



# TS-INDUSTRY WATCH

A newsletter by Industries & Commerce Department,  
Government of Telangana



Shri K Chandrashekhara Rao  
Hon'ble Chief Minister



Shri KT Rama Rao  
Hon'ble Industries Minister

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## FROM THE SECRETARY'S DESK

It is my pleasure to launch this newsletter in the beginning of the new financial year 2018-19. Industries Department has made tremendous strides in the past year. We have formally launched our State Initiative of Telangana Industrial Health Clinic Ltd., (TIHCL), an NBFC on the 2nd of April for support of revival and growth of MSEs in the state. In addition, We-Hub incubator, which is specially geared towards development of Women entrepreneurs was launched on the occasion of International women's day.



Mr. Jayesh Ranjan  
Principal Secretary I&C

I am proud to inform that during Wings India 2018 we received the award for "Best State with a dedicated outlook in the Aviation Sector". We have attracted cumulative investments of Rs. 1,24,664 Cr. through our flagship initiative TS-iPASS, creating 1.87 lakh jobs. Among the mega projects we have attracted reputed companies such as Youngone Corporation, ISE Foods, Welspun, RPSG Group, Safran, Biocon, Adani Group etc.

In the last few months, we have started many initiatives for awareness building of entrepreneurs as well as department officials. programs such as 'Digitizing MSME's', 'District Pakhwada', GeM portal session and cluster workshops have been conducted at various locations across the state in the last 6 months. We hope to increase our momentum in the coming year with the support of our officials and industry members. Wishing you all a productive year ahead.

## TELANGANA INDUSTRIAL HEALTH CLINIC - Mapping the road to recovery

### CURRENT SCENARIO AND NEED

• 69120 MSE Units in Telangana provide employment to 7.82 lakh people.



Industries & Commerce Minister  
Shri KT Rama Rao at TIHCL logo launch along with  
Shri Jayesh Ranjan, Prin. Secy. of I&C Department

• As of 2017, a total of 8618 firms have been designated as sick units by the SLBC. The Telangana Industrial Health Clinic has been set up to bridge the gap between MSEs and business facilitators. It has also received license to function as an NBFC by RBI in January 2018 and was officially launched on April 2nd 2018.

### PROCESS MECHANISM OF TIHCL

TIHCL will offer support to MSEs as part of a three-pronged-strategy:

- Margin amount upto 20% of composite loans.
- Techno-Economic valuation of small firms.
- Equity capital infusion, support for IPOs.

### FOCUS AREAS FOR TIHCL IN PHASE 1

• TIHCL will primarily focus on leather, food Processing, Agro Industry, Tool Room and Machinery Industry through a cluster driven approach.

### SUCCESS STORIES OF THE CLINIC

- One entrepreneur was rescued from SARFAESI Act proceedings by TIHCL which facilitated fast-track payment of Rs. 23 lakhs that was to be received by the firm.
- Another small printing firm was also rescued by TIHCL through review of their historical records and coordinating with the bank which had provided the loan.
- 25 entrepreneurs from Sirsilla Textile Park have been rescued from financial collapse and been provided with revival packages.

For further details, please contact the following persons

1. Dr. B. Yerram Raju, Full-time director & advisor of TIHCL at his email id: [advisor-tihcl@telangana.gov.in](mailto:advisor-tihcl@telangana.gov.in) (or) 9885296111.
2. Mr. M. Sanjaya, the CEO of TIHCL at [ceo-tihcl@telangana.gov.in](mailto:ceo-tihcl@telangana.gov.in) (or) 9948578944

## WE-HUB - Promoting women entrepreneurship

The We-Hub incubator, launched on 8th March 2018 aims to provide an eco-system for women entrepreneurs through wide range of services including legal support for acquisition of patents, mentorship, bridge between entrepreneurs and investors, government support systems etc. Special focus is on smaller firms wherein support can be provided for incorporation, business development and availing loans. A partnership system will be established with T-Hub, T-Works, T-Fibre and TASK so that entrepreneurs can have end to end support services.



I&C Minister  
Shri KT Rama Rao at We-Hub launch with  
Shri Jayesh Ranjan, Prin. Secy. of I&C Department,  
Smt. Deepthi Ravula, CEO of We-Hub

A direct linkage in fostered with the government which can further aid entrepreneurs in receiving support in terms of compliance, incentives and customers.

It is funded with a corpus of Rs. 15 Crores and will also be backed with funds from the Atal Innovation Programme of NITI Aayog.

For further details, please contact the following Smt. Deepthi Ravula, CEO of We-Hub at [bdev-es-itc@telangana.gov.in](mailto:bdev-es-itc@telangana.gov.in) (or) 9515371362



## RESEARCH AND INNOVATION CIRCLE OF HYDERABAD - One Successful Year



RICH directors of 3 focus sectors at the one year anniversary function along with team member

The Research and Innovation Circle of Hyderabad celebrated its one year anniversary on 24th February 2018. The RICH initiative aims to facilitate a network of top research institutions, academic institutions, scientists, mentors, funders and entrepreneurs in order to undertake important activities for progress of the state. The function was graced by the presence of Shri KT Rama Rao, Minister for Industries, who gave a rousing speech to commemorate the occasion.

For further details about RICH, please visit the RICH website at <http://rich.telangana.gov.in/>



I&C Minister Shri KT Rama Rao, at the event with Shri Ajit Rangnekar, Director General of RICH

## ACCOLADES

1. Telangana State was awarded the "Best State with a dedicated outlook in the Civil Aviation sector" at Wings India 2018, an event jointly conducted by the Ministry of Civil Aviation and FICCI with Telangana as the state partner. The event themed "India-Global Aviation Hub" had participation from 25 states and UTs and 14 airlines.

2. The Telangana Industrial Health Clinic Limited, instituted by the Government of Telangana as a fin-tech set up for stressed assets

resolution of MSEs was awarded the SKOCH Platinum Award for Smart Governance in 2017. This is an innovative initiative towards improving financial health of MSEs through loan support, advisory services and conflict resolution with banks and other financial institutions.

3. The Research and Innovation Circle of Hyderabad which was instituted by the Government of Telangana was awarded the SKoch Award for Smart Governance in 2017. RICH aims to bridge the gap in the innovation-entrepreneurship-investment ecosystem.



I&C Minister Shri KT Rama Rao at Wings India 2018 along with Shri Jayesh Ranjan, Prin. Secy. of I&C Department, Mr. Pravin P.A., Director of Aerospace, Mr Sanjay Baru, Secretary General FICCI, Shri Rajiv Nayan Choubey, Secretary Civil Aviation and Smt. Usha Padhee, Joint Secretary Civil Aviation

## STATE POLICY UPDATES



Shri Jayesh Ranjan, Principal Secretary of I&C Department, at FICCI Direct Selling Conference along with Shri Vivek Katoch, Vice Chairman IDSA, Shri V Prakash Rao, Director & Chairman TWRDC, Shri Rajat Banerji, Chairman DTSF-FICCI, Shri Hem Pande, Former Secretary to GoI

The 'Telangana Direct Selling Guidelines Order' issued on 1st Dec. 2017, adopts the Central Guidelines and provides clarity for Direct Selling industry.

## EVENTS AND AWARENESS SESSIONS



Session at COWE Women's day event with a panel consisting of Smt. Rama Devi, President of Telangana Chapter of COWE, Ms. Vatsala Mishra, OSD, I&C Dept. and officials from SBI and SIDBI

### **DIGITISING MSMEs AND DIGITAL MARKETING BY COWE AND I&C DEPT.**

The event was conducted by CoWE in association with the industries Department, which included a session on usage of cloud computing technology in MSMEs for managing data. The Digital Marketing session was conducted by digital marketing experts who explained the uses of social media platforms and websites to promote products or services.



Cluster workshop with GMs at TSIIIC boardroom conducted by consultants from Grant Thornton aided by case illustrations from MSME industries

### **CLUSTER WORKSHOP CONDUCTED BY GRANT THORNTON FOR GMS OF DICS**

The cluster training workshop was held on April 6th in order to raise awareness among GMs about the importance of industrial clusters. The workshop also had sessions on various cluster development schemes with a special focus on MSMEs. The workshop concluded with an open house for cluster development strategies and was well attended.



Dato Mahmud Abbas, CEO, CSSB and EV Narsimha Reddy, VC&MD, TSIIIC exchange the MoU in presence of I&C Minister Shri K.T.Rama Rao and Prin. Secy. (I&C Dept.) Shri Jayesh Ranjan

### **BIO ASIA EVENT CONDUCTED BY THE GOVERNMENT OF TELANGANA**

The 15th edition of BioAsia, the flagship event of the Government of Telangana was conducted from February 22nd-24th. The 3 day event was packed with sessions on contemporary issues by thought leaders. The event also witnessed an MoU for investment promotion that was signed between the Selagor BioBay of Malaysia and TSIIIC.



## EVENTS AND AWARENESS SESSIONS (DISTRICTS) - PAKHWADA SESSIONS AT 10 DISTRICTS FOR ENTREPRENEURS



Pakhwada session at Rangareddy district



Pakhwada session at Khammam district



Pakhwada session at Mahbubnagar district

The Pakhwada sessions were conducted by GMs of District Industry Centres of 10 districts namely Mahbubnagar, Rangareddy, Nalgonda, Khammam, Mancherla, Karimnagar, Nizamabad, Hyderabad, Sangareddy and Warangal for the benefit of local entrepreneurs. These sessions included presentation by the National Productivity Council on increasing productivity in industries, followed by a session by Quality Council of India on the ZED scheme. In addition, the Quality Council of India also facilitated ZED registrations for entrepreneurs. The last session on GeM portal was conducted both for entrepreneurs (sellers) and government officials (buyers). The events began on April 9th and concluded on April 26th across 10 districts in telangana.

## NEW INVESTMENTS IN THE STATE



I&C Minister Shri KT Rama Rao & Shri Jayesh Ranjan, Prin. Secy of the I&C Dept exchanging MOUs with Mr. Sanjiv Goenka, RPSG Group to establish manufacturing unit of subsidiary Guiltfree Industries Limited



I&C Minister Shri KT Rama Rao exchanging MOUs with YoungOne corp. executives for investment in Kakatiya Mega Textile Park in order to boost the usage and scope of technical textiles produced in the state



Safran CEO Philippe Petitcolin and I&C. Secy. Jayesh Ranjan exchanging MOUs in presence of French Foreign Affairs Minister M.Le Drian, Union Commerce Minister Suresh Prabhu and I&C Minister K.T. Rama Rao

### GUILTFREE INDUSTRIES LTD

Investment of Rs. 202.25 crores in a snack manufacturing facility located in Siddipet District

### YOUNGONE CORPORATION

Proposal for investment of Rs 780 crores in Kakatiya Mega Textile park in Warangal district

### ADANI LOGISTICS LIMITED

Investment of Rs 600-800 crores in order to set up a logistics park near Hyderabad District

### SAFRAN ELECTRICAL & POWER

Rs 52 crores investment in an electrical wiring manufacturing unit located in Hyderabad Airport SEZ.

### ISE FOODS INCORPORATED

Investment of Rs. 299 crores in a poultry farm with egg processing located in Siddipet District

### WELSPUN CORPORATION

Investment of Rs. 1936 crores in diversified manufacturing facilities located in Rangareddy District

### PROCTOR AND GAMBLE

Proposal to set up a baby diaper manufacturing facility with a total investment of Rs. 240 crores

### BIOCON

Investment in R&D facility of subsidiary Syngene, with 1500 jobs, located in state capital Hyderabad

## CENTRAL GOVERNMENT INITIATIVES

### DIGITAL MSME SCHEME

The scheme is to encourage SMEs to use cloud computing with subsidy at maximum subsidy of Rs. 1 Lakh and without subsidy at ultra-low cost. Total funds allocated for the scheme is Rs. 85.705 crores. Please register for this scheme at the following website: <http://www.digitalmsme.gov.in/ICT/>

### GOVERNMENT e-MARKETPLACE (GeM)

Govt. of India has created a one stop Government e-Marketplace to facilitate e-procurement of common use Goods & Services required by various Government Departments/Organizations/PSUs. Sellers can register for this scheme and access government tenders at the following website: <https://bid.gem.gov.in/register>



### ZED CERTIFICATION SCHEME

MSMEs can register online and provide a self-assessment based on ZED parameters. A certificate is provided with a validity of 4 years after on-site assessment. Financial support of upto 80% is provided for MSME units. Please register for this scheme at the following website: <https://msme.zedcs.com/>

### DELAYED PAYMENT PORTAL

Supplier MSE unit can submit online application if payment is delayed by indenting agency. It will be reviewed by the concerned MSE facilitation council and 15 days grace period will be given to buyer after online registration. 1200 out of 5000 cases filed have been resolved. MSEs can file cases at: <https://samadhaan.msme.gov.in>

## DISTRICT INDUSTRY CENTRES - PROGRESS REPORT

### KUMARAMBHEEM ASIFABAD

**PROFILE** - As one of the border districts of Telangana, Kumarambheem Asifabad is richly endowed with resources with logistic support provided by a state highway in addition to the local road network. Due to the above, it has the capacity to become a food processing hub for the entire southern region of India.

**PRESENT SCENARIO** - Currently, there are 484 industrial connections in the district with additions as a result of TS-iPASS portal.

**INITIATIVES** - DIC organized training sessions for DRDO staff in order to raise awareness of state government schemes at the grassroots level. Two Mudra Melas were conducted to facilitate credit provision to MSEs in the district. A proposal to set up an industrial park on 200 acres is under study by TSIIC and the district officials.

### RANGAREDDY

**PROFILE** - Rangareddy is in close proximity to the state capital Hyderabad and is home to the reputed international airport of Telangana state. There is a presence of 4618 MSE units in this district alone with a total investment of Rs. 2556.84 crores. Rangareddy is also abundant in various mineral resources.

**PRESENT SCENARIO** - 1076 clearances have been issued for 549 enterprises as of April 2018 through TS-iPASS portal.

**INITIATIVES** - Development of a 14000 acre pharma city with an investment potential of Rs 1 lakh crores is in progress in the district. Proposal of plastic park, fiber cluster and IT park is under way. Despite being a landlocked district, a proposal for establishment of container freight facilities is under evaluation.

## UPCOMING EVENTS & WORKSHOPS

### NATIONAL SC/ST HUB PROGRAMME

The NSSH programme will be conducted for districts in Telangana from April to Jun 2018 by Telangana State Leather Industries Promotional Corporation Limited (TSLIPC) with monetary support of Rs 2 crores from Ministry of MSME.

#### Programs Outline:

- Vendor Development Programs to provide a common platform for buyers and sellers
- Skill Development Programs for lower and middle management personnel
- Industrial Awareness Programs for targeted MSME industries
- Entrepreneur Development Programs to develop skills among aspiring entrepreneur
- A multi sectoral exhibition where MSMEs can display their product profiles

For further details, please contact Mr. D. Srinivas Naik, Vice Chairman and Managing Director of TSLIPC at [vcmdtslipc@gmail.com](mailto:vcmdtslipc@gmail.com) / 9949359339.

## UPCOMING POLICIES

### TS ELECTRIC VEHICLE POLICY

The upcoming electric vehicles policy aims to establish Telangana as a leading state in the Electric Vehicle space through policy framework which will bridge gaps in the supply side and demand side. The main focus areas for supply side will be R&D, innovation and skilling, whereas focus areas of the demand side are simulating demand for electric vehicles and developing the required charging infrastructure and power back-up.



I&C Minister Shri KT Rama Rao hands out an award to entrepreneur at the function

## BEST COMPANY AWARDS

The Industries Department, Government of Telangana is inviting applications for the flagship Best Company Awards. Companies will be awarded in 4 categories - micro, small, medium and large units. Within each of these categories, the following awards are instituted:

TOP FINANCIAL PERFORMER

MOST INNOVATIVE COMPANY

BEST CSR PRACTICES

BEST EMPLOYEE PRACTICES

Companies can apply at <http://www.industries.telangana.gov.in/> by 31st May 2018

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## ENTREPRENEUR WATCH SPACE



### GRAMEEN INC. - Changing Lives With Innovation

Grameen Inc. is the sustainable agribusiness unit of Grameen Mall Foundation which supports women farmer Self Help Groups and is located in Hyderabad. Grameen Inc uses a combination of modern technology and ancient expertise to aid in the cultivation, processing and export of high quality super foods. Grameen Mall foundation is exclusively working with 1300 small and marginal women farmers for millets and oil seeds. Grameen Inc. is currently doing private labelling for 22 companies in India. The organization has furthered several causes including sustainable living, social support to marginalized women farmers in Telangana and promoting healthy living. Grameen Inc. offers a full range of products from pure seed oils to ancient super foods.

For further details, please contact Mr. Sitaram Komaragiri, Managing Trustee of the Grameen Mall Foundation at [sitaram@grameenin.com](mailto:sitaram@grameenin.com) (or) 9100938503