



ISSUE 3

OCTOBER 2018

TS-INDUSTRY WATCH

A newsletter by Industries & Commerce Department,
Government of Telangana



Shri K Chandrashekar Rao
Hon'ble Chief Minister



Shri K T Rama Rao
Hon'ble Industries Minister

IN THIS ISSUE

- Page 1. Principal Secretary's Message, National Handloom Day
- Page 2. Workshops, Events & Seminars, Important Visits.
- Page 3. MoUs, New Investments and Launch Events, Focus Sector: Pharma, Schemes
- Page 4. Schemes (cont.), District Industries Progress Report, Entrepreneur Watch Space

FROM PRINCIPAL SECRETARY'S DESK

I am pleased to launch the third quarter issue, showcasing the highlights of previous quarter. On August 7th we celebrated the National Handloom Day. The government has been trying to actively promote handloom and currently few departments and IT industries are promoting handloom by inspiring employees to wear handloom clothes once a week on Monday. I would encourage DICs, HODs, associations and industry people to incorporate this practice in their departments and offices as well.



Mr. Jayesh Ranjan,
Principal Secretary, I&C

Under the National SC/ST Hub scheme, we are organizing awareness sessions among various districts for the benefit of SC/ST Entrepreneurs. This program is supported by MSME Ministry. We have been able to attract investments from prominent companies such as Benelli, Orient Cements, GeneSys Biologics and so on. Let us continue working towards making Telangana one of the top investor destinations globally.

NATIONAL HANDLOOM DAY 2018

Government of Telangana celebrated the National Handloom day on 7th of August. The objective of celebrations is to highlight the contribution of



handlooms, promote them and to increase the income and pride of handloom weavers in the State. The Government had already allocated Rs.400.00 crores to handloom sector and have implemented flagship programmes such as Chenetha Mithra (40% yarn subsidy), Nethannana Cheyutha (Thrift scheme) and loan waivers to handloom weavers.

Sri K.T.Rama Rao, Minister for Industries Dept., inaugurated Handloom Exhibition at People's Plaza, Hyderabad. Around 100 participants from Handloom Societies, NGOs etc. showcased the Handloom Products. The Hon'ble Minister also



felicitated eminent Handloom personalities, awardees and presented Sri Konda Laxman Bapuji State awards to 30 Handloom weavers who had exhibited special skills in the Handloom weaving / designing and gave them cash award of Rs.10,000/-

each. He also distributed benefits under Loan waiver, Chenetha Mithra and Nethannaku Cheyutha schemes.

In the evening, the Department of Handlooms and Textiles presented a unique fashion show of traditional and contemporary handlooms at Sampradaya Vedika Hall at Shilparamam. Bibi Russel, UNESCO, Goodwill Ambassador for Handloom and reputed Designer from Bangladesh known for her textile revival work across the world participated in the event. Sravan Kumar, Sunaina Sood and other talented designers from Telangana showcased the traditional Handloom of Telangana. The Skilled inhouse design team at TSCO, also showcased their Modern Casuals Men's Collection of Shirts, Kurtas and Blazers styled to perfection. The main objective of the show was to revive the Telangana Handlooms and provide an exposure to National and International markets. There was also a launch of TSCO Franchise business Model and signing-up of MoUs with Lyra Innovations, DasarathyIkkat Handlooms, Akanksha Industries and Kendriya Bhandar.

Further, the National Handloom Day celebrations were also organized in the districts. Programmes such as Handloom walk/ rally, Handloom dress costumes competitions, Essay write up on Handlooms, Felicitation of Handloom weavers, Distributions of benefits under the welfare schemes were organized duly involving the elected representatives.



WORKSHOPS

TIHCL -CII Conclave



CII and TIHCL held a workshop for bankers at the NSIC on the 18th Sept on "Lending Patterns and Risk Management Practices of MSMEs". It included addresses by K. Srinivas, MSME coordinator of CII, N. Krishna Mohan, retired banking Ombudsman, RBI and Director TIHCL, B. Yerram Raju, Advisor TIHCL, J. Sitapati Rao, COO, TIHCL, M. Sanjaya, MD TIHCL, SVBN Rao, DGM Canara Bank and S Manikandan, GM SLBC, SBI. In addition, there were six live MSME sickness case studies from TIHCL assigned to groups of participating bankers. Discussions revealed that the banks could have revived these enterprises rather than issuing SARFAESI notices thus reinforcing that the TIHCL offered the right solutions to the beleaguered enterprises. There was broad consensus that banks are overburdened with other businesses and could not devote enough attention or required approach to the MSME sector.



MSME Expo Curtain Raiser

Chalk Talk conducted the Curtain Raiser for Telangana MSME Expo 2018 on 14th Sept at NI-MSME, Hyderabad. The program included brief about the upcoming Telangana MSME Expo 2018 which will be held on 12th- 14th October at NI-MSME, Yousufguda, Hyderabad. The 3-day event in October will be a forum for buyers-sellers, knowledge-sharing, networking, exploring business opportunities, signing cooperation agreements and setting policy agenda for meeting some of the global challenges. Ms.Reema Garg, Director, Chalk Talk explained that the expo aimed to spread awareness about Government's promotional schemes, to encourage entrepreneurship and transform job seekers into job creators.

For any query-
reemagarg_2008@yahoo.com, 9811125047



The curtain raiser was attended by Senior officials from Telangana Govt., NSIC Hyderabad, NI-MSME, COWE, IICCI, Chalk Talk, entrepreneurs from Hyderabad & 25 countries.

NSSH



Nalgonda- 28th July 2018

NSSH awareness sessions were conducted in Nalgonda and Karimnagar districts to update knowledge of SC/ST entrepreneurs regarding latest developments, technology trends, quality standards



Karimnagar – 1st August 2018

etc. In the upcoming weeks, similar workshops and seminars will be conducted in Nizamabad, Khammam, Warangal, Adilabad and Mahbubnagar.

EVENTS & SEMINARS

FICCI session on emerging opportunities for MSMEs



FICCI with Business Standard and FIAPCCI organised a Panel Discussion on Emerging Opportunities for MSMEs in Telangana on 27th August. Eminent panellists included Dr B Yerram Raju, Advisor, TIHCL, Shri P V Rao, MD, Pennar Engineered Building Systems, Shri T Muralidharan, Chairman, TMI Group & Co-Chair, FICCI Telangana State Council, Shri R K Bisen, MD, Insmart Systems, Shri K Vatsa Kumar, DGM, SIDBI, Hyderabad BO

In first of its kind initiative, TSIIC and FICCI Ladies Organisation (FLO) are developing an industrial park dedicated to women entrepreneurs at Sultanpur, spread over 50 acres, adjacent to the medical devices park. FICCI-FLO organized an Event on 6th July at Hyderabad and Industries Minister KT Rama Rao handed over the land allotment letters to 18 women entrepreneurs. The units will be set up in the industrial park across industrial verticals such as packaging, handloom, electronics and electrical, food processing, medical devices, furniture and general engineering. These companies are expected to bring in investments to a tune of Rs 150 crore in the first phase.

Land Allotment Letters to FICCI-FLO Members



Minister KT Rama Rao lighting the ceremonial lamp at the launch of FICCI, FLO, TSIIC Ltd Industrial Park in Hyderabad. (L-R), Ms Jyotsna Angara, past chairperson, FICCI-FLO, Mr Ramesh Shah, President, FICCI, Ms Priyanka Ganerwal, Chairperson, FICCI-FLO, Mr Jayesh Ranjan, Principal Secretary, Industries & IT, Govt. of Telangana

CII Southern Regional Council Meeting



An Interactive session with Mr K T Rama Rao, Hon'ble Minister for I&C Dept, with Dr.SK Joshi, Chief Secretary, was organized as part of the CII Southern Region Council Meeting. The main objective of the session was to build a strong Industry Government connect and apprise the work of CII Southern Region and CII Telangana to Government and explore joint areas of collaboration.

CII organized 3D Print-Tech, a one-day Conference on Trends in Additive Manufacturing in Hyderabad on 29 June to highlight the opportunities and challenges associated with the adoption of additive manufacturing in the industry. Addressing the Conference, Mr Jayesh Ranjan, Principal Secretary, I&C dept, said that the State Government of Telangana in association with CII is setting up a Centre of Excellence in Advance Manufacturing in Hyderabad, and are going in a phase wise manner, starting with a survey of MSMEs with help of Central Institute of Tool Design is in process to understand the requirement and technology gaps among MSMEs. In addition, the State Government is setting up T-WORKS, a state-of-the-art Incubation Centre for prototype development on the lines of T-Hub. The State government is setting up a Technology Development Fund to support manufacturing industries in attaining a respectable position in global value chain and on supporting industries interested in setting up their advanced manufacturing facilities.

3D Print-Tech Conference



IMPORTANT VISITS

DLD (Digital Life Design) Tel Aviv a three-day startup and Innovation festival was organized from 4-6 September, in Tel Aviv, Israel. Israel is known to be one of the fastest growing innovation ecosystems in the world ranging from cyber security to agri-tech to ed-tech to artificial intelligence to robotics.

DLD Innovation Festival was organized to showcase the capabilities of the startups to the world, connect them to the investors and take them to other parts of the world. With this endeavor it was attended by

delegations from several countries, including Startup State of India – Telangana. The delegation was led by the state's Chief Innovation Officer, Phanindra Sama accompanied by Tarun Davuluri from TSIC, Bhubesh Kumar, Director of Agri, RICH and various entrepreneurs from the state including, Yeshwanth Nag of The Thick Shake Factory, Sumit Ghosh of PowerAdSpy, Rakesh Bhatia of The CapitalNet, Abhiram and Apporva from Flujo. The delegation from Telangana had an opportunity to visit various companies, incubators, co-working spaces and innovation centers.



MoUs



GE Appliances FirstBuild, Government of Telangana and T-Works signed an MoU in the presence of Minister KT Rama Rao & Melanie Cook, Chief Operating Officer



Benelli, an Italian Motorcycle Manufacturing Company, signed an MoU with Govt of Telangana to set up Indigenous Manufacturing Plant in the State. The MoU was signed in the presence of Minister Shri K T Rama Rao.



MoU exchange between Jayesh Ranjan, Prl. Secretary, I&C Dept. and an official of C K Birla group for expansion of Orient Cements in Telangana in the presence of Industries Minister, K T Rama Rao. Orient Cement will invest Rs. 2,000 Cr. to boost its capacity from 5mtpa to 8mtpa, resulting in creation of 4,000 direct and 4,000 indirect employment.

NEW INVESTMENTS & LAUNCH EVENTS

Genesys Facility Launch



GeneSys Biologics, an Indian biotechnology company based in Hyderabad, launched its integrated drug development facility in Genome Valley, Shameerpet (India). GeneSys plans to deploy around Rs 350 crores overall in their facility which will see a 10 to 20-fold increase in their output and lead to large scale direct employment opportunities for highly skilled workforce. The facility houses a research and development centre, quality analysis and quality control labs. The unit is compliant with relevant good manufacturing practices (GMP) regulations.

Laxai Life Sciences to inaugurate its new facility in Genome Valley

Laxai Life Sciences, a Genome Valley based custom biotech and pharma R&D, inaugurated its new 50,000 square feet facility in Genome Valley with state-of-the-art German R&D infrastructure, which will cater to development of novel small molecules, biologics and custom pharma services for US and European companies.

Lockheed Martin tie-up with TASL



Lockheed Martin's Executive VP Richard (Rick) Edwards & other senior leaders met Industries Minister. They have an agreement to produce F-16 wings in their Hyderabad facility in partnership with Tata Advanced Systems Limited

Jamp Pharma to set-up CoE in Genome Valley



Canadian largest generic drug manufacturer JAMP Pharma will be setting up its biggest centre of excellence for R&D and manufacturing of export quality drug formulations and will invest around Rs 250 crore. Mr. Louis Pilon, President and CEO of JAMP Pharma met Industries Minister K T Rama Rao. According to an official release, the firm which will come up in the Genome Valley cluster here, is expected to generate 2,000 direct jobs over the next 24 months.

Touchstone Square Laid its Foundation Stone

Foundation stone was laid for Touchstone Square, an integrated and collaborative R&D park through proposed investment of Rs 150 crore. The park will include lab spaces, incubation facilities, specialised offices, pilot plant spaces for life sciences R&D and high innovation activities. The project will come up across a built-up area of 2,70,000 Sq. Ft.

Ikea Launch



I&C Minister Shri K T Rama Rao along with Klas Molin, Ambassador, Sweden, Jesper Brodin, CEO, IKEA Group and Peter Betzel, CEO, IKEA India formally inaugurated IKEA store in Hyderabad on the 9th of August

FOCUS SECTOR: PHARMA

B-Hub:

Government of Telangana (GoTS) has announced a Biopharma scale-up manufacturing facility with a turnkey lab spaces to facilitate the growth of biosimilars in the Lifesciences industry. There is an impetus required to promote the Biopharma industry in the Country and Hyderabad has taken the lead by facilitating a platform for Biopharmaceutical companies through which, they would be able to advance a molecule from the laboratory to the clinic as quickly as possible without sacrificing product quality, process efficiency, or patient safety. The proposed facility will provide a platform for biopharma start-ups to conduct proof-of-concept / pilot study at the B-Hub scale-up manufacturing facility. This will provide a significant impetus to the Companies exploring the viability of their molecule without incurring significant Capex investment by having both upstream and downstream bio-processing facility



Life Sciences Website



Hon'ble Minister of Industries and Commerce launched a web portal to create repository of information on the current baseline of the life sciences industries in the state and to create interface for the Government with the Industries, Research Institutions and Start-ups. Government believes that this effort will help in formulating policies specific to current Industrial base, undertake skilling initiatives and create a network for sharing information on various initiatives of the Government.

The initiative intends to collate information from companies, start-ups, Academic institutions and incubators focused on Life Sciences Companies viz Pharmaceuticals, Biotech and Medical Devices companies.

Link for the portal
<http://www.lsp profiling.telangana.gov.in/>



SCHEMES :

EESL- National Motor Replacement Program: Energy Efficiency Services Ltd. (EESL) established in 2009 is a Joint Venture company of four power sector central PSUs under Ministry of Power, viz. NTPC Ltd., PFC, REC and PGCIL. They have worked on various programs including Unnat Jyoti by Affordable LEDs for All (UJALA), Street Lighting National Project (SLNP) and Building Energy Efficiency Program (BEEP), E-vehicle program, Smart Meter program etc.

Department of Industrial Policy & Promotion (DIPP) has issued a Quality Control Order requiring all imported and domestically manufactured motors to conform minimum IE2 (High Efficiency) as per revised IS 12615:2011 with effect from 01.10.2017.

EESL has designed a National Motor Replacement Program (NMRP) in order to assist industries in replacing the existing motors by efficient IE3 motors. The program features are:

- No upfront investment by the industry/ end user (if in ESCO model)
- 30-35% less price of motors compared to market price
- Easy repayment to EESL from monetized energy saving through suitable instalments
- Energy efficient and quality product with extended warranty period
- Energy savings to the tune of 10-15% in the motor driven system
- Further details are available online at - <https://www.motor.eeslindia.org/>

SCHEMES:

QCI- RMC Capability certification: Quality Council of India (QCI) is an apex quality facilitation and accreditation body set-up by central Government in partnership with CII, FICCI & ASSOCHAM and registered as an independent non-profit society.

QCI has launched a voluntary certification scheme for RMC plants. Three certification bodies M/s ICMQ certification India Pvt Ltd., M/s Bureau Veritas Certification (India) Pvt Ltd and M/s Tata Projects Ltd. Have been approved under the scheme for certifying RMC plants.

The scheme ensures that any RMC unit that applies for a certificate has actually internalised best practices in their plant in accordance with BMTPC's 'Criteria for Production Control of Ready-Mix Concrete' specified in scheme. The important aspects that are assessed during the assessment include plant and equipment, concrete mix design, control on quality of concrete ingredients, control and maintenance of process, production and testing facilities and adequate emphasis on competence of key personnel manning the process.

An RMC unit may apply to showcase and benchmark itself with quality certifications for any of the two options available in the scheme, one being 'RMC

Capability Certification' and other being 'RMC 9000+ Capability Certification.

Details of the scheme are available on the QCI website at - <http://www.qcin.org/rmcpc.php>

IL&FS- Capacity Swap: IL & FS is a leading infrastructure conglomerate engaged in developing quality infrastructure and financial solutions to catalyse India's growth. The group advises governments and industries in optimal planning, implementation and strategies for development.

The Capacityswap model is a technology-based platform that offers capacity on-demand and conserves core capital investments. Due to seasonal demand fluctuations companies require production optimization, rapid roll-outs of new products or quick ramp-ups to stay competitive. The platform brings together companies that need to expand or acquire capacities without the lengthy legal and establishment process and those with surplus capacities. Capacity swap platform discovers and optimizes manufacturing capacity with underwritten long-term manufacturing contracts. This helps increasing utilization and convert capacity to liquid assets and gain access to enhanced financial terms.

Registration and scheme details are available at - www.capacityswap.com

DISTRICT INDUSTRIES CENTRES - PROGRESS REPORT

PEDDAPALLI

PROFILE- Peddapalli District was formed from the erstwhile Karimnagar district and is well connected with other parts by Roads and Railways. The major Rivers Godavari & Manair are passing through the District. Paddy, Cotton and Maize are the prominent crops in the district. Peddapalli District has abundant natural resources of minerals like coal, lime stone, granite etc.

PRESENT SCENARIO - The District has Large and Medium Industries in Mining, Explosives, Power and Cement with an investment of Rs.6078.83 Crores. Major Industries in the District are Singareni Collieries, NTPC, and Ramagundam Thermal Power Station a TS GENCO unit. There are 352 micro & small units existing in the district with an investment of 18450 lakhs and an employment direct employment of 4750.

INITIATIVES - Singareni Collieries Company Limited is a government coal mining company, requiring lot of parts and material for their heavy mining machinery and SCCL is encouraging local candidates to set up ancillary units for supply of mechanical spare parts like Small foundry, Roof bolts, Rivets, Dog-nails Belt conveyor rollers, Fly ash bricks and 40 more items. NTPS also encouraging ancillary units to meet their requirement. DIC has conducted EDPs to create awareness on ancillary units. 10 entrepreneurs have come up with project ideas and Singareni Collieries has entered in to agreements with them. Some of them will be covered under PMEGP scheme.

Email: gmdicpdpl@gmail.com

HYDERABAD

PROFILE- Hyderabad is a historic beautiful City and Capital of Telangana. The city is called "Pearl City" and famous for its twinkling pearls and glass embedded bangles. River Musi, a tributary of river Krishna, runs through the city, dividing it into old and new city. With cosmopolitan culture, the city has congenial and hospitable environment for growth and development of SSI and Tiny industries. A major portion of the available land is occupied by roads and buildings, which are used for commercial and residential activity.

PRESENT SCENARIO - The Hyderabad district houses some of the most prestigious industries like Vazir sultan Tobacco, Indian Oxygen, Hyderabad Industries, Thane Transformers company, KediaVanspati (Agarwal Industries) etc besides various public sector undertakings. The strength of Hyderabad district lies in its infrastructure facilities and its invaluable Human resources, rather than in agricultural & mineral resources.

RESOURCES- The city has warehousing facilities at Musheerabad, Kachiguda and Sanathnagar. A number of research institutes such as Prof Jayshankar Agricultural University, ICRISAT, NIRD, National Academy for Agricultural and Rural Management (NAARM), NEERI etc. are located in Hyderabad and its outskirts. Hyderabad City is an important Centre for marketing of various products. It is also a good marketing outlet for the farmers to sell their produce. The Hyderabad city is a model for IT. Industry and is called 'Cybercity'. Leading IT Units are now situated in Hyderabad.

Email: gmdic.hyd.ind@telangana.gov.in

ENTREPRENEUR WATCH SPACE

Alladi Prabhakar is a 55-year-old rural innovator hailing from Jagityal district and has over 20 innovations to his credit. His educational qualifications? 10th pass. Prabhakar started as a grass-root innovator by building an 'Automatic Generator Starter' in 1986. "Each innovation has come out of someone struggling, something being too expensive or involving more hard work than required," he says. With a few innovations in hand, and several in the pipeline, he established Prabhat industries in 1990.

His next few innovations included an automatic door designed in 1989, a fertiliser applicator and an inverter in 1993 and an agriculture timer starter in 1999. He also invented a safeguard focus light and horn equipment, which could be used to alert neighbourhoods about theft. The Sound of horn, could be heard up to 500 metres and a light that could be seen up to a distance of 200 metres.

Currently, he markets and sells 12 of his notable innovations across the country. One of his most coveted innovations is a multipurpose bed for bedridden patients that he created in 2016. This bed comes with an attached commode, flush, hand shower, wash basin, food tray and has a pipe that can be connected to the drain. The bed is made of fibre, is rust-free and costs Rs 20,000.

Other innovations include a Jumbo air cooler which can give cooling on all sides and can rotate 90,180, 270 or 360 degrees. It is portable and can be used in function halls and open areas. Prabhakar has also built a self-charging electric vehicle, which has a small turbine fitted on it. As the vehicle runs, the turbine runs, generating power to run the vehicle. This way, Prabhakar says, the vehicle will never run out of charge.

Prabhakar has recently hit a roadblock. With one workshop and 10 workers in Metpally, he has about 40 more ideas in mind that he says can solve pain points of the poor and middle-class. But he lacks enough funds to make them all happen. "His innovations use local recourses to address local problems with local solutions. However, he now needs investment, working capital and marketing support," says Brigadier (Retd) P Ganesham, who runs 'Palle Srujan', a volunteer organisation that works to identify, aid and promote creativity at the grassroots-level in Telangana.

Contact Details: prabhatmtpli@gmail.com, 9440037475



Alladi Prabhakar in his workshop



Alladi Prabhakar sharing his experiences at Hysea Design Summit

Shri K.T. Rama Rao,

Minister for Industries & Commerce,

Email: min_prit@telangana.gov.in

Tel: 040-2345 3233, 2345 0455

Mr. Jayesh Ranjan, IAS

Principal Secretary, Industries & Commerce Department

Email: prlsecy-ind@telangana.gov.in

Tel: 040-2345 4449, +91 2345 2985

Mr. Ahmed Nadeem, IAS

Commissioner of Industries

Email: coi.ind@telangana.gov.in

Tel: 040-2344 1666

Ms. Vatsala Mishra,

Director (OSD to Prin. Secy

Industries & Commerce Dept)

Email: dir-osd-ind@telangana.gov.in

Tel: +91 8860105064