

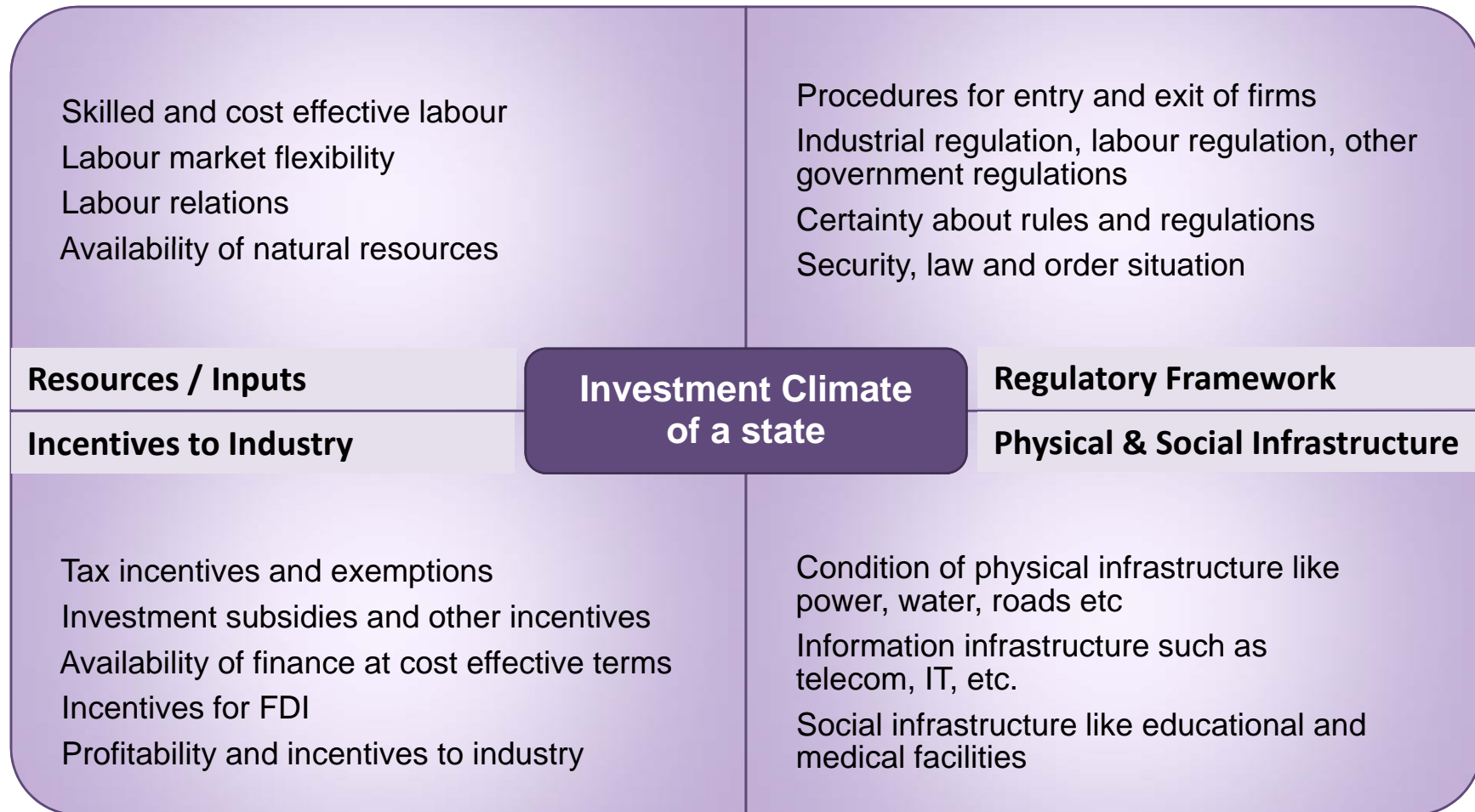


BIHAR

December 2008



Investment climate of a state is determined by a mix of factors



The focus of this presentation is to discuss

- ⌘ Bihar's performance on key socio-economic indicators
- ⌘ Availability of social and physical infrastructure in the state
- ⌘ Policy framework and investment approval mechanism
- ⌘ Cost of doing business
- ⌘ Key industries and players

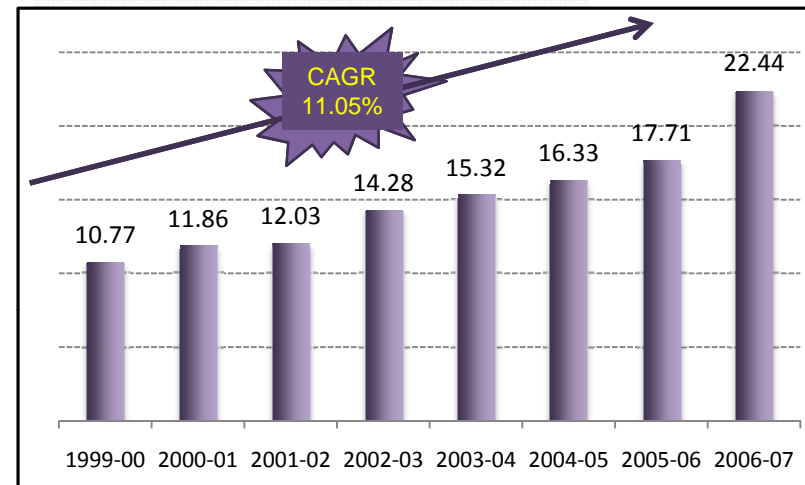
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Bihar's economic performance has been improving, driven mainly by the secondary and tertiary sectors

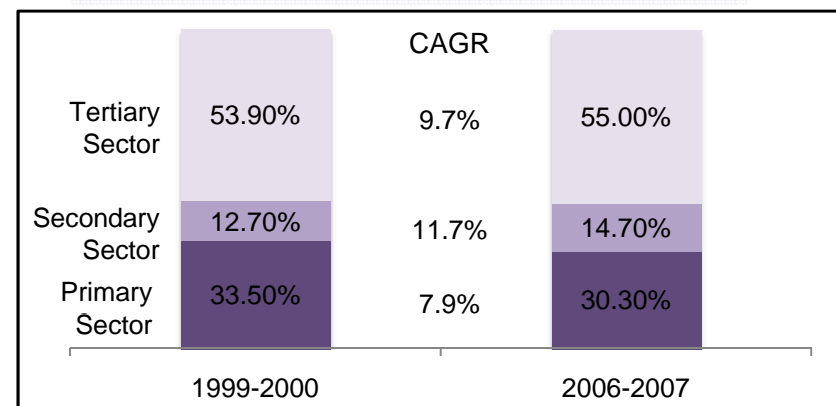
- The state's GDP grew at a CAGR of 11 per cent between 1999-00 and 2006-07 to reach US\$ 22.4 billion – the growth in the last year has been driven mainly by the agriculture sector
- The structural composition of the state's economy has witnessed a unique transformation over the years i.e. tertiarisation of the economy before full growth of the secondary sector
- The primary sector currently accounts for 30.3 per cent of the GSDP, having fallen from a share of 33.5 per cent in 1999-00
- Secondary sector accounts for 14.7 per cent share, having grown at a CAGR of 11.7 per cent between 1999-00 and 2006-07

Bihar's GSDP (US \$ Billion)



Source: CMIE

Percentage distribution of GSDP



Source: CMIE

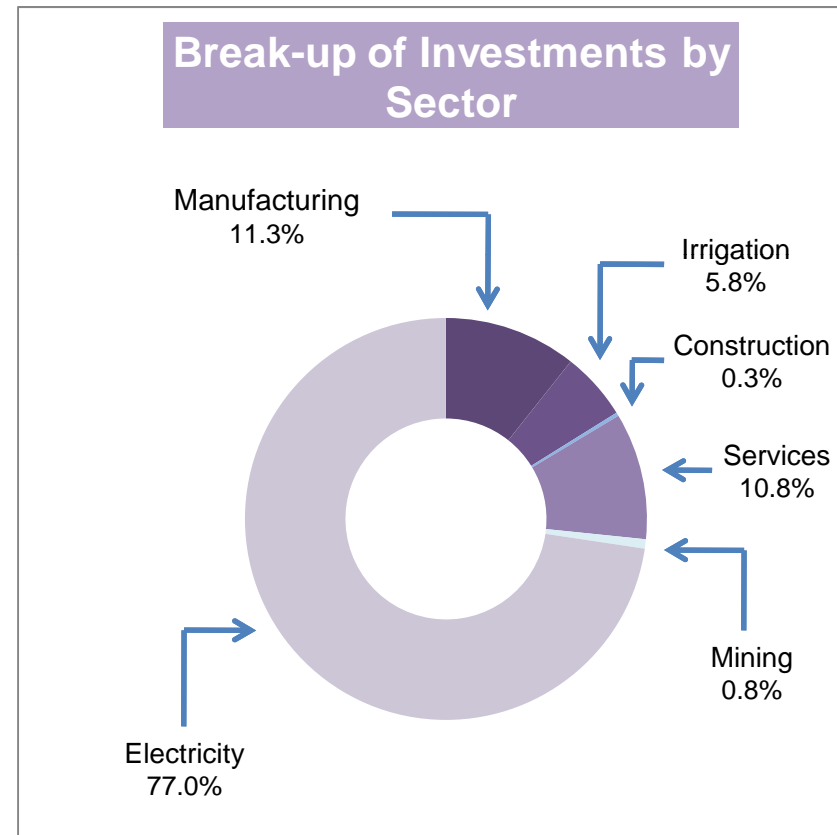
Industrial performance has been driven by unregistered units

Key Industries in Bihar:

- Food products/beverages
 - Tobacco products
 - Textiles/textile products
 - Leather/leather products
 - Wood /wood products
 - Paper/printing/publishing
 - Mines and minerals
 - Dairy industry
 - Tea industry
 - Sugar industry
- Unregistered units dominate the overall industrial sector in the state, accounting for more than half of its total income. The number of large and medium industries is 259.
 - Food, beverages, tobacco and petroleum products account for more than 85 per cent of the total industrial income.
 - Total value of output of agro-based industries in Bihar is less than 1 per cent of the national output, despite the fact that Bihar produces about 10 per cent of India's total output of common fruits and vegetables.

Bihar has witnessed a strong inflow of investments in power sector

- Outstanding investment in Bihar stood at US\$ 18.8 billion as of September 30, 2008 with most investments being accounted for by the electricity sector.
- Growth in investment in the manufacturing sector can be attributed to remarkable growth in investment in food & beverages



Patna, Tirhut, Muzaffarpur, Barauni, Bhagalpur and Gaya are the main industrial centres in Bihar

Centres	Industries
Patna	Major agricultural centre of trade exporting grain, sugarcane, sesame and medium-grained rice Has also emerged as a big and rapidly expanding consumer market Has highest number of industrial units in Bihar
Tirhut	Has the second highest number of units in the state
Muzaffarpur	Centre of several industries Important trade centre for cloth Famous for exporting mango and litchi
Barauni	Has major industrial units including those of the Indian Oil Refinery, apart from a proposed thermal power station
Bhagalpur	Famous worldwide for its silk production Trades in agricultural produce and cloth Other major industries include rice and sugar milling and woolen weaving
Gaya	Major weaving centre having around 8000 power looms operational

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Labour in Bihar is mostly unskilled and comprises of agricultural labour force

- Of the total population of 82.88 million people, roughly 28 million people (34 per cent of the population) comprise the workforce in the state.
- Though Bihar is the third largest populated state in India it accounts for only about seven per cent of the total organised sector employment in the public sector; in private sector, the share of Bihar is still lower at about three percent
- There has been a large increase of subsidiary status workers in the state, pointing to the presence of a high degree of disguised unemployment as well as temporary/casual labour
- Maximum percentage of the workers is in the agriculture sector as a cultivator or agricultural labourers
- The women worker participation rate is also poor in Bihar. The state has always lagged behind the national average in terms of the female employment rate.

Social infrastructure in the form of educational institutes and medical institutions has scope for improvement

Education infrastructure:

- The state is focusing on filling up faculty vacancies in elementary and secondary schools as well creating more positions in colleges and universities
- It has also decided to provide single window clearance to facilitate private sector participation in institutions of higher education

Status of educational Institutes

- 12 universities/deemed universities
- 11 Research institutions
- 743 Arts Science & Commerce colleges
- 7 Engineering degree colleges
- 23 Medical colleges
- 15 Teacher Training colleges
- 63 other educational institutions

Source: RHS Bulletin, March 2006, M/O Health & F.W., GOI and India stat.com

Social infrastructure in the form of educational institutes and medical institutions has scope for improvement

Medical infrastructure

- There are about 121 hospitals, 1,641 primary health centre, 70 community centre and 1,000 dispensaries/clinics in Bihar
- However, the penetration of medical facilities in the state is lower as compared to the rest of the country because of its huge population

Health Indicators

	Bihar	All-India
Population served per doctor	2,363.9	1,607
Birth rate (per thousand persons)	31	24.8
Death rate (per thousand persons)	10.5	8.1
Infant mortality rate (per thousand live births)	61	63
Life expectancy at birth (years)		
- Male	61.6	64.1
- Female	59.7	65.4

Source: Statistical Abstract of India, Economic Survey of Bihar

Infrastructure for collection of savings and disbursement of credit in place, but credit disbursement has lagged behind

- Bihar's current credit-deposit ratio (which although has increased from 20.7 per cent in 2000-01 to 31.1 per cent in 2006-07) is far below the national average of 75 per cent
- As of March 31, 2007, Bihar contributed 2.3 per cent and 1 per cent of the total deposits and credits respectively in the country. This was the lowest among the major Indian states
- Low credit reflects risk aversion on part of banks, and impacts the profitability of enterprises in the state which are forced to go to private lenders
- NABARD manages Rural Infrastructure Development Fund for the state

Financial Institutions in Bihar

Indian Commercial Bank Branches	2061
Regional Rural Banks	1482
Cooperative Banks	152
NABARD is active in the state, while Bihar State Finance Corporation has been revive	

Source: Directorate of Statistics and Evaluation, Govt. of Bihar

Transport infrastructure is not very adequate but is being ramped up

Roads

- Bihar has a total road length of 81,655 Kms, out of which 77.5 per cent roads are village roads, the remaining being National and State Highways
- Bihar has 77 km of road length per 100 sq. km. and only 50 per cent of roads are surfaced as against a national average of 60 per cent.
- The old G.T.Road is being upgraded to 4/6-lane super highway under the Golden Quadrilateral project
- An east-west 4-lane high-speed corridor is under construction by NHAI
- Under the national highway development project 3,890 kilometers of national highways have been identified for up-gradation to four lane highways under BOT providing additional corridors to Nepal and Assam

Civil Aviation

- Patna, Gaya, Muzaffarpur, Raxoul and Jogbani have domestic airports
- 39 district Head quarters have air strips/aerodromes. Small Air taxi/charter services are available at Patna
- The state government has plans to set up Air Cargo Complex in Patna that will be promoted by Bihar Industrial Area Development Authority and Airport Authority of India and cost around US\$ 1.6 million

Rail infrastructure is adequate, inland waterways are being developed

Railways

- Bihar's railway network is fairly well developed, with the railway route density (route kilometres per 1,000 sq. km.) in the state being 30.15, compared to 19.09 for All-India
- Total rail length in the state is in excess of 5,400 km
- Main rail junctions are at Patna, Gaya, Muzaffarpur, Katihar and Samastipur
- Over US\$ 1.4 billion of estimated investment has been planned for the modernisation of railways in Bihar— including gauge conversion, doubling of lines and electrification
- Various prominent link lines like Muzaffarpur-Samastipur-Barauni-Katihar and Muzaffarpur-Chapra-Siwan have been converted into broad gauge

Waterways

- The River Ganga between Allahabad–Haldia (1,620km) has been declared as National Waterway 1 and is being developed for navigation by Inland Waterways Authority of India. Patna is planned to be a permanent terminal and cargo handling facilities are being developed accordingly
- The National Inland Navigation Institute has been set up in Patna to train vessel crews

Power infrastructure is poor, though infrastructure for telecommunications is fairly good

Power

- After bifurcation, 70 per cent of the generation capacity of erstwhile Bihar has gone to the jurisdiction of the state of Jharkhand, but 70 per cent of the load is left with present Bihar
- Bihar's power generating capacities were considerably diminished to just 540 MW of capacity in thermal plants in Barauni (320 MW) and Muzaffarpur (220MW) with a limited amount of power (25 MW) available from the hydel power sources
- About 41 per cent of villages are electrified
- Power is a focus area with new projects in the pipeline involving a total estimated cost of US\$ 4.4 billion with a targeted capacity of 4,820 MW

Post and Telecommunications

- Bihar figures in the top five states in the country in terms of revenue per Direct Exchange Line (DEL)
- Tele-density of 70 telephones per thousand of population comprising all kinds of connections-fixed lines, GSM and CDMA connections
- According to estimates by Telecom Regulatory Authority of India, as of September 2008, the state has 14.57 million wireless subscribers and 973,000 wireline subscribers
- The state has 9,054 post offices

Bihar is aggressively working on building industrial infrastructure in the state (1/2)

Infrastructure	Details
Export Promotion Industrial Park (EPIP), Hajipur	Being developed with an investment of US\$ 2.6 million as a multi-product export-processing zone by the Ministry of Commerce & Industries, Government of India, and the state government
Food Parks at Hazipur and Begusarai	Sanctioned by the Ministry of Food Processing Industry, Government of India, to include appropriate infrastructure such as cold storage, cold chain, refrigerated vehicle, effluent treatment plants, etc.
Air Cargo Complex, Patna	Proposed adjacent to Patna airport, promoted by Bihar Industrial Area Development Authority and Airport Authority of India to facilitate exports of fruits, vegetables, horticulture products, silk and other exportable items
Software Technology Parks (STP)	Set up on the campus of the New Government Polytechnic Complex in Patna, the project involves payment of US\$ 0.2 million as grants-in-aid and provision of three acres of land for construction of 5,000 square feet of built-up space with requisite facilities

Bihar is aggressively working on building of industrial infrastructure in the state (2/2)

Infrastructure	Details
<p>Inland Container Depot, Sitalpur</p>	<p>One of the mega infrastructure project sanctioned and financed by the Ministry of Commerce and Industries, Government of India, with a projected cost of US\$ 5.1 million to facilitate exports, land acquisition is in process</p> <p>Its salient features include two full train length rail lines, substantial covered warehouse space for import and export cargo, container space, etc.</p>
<p>Agro-Export Zone</p>	<p>Zone to cover 11 districts at a cost of US\$ 2.6 million to promote lychee exports; targeting US\$ 34 million exports over the next five years benefitting 10,000 farmers</p>

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Key Nodal Agencies in Bihar

<p>Bihar State Industries Department</p>	<ul style="list-style-type: none"> • State level nodal body under the single window regime for investments of between US\$ 2.38-23.8 million • Headed by Director, Technical Development - Industries Department. Its primary functions involve coordinating the applications from investors, processing and finally facilitating the process of getting final clearances with various departments • It's section – 'Udyog Mitra' helps disseminate information required by potential investors
<p>District Industry Centre</p>	<ul style="list-style-type: none"> • District level nodal agency for investments below US\$ 2.38 million • Headed by General Manager, systems still at a nascent stage
<p>Bihar State Finance Corporation</p>	<ul style="list-style-type: none"> • The main state level institution providing term lending facilities to industrial entrepreneurs • Institution has been revived to supplement the role of banks in lending to industries
<p>Bihar State Hydroelectric Power Corporation</p>	<ul style="list-style-type: none"> • Nodal agency for development of hydel potential – planning, execution and maintenance of hydroelectric and other projects

Attractive investment climate in the state being created through investment friendly policies, including sector specific policies (1/4)

Industrial Policy 2006

Aims to ensure accelerated industrial development, with special focus on key industries, catalyze economic growth and ensure balanced regional growth

Key initiatives under this policy include the following:

- Promote industries specifically identified as thrust areas—pharmaceuticals, drugs and biotech Industries, food processing and agro based industries, IT and IT-enabled services, eco tourism/ heritage tourism/adventure tourism/event tourism/medical tourism and entertainment Industry
- Single window clearance systems in place
- Infrastructure Development Enabling Act 2006 for development of infrastructure through private participation
- Enhancement of the competitiveness of industrial units through pre-production and post-production incentives
- Incentives to agro-based industries
- Provision of self-certification to simplify the inspection of factories
- Establishment of Land Bank to meet the requirements of industries and development schemes
- To develop handicraft, handloom, khadi, silk and village industries
- Special incentives for investment in education e.g. subsidy on land and its registration, subsidised infrastructure support, etc.

Attractive investment climate in the state being created through investment friendly policies, including sector specific policies (2/4)

Agriculture Policy 2006

Drafted in 2006 to build upon the natural advantages that the state has in agriculture

- A mega project for establishment of soil testing laboratories in all 534 blocks of the state has been sanctioned, to take soil-testing facilities right to the door of the farmers
- Further, 31 new seed testing laboratories are to be established in the state to give each district its own seed testing laboratory
- Micro-nutrient testing laboratories have been established in three districts of the state
- Bihar State Seed Corporation has been revived and seed production has been started on 45 state agricultural farms
- A farmers' commission and a land reforms commission have been established

Attractive investment climate in the state being created through investment friendly policies, including sector specific policies (3/4)

Sugar Policy 2006

Aims at reviving the sugar industry by building on the factor advantages of the state

- Incentive package includes re-imburement of central excise duty on sugar for five years
- To exempt purchase tax on sugarcane for five crushing years
- To exempt stamp duty and registration fees for land transfer
- To grant 10 per cent subsidy on capital investment or a maximum US\$ 2.2 million which ever is less on machinery, after completion of first year of commercial production
- Incentive package for distillery and ethanol as well co-generation of power
- The state government offers facilities and concessions for promotion of units in SEZs

Attractive investment climate in the state being created through investment friendly policies, including sector specific policies (4/4)

Single Window Policy 2006

Aims at speedy processing of clearances for implementation of industrial and other projects

- Waiving of the minimum monthly guarantee electricity bill, discontinuation of land registration charges and reimbursement of Value Added Tax (80 per cent in the case of new units and 25 per cent for the old units)
- Promotion of public-private partnership (PPP) in agriculture extension, crop diversification and organic farming in the state
- Post introduction of single-window clearance for private investments in August 2006, the state saw an investment of about US\$ 132.7 million last year which was three times that of the previous two years put together

Single Window Clearance mechanism exists to facilitate speedy implementation of industrial projects

The Bihar Industrial Policy 2006 has revamped the single window clearance set up in the state through the Bihar Single Window Clearance Act 2006:

- The Industries department and the District Industries Centre act as Nodal Agencies for the investments of different scale
- They support the decision making by supervisory bodies—Empowered Committees (State Level Investment Promotion Board and District Level Committee for state and district, respectively)
- Proposals for investment greater than US\$ 23.8 million are routed through Chief Minister and the Cabinet for approval

Single Window Clearance Mechanism in Bihar

Investments handled	Body	Chairmanship of	Nodal Agency
Between US\$ 2.38 million and 23.8 million	State-level investment promotion board	Industries Development Commissioner	Industries Department (Udyog Mitra)—state level
Lower than US\$ 2.38 million	District-level committee	District collector	District Industries Center—district level

Concerned agencies and time estimates for starting business in Bihar (1/2)

List of approvals and clearances required	Departments to be consulted	Estimated time in days
Incorporation of company	Registrar of companies	NA
Registration, IEM, Industrial licenses	Nodal agency (Industries Department)	NA
Allotment of land	Bihar Industrial Land Development Authority	7 to 21 days/up to 90 days for acquisition of non industrial land
Permission for land use	Revenue and Land Reforms Department	30 days (45 days for conversion of non-industrial land for use)
Registration under Factories Act and Boilers Act	Offices of Inspector of Factories, Inspector of Boilers	Up to 120 days
Site environmental approval, NOC and consent under water and pollution control acts	State Pollution Control board and Ministry of environment and forests	60 days
Approval of construction activity and building plan	Town and Country Planning Authority	7 days

Concerned Agencies and time estimates for starting business in Bihar (2/2)

List of approvals and clearances required	Departments to be consulted	Estimated time in days
Sanction of Power	State electricity board	Up to 30 days
Sanction of Water	Water resources department	Up to 30 days
Fire Service Clearance	State fire service headquarters	Up to 15 days
Registration under States Sales Tax Act and Central and Excise Act	Sales tax department, Central and state excise departments	7 days

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Cost of doing business in Bihar

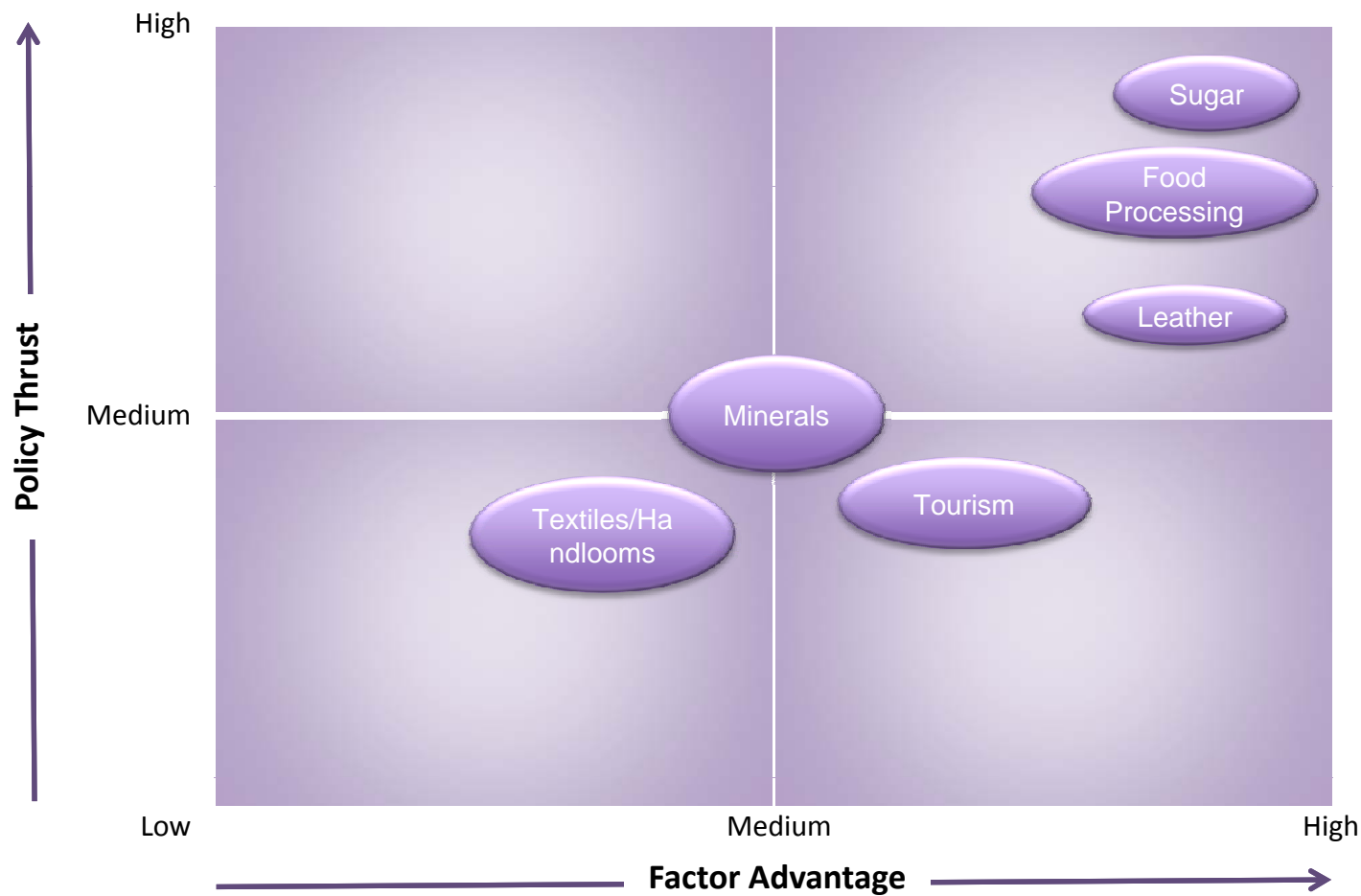
Cost Parameter	Cost Estimate	Source
Industrial land (per acre)	Government Land: US\$ 72,000 in Hazipur (leading industrial area of the state); US\$ 20,300 (Upcoming industrial area like Muzzafarpur)	Bihar Industrial Area Development Authority
Office space rent (per sq ft per month)	20-35 cents	Discussions with property dealers
Residential rent (for a 2,000 square feet house, per month)	US\$ 145-280	Discussions with property dealers
Five-star hotel room (per night)	US\$ 85-95	Leading hotels in the state
Commercial & Industrial Electricity	Industrial use 1. LT Ind.: Up to 25 HP 9.2 cents per kWh, 26 to 99 HP 9.5 cents per kWh 2. HT Ind.- Up to 33KVA 9.2 cents per kWh, 34 to 132 KVA 9.3 cents per kWh, 75 to 1500 KVA 9.4 cents per kWh. Commercial use Upto 100 KW 9.3 cents per kWh, 101 to 200 KW 10 cents per kWh. More than 200 KW 10.67 cents per kWh	Superintendent Engineer (Supply) Bihar State Electricity Board

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Key industries developing in the state are a result of the policy thrust of the government and several factor advantages

Industry Attractiveness Matrix:



Overview of Food Processing Industries in Bihar



Overview:

- Sugar occupies a prominent role in the economy, over 4 per cent of total cultivable land is under sugarcane
- It is estimated that about 0.5 million farmers and their dependents are engaged in the cultivation of sugarcane and another 0.05 million unskilled and skilled personnel, including trained technologists are engaged in the sugar industry in the state
- Consequent to announcement of an incentive package in 2006, the State has received investments worth US\$ 1.1 billion in the sector, representing an addition of crushing capacity of 1 lakhtonnes/day and a distillery capacity of 235 KL/day, with direct and indirect employment potential of 0.21 million
- Existing facilities are also expanding, especially to tap into ethanol manufacture opportunities
- Tobacco is another important cash agro-based product. The availability of Tendu leaves and cheap labour has helped make Bihar the country's sixth largest tobacco producing state

Key Players

- K.K.Birla Group
- Indian Gasohol
- Indian Tobacco Company Ltd

Key players in Agro-Based Industries

<p>K.K. Birla Group</p> 	<ul style="list-style-type: none"> • K.K. Birla Group’s sugar company Upper Ganges Sugar (UGSIL) has two units in Bihar – Bharat Sugar Mills, Sidhwalia, Distrist Gopalganj, with a crushing capacity of 2,500 tonnes/day and Hasanpur Sugar Mills, Hasanpur, District Samastipur with a crushing capacity of 1,750 tonnes/day • UGSIL is investing US\$ 88.4 million for expansion of both units to crush 5000 tonnes/day each, apart from setting up a sugar refinery and co-generation unit at Bharat Sugar
<p>Indian Gasohol</p>	<ul style="list-style-type: none"> • Investment of US\$ 299 million cleared by State for setting up 10 distilleries for producing ethanol from sugarcane with a combined capacity of 5.4 million tonne annually • Crushing capacity/unit of 25,000 tonne crushed daily (TCD), also co-generates 2000 MW of energy from bagasse, 70 per cent of which will be used by state for rural electrification • Also proposes to invest US\$ 600 Million in four maize based processing units
<p>ITC Ltd</p> 	<ul style="list-style-type: none"> • ITC is India’s largest cigarette manufacturer, also a leading diversified business conglomerate • ITC’s first plant for cigarettes is located in Munger in Bihar

Overview of Non-Agro Manufacturing Industries in Bihar

Overview:

- Consequent to the bifurcation of erstwhile Bihar, the State lost most of its large units (mostly based on mining and engineering) to Jharkhand
- Currently the state has leather, textile/handlooms industries among the prominent sectors apart from a few engineering units
- Leather based industries in the state have immense potential because of strong cattle population
- The state has over 50,000 artisans, and 90 leather units and tanneries, both private as well under Bihar Leather development Corporation.
- While the textile sector has seen a decline over the past few years, the state has over 20,000 handloom units apart from over 10 million weavers
- Petroleum remains a huge contributor to the state's GSDP, and the state has one of the largest public sector refineries.

Key Players

- Bata Industries
- Bharat Wagon and Engineering Company
- IDL Industries Ltd
- Sonalika Tractors
- Indian Oil Corporation

Key players in Non-Agro Industries (1/2)

<p>Bata Industries</p> 	<ul style="list-style-type: none">• Promoted by the Toronto-based Bata Shoes, Bata is India`s largest manufacturer and marketer of footwear products• The company has a tannery for its leather supply in Mokamehghat (Bihar) along-with a leather footwear factory at Bataganj (Patna)
<p>Bharat Wagon and Engineering Company</p> 	<ul style="list-style-type: none">• Part of Bharat Bhari Udyog Nigam – a Govt. of India undertaking, it has rich experience in heavy steel fabrication of over half a century• It has two units at Mokama and Muzaffarpur, which are ISO 9001 certified for manufacture of wagons; third unit at Muzaffarpur manufactures gas cylinders
<p>IDL Industries Ltd</p> 	<ul style="list-style-type: none">• Part of the Hinduja Group, IDL Industries Limited is the second largest detonator manufacturer in the world.• IDL Industries, in Bihar, manufactures detonators and slurry explosives for commercial use. It has a production facility at Rajarappa and support bulk unit at Rajmahal

Key players in Non-Agro Industries (2/2)

Sonalika Group



- International Tractors Limited, part of the US\$ 220 million Sonalika Group, is among the top five tractor and farm equipment manufacturers in India
- Company is investing US\$ 28.7 million to set up a tractor manufacturing plant at Fatuha Industrial area in rural Patna, with an eventual annual capacity of 40,000 units

Indian Oil Corporation



- Indian Oil Corporation IOCL is India's leading petroleum company and a Fortune 500 giant
- It has a refinery at Barauni with present annual capacity of 6 million metric tonnes. A Catalytic Reformer Unit (CRU) was also added to the refinery in 1997 for production of unleaded motor spirit.
- The 943-km long Haldia-Barauni Crude Oil Pipeline (HBCPL) receives crude oil at Haldia oil jetty and transports it to Indian Oil's Barauni Refinery

Overview of Tourism Industry

Overview:

- The state has a rich cultural heritage – associated with religious icons such as Lord Buddha, Mahavir, Guru Gobind Singh, as well as historical monuments of Hindu and Mughal Architecture.
- Bihar has several places of religious significance to Buddhism. The state also has pilgrim centres of other religions like Hindus (Gaya), Jains (Pawapuri) and Sikhs (Patna Sahib).
- Monuments of historical and religious significance present tremendous potential for attracting both domestic and foreign tourists.
- The state government has declared the tourism sector at par with the status of an industry and a draft tourism policy is under preparation.
- The state has also decided to develop the Buddhist Tourist circuit (Bodh-Gaya-Rajgir-Nalanda) with assistance of US\$ 4.6 million from the central government.

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