bangalore and offices in fourteen cities including New Delhi, Mumbai, Chennai and Kolkata.
- Over the last decade, IBM has made significant investments towards setting up some world class R&D and innovation oriented facilities in India including India research laboratory, software innovation centre, IBM innovation centre for business partners, Linux solution centre and Linux competency centre.



<http://www.ibm.com/in/>

## ORACLE

- Today, Oracle is one of the largest multi-national software employers in India. Oracle India has grown to over 3700 employees across the country with a technology network which has hundreds of thousands of Indian software developers as part of its community, besides significant sales and marketing operations, product development, global support and consulting and internal BPO services.

<http://www.oracle.com/global/in/index.html>

## MICROSOFT INDIA

- Microsoft forayed into the Indian market in 1990 and has been working in close proximity with the Indian government, IT industry, academia and local developer community in India since then.
- The US software giant Microsoft has unveiled plans to invest \$1.7bn (£981m) in India over the next four years.
- The company has set up Microsoft Research Centre in Bangalore to work on high-end research projects for Microsoft globally. Microsoft Research India is engaged in cutting-edge basic and applied research in multiple fields in computing, information technology and related areas.

<http://www.microsoft.com/india/>

## INFOSYS TECHNOLOGIES

Infosys Technologies Limited, incorporated in the year 1981 provides consulting and IT services. Infosys has been a pioneer in offering innovative solutions to its clients. Infosys offers a wide range of software services, namely application development and maintenance, corporate performance management, independent validation services, infrastructure services, packaged application services and product engineering and systems integration. Infosys was the first Indian company to be listed on the NASDAQ Stock Exchange. Infosys Technologies Ltd posted a 51.5 per cent growth in its net profits at US\$ 221.97 million for the quarter-ended December 2006 over the corresponding quarter last year

<http://www.infosys.com/default.asp>

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## TATA CONSULTANCY SERVICES (TCS)

Tata Consultancy Services (TCS) is an information technology consulting, solutions and services organization. The company is a part of one of India's most respected business conglomerates the Tata Group. TCS commenced its operations in 1968, and pioneered the IT services industry out of India. It has been the largest Indian IT services company ever since its inception. The company offers business process outsourcing (BPO), enterprise systems installation, and offshore services. TCS also provides product and industrial process engineering services as well as strategic consulting and project management services. These services are provided to a spectrum of industries such as banking, financial services, insurance, telecom, manufacturing, media and entertainment, retail and consumer goods, transportation, health care and life sciences, energy and utilities, and E-Governance.



Today, with a presence in 34 countries across 6 continents, & a comprehensive range of services across diverse industries, TCS is one of the world's leading Information Technology companies. Tata Consultancy Services has reported a net profit of US\$ 252 million in the quarter ended December 2006 as against US\$ 170.05 million in the corresponding period a year ago.

<http://www.tcs.com/>

## WIPRO

Wipro Technologies is a global services provider delivering technology-driven business solutions that meet the strategic objectives of the clients. Wipro has 40+ 'Centres of Excellence' that create solutions around specific needs of industries. Wipro provides comprehensive research and development services, IT solutions and services, including systems integration, Information Systems outsourcing, package implementation, software application development and maintenance services to corporations globally. Wipro is the World's first CMMi Level 5 certified software services company and the first outside USA to receive the IEEE Software Process Award. According to the third quarter results (ending December 2006), Wipro Limited Revenue increased by 45% year-on-year to US\$ 898.6 million.

<http://www.wipro.com/>

## HINDUSTAN COMPUTERS LIMITED (HCL)

Hindustan Computers Limited (HCL) was established in India in 1976. HCL is a leading global technology and IT firm. It comprises two companies listed in India, namely HCL Technologies and HCL Info systems. Their range of offerings span product engineering, technology and application services, BPO, infrastructure services, IT hardware, systems integration, and the distribution of technology and telecom products. The HCL team comprises over 30,000 professionals of diverse nationalities, operating out of 15 countries. HCL has global partnerships with several leading Fortune 1000 firms, including leading IT and Technology firms.

<http://www.hcltech.com/aboutus/Company/HCLHistory/index.asp>

# RETAIL

## METRO CASH AND CARRY

In 2003, Metro, a German distributor and retailer started its operation in India as a cash and carry business in order to cater to the needs of the retailers and business needs. The group started two stores in Bangalore with an investment of around \$40 million. The stores are approximately a 1,00,000 square feet in area and carried about 20000 items

Metro in India are into vigorous expansion plans with similar investments in the states of Delhi, Andhra Pradesh, Tamil Nadu, Punjab, West Bengal.

<http://www.metro.co.in>



## FOOD WORLD SUPERMARKETS PVT. LTD.

Food world Supermarkets Pvt. Ltd. having its Indian Head office in Bangalore is one of India's biggest Food and Grocery retail player in India with the first store in Chennai.

With immense diversity of unorganised retail of 97%, Food world has successfully opened 44 retail outlets spread across Southern India.

[http://www.rpggroup.com/mediatemp.asp?newsid=120&media\\_id=2](http://www.rpggroup.com/mediatemp.asp?newsid=120&media_id=2)

# PHARMACEUTICALS

## RANBAXY

Ranbaxy Laboratories Limited, India's largest pharmaceutical company, headquartered in India, is an integrated, research based, international pharmaceutical company, producing a wide range of quality, affordable generic medicines, trusted by healthcare professionals and patients across geographies. It is ranked amongst the top ten generic companies worldwide. The Company has manufacturing operations in 8 countries with a ground presence in 49 countries and its products are available in over 125 countries.



Ranbaxy has an expanding international portfolio of affiliates, joint ventures and representative offices across the globe with a presence in 23 of the Top 25 pharma markets of the world. Additionally the Company has a presence in 21 of the 25 EU countries. Ranbaxy has robust operations in USA, UK, France, Germany, Russia, India, Brazil and South Africa, and is strengthening its business in Japan, Italy, Spain and several other markets in the Asia Pacific.

<http://www.ranbaxyusa.com/>

## DR REDDY'S LABS

Dr. Reddy's Laboratories was founded by Dr Anji Reddy, a entrepreneur-scientist, in 1984 with a modest beginning of \$ 40,000 in cash and a bank loan of \$120,000.

Dr. Reddy's continues its journey, leveraging on its 'Low Cost, High Intellect' advantage. It has been constantly foraying into new markets and new businesses and taking on new challenges and growing stronger and more capable. The company posted revenue of US\$ 350 million during the third quarter of the financial year 2006-07.

<http://www.drreddys.com/#>

# *Industry Associations*

# INDUSTRY ASSOCIATIONS IN INDIA

- **Society of Indian Automobile Manufacturers**  
Core 4-B, 5th Floor, India Habitat Centre  
Lodhi Road, New Delhi 110 003  
India  
Phone: 91 11 24647810 -12  
Fax: 91-11-24648222  
Email: [siam@siam.in](mailto:siam@siam.in)  
Website: <http://www.siam.org>
- **Automotive Component Manufacturers Association of India**  
6th Floor The Capital Court,  
Ol of Palme Marg, Munirka,  
New Delhi 110 067.  
Tel.: +91 11 2616 0315, 2617 5873, 2618 4479  
Fax: +91 11 2616 0317  
E-mail : [acma@vsnl.com](mailto:acma@vsnl.com), [acma@vsnl.net](mailto:acma@vsnl.net)
- **Cement Manufacturers' Association**  
CMA Tower  
A-2E, Sector 24  
Noida - 201 301 (U.P.)  
INDIA  
Tel: 0120-2411955, 2411957, 2411958  
Fax: 0120-2411956  
Email : [cmand@nda.vsnl.net.in](mailto:cmand@nda.vsnl.net.in)  
Website: <http://www.cmaindia.org/>
- **Indian Banks' Association (IBA)**  
World Trade Centre, 6th Floor  
Centre 1 Building,  
World Trade Centre Complex,  
Cuff Parade,  
Mumbai - 400 005  
Website: <http://www.iba.org.in/contact.asp>
- **Insurance Regulatory and Development Authority (IRDA)**  
3rd Floor, Parisrama Bhavanam  
Basheerbagh Hyderabad 500 004.  
Phone +91-040-66820964  
+91-040-66789768  
Fax +91-040-66823334  
Website: <http://www.irdaindia.org>
- **Securities and Exchange Board of India (SEBI)**  
Mittal Court 'B' wing First floor  
224, Nariman Point  
Mumbai 400 021  
Phone-2285 0451-56, 2288 0962-70  
Website: <http://www.sebi.gov.in/>

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- **Telecom Regulatory Authority of India (TRAI)**  
TRAI House A-2\14 Safdarjung Enclave  
Africa Avenue  
New Delhi: 110 029  
Phone: 91-11-26101934  
Fax: 91-11-26103294  
Email: [traid@del2.vsnl.net.in](mailto:traid@del2.vsnl.net.in)  
Website: <http://www.traigov.in/>
  - **Builders Association of India**  
Head Office (Mumbai)  
G1/G-20, 7th Floor, Commerce Centre, J.Dadajee Road, Tardeo,  
Mumbai 400034.  
Tel: 022-23514802, 23514134  
Fax: 022-23520507  
Email: [bai@vsnl.com](mailto:bai@vsnl.com), [bai@bom5.vsnl.net.in](mailto:bai@bom5.vsnl.net.in)  
Website: <http://www.baidc.com/>
  - **Indian Drug Manufacturers' Association**  
102-B, Poonam Chambers, Dr.A.B.Road,  
Worli, Mumbai - 400 018  
Tel: 91-22-24944624 / 24974308  
Fax: 91-22-24950723  
Email: [idma@vsnl.com](mailto:idma@vsnl.com) / [idma@idma-assn.org](mailto:idma@idma-assn.org)  
Website: <http://www.idma-assn.org/>
  - **Hotel Association of India**  
4/1-D, Taj Apartments  
Rao Tula Ram Marg  
New Delhi - 110 022, INDIA  
Tel: +91-11-26171110 / 14  
Fax: +91-11-26171115  
Email: [haid@ndf.vsnl.net.in](mailto:haid@ndf.vsnl.net.in)  
Website:  
<http://www.hotelassociationofindia.com/home/index.htm>
  - **Indian Chemicals Manufacturers Association**  
Sir Vithaldas Chambers  
16 Mumbai Samachar Marg  
MUMBAI - 400 023  
INDIA  
Tel: 91-22-22047649, 22048043, 22846852  
Fax: 91-22-22048057  
Email: [icmawro@icmaindia.com](mailto:icmawro@icmaindia.com)  
Website : <http://www.icmaindia.com>
  - **Pesticides Manufacturers and Formulators Association of India**  
B-4, Anand Co-op. Housing Society,  
Sitladevi Temple Road Mahim (West),  
Mumbai 400 016  
Tel: 91-22- 437 52 79  
Fax: 91-22- 437 68 56  
E-mail: [pmfai@bom4.vsnl.net.in](mailto:pmfai@bom4.vsnl.net.in)  
Website: <http://www.pmfai.org>

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- **Consulting Engineers Association of India (CEAI)**  
East Court, ZONE 4, CORE 4B,  
India Habitat Centre, Lodhi Road,  
New Delhi 110003.  
Phone: 24601068  
FAX: 24642831  
Email: [cengr@del2.vsnl.net.in](mailto:cengr@del2.vsnl.net.in)  
Website: <http://www.ceaindia.org/>
  - **Indian Machine Tool Manufacturers Association**  
Plot 249 F, Phase IV, Udyog Vihar, Sector 18  
Gurgaon 122 015, Haryana  
Phone: +91(124) 4014101/02/03/04  
Fax: +91(124) 4014108  
Email: [imtma@del2.vsnl.net.in](mailto:imtma@del2.vsnl.net.in)  
Website: <http://www.imtma.org>
  - **Indian Sugar Mills Association**  
'C' Block, 2nd Floor, Ansal Plaza,  
A.K. Road, Andrews Ganj,  
New Delhi- 110049 INDIA  
Phones: +91-11-2626 2294-98  
FAX: +91-11-2626 3231  
E-mails: [isma@indiansugar.com](mailto:isma@indiansugar.com)  
Website- <http://www.indiansugar.com/>
  - **National Association of Software and Service Companies**  
International Youth Centre  
Teen Murti Marg  
Chanakyapuri  
New Delhi - 110021  
India  
Phone: 91-11-23010199  
Fax: 91-11-23015452  
Email: [info@nasscom.in](mailto:info@nasscom.in)  
Website: <http://www.nasscom.in/Default.aspx?>
  - **ELCINA Electronic Industries Association of India**  
(Formerly Electronic Component Industries Association)  
ELCINA House, 422 Okhla Industrial Estates  
New Delhi, INDIA-110020  
Phone: +91 (011) 26924597, 26928053  
Fax: 26923440  
E-mail: [elcina@vsnl.com](mailto:elcina@vsnl.com)  
Website: <http://www.elcina.com/>

# COMMODITY BOARDS

- **Spices Board of India**  
Sugandha Bhavan, Cochin 682 085  
India  
Phone-91-484-2333610  
Fax-91-484-2331429  
Email- [mail@indianspices.com](mailto:mail@indianspices.com)  
Website-<http://www.indianspices.com/>
- **Tobacco Board**  
(Ministry of Commerce, Govt. of India)  
G.T.Road, GUNTUR-522 004 (AP) INDIA  
Phones: 91-863-2358399, 2358499  
Fax: 91-863-2354232  
E-mail: [info@indiantobacco.com](mailto:info@indiantobacco.com)  
Website: <http://www.indiantobacco.com/index.php>
- **Rubber Board,**  
P.B. No: 1122,  
Kottayam -686 002  
Kerala, India  
Ph: 91-481-2301231  
Fax: 91-481-2571380  
Website- <http://rubberboard.org.in/>
- **Coconut Development Board**  
Kera Bhavan, SRVHS Road, Kochi, Kerala State - 682011, INDIA  
Phone: 91 - 484 - 2376265, 2377266, and 2377267  
Fax: 91 - 484 2377902  
Website- <http://coconutboard.nic.in/>
- **Tea Board of India**  
14, B.T.M Sarani (Brabourne Road)  
P.O. Box 2172 Kolkata 700 001  
Phone +91 33 2235 - 1411 ( 8 Lines )  
Fax +91 33 2221 - 5715  
Email [teadevex@cal.vsnl.net.in](mailto:teadevex@cal.vsnl.net.in) and [tboard@gems.vsnl.net.in](mailto:tboard@gems.vsnl.net.in)  
Website:  
<http://teaap2.indiateaportal.com/webapp/wcs/stores/servlet/index.jsp>

# EXPORT PROMOTION COUNCILS

- **Project Export Promotion Council of India**  
H-118, Himalaya House,  
11th Floor, 23, Kasturba Gandhi Marg, New Delhi-110001  
Phone. : (91)11-23722425/23350367  
Fax: (91)11-23312936  
E-Mail: [info@projectexports.com](mailto:info@projectexports.com)  
Website: - <http://www.projectexports.com/>
- **Apparel Export Promotion Council (APEC)**  
Apparel House, Institutional Area  
Sector-44, Gurgaon-122003  
Haryana  
Phone: 0124-2708000-3  
Fax: 0124-2708004-5  
Website: <http://www.aepcindia.com/portal/contact.asp>
- **India Trade Promotion Organization (ITPO)**  
Pragati Bhawan, Pragati Maidan  
New Delhi-110 001, India  
Email: [info@itpo-online.com](mailto:info@itpo-online.com), [itpo@vsnl.com](mailto:itpo@vsnl.com)  
Website: <http://www.indiatradepromotion.org/>
- **Engineering Export Promotion Council (EEPC)**  
Vanijya Bhawan', 1st Floor  
International Trade Facilitation Centre  
1/1, Wood Street  
Kolkata 700016  
Phone : (+91 33) 22890651/52  
Fax : (+91 33) 22890654  
E-mail : [eeepcho@eth.net](mailto:eeepcho@eth.net)  
Website : <http://www.eepcindia.com>
- **Basic Chemicals Pharmaceuticals and Cosmetics Export Promotion Council (CHEMEXCIL)**  
Jhansi Castle, 4th Floor, 7, Cooperage Road, Mumbai-400 039. India  
Tel : +91-22-2202 1288 / 2202 1330 / 2282 5861 / 2202 0911 / 2282 1254  
Fax : +91-22-2202 6684  
E- mail : [chemexcil@vsnl.com](mailto:chemexcil@vsnl.com)  
Website : <http://www.chemexcil.gov.in>
- **Carpet Export Promotion Council**  
110-A/1, Krishna Nagar, Street No. 5  
Safdarjung Enclave,  
New Delhi - 110029, India.  
Tel : +91-11-26101024, 26102742  
Telefax: + 91-11-26165299  
E-Mail : [cepc@nda.vsnl.net.in](mailto:cepc@nda.vsnl.net.in).  
Website: <http://www.indiancarpets.com>
- **Cotton Textile Export Promotion Council**  
Engineering Centre, 5th Floor, Mumbai - 400 004.  
Tel. : (91) 22-23632910/11/12/13  
Fax : (91) 22-23932914  
E-Mail : [exprocil@bom3.vsnl.net.in](mailto:exprocil@bom3.vsnl.net.in)  
Website : <http://www.texprocil.com>

- 
- **Indian Silk Export Promotion Council**  
62, Mittal Chambers, 6th Floor, Nariman Point, Mumbai - 400 021.  
Tel. : (91) 22-202049113/2027662/2025866,  
Fax : (91) 22-2874606  
E-Mail : [isepc@bom2.vsnl.net.in](mailto:isepc@bom2.vsnl.net.in)  
Website: <http://www.silkepc.com>
  - **Agricultural and Processed Food Products Export Development Authority of India (APEDA)**  
Ansal Chambers-II 3rd Floor  
Bhikaji Cama Place,  
New Delhi 110066  
Tel: 011-6192141, 6192148, 6192747  
Telefax: - 011-6195016  
Website : <http://agri.mah.nic.in/agri/hort/html/apeda.html>
  - **Council for Leather Exports**  
3rd Floor, CMDA Tower - II,  
Gandhi Irwin Bridge Road,  
Egmore, Chennai - 600 008.  
Tel: +91- 44- 28594367 (5 lines).  
Fax: +91- 44- 28594363/64.  
Cable : LEXPROCIL.  
E-Mail: [cle@cleindia.com](mailto:cle@cleindia.com) , [cle@vsnl.com](mailto:cle@vsnl.com)  
Website : <http://www.leatherindia.org>
  - **Cashew Export Promotion Council**  
PB 1709, Chittoor Road  
Ernakulam, Cochin 682 016, India.  
Telephone : +91 - 484 - 2376459 Fax : +91 - 484 - 2377973  
E-Mail: [cepc@cashewindia.org](mailto:cepc@cashewindia.org)  
Website : [www.cashewindia.org](http://www.cashewindia.org)
  - **Gem and Jewellery Export Promotion Council**  
5th Floor, Diamond Plaza,  
391-A Dr. Dadasaheb Bhadkamkar Marg,  
Mumbai - 400 004.  
Tel: 0091-22-2382 1801 / 1806  
Fax: 0091-22-2380 8752 / 2380 4958  
Email: [gjepc@vsnl.com](mailto:gjepc@vsnl.com)  
Exhibition Cell: [gjepc@mtnl.net.in](mailto:gjepc@mtnl.net.in)  
Website: [www.gjepc.org](http://www.gjepc.org)
  - **Plastic Export Promotion Council**  
Crystal Tower, Ground Floor,  
Gundivali Road No 3, Off Sir M. V. Road,  
Andheri (E), Mumbai 400 069  
Phone : +91 22 2683 3951/52  
Fax : +91 22 2683 3953, 2683 4057  
E-mail : [plexconcil@vsnl.com](mailto:plexconcil@vsnl.com)  
Webiste : <http://www.plexcon.org>
  - **Pharmaceutical Export Promotion Council**  
101, Aditya Trade Centre,  
Ameerpet, Hyderabad - 500038, India.  
Phone: 91 - 40 - 23735462 / 5466  
Fax : 91 - 40 - 23735464  
Email: [info@pharmexcil.com](mailto:info@pharmexcil.com)  
Website : <http://www.pharmexcil.com/v1.aspx/ContactUs.aspx>
  - **Handloom Export Promotion Council**  
34, Cathedral Garden Road  
Nungambakkam  
Chennai 600 034  
India  
Tel : +91-44-28276043, 28278879  
Fax : +91-44-28271761  
E-Mail : [hepc@hepcindia.com](mailto:hepc@hepcindia.com)  
Website : [www.hepcindia.com](http://www.hepcindia.com)

# NATIONAL LEVEL CHAMBERS OF INDIA

- **Federation of Indian Chambers of Commerce and Industry**  
Federation House  
Tansen Marg  
New Delhi 110001  
Tel.: 011-23738760-70  
Fax: 011-23721504, 23320714  
E-mail: [ficci@ficci.com](mailto:ficci@ficci.com)  
Website: <http://www.ficci.com/index.htm>
- **Confederation of Indian Industry**  
The Mantosh Sondhi Centre  
23, Institutional Area, Lodi Road, New Delhi 110 003 (India)  
Tel: 91 11 24629994-7  
Fax: 91 11 24626149  
Email: [ciico@ciionline.org](mailto:ciico@ciionline.org)  
Website: [www.ciionline.org](http://www.ciionline.org)
- **The Associated Chambers of Commerce and Industry of India**  
Corporate House, 147 B Gautam Nagar  
Gulmohar Enclave, New Delhi-110 049  
Tel: 91-11-26512477-79, 91-11-41643407-10  
Fax: 91-11-26512154  
E-mail: [assochem@nic.in](mailto:assochem@nic.in)  
Website: <http://www.assochem.org>
- **Federation of Indian Export Organisation ( FIEO)**  
PHD House (3rd Floor),  
Opp. Asian Games Village,  
New Delhi -110016, INDIA  
Phone: 91-11-26851310/12/14/15  
Fax: 91-11-26863087/26967859  
Email : [fieo@nda.vsnl.net.in](mailto:fieo@nda.vsnl.net.in)  
Website : <http://fieo.org>
- **PHD Chamber of Commerce Industry (PHDCCI)**  
PHD House, 4/2, Siri Institutional Area,  
August Kranti Marg, New Delhi-110016  
Phones : +91 11 26863801-04  
Fax : +91 11 26855450  
E-mail : [phdcci@phdcci.in](mailto:phdcci@phdcci.in)  
Website: <http://www.phdcci.in/>

# CONSULTANTS

- **McKinsey India**  
TAJ Palace Hotel  
2 Sardar Patel Marg  
Diplomatic Enclave  
New Delhi 110021  
India  
Voice: 91 (11) 2302 358  
Fax: 91 (11) 2687 3227  
Website: <http://www.mckinsey.com/>
- **KPMG India**  
Block no 4B  
DLF Corporate Park, DLF City  
Phase III  
Gurgaon  
Haryana 122002  
Phone +91 0124 3074000 / 2549191  
Fax +91 0124 2549101 / 2549102  
Website: <http://www.in.kpmg.com/home/home.asp>
- **AC Nielsen India**  
Voltas House A, 2nd floor  
Dr. Babasaheb Ambedkar Road  
Chinchpokli (East)  
Mumbai 400 033  
India  
Telephone +91 22 - 66632500  
Fax +91 22 - 66632501  
Email: [communications@acnielsen.co.in](mailto:communications@acnielsen.co.in)  
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