



The policy will focus on 'Make in India', improving ease of doing business, aligning trade and manufacturing, improving access to credit for MSMEs, industrial infrastructure creation, skill development and promotion of technology.

The DIPP is also hopeful that the policy will act as a catalyst to help the Start-up India initiative to drive India's economic growth.

India's economy grew at an impressive 8.2% in the first quarter of 2018-19 financial year ending June on the back of a strong core performance and a healthy base.

This jump ahead of national elections next year would help bolster the government amid a debate over its economic record versus that of its predecessor following the release of back-series data recently. This will also be factored in by the monetary policy committee at its next review scheduled in October.

The Indian government changed the base year for GDP calculation from 2004-05 to 2011-12, by changing the goods and services in the basket to make it more current, in 2015.

### **Few Key Highlights**

*This is the highest growth in two years and strongest since the first quarter of 2016.*

*Sectors which registered growth of over 7% include 'manufacturing, 'electricity, gas, water supply & other utility services' 'construction' and 'public administration, defence and other services'.*

*The growth in the 'agriculture, forestry and fishing', 'mining and quarrying', 'Trade, hotels, transport, communication and services related to broadcasting' and financial, real estate and professional services is estimated to be 5.3%, 0.1%, 6.7%, and 6.5% respectively during this period.*

*GDP at current prices in Q1 of 2018-19 is estimated at € 568,333 million (Rs 44.33 lakh crore), as against € 499,615 million (Rs 38.97 lakh crore) in Q1 of 2017-18, showing a growth rate of 13.8%.*

The official figures are much better than the expectations of economists who have predicted about 7.5-7.6% Q1 growth.

The world's second largest economy, China, reported a 6.7% growth for June quarter compared with 6.8% in March quarter. India's €2.13 (\$2.6) trillion economy surpassed France's in 2017 to be the world's sixth largest, and it was not far before the United Kingdom, according to World Bank data.

However despite the strong Q1 numbers, there is apprehension about the economy slowing down in the coming times.

The Reserve Bank of India has raised its benchmark repo rate by a total of 50 basis points at its past two meetings, to 6.5%, to tame inflation that has remained above its medium-term target of 4% for the last nine months.

In July, retail inflation eased to 4.17% from a year earlier, but is projected to remain around 4.8% in the second half of the fiscal year.

The rupee has weakened nearly 10% against the dollar this year, touching a record low of 71 to the dollar recently, and is the worst performing currency in Asia.

Credit ratings agencies has warned about rising pressure of higher oil prices and interest rates on government finances and India's current account. The government data recently showed a fiscal deficit of € 69,230 million (Rs 5.40 lakh crore) for April-July, or 86.5% of the budgeted target for the current fiscal year compared with 92.4% a year earlier.

Singapore's trade ministry announced that the broad agreement on the world's biggest trade deal should be reached at a summit of leaders from participating nations in the city-state in November, six years since talks began.

Called the Regional Comprehensive Economic Partnership (RCEP), the trade accord includes the 10 members of the Association of Southeast Asian Nations (ASEAN), Australia, India, Japan, South Korea, New Zealand and the world's No.2 economy, China.

The deal does not include the United States, which is locked in a trade spat with China and pulled out of another broad, international trade agreement in 2017 called the Trans-Pacific Partnership (TPP).

## Industry Scenario

### Infrastructure



#### Air taxis in India a reality soon

The drone policy unveiled recently will make air taxi operation in India a reality soon. The Aviation Ministry shared the optimism after they met a delegation from the taxi-hailing company Uber, which has shortlisted India for its proposed aerial taxi service. The meeting of the team with the Ministry came against the backdrop of the government unveiling the guidelines recently for commercial use of drones in the country from December 1, 2018. The guidelines are aimed at enabling safe, commercial usage of such taxis, among others. The cost of flying through the service, which aims to use rooftops of high-rises and erect dedicated 'skyports', will be at par with its taxis. The company has named Dallas and Los Angeles in the US as the first two cities for the commercial launch of its aerial taxi service by 2023 and has shortlisted five countries - India, Japan, Australia, Brazil and France and one of them will become the first Uber Air City outside the US to select as its third partner.

#### At Bengaluru airport, your face is your boarding pass

At the Bengaluru airport, soon your face will be your boarding pass. The airport is set to become the first airport in India to have an end-to-end solution for paperless air travel. Bangalore International Airport Limited (BIAL), operators of the Bengaluru (BLR Airport) and Vision-Box have signed an agreement on Wednesday in Lisbon, Portugal, to launch paperless biometric self-boarding technology. The first implementation milestone at BLR Airport will be completed in the first quarter of 2019, with Jet Airways, Air Asia and SpiceJet passengers as first users.

#### Centre issues parameters for metro rail systems under 'MII initiative'

The Centre has issued "mandatory parameters" for electrical components used in metro rail system like lifts, escalators, tunnel ventilation and environmental control system with an aim to achieve standardisation and indigenisation. According to the ministry, the parameters intend to achieve uniformity among technical specification of electrical items used by different metro rail systems for having standardised procurement and indigenisation. All state governments will have to follow these parameters if they want central government's financial assistance in executing metro rail systems. These specifications have been issued under 'Make in India initiative'. Procurement shall be governed by ensuring minimum 50% local content in compliance to public procurement.

#### Texmaco-Wabtec JV to produce value-added products for railways

The JV between Texmaco Ltd and US-based Wabtec Corporation would manufacture specialised and value-added products for Indian Railways at the Adventz Group company's Belgharia facility near the city. While Wabtec would hold 60% in the JV, Texmaco would control the remaining 40% in Wabtec Texmaco Rail Private Ltd. Texmaco which was primarily engaged in manufacture of wagons for Indian Railways (IR), was now gradually shifting its focus on the non-wagon business. The non-wagon business of Texmaco comprises of EPC (signalling system), foundry and hydro-mechanicals. For Wabtec, its merger with GE Transportation would give greater access to the product range across the globe.

#### SAIL scouting for location in 3 states to set up autograde steel plant

Steel PSU SAIL is considering locations in three states of Gujarat, Andhra Pradesh and Maharashtra to set up €641 million (Rs 5,000-crore) autograde steel plant in joint venture with ArcelorMittal. The autograde steel plant project with a capacity of 1.5 million tonnes per annum (MTPA) will be scaled to 2.5 MTPA. Domestic steel giant SAIL in December last year announced that its board had approved a proposal to enter into a joint venture with the world's largest steelmaker ArcelorMittal for manufacturing high-end automotive steel. SAIL and ArcelorMittal had entered into an MoU in May 2015 to explore the possibility of setting up an auto-grade steel manufacturing facility under a joint venture in India.

## Automobile



### Essel plans to invest €224 million (Rs 1,750 cr) to set up electric vehicle charging infrastructure

Essel Infraprojects is planning to invest €224 million (Rs 1,750 crore) in phased manner to set up electric vehicle charging and battery swapping infrastructure. In a massive boost to the electric vehicle segment in the country, Essel Infraprojects Ltd. (EIL) an enterprise of Essel Group, launches its Electric Vehicle Charging and Battery Swapping Infrastructure initiative under Essel Green Mobility Limited in Lucknow. Under the project, EIL will invest in phased manner with the launch of 250 charging stations, 1,000 battery swapping stations in 20 cities of Uttar Pradesh. EIL project will kick-start the electric vehicle ecosystem in effective manner as EIL will also invest in simultaneous deployment of 25,000 e-rickshaws, which will generate 50,000 jobs in the state.

### UNO MINDA to acquire iSYS RTS GmbH, Germany

Minda Industries, the flagship company of Uno Minda Group announced the acquisition of Germany based iSYS RTS GmbH, a developer of embedded systems and software to global vehicle manufacturers. The deal which is subject to regulatory approvals, is expected to be completed by second quarter of FY-19. Headquartered in Munich, Germany, iSYS RTS develops embedded systems as well as hardware and software components for Global vehicle makers. The company offers Engineering Services and also manufactures Automotive Electronic Control Units ('ECU's). This is part of Minda Industries strategy to expand in electronic control modules in India as well as global, as electronic content per vehicle in the areas of body and comfort, automotive lighting and cockpit electronics. iSYS RTS specialises in ECU's for automotive body and comfort systems, AUTOSAR ECU's, ECU's and Software components for automotive lighting, interior lighting systems, electrical drive ECU's and development of HMI and infotainment applications.

### Tariff barriers to suit Hyundai's India plans

Increased protectionism around the world has turned into a blessing in disguise for capacity-starved Hyundai Motor India as it gets ready to launch new mass-market products. Due to increased tariff for fully built vehicles in export markets like Vietnam, the Philippines, Ecuador and Algeria, Hyundai is planning to export more of its cars in the knocked-down form. The exercise is likely to release a capacity of 50,000 units a year for Hyundai before it launches small car AH2 which may be named after its most successful product in India, the Santro and a compact SUV launch to take on Maruti's Vitara Brezza. The company is expecting that this along with efficiency and automation improvement will add almost 1 lakh units to its capacity. Hyundai Motor India has been operating at more than 98% capacity for the best part of the last 4-5 years.

### Toyota-Suzuki revs up plan to roll out hybrid, electric vehicles here

The Toyota-Suzuki alliance is readying a host of electric and hybrid vehicles for the Indian market as the government places a strong emphasis on cleaner and greener mobility solutions to address the rising pollution challenge and fuel import bill. As part of the plan, four electrified models are likely to be ready by 2020-21 and shared between the two Japanese automakers. It is known that Maruti Suzuki, the local unit of Suzuki which is testing an electric version of the Wagon R, is likely to share it with Toyota for the Indian market. Apart from pure electric vehicles, a range of hybrid options are likely to be shared between the two companies, such as the Baleno, Vitara Brezza and Corolla. These hybrids will come with power outputs of 12 volts to 72 volts. This will help improve their fuel efficiency by 5-45%. Eventually, once the more stringent corporate average fuel economic rules are implemented in 2023, Suzuki and Toyota are likely to come out with better hybrid solutions for the Baleno and Vitara Brezza, ranging from 48 to 72 volts.

## Power



### **The solar scheme that may help Indian firms boost manufacturing**

A new 12 gigawatts solar energy scheme, which has been deftly crafted to mandate local manufacturing without violating WTO's trade rules, is in the final stages of approval, and will help local industry withstand the onslaught of cheap imports. The € 1026 million (Rs 8,000-crore) scheme will be a significant boost for Indian manufacturers, who are also waiting for the imposition of a safeguards duty on solar gear. The local industry has suffered because WTO, acting on a US complaint, ruled that India had violated trade rules by mandating use of locally made cells and modules in its national solar mission. As part of the scheme, Central government's public sector undertakings will call for tenders for setting up power projects, and the electricity generated through these will be used for their own consumption. The scheme has been carefully designed to be compliant with the WTO rules.

### **35 developers express interest in Gujarat's offshore wind project**

As many as 35 national and international developers have expressed interest in the country's first offshore wind energy project, and the process of inviting Request For Proposal (RFP) should take place soon. The wind energy project with a capacity to produce 1,000 megawatt has been planned off the coast of Pipavav port in Gujarat. The project is being developed jointly by Central Ministry of New and Renewable Energy(MNRE) and Gujarat government. The offshore wind projects allow the developers to install larger capacity wind turbines, which is not possible in the onshore projects due to the transportation constraints. The introduction of a new land allotment policy soon by the Gujarat government is expected to reduce cost of energy generation through solar and wind.

### **Govt constitutes high level empowered committee to revive stressed thermal power plants**

The Government has decided to set up a high level empowered committee headed by the cabinet secretary and representation from the ministries of railways, finance, power, coal and banks having major exposure to the power sector to revive stressed thermal power projects. The Committee would look into various issues with a view to resolve them and maximise the efficiency of investment including changes required to be made in the fuel allocation policy and regulatory framework. It will also look into mechanisms to facilitate sale of power, ensure timely payments, payment security mechanism, changes required in the provisioning norms/Insolvency and Bankruptcy Code (IBC), Asset Restructuring Company regulations and other proposals for revival of stressed assets so as to avoid such investments becoming NPA.

### **US agency signs MoU with Indian company for 41 MW power project in Andhra**

A US trade development agency recently signed a memorandum of understanding with an Indian private company for the development of a 41-MW hybrid wind, solar, and energy storage power plant in Andhra Pradesh. The MoU was signed between US Trade and Development Agency (USTDA) and private sector firm IL&FS Energy Development Company Limited (IEDCL). IEDCL has selected Black & Veatch, a Kansas-based engineering firm, to carry out the technical assistance for the project that will advance pre-implementation and pre-construction activities for the plant, which is expected to lead to a 1,040 MW installation. This project is a follow-on to previous USTDA support that assessed the technical, financial and commercial viability of wind, solar, and energy storage hybrid power projects in Gujarat and Andhra Pradesh. Following the completion of that analysis, IEDCL and the government of Andhra Pradesh signed a Memorandum of Understanding to develop the 1,040 MW project.

### **Rural Electrification Corporation inks pact with German bank for €200 million loan**

State-run Rural Electrification Corporation has inked a loan agreement with German bank KfW for €200 million facility that would be used to finance clean energy projects in India. REC Limited signed a €200 million loan with the KfW in Frankfurt in August 2018. This is REC's fourth line of credit under Indo-German development cooperation which REC will utilise to finance renewable energy projects in India.

## Paper & Printing



### Govt imposes standard green clearance norms for as many as 25 sectors

The government has imposed standard conditions for as many as 25 sectors seeking environment clearance (EC) for expansion of existing projects or new projects. The government-constituted green panel, called the Expert Appraisal Committee (EAC) assesses the projects and makes recommendations, based on which the environment ministry grants the final EC. The sectors include iron, steel, cement, coal, petroleum refineries industry, paper and pulp, hydro-electric projects, and industrial estates, among others. The standard EC conditions will have to be considered by the EAC at the time of appraisal of the proposals. The EAC, after due diligence, can modify, delete, and add conditions based on the project-specific requirements.

### Paper firms raise prices by 2-3% due to increase in raw material costs

After nearly three years of stagnation, paper prices have started firming up. After a good FY18, companies have again raised prices by 2-3% in the current financial year due to increase in raw material costs. The global players have taken a price hike of 6-8% in the past months and the rupee has also depreciated during the same period, which gives Indian companies room to hike prices. Manufacturers have said that in 2019-20, the price is expected to head northward as raw material cost is likely to continue its rising trend. Starting fiscal 2014, prices remained almost stagnant on an annual average basis, according to CARE Ratings data. This is due to high imports, stabilisation in wood prices and lower power and fuel cost. However, beginning March, the companies have increased prices as they are not able to withstand the raw material rates.

On the whole, manufacturing cost rose by € 64 (Rs 5,000) a tonne to touch € 615 (Rs 48,000) a tonne now while the overall price increase was only around € 38 - 51 (Rs 3,000-4,000). The balance is being absorbed by the industry, which is already seeing pressure in earnings before interest, tax, depreciation and amortisation (Ebitda). In the past five months Ebitda has dropped to 14-15% from 18% and further a drop is expected. In FY19 that the price hike could be in the range of 2-3%. As far as the margins are concerned, since global pulp and paper prices are higher now, domestic manufacturers have some advantage of pricing these days. Manufacturers are hoping they would be able to increase the price because it is in a positive outlook right now. India is the only market, which is growing at 6% in the paper segment. While China is seeing an average growth of 2%, all other markets are hardly at less than 1% growth. Overall, global growth rate is also assumed to be one per cent, which makes India very attractive from the perspective of demand.

### Paper stocks extend rally; JK Paper zooms 75% in one month

JK Paper, Ruchira Paper, West Coast Paper, Star Paper Mills, NR Agarwal Industries, Shreyans Industries and Kuantam Paper were trading higher in the range of 4% to 10% on the BSE. In past one month, JK Paper, International Paper APPM, Ruchira Papers, Nath Pulp & Papers, West Coast Paper, Emami Paper, Tamil Nadu Newsprint and Seshasayee Paper Boards have rallied in the range of 25% to 75% after reported a strong set of numbers for the quarter ended June 2018 (Q1FY19). The benchmark index was up 4% during the same period. Total 54 paper companies announced their Q1FY19 results had posted a combined net profit of € 0.29 million (Rs 2.24 billion) against net loss of € 0.44 million (Rs 3.46 billion) in the year-ago quarter. Net sales of 54 companies increased 19% from € 7.26 – 8.65 million (Rs 56.62 billion to Rs 67.49 billion) during the quarter. The domestic demand for paper in India has been growing at a CAGR of 6.6% and is likely to touch 18.5 million tonnes in 2018-19. Of which, printing and writing segment demand is expected to grow at a CAGR of 4.2% and reach 5.3 million tonnes in FY19. The packaging paper and board segment are expected to grow at a CAGR of 8.9% and reach 9.7 million tonnes in FY19.

## Ports & Shipping



### APSEZ signs long-term pact with GAIL for LNG facility at Dhamra port

Port infrastructure developer Adani Ports and Special Economic Zone (APSEZ) on Thursday said it has entered into a long-term pact with state-run GAIL (India) to provide liquefied natural gas regasification services at its upcoming LNG import terminal at Dhamra port in Odisha. The LNG regasification services would be provided to GAIL on a use or pay basis. GAIL India has booked 1.5 million tonnes per annum (MTPA) regasification capacity for a period of 20 years. GAIL plans to supply the gas to its portfolio of customers located in the eastern region and along the under development Jagdishpur Haldia gas grid. The LNG facility will also become a hub for supply to Bangladesh and Myanmar. The terminal is likely to be commissioned during the second half of 2021. The proposed Dhamra LNG import terminal is designed for an initial capacity of 5 MTPA, expandable up to 10 MTPA. It will be the second LNG terminal on the east coast after IOC's Ennore terminal in Tamil Nadu.

### Constitution grants immunity to port, airport projects from green nod: Govt

As per the Union Ministry, a special provision of the Constitution grants immunity to port and airport projects from seeking environment and forest clearances and the law ministry's opinion has also been sought on this matter. The remarks come at a time when projects worth more than €3205 million (Rs 250 billion) are lying stuck at India's 12 major ports in want of green clearances. Once the subject gets clearance from the law ministry, the shipping ministry will go ahead with a notification that no environment nod is needed for port projects clearances, and if all goes well, the aviation ministry can also come out with a notification about airport projects.

India has 12 major ports: Kandla, Mumbai, JNPT, Marmugao, New Mangalore, Cochin, Chennai, Ennore, V O Chidambarnar, Visakhapatnam, Paradip and Kolkata (including Haldia) which handle approximately 61% of the country's total cargo traffic. Projects worth €23718 million (Rs 1.85 trillion) have been awarded under the ambitious port-led development programme Sagarmala by March 2018. A total of 224 projects -- entailing an investment were launched by March 2018. 196 projects worth (Rs 71,868 trillion) are expected to be awarded in 2018-19.

### Continental Warehousing Corporation acquired by DP world and NIIF

Global port operator DP World has its joint venture with the National Investment and Infrastructure Fund (NIIF), HIPL, has acquired Continental Warehousing Corporation. Hindustan Infralog Private Limited (HIPL), a joint venture between DP World and NIIF, announced that the transaction to acquire 90% stake in Continental Warehousing Corporation (Nhava Seva) Ltd in India has now closed. It is the first investment of HIPL, the recently created investment vehicle between DP World and NIIF to invest up to €2.46 (\$3) billion in ports, logistics and related sectors. In India, DP World has been operating container port terminals since 1997 and was instrumental in building the first Private-Public Partnership (PPP) project for the Government of India. DP World is currently present at six locations in India with over 6 million TEU (twenty foot equivalent unit) of gross capacity and also operates container trains connecting ports to the hinterland.

### Essel enters cruise business, plans to invest up to €82 (\$100) million

Essel Group, is looking to invest more than €82 (\$100) million (Rs 710 crore) in an entirely new business for it: cruise tourism. The cruise line will operate under the brand 'Jalesh', or the God of Waters. The company is expected to have a premium luxury line and a separate affordable line. While the official launch of Zen Cruises is still several months away, the first voyage is expected by September-October next year, the company has purchased its first ship. The Pacific Jewel, a 70,285-tonne, 2,000-passenger ship was previously owned by Carnival Corporation and operated by P&O Cruises Australia. They feel the proliferation of cruise tourism will bring one million jobs in the next 3-4 years and will provide a home-grown alternative for Indians, who are presently going abroad to enjoy cruises

## Garment and Leather



### Government asks departments, PSUs to prefer domestic leather goods

Giving a boost to the leather and footwear sector, the government has asked ministries, departments, public sector units and defence forces to give preference to domestic products in the segment. In the tenders, they have to give preferential treatment to domestic leather, footwear and accessories companies. This is part of an initiative of the department of industrial policy and promotion (DIPP) to encourage 'make-in-India' campaign and promote manufacturing and production of goods and services in India. The domestic manufacturers that will supply goods such as saddlery, travel items, leather garments and high altitude footwear to the departments under the Public Procurement (Preference to Make in India), Order 2017, will have to use a certain percentage of local content in their production. Up to 70% minimum local content requirement is mandated for combat boot, safety shoes, footwear components, sports footwear with synthetic uppers and leather uppers. Similarly 60% minimum local content requirement was fixed for saddlery, travel goods, leather garment and gloves.

### Lifestyle brand Guess may set up India unit

Los Angeles-based lifestyle brand and retailer Guess plans to set up an Indian subsidiary — Guess India — to relaunch the brand and expand its retail presence by opening company-owned stores, a departure from the earlier model where stores were operated by franchisees. The initial phase of the expansion will focus on Tier I cities in India. The retailer has shut all the franchisee-run stores in the market. Apart from partnerships with popular e-commerce firms, Guess India will also start its own online portal for wider reach. In November 2015, the Department of Industrial Policy & Promotion eased norms to provide single brand licence holders FDI-funded companies allowed to sell products under a single label multiple retailing options, including own stores, franchisees, wholesale retailing, under one entity.

### Global apparel brands to raise prices on duty hike

The government's move to double customs duty on imported garments has unsettled global apparel brands as it will make their goods more expensive for Indian consumers. From sportswear giant Adidas to Spanish fast fashion retailer Zara, global retailers import a sizeable chunk of their stocks to sell in India. Prices will increase by 4-6% and it could slow down investments in India by price-sensitive brands such as Hennes & Mauritz (H&M), which has been on expansion spree in the country. Customs duty across categories, from simple tees and anoraks to shorts, has been raised from 10% to 20%, as the government looks to boost local manufacturing. While it was heartening for domestic garment exporters, who felt the local garment manufacturing industry was being impacted by a spurt in garment imports from countries such as China, Cambodia, Vietnam and Bangladesh, foreign players cried foul. Foreign apparel brands operating in India's highly competitive, price-sensitive market have been trying to bring their prices down. Others trying to make headway in the market such as Ed Hardy and Gap, which is being sold by Ahmedabad-based Arvind in India, have tried to localise manufacturing.

### RIL and Arvind join hands to make high performance fabrics

Reliance Industries Ltd (RIL) has partnered with Arvind Ltd to manufacture co-branded R|Elan™ high performance fabrics. The partnership is a part of RIL's Hub Excellence Partners (HEP) program, a press statement said. As part of this partnership, Arvind will provide a high standard quality fabric and RIL will ensure timely delivery of R|Elan™ high-quality performance technologies to Arvind. The co-branding effort re-affirms their vision to offer products that are aesthetically pleasing, technologically advanced and, sustainable. The R|Elan™ co-branding exercise will bolster RIL's foothold in €28846 – 32051 million (Rs 2,25,000- 2,50,000 crore) Indian apparel industry having almost equal share of menswear and womenswear, RIL has partnered with 32 textile players that are equipped to produce new-age fabrics using R|Elan™ technologies.

## General

### **L&T Technology Services to buy Bangalore-based Graphene Semiconductor for €11.92 million (Rs 93 crore)**

L&T Technology Services, a mid-sized engineering services company, will buy Graphene Semiconductor Services for € 11.92 million (Rs. 93 crore) in an all cash deal, to strengthen its capability in chip design and embedded software services. Graphene, a semi-conductor services design and consulting company, clocked in a revenue of € 8.5 million (Rs. 66.3 crore) in fiscal 2018. The company has presence in India, Singapore, Taiwan, and Malaysia. It is headquartered in Bangalore. LTTS, a subsidiary of Larsen & Toubro, will pay € 8.97 million (Rs. 70 crore) upfront for the purchase and the rest in the form of earn-outs and retention pay spread over 3 years. Graphene provides end-to-end solutions — chip design, embedded software, all the way through providing support to mass manufacturing, thereby being a one-stop service and solution provider.

### **India will be one of the four major hubs of innovation & manufacturing for Schneider**

India is likely to become the fourth largest market for global automation and energy management major Schneider Electric, as it looks to boost operations in the country on the back of its recent € 1794 million (Rs. 14,000 crore) deal to acquire Larsen & Toubro's electrical and automation business. This investment is the French multinational's largest in the world, and will help boost exports from India, which already account for a third of its output. Schneider has 24 factories in the country. That's before speaking about our merger with Larsen & Toubro (L&T). With the merger of two companies, India would be one of the four major hubs of innovation and manufacturing for Schneider. One being the US, the other one being China, the third one being Europe, and the fourth one, with time, would be India. But India for them as a business would become bigger than France. Of the top three countries in Schneider, two would be in Asia, which shows how Asia-centred we have become over time.

### **ABB unveils fast charging system to power a car in 8 mins for 200 km**

Power major ABB unveiled its fast-charging system, which can power batteries of a car in flat 8 minutes to run up to 200 KM at Move Global Mobility Summit in the capital. For the first time in India, ABB showcased the Terra HP fast-charging system, which can power up a car for 200 km in just a single charge in just 8 mins. It is ideally suited for highway rest stops and petrol stations, where the highest power is required to minimize charging time. ABB's technologies look forward to support India's e-mobility revolution. Today, ABB has the largest installed base of fast-chargers worldwide - 8,000 stations in 68 countries. ABB's presence in India dates back over a century, and the company has been manufacturing here for 60 years.

### **CCI nod to Linde-Praxair deal**

Fair trade regulator CCI has approved the merger of industrial gas firms Linde and Praxair, subject to certain conditions. The deal, announced in June 2017, is worth over €57 (\$ 70) billion. The approval comes following a public scrutiny launched into the deal in earlier in May by the Competition Commission of India (CCI). Similar public scrutinies were launched by the CCI in the case of merger deals such as Monsanto-Bayer, Ranbaxy-Sun Pharma and Holcim-Lafarge. As per a notice submitted to CCI jointly by Linde Aktiengesellschaft and Praxair, Inc in January 2018, the transaction relates to a proposed combination of the two multinational industrial gas companies under a newly incorporated holding company, Linde Plc. After completion of the proposed transaction, Linde Plc will be owned by the two companies' current shareholders, according to the notice. Munich headquartered Linde is primarily active in industrial gases and medical gases, specialty gases, helium and the related engineering and services sectors. Headquartered in Connecticut, US, Praxair is an international industrial gases company.

### **GAIL to set up battery charging stations for e-vehicles**

GAIL India, the country's largest gas transportation and marketing company, plans to set up battery charging stations for electric vehicles as well as build solar plants as it looks to be "future ready" for emerging businesses. It also wants to explore the business opportunity in waste-water treatment plants, water distribution, large water pipeline laying as an early mover. It is looking at possibilities of setting up battery charging stations for e-vehicles at CNG dispensing stations in a bid to diversify its portfolio beyond gas and petrochemicals. GAIL wants to insert six new sections in the main objects clause of the memorandum of association of the company to foray into new business. It wants to invest in "start-ups in core business areas (of natural gas, petrochemicals, and energy) and non-core areas (like health, social and environment, safety, and security) either directly or indirectly. There is a necessity to adopt new and different pathways to provide clean, cost-effective and efficient mobility services that are safe, reduce dependence on oil imports and achieve more efficient land-use in cities with the least environmental footprints and impacts on human health.

## Focus State – Tamil Nadu

**Governor:** Shri Banwarilal Purohit

**Chief Minister:** Shri Edappadi K. Palaniswami



### General Facts

Area (sq km)	130,058 sq kms
Total Population	72.14 million
Literacy Rate	80.09 %
Airports	Chennai ,Trichy, Coimbatore, Tuticorin, Salem and Madurai

### Infrastructure

#### Roads

Tamil Nadu has 27 National Highways running through it. The state is also an important terminus in the Golden Quadrilateral road link of the National Highway Authority of India (NHAI). The district centres are linked through 187 State Highways. Tamil Nadu is one of the first states in India, to have 100 % metalled road connectivity even in the rural areas. The State Express Transport Corporation (SETC), formerly, Thiruvalluvar Transport Corporation was established in September 1975 and provides road transport services within the state. To upgrade road infrastructure, the State Government is implementing a World Bank-funded project at a cost of € 365 million.

#### By Air

Tamil Nadu has international airports at Chennai and Trichy; it has domestic airports at Chennai, Coimbatore, Tuticorin, Salem and Madurai. The Chennai International Airport was the first in the country to get ISO 9001-2000 certification. Construction work has been completed on a new passenger terminal at the Chennai International Airport. The terminal will have a capacity of 10 million passengers. Electronic Data Interchange (EDI) facility for customs clearance is available at the Chennai Airport. A new integrated terminal building has been constructed at Madurai Airport.

#### Railways

Tamil Nadu's railway network falls under the jurisdiction of the Southern Railways, which covers Tamil Nadu, Kerala, Puducherry and a small part of Andhra Pradesh. It has six divisions, four of which are in Tamil Nadu; they are Chennai, Tiruchirapalli, Madurai and Salem. Coimbatore is also a key railway junction. Tamil Nadu had a 5,958 km rail network with 536 railway stations. Chennai also has a well-established suburban railway network that connects it to the suburbs and the neighbouring cities. The Mass-Rapid-Transit System (MRTS) is an elevated line of the suburban railway in Chennai; it runs from the Chennai beach to the Velachery suburb, covers a distance of 25 km and has 21 stations. It is owned by the Southern Railways.

## Ports

Tamil Nadu has 3 major ports: Chennai, Ennore & V O Chidambaranar. It has 23 minor ports. Ports at Cheyyur (Panaiyur), Marakkanam & a combined port facility at Sirkazhi Taluk are under development. The Chennai port mainly handles container cargo, while the Ennore & V O Chidambaranar ports handle coal, ores & other bulk minerals. Tamil Nadu Vision 2023 envisages an investment of € 3 (\$ 3.1) billion for 3 greenfield ports & 5 minor ports, with a cumulative capacity of 150 million tonnes.

## Economy

At current prices, Tamil Nadu's GSDP\* was about Rs 12.99 trillion € 159 (\$ 193.55) billion in 2016-17. The GSDP of the state grew at a CAGR of 11.56% between 2011-12 and 2016-17. The state's per capita GSDP was Rs 170,929 € 2089 (\$ 2,548) in 2016-17. Per capita GSDP increased at a CAGR of 10.53% between 2011-12 and 2016-17. Tamil Nadu's net state domestic product (NSDP)# was about Rs 11.64 trillion € 142 (\$ 173.54) billion in 2016-17. NSDP of the state grew at a CAGR of 11.54% between 2011-12 and 2016-17. The state's per capita NSDP was Rs 153,263 trillion € 1873 (\$ 2,284.44) in 2016-17. The per capita NSDP increased at a CAGR of 10.51% between 2011-12 and 2016-17.

In 2016-17, the tertiary sector contributed 55.82 % to the state's GSVa at current prices, followed by the secondary sector at 31.71%. The tertiary sector grew at an average rate of 13.35% between 2011-12 and 2016-17, driven by trade, hotels, real estate, finance, insurance, transport, communications & other services. The secondary sector grew at an average rate of 8.07% between 2011-12 & 2016-17, mainly driven by manufacturing & construction sectors. The primary sector grew at an average rate of 9.94% between 2011-12 & 2016-17.

According to the DIPP, cumulative FDI inflows<sup>1</sup> in Tamil Nadu during April 2000 to March 2018 stood at € 22.33 (\$ 27.24) billion. In January 2017, the state government stated that 62 MoUs worth € 7.7 (\$ 9.40) billion, out of 98 MoUs, which were signed during Global Investors Meet (GIM) in 2015, have been implemented. In April 2017, the Japan International Cooperation Agency (JICA) decided to provide a loan of € 163 (\$199.36) million for the second phase of Tamil Nadu Investment Promotion Programme, which aims to boost the investment opportunities in the state.

Tamil Nadu is a major exporter of a variety of goods such as automobiles, auto components, black granite, engineering goods, textiles, garments, tobacco, handicrafts, yarn, spices, coffee, tea & leather products.

Tirupur and Erode are the country's largest exporters of knitwear. The state's total knitwear exports reached a total of € 6.4 (\$ 7.81) billion during the period of April 1, 2016 to February 28, 2017.

Application software accounts for a majority share in the software exports from Tamil Nadu. Over the last 3 years software exports from the state have grown phenomenally.

Exports of floriculture products from the state were recorded to be € 1.98 (\$ 2.42) million during 2018-19 (April 2018) whereas value exports of fruits and vegetables seeds reached € 0.0082 (\$ 0.01) million, during the same period. Moreover, exports of pulses from the state were recorded at around € 0.2214 (\$ 0.27) million during 2018-19 (April 2018).

## Urban Infrastructure

The Jawaharlal Nehru National Urban Renewal Mission (JNNURM) covers the town Panchayats that fall within Chennai Metropolitan Development Authority and urban agglomeration area of Madurai and Coimbatore. Forty five towns have been identified under the JNNURM. The thrust areas for development under the JNNURM include water supply and sanitation, sewerage, solid-waste management, road network, urban transport and redevelopment of inner-city areas; also envisaged is the shifting of industrial and commercial establishments to designated areas. Under the JNNURM, 48 projects costing € 0.86 billion have been sanctioned for Tamil Nadu. The projects have been sanctioned between 2006-07 and 2010-11. Key areas of development are water supply, sewerage, storm water drainage, solid waste management, development of heritage areas and roads/ flyover.

## Social Infrastructure

Tamil Nadu has a literacy rate of 80.3 % according to the provisional data of Census 2011; the male literacy rate is 86.8 % and the female literacy rate is 73.9 %. Tamil Nadu is among the states running the Total Literacy Campaign, the Post-Literacy Mission and the Continuing Education Programme (CEP). As of 2011-12, the state had 34,871 primary schools, 9,969 middle schools and 10,827 high & higher secondary schools. In 2011-12, students' strength in the state was about 3.17 million in primary

schools, 2.15 million in middle schools and 6.14 million in high and higher secondary schools. Private participation is being encouraged in technical and vocational education.

## Cultural Infrastructure

Tamil Nadu is known as the Land of Temples; nearly 33,000 ancient temples – many at least 600 to 800 years old – are scattered all over the state. The Sports Development Authority of Tamil Nadu (SDAT) is responsible for developing sports-related infrastructure in the state. The M. A. Chidambaram Stadium of Chennai is an international cricketing arena with a capacity of 50,000; it also has the offices of the Tamil Nadu Cricket Association. The Chennai Open Tennis championships are held every January at the SDAT Tennis Stadium. The Jawaharlal Nehru Stadium in Chennai is a multipurpose stadium that hosts football tournaments, and track and field events. Chennai also hosts the Annual Madras Music Season during December-January; it includes performances by a number of artists, all over the city. Bharatanatyam is a well-known classical-dance form of Tamil Nadu. From the beaches in the East to Nilgiri hills in the West, Tamil Nadu offers different types of avenues for adventure, leisure and culture tourism.

## Key Industries in the State

Tamil Nadu Industrial Development Corporation Limited (TIDCO), State Industries Promotion Corporation of Tamil Nadu (SIPCOT), Tamil Nadu Industrial Investment Corporation Limited (TIIC) and Tamil Nadu Small Industries Development Corporation Limited (TANSIDCO) are jointly responsible for developing industrial infrastructure in the state. Tamil Nadu Industrial Guidance & Export Promotion Bureau has been constituted with the objective of attracting major investment proposals into Tamil Nadu. As of March 2012, the state had 760,000 registered Micro, Small and Medium Enterprises (MSMEs), providing employment to around 5.2 million persons with a total investment of around US\$ 8.22 billion. Tamil Nadu is an important IT hub. It is one of the largest software exporters by value in India. IT exports from Tamil Nadu have increased from € 2.19 billion in 2005-06 to € 5.6 billion in 2009-10, registering a CAGR of 26.5 %. A large number of textile mills and engineering units are present around the city of Coimbatore. The districts of Coimbatore, Tirupur and Erode are referred to as the 'Textile Valley of India'. In the last two decades, Tamil Nadu has attracted investments in the automotive industry, particularly, in cars, railway coaches, tractors, motorcycles, automobile spare parts and accessories, tyres and heavy vehicles. The automotive industry has a crucial role in driving the state's economy.

## Textiles

Tamil Nadu is known as the "Yarn Bowl" of the country. Tamil Nadu is the largest producer of cotton yarn, accounting for 41% of India's production. Coimbatore and Tirupur are the major textile centres in Tamil Nadu. Tirupur is known as the 'Knitting City', while Coimbatore is called the 'Manchester of South India'. In the 2018-19 interim budget, allocation of € 62 (\$ 75.76) million was made by the government for the scheme of providing sarees and dhotis to people. Moreover, € 18.99 (\$ 23.17) million was allocated for the rebate subsidy scheme for pushing the sales of handloom cloth. Allocation of € 157 (\$ 191.65) million for Handlooms and Textiles sectors and € 28.80 (\$ 35.13) million for Handicrafts and Khadi sectors have been provided in the Budget Estimates 2018-2019.

## Automotive Industry

Chennai is fast emerging as a major export hub of cars for the Southeast Asian and South African markets. Tamil Nadu has around 35 % share in the Indian automotive industry. Tamil Nadu's strong performance in the auto industry is because of the presence of skilled manpower with strong engineering capabilities. In Tamil Nadu alone, nearly € 0.73 billion has been invested by some of the major tyre companies, such as Apollo Tyres, ATC Tyres, MRF, Dunlop and TVS Srichakra.

## Engineering

Tamil Nadu has a strong engineering base, which is concentrated in Chennai, Coimbatore and Salem. Exports of engineering products from Tamil Nadu were worth € 3.4 billion in 2009-10. The state has network of nearly 3,000 engineering units, employing over 250,000 skilled workforce, making high-quality inputs including castings and forgings and a wide variety of ancillary products.

## IT and ITes

Tamil Nadu has emerged as a centre for IT investments. Tamil Nadu has 22 approved IT Parks. The TIDEL Park in Chennai is spread over 1.28 million sq ft. It is the largest IT facility in India, promoted by TIDCO and ELCOT. A TIDEL Park (IT-SEZ) in Coimbatore has been inaugurated in August, 2010. The number of software units in Tamil Nadu has increased from 1,114 in 2004-05 to 1,751 in 2009-10. IT exports from Tamil Nadu have increased from € 2.19 billion in 2005-06 to € 5.6 billion in 2009-10, registering a CAGR of 26.5 %. There are 13 operational SEZ's for IT/ITes in the state. Software Technology Parks of India (STPI) Chennai was established in 1995. It has established its sub-centres at

Trichy, Madurai, Tirunelveli, Coimbatore and Pondicherry. A majority of software exports from Tamil Nadu consists of application software.

**Cement**

Tamil Nadu is among the leading cement manufacturers in the country. The state had a cement production capacity of 28.71 Million Tonnes Per Annum (MTPA) in 2009-10, registering a growth of 43.1 % over the previous year. In 2009-10, the cement production in the state was 20.86 MTPA against 19.01 MTPA during the previous year. In 2009-10, cement capacity utilisation of the state was 72.65 %. The production of ready-mix concrete is a major activity of the industry in the state.

**Banking and Financial Services**

Chennai is a key financial centre in South India with major Indian financial institutions and foreign banks having a strong presence. Several banks have their back office operations in Chennai.

**Drugs and Pharmaceuticals**

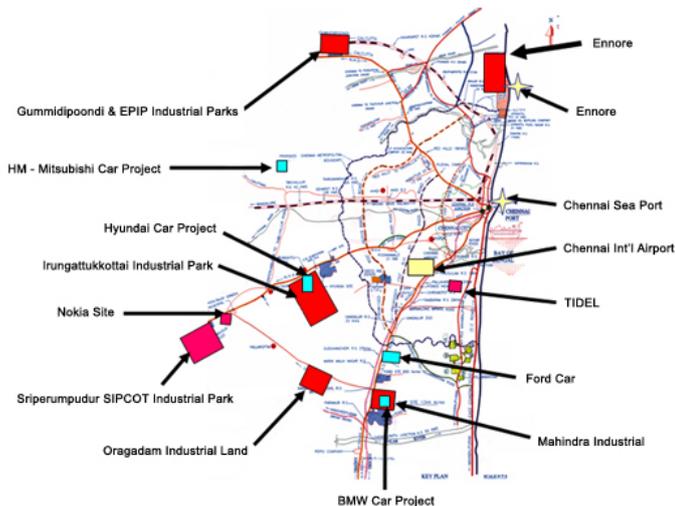
Tamil Nadu is the fifth-largest pharmaceutical producing state in the country, next to Maharashtra, Gujarat, West Bengal and Andhra Pradesh. Tamil Nadu and Puducherry have companies producing mainly formulations, although there are some bulk drug manufacturers too.

**Development Projects: Key Public Private Partnership (PPP) Projects**

Project name	Sector	PPP type	Project cost	Stage
Ennore Marine Liquid Terminal	(BOT)	Transport	64.01	Operation and maintenance stage
East Coast Road between Chennai and Puducherry	(BOT)	Transport	9.32	Operation and maintenance stage
Road Upgradation (Madurai-Tuticorin NH-45B) Project	(BOT)	Transport	96.09	Operation and maintenance stage
Dindigul-Tiruchchirappalli NH-45 Road Project (NHDP III A)	(BOT) Toll	Transport	87.99	Operation and maintenance stage
Road Upgradation (Hosur-Krishnagiri) Project	(BOT) Toll	Transport	141.31	Under construction
Construction of Trichy - Dindigul road	(BOT)	Transport	87.99	Operation and maintenance stage
Development of NCB-IV	(DBFOT)	Transport	54.23	Under construction
Development of Marine Liquid Terminal	(BOT)	Transport	76.38	Operation and maintenance stage
Development of Common user Iron Ore Terminal	(BOT)	Transport	73.33	Operation and maintenance stage
Development of Common user Coal Terminal	(BOT)	Transport	60.97	Operation and maintenance stage
North Cargo Berth-III (Tuticorin) Project	(DBFOT)	Transport	64.16	Under construction
Conversion of 8th Berth as Container Terminal	(BOO)	Transport	47.70	Under construction
North Cargo Berth-II (Tuticorin) Project	(DBFOT)	Transport	50.74	Under construction
Construction of Additional two lane bridge and improvements to the existing bridge across river Korathalayar	(BOT)	Transport	3.82	Operation and maintenance stage
Bypass (Neelambur) Project	(BOT) Annuity	Transport	15.19	Operation and maintenance stage
Coal Terminal	(BOT) Annuity	Transport	60.97	Operation and maintenance stage
Chennai Outer Ring Road Project -Phase I	(DBFOT) Annuity	Transport	132.02	Operation and maintenance stage

Source: DEA, Ministry of Finance, Government of India, BOT: Build-Operate-Transfer, DBFOT: Design-Build-Finance-Operate-Transfer

In May 2017, an MoU was signed between the Tamil Nadu National Industrial Development Corporation Ltd. (TIDCO) and the National Highways Authority of India for the development of a multimodal logistics park in the Ponneri Industrial Node area near Kamarajar Port.



## Development Projects: Industrial Clusters & SEZs

Infrastructure	Description
Industrial parks	<ul style="list-style-type: none"> <li>The State Industries Promotion Corporation of Tamil Nadu Limited (SIPCOT) Export Promotion Industrial Park (EPIP) is spread over 224 acres at Gummidipoondi in the Thiruvallur district.</li> <li>An industrial park has been set up at Irungattukottai for the automotive, electronics, food processing, general engineering and other non-polluting industries.</li> <li>The hi-tech SEZs in the Sriperumbudur Industrial Park and Oragadam Industrial Growth Centre (both in Kanchipuram district), are spread over 570.92 acres and 347.66 acres, respectively. These house manufacturing units for electronics, telecom hardware and support services.</li> <li>A new industrial park spread across 1,127 acres for the development of an industrial complex at Thervoy Kandigai village in Tamil Nadu has been planned. Land development work has started for the same. SIPCOT has taken possession of 125 acres of land in Thiruvallur district for creation of a new complex.</li> </ul>
Madras Export Processing Zone (MEPZ)	<ul style="list-style-type: none"> <li>Established in 1984 to promote FDI and one of the seven export promotion zones (EPZs) set up by the Government of India, MEPZ is a multi-product export zone with 117 functional units and another 27 in the process of being set up. As of July 2015, the project is in construction stage.</li> </ul>
SIPCOT's SEZs	<ul style="list-style-type: none"> <li>SIPCOT's SEZs comprise a leather SEZ in Vellore, a footwear SEZ in Kanchipuram, an engineering products SEZ in Erode, an automotive SEZ in Thiruvannamalai and a transport engineering goods SEZ in Tirunelveli, granite SEZ in Bargur and hi-tech SEZs in Kanchipuram.</li> </ul>
TIDCO's SEZs	<ul style="list-style-type: none"> <li>Tamil Nadu Industrial Development Corporation (TIDCO) has been engaged in setting up of industries, infrastructure projects and SEZs. Some of the projects completed through joint ventures are Tanflora Infrastructure Park, Tamil Nadu Road Development Company (TNRDC), Titan Industries Limited, Tamil Nadu Petroproducts, TIDEL Park, Mahindra World City, Ascendas IT Park, etc.</li> <li>TIDCO and Rankindo Developers Private Limited have jointly developed an integrated township with IT SEZ in Coimbatore.</li> <li>An IT and ITeS SEZ-TIDEL – III, with an international convention centre, is set up on 25 acres of land on the IT Expressway at Taramani in Chennai. MRTS runs near the project site.</li> </ul>
Apparel Parks	<ul style="list-style-type: none"> <li>Two apparel parks have been set up, one at Tirupur and the other at Irungattukottai near Chennai, with a project cost of US\$ 133 million, including Government of India's assistance of US\$ 6.5 million. Both parks are functioning.</li> </ul>
Hi-tech Weaving Parks	<ul style="list-style-type: none"> <li>Palladam Hi-Tech Weaving Park is the first integrated textile park in India. It is located near to Coimbatore and recognised as one of the emerging weaving hubs.</li> </ul>
LNG Import Terminal	<ul style="list-style-type: none"> <li>Tamil Nadu Industrial Development Corporation Limited (TIDCO) and Indian Oil Corporation Limited, through a joint venture, would set up a Liquefied Natural Gas (LNG) import terminal near Ennore Port at Kattupalli village in Thiruvallur. The LNG terminal is anticipated to get operationalized by 2018.</li> <li>The project's total investment is estimated at US\$ 759.4 million<sup>1</sup>, and it aims to meet the state's rising demand for energy and create a firm source for natural gas in the long term.</li> <li>GAIL and TIDCO are jointly setting up a 500 MW LNG-based power project in the state.</li> </ul>
Perambalur SEZ	<ul style="list-style-type: none"> <li>TIDCO and M/s GVK Group of Hyderabad are jointly developing a multi-product SEZ in Perambalur; 2,880 acres of land has been procured. The Ministry of Commerce &amp; Industries, Government of India, has formally approved the project.</li> </ul>
Solar Power Park Project	<ul style="list-style-type: none"> <li>TIDCO has proposed the development of solar power parks for setting up 1,000-MW solar power projects in association with public and private organisations.</li> <li>In the first phase, TIDCO and M/s Raasi Green Earth Energy Private Limited, Bangalore, would jointly develop a solar park project of 100-MW capacity on a 500-acre dry land in Paramakudi, Ramanathapuram.</li> </ul>

Description	SEZ (no) (as of July 2016)
Notified SEZs	46
SEZs with formal approvals	48
SEZs with in-principle approvals	4

Source: Ministry of Commerce & Industry

## Seminars & Exhibitions

IFAT India 2018				
Date	Venue	Organizer	Profile	Products/ Participants
15 October – 17 October 2018	Bombay Exhibition Centre Mumbai Retrospect: 2017 Exhibitors: 184 Countries :15 Visitors:6765	<b>Messe Muenchen India Pvt. Ltd.</b> "INIZIO" 507 & 508, 5th floor, Cardinal Gracias Road, Opp. P&G building, Chakala, Andheri (E), Mumbai – 400 099  Tel: +91-22 - 42554744 Fax: +91-22- 42554719  Email: <a href="mailto:bhola.mandal@mm-india.in">bhola.mandal@mm-india.in</a>  Website: <a href="http://www.ifat-india.com">www.ifat-india.com</a>	IFAT INDIA will be B2B platform with a wide coverage of all relevant environmental sectors water, sewage, refuse, recycling and energy conservation management	<ul style="list-style-type: none"> <li>. Water extraction &amp; treatment</li> <li>. Water &amp; sewage treatment</li> <li>. Water distribution and sewers</li> <li>. Refuse disposal and recycling</li> <li>. Generating energy from waste materials</li> <li>. Energy efficiency technologies, services and products within the range of water, sewage, refuse and recycling</li> <li>. Decontamination of old sites/soil treatment</li> <li>. Air pollution control and noise reduction</li> <li>. Measuring, control and laboratory technology</li> <li>. Environment management and services</li> <li>. Science, research, technology transfer</li> </ul>
Intersolar India 2018				
Date	Venue	Organizer	Profile	Products/ Participants
11 December – 13 December 2018	Bangalore International Exhibition Centre Retrospect: 2017 Exhibitors: 300 Countries :NA Visitors: 17,000	<b>Messe Muenchen India Pvt. Ltd.</b> "INIZIO" 507 & 508, 5th floor, Cardinal Gracias Road, Opp. P&G building, Chakala, Andheri (E), Mumbai – 400 099, INDIA  Tel: +91-22 -4255 4707 Fax: +91-11-4255 4718  Email: <a href="mailto:brijesh.nair@mmi-india.in">brijesh.nair@mmi-india.in</a>  Website: <a href="http://www.intersolar.in">www.intersolar.in</a>	Intersolar India will provide great insight into the Indian solar market by bringing companies from around the world together so they may prosper and gain the knowledge needed to expedite the implementation of solar as a significant source of energy	<ul style="list-style-type: none"> <li>. Photovoltaics</li> <li>. Solar thermal technologies</li> <li>. PV cell</li> <li>. Module and inverter manufacturers</li> <li>. Components and mounting systems suppliers</li> <li>. Manufacturing system suppliers</li> <li>. Service companies</li> <li>. Manufacturers of solar thermal applications</li> </ul>

## Activities & services of the VDMA India Office

Promote sales of members in participating divisions within VDMA especially exports, including participation in exhibitions.

Organize symposia and similar presentations of German companies in India.

Participate and service bilateral programs such as those in existence, with governmental participation between Germany and India.

Furnish information about the complete product program of the German industry to assist Indian companies to identify right partners for mutual business relationship.

Provide information on market trends, prospects, future development, new projects and tenders.

Offer job opportunities by uploading your resume on the Indian website under careers.

### Contact:

VDMA INDIA SERVICES PRIVATE LIMITED

**Rajesh Nath, Managing Director**

**Jamly John, General Manager**

GC 34, Sector III, Salt Lake

Kolkata– 700106, India

Telephone: +91 33 40602364

Fax: +91 33 2321 7073

E-mail: [info@vdmaindia.org](mailto:info@vdmaindia.org)

### VDMA India Quarterly Newsletter-German Machinery Industry

The VDMA India office publishes a Quarterly Newsletter-**German Machinery Industry**. This Newsletter informs the Indian industry about the development in the German Machinery industry in various industrial sectors. This Newsletter has a circulation of around **8000 copies** in different industrial divisions. The VDMA member companies have the possibility of giving an advertisement in this Newsletter at a discounted rate.

For further details, please contact:

Mr. S Manohar: [s.manohar@vdmaindia.org](mailto:s.manohar@vdmaindia.org)