

Investment
Climate in
**Jammu &
Kashmir**





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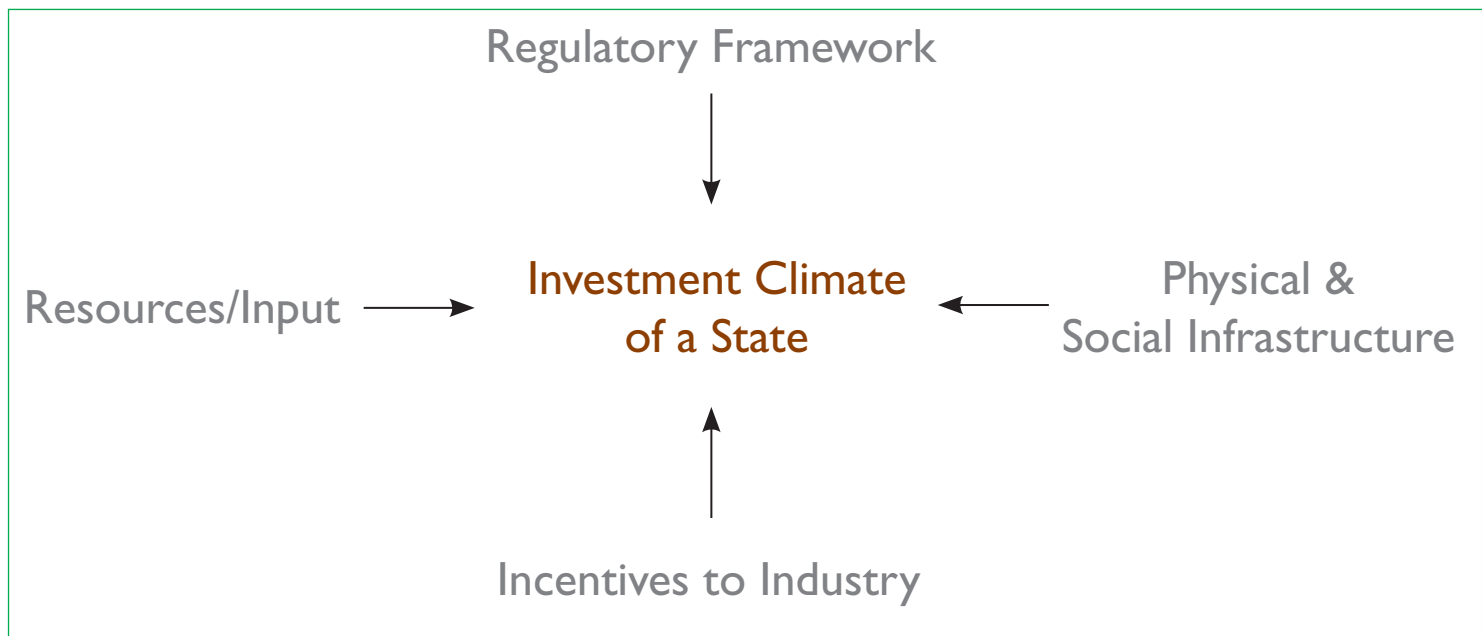


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Executive Summary



'Investment climate' is a broad concept, encompassing all the factors affecting business decisions, including profitability and where to locate plants and other units. A good investment climate provides opportunities and incentives for firms to invest productively and create jobs, thus playing a key role in ensuring sustained growth and poverty reduction.

Factors influencing investment climate include:

- Availability and ease of use of factor inputs such as land and labour;
- Availability of adequate physical and social infrastructure, such as power, telecom, urban infrastructure, water supply, hospitals, and educational institutions;
- Governance and regulatory framework in terms of rules and regulations governing entry, operation, and exit of firms, stability in regulation, integrity of public services, law and order and investment facilitation; and
- Provision of incentives and access to credit.

Jammu & Kashmir, located in the northern-most part of the country, has a strategic position as it shares its boundary with Pakistan and China. The name Kashmir is derived from ka (water) and shimeera (to desiccate). It is believed to have been created by draining lake Satisar and hence the name. The summer capital of the state is Srinagar (for the period May to October) and the winter capital is Jammu (November to April). The state has three divisions – Jammu, Valley of Kashmir and Ladakh.

Jammu & Kashmir is the only state in India where the Muslim population forms the majority. Though Islam is practiced by over 70 per cent of the population of the state and by 95 per cent of the population of the Kashmir valley, the state has large and

vibrant communities of Buddhists, Hindus and Sikhs. In Jammu, Hindus constitute 70 per cent of the population and Muslims 30 per cent. In Ladakh, Buddhists constitute a little over 50 per cent of the population, the remaining being Muslims. The people of Ladakh are of Indo-Tibetan origin, while the southern area of Jammu includes many communities tracing their ancestry to the nearby Indian states of Haryana and Punjab, as well as to the city of Delhi.

Agriculture, the predominant sector of the economy, supports about 80 per cent of the state's population. The horticulture and floriculture industries in Kashmir are the bulwark of the rural economy in the state providing jobs to thousands of people directly and indirectly. The state leads in terms of production of apples, walnuts, pears, almonds and apricots, and has a huge potential for export of processed food and allied services.

The state also has huge tourism potential and is actively working towards upgrading its infrastructure and making it an attractive tourist destination. The state has been described by many as a 'Paradise on Earth'.

Other important industries in the state are handlooms and handicrafts, mineral-based industry, gems and jewellery, and sericulture. The people of the state possess inherent skills of weaving and designing of textile products, which can form the foundation for setting up of a state-of-the-art textile industry. Large deposits of limestone, gypsum, bauxite, marble, magnesite, dolomite, lignite, quartzite and coal are found in the state.

The traditional skills of fine craftsmanship can be easily transformed to suit the needs of modern industrial processes, especially in the field of electronic and precision engineering. The fast

growing banking sector and manufacturing sector have provided employment to many. The state is now focusing on giving a boost to the IT sector.

It is also laying emphasis on building infrastructure such as roads, irrigation and basic minimum services like education, health, and water supply. Jammu & Kashmir has seen steady progress in the establishment of industrial units despite a somewhat tense political environment.

The state has a total of 40 industrial estates. Two special economic zones (SEZs), one each in Jammu and Kashmir, are under finalisation. The state offers a lot of incentives, including allotment of land at concessional rates in industrial areas on lease for 90 years, income-tax holiday, excise exemption and subsidies to attract investments.

The state is committed to creating an attractive and conducive investment climate for private investors. It received 328 investment proposals with proposed investment of \$111.1 million in 2005-06. The gross state domestic product exhibited an impressive growth rate of 8.8 per cent, increasing from \$3.4 billion in 1999-00 to \$5.6 billion in 2005-06.

Jammu & Kashmir - Select indicators

Capital	Srinagar (Summer) Jammu (Winter)
Land and Climate Geographical Area (sq km)	222,236
Climate	Jammu - Tropical Ladakh - Semi-arctic cold Kashmir - Temperate
Average Rainfall in 2004 (in mm)	92.6 (Leh), 650.5 (Srinagar), 1115.9 (Jammu)
Number of districts	14
Number of towns (as per 2001 Census)	75
Number of inhabited villages (as per 2001 Census)	6,652
People	
Main religion	Islam, Hinduism, Christianity
State Language	Urdu
Population (in million) (2001 Census)	10.1
Share of urban population	24.8%
State's share in India's population	0.99%
Growth in population be- tween 1991 and 2001	29.4%
Population density (per sq km)	45.31
Sex ratio (females per 1000 males)	900
Literacy rate	55.5%
Birth rate (per thousand persons)	18.9
Death rate (per thousand persons)	5.5
Infant mortality rate (per thousand live births)	50

Economic Overview of the State

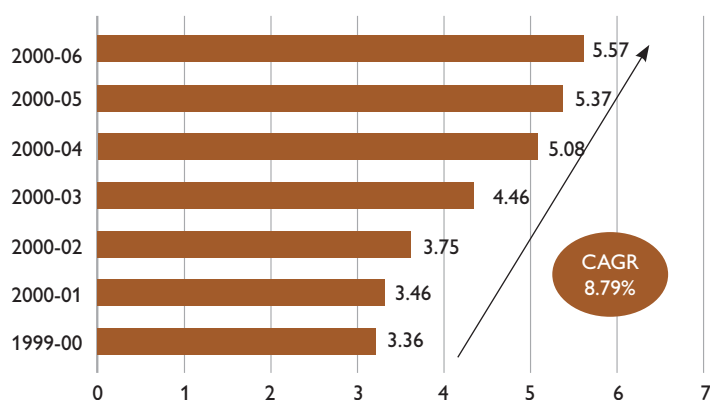
Jammu & Kashmir is located in the northern-most part of the Indian sub-continent in the vicinity of the Karakoram and western Himalayan mountain ranges. Within its heavily-forested mountains, lowlands and wetlands there are numerous varieties of plants and trees, innumerable species of animals and a myriad of birds and insects.

The state is the sixth largest in the country. It is bounded by Pakistan, Afghanistan and China from west to east, and by Punjab and Himachal Pradesh in the south. Jammu & Kashmir's economy is mostly dependent on farming and animal husbandry. Although small, the manufacturing and services sectors are growing rapidly. Several consumer goods companies have opened manufacturing units in the region during recent years. Before insurgency intensified in 1989, tourism formed an important part of the Kashmiri economy. Jammu and Ladakh, however, continue to remain popular tourist destinations. Wood from Kashmir is also used to make high-quality cricket bats, popularly known as Kashmir willow. Kashmiri saffron is also very famous and brings the state significant amount of foreign exchange.

Jammu & Kashmir's economic performance

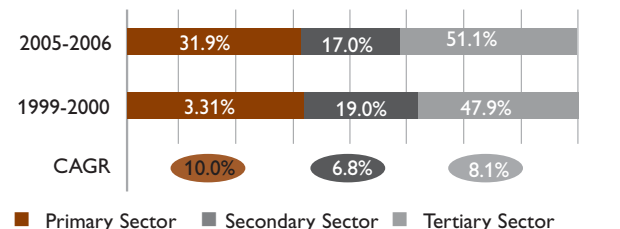
The gross state domestic product (GSDP) stood at \$5.57 billion in 2005-06, with an impressive compound annual growth rate (CAGR) of 8.7 per cent from 1999-00 onwards, when GSDP stood at \$3.36 billion. This growth has been evident in all three sectors – primary (comprising agriculture and livestock, forestry and logging, fishing, mining and quarrying), secondary (comprising manufacturing, construction and electricity, gas and water supply) and tertiary (comprising trade, hotels and restaurants, transport, storage and communication, financial services, real estate and related services, public administration and other services).

Jammu & Kashmir's GSDP (US\$ billion)



Source: Ministry of Statistics and Programme Implementation

Percentage distribution of GSDP



Source: Ministry of Statistics and Programme Implementation

The share of the primary sector in the GSDP has reduced only marginally over the years. The growth in the sector was impressive at 8.1 per cent between 1999-00 and 2005-06. Amongst all sub-sectors in the state economy, agriculture was the highest contributor to the GSDP in 2005-06 at \$675.6 million.

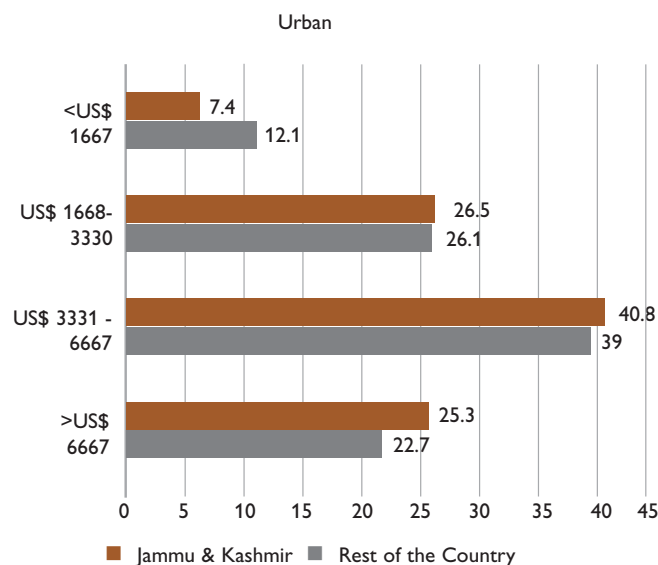
The secondary sector grew at a CAGR of 6.8 per cent during 1999-00 to 2005-06. The sector contributed 17 per cent to the GSDP in 2005-06. The contribution to this sector has come mainly from construction and unregistered manufacturing.

The tertiary sector is the chief contributor to the GSDP in Jammu & Kashmir and has shown the highest growth rate in the last six years. The growth of 10.0 per cent during 1999-00 to 2005-06 was driven by public administration. Tourism has also shown significant growth.

People - Economic prosperity

The per capita income of the people in Jammu & Kashmir has shown improvement over the years. According to estimates by

Distribution of Households by Income (Per cent)



Source: The Market Skyline of India 2006 by Indicus Analytics

Indicus Analytics, the per capita income in 2006 in urban areas was \$667 and in rural areas it was \$467, as against the all-India average of \$573.1.

The annual income of households is also an important indicator of the economic prosperity. A comparison of distribution of households by various income categories in Jammu & Kashmir vis-à-vis the all-India figures shows that the share of households in higher income categories in Jammu & Kashmir is more. This holds true for urban as well as rural households. For example, 25.3 per cent of the state's urban households and 4.6 per cent of rural households figure in the highest income category of \$6,667 and above, as compared to only 22.7 per cent and 4.6 per cent, respectively, for all-India. Similarly, 40.8 per cent of the state's urban households and 21.9 per cent of rural households figure in the income category of \$3,331–\$6,667, as compared to only 39 per cent and 16.8 per cent respectively, for all-India.

Another factor that points towards the economic well being of the people in Jammu & Kashmir is the ownership of physical assets like vehicles and consumer electronics. Assets like four-wheelers, two-wheelers and television are indicators of consumer aspirations. A comparison of asset ownership by households in Jammu & Kashmir vis-à-vis all-India shows that consumers in J&K are ahead in terms of their consumption pattern, except in the case of two-wheelers.

Industrial performance in Jammu & Kashmir

Jammu & Kashmir has made good progress in the establishment of industrial units. According to the State Directorate of Industries and Commerce, there were 1,048 registered factories in the state as on 31st March 2003, giving employment to 39,000 workers. Of the 1,048 factories, nearly one-fifth were engaged in food processing. The industrial sector is dominated by small-scale units. There are over 47,000 small scale units registered in the state, providing employment to 209,000 people.

The government is focussed on the handicrafts sector, the traditional industry of the state, in view of its large employment base and export potential. Papier-mâché, wood carving, carpets, shawl-making and embroidery are among Kashmir's exquisite handicrafts. The sector, in particular carpets, earns substantial foreign exchange for the country. An Export Promotion Industrial Park with an investment of \$4.2 million has been established at Kartholi, Jammu. A similar park is being set up at Ompora, Budgam.

The state government attaches a lot of importance to the private sector in the development of the state. The J&K State

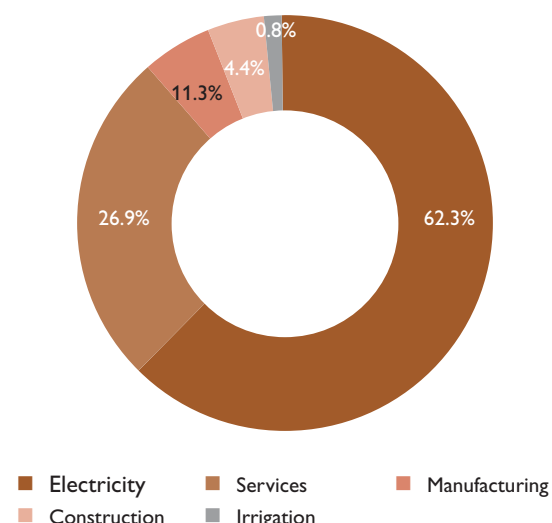
Industrial Development Corporation (J&K SIDCO) has identified the following thrust areas for private sector investments:

- Food processing and agro-based industries (excluding conventional grinding/ extraction unit) such as sauces, ketchup, fruit juices, pulp, jams, jellies, vegetable juices, puree, pickles as well as fruit waxing, packaging, grading
- Leather processing and leather goods
- Tissue culture
- Silk reeling yarn and yarn spun from silk waste; woven fabric of silk or silk waste
- Wool and woven fabrics of wool
- Woven fabrics of cotton
- Floriculture
- Medicinal herb processing
- Green houses (only in Ladakh)
- Computer hardware/ electronics (integrated circuit and micro assemblies)
- Sports goods and articles and equipment for general physical exercise
- Auto ancillaries
- Eco-tourism
- Hotels, houseboats, resorts, adventure and leisure sports, amusement parks, cable cars, handicrafts
- Precision engineering
- Exploration of minerals.

Investments in Jammu & Kashmir

According to estimates by the Centre for Monitoring Indian Economy (CMIE), outstanding investments in Jammu & Kashmir as of the quarter ended March 2007, totalled \$8.1 billion, which

Breakup of Investments by sector



Source: Monthly Review of States of India, CMIE

is 18.7 per cent higher compared to the same quarter a year ago. This rise in investments has been on account of increased investments in the manufacturing sector, which grew by 78.6 per cent, and investments in power projects that rose by 24 per cent. Within the manufacturing sector, investment in textiles was up by 53.8 per cent when compared to the same quarter a year ago.

At the end of the quarter March 2007, there were 100 outstanding projects in the state. A major project announced in March 2007 is phase 2 of the Swalkot Hydel Project, entailing an investment of \$873.8 million. The project involves expanding the generation capacity from the existing 600 MW to 1,200 MW.

The state received 328 Industrial Entrepreneur Memoranda (IEM) with proposed investment of \$45.7 million in 2005-06. Between April and October 2006 alone, the state received 134 new IEM. Year-wise details of investment proposals received are as follows:

Domestic Investments of Industrial Entrepreneur Memoranda

Year	Proposed IEMs Jammu & Kashmir	
	No. of IEM	Investment (In million USD)
2002-03	64	17.7
2003-04	54	17.0
2004-05	126	60.4
2005-06	328	111.5
2006-07 (Apr-Oct)	134	45.7

Source: Department of Industry Policy & Promotion, Government of India

Some leading players who have invested in the state are:

Table 2: Investments by key players in the state

Name of the Industrial Group	Investment (In USD million)
Flex Industries	20
Jai Beverages (PEPSI Group)	18
Surya Health Care Ltd.	18
Neel Kamal Industrial Crafts	15.9
Coca Cola	13.3
Ultimate Flexi Pack	13.3
Reckitt Bankiser	9.4
Medley Pharmaceuticals	8.1
Chenab Textile Mills	7.8
Maral Overseas (Bhilwara Group)	7.8
Berger Paints India Ltd.	7.1
Cadila Pharmaceuticals	6.7
Euro Bond India Pvt. Ltd.	6.5
Jindal Photo Limited	4.9
Sun Pharma	4.4
Bharat Box	4.4
Vivek Pharmaceuticals	3.8
Dabur India Limited	3.2
Graeur Weil India Ltd	1.9
Godrej Saralee	1.0
Ind-Swift Laboratories	0.9
UK Paints	0.8
Godrej Agrovet	0.6

Source: J&K State Industrial Development Corporation

Jammu & Kashmir's contribution to exports

The state has a vast potential for exports, both in traditional and non-traditional items. Handicrafts add up to about \$160.5 million of exports, of which more than 80 per cent is contributed by carpets and woollen shawls.

Two Special Economic Zones (SEZs), one in Jammu and the other in Kashmir, are under finalisation, as part of the move to promote exports from the state. An Inland Container Depot is ready at Bari Brahamana. Various projects under the Assistance to States for Developing Export Infrastructure (ASIDE) scheme of the Government of India, Ministry of Commerce, are under implementation for strengthening export infrastructure. Air cargo complexes in Srinagar and Jammu will also be taken up in the near future.

Labour Force in Jammu & Kashmir

As per the Census of 2001, of the total population of 10.7 million in the state, 3.7 million comprised the workforce. Of this, more than 68 per cent were main workers and 32 per cent were marginal workers. 43.4 per cent of the total work force comprised cultivators, 6.7 per cent were agricultural labourers and the remaining 49.9 per cent were engaged in other activities including cottage industries.

There are 17 employment exchanges in the state. The number of unemployed people on the live registers of these employment exchanges as on 31st December 2004 was 113,430.

Qualification-wise number of persons on live register of employment exchanges

Category	Number of persons	Share in total
Illiterate	13,426	11.8%
Below matric	25,130	22.2%
Matric and above	33,961	29.9%
Graduates	15,211	13.4%
Post graduates	7,171	6.3%
Degree Engineering	4,062	3.6%
Diploma Engineering	5,815	5.1%
ITI trained	2,644	2.3%
Skilled (other than ITI trained)	6,006	5.3%
Total	113,426	100.0%

Source: Department of Employment, Jammu & Kashmir

Infrastructure in Jammu & Kashmir

Industrial infrastructure

Industrial Estates and Parks

The state has a total of 40 industrial estates. Srinagar, Jammu, Anantnag and Pulwama are the major industrial centres.

Districtwise number of industrial estates in Jammu & Kashmir

Category	Number of industrial estates
Srinagar	7
Jammu	6
Anantnag	5
Pulwama	5
Baramulla	4
Kathua	3
Budgam	2
Kupwara	2
Udhampur	2
Rajouri	1
Poonch	1
Kargil	1
Kargil	1
Total	40

Source: CII Industry Monitor

The key industrial areas in the state are depicted in the text box. Besides these, the state has two agri-processing zones, one for walnuts and another for apples. Locations have also been identified for two food parks, two export promotion industrial parks and one industrial estate.

New infrastructure is being developed in the form of a Software Technological Park at Srinagar, a Textile City at Kathua, besides an Integrated Leather Complex, a Food Processing Park and a Gem Park at Srinagar.

The government also plans to develop industrial estates with specialised facilities for manufacturing and processing of tiles, leather and leather goods, food processing, gems and jewellery and sports goods.

Educational and Training Infrastructure

Jammu & Kashmir has lagged behind other leading states in terms of education parameters like drop-out rate, teacher-pupil

ratio, etc, mainly because of militancy-related issues as well as the adverse climate and the mountainous terrain. Today, education is the top priority in the state government's policy and is offered free to students up to the university level. The state government with the help of the centre is trying to overcome infrastructure drawbacks in the field of education. Seasonal schools have been opened for people in the hilly areas and the government is focussing on improving infrastructure related to vocational training.

Medical & Health Care Facilities

The state has made considerable progress in the field of medical education. There are two medical colleges, one in Jammu and the other in Srinagar. The Sher-i-Kashmir Medical Institute, at Soura in Srinagar, has a 600-bed complement and provides facilities for post-graduate medical education and medical research. In 2004-05, the state had 117 hospitals, 687 dispensaries, 394 primary health centres and sub-centres, 453 medical aid centres and 2,080 family planning centres and sub-centres.

Special emphasis has been laid on the eradication of various diseases like malaria, small pox, trachoma, leprosy and tuberculosis. The health infrastructure has been extended to far-flung areas, under the mother/ child health care and family welfare programmes. In terms of parameters like birth rate, death rate and infant mortality rate, the state has shown better performance as compared to the all-India average. The life expectancy in Jammu & Kashmir is, however, lower than the all-India average.

Physical Infrastructure

Transport

Road

Jammu & Kashmir is linked to the rest of the country through a National Highway, which goes right up to Leh in Ladakh. As on February 2002, the state had 823 km of national highways, 688 km of state highways, 7,671 km of major district roads and 3,372 km of village roads. The total road length maintained by the Public Works Department in the state is 15,012 km. As many as 84 road projects are under execution.

The 33-km tunnel road project to Manali valley via Rohtang, taken up in January 2007, entailed the highest road investment in the state. The Mughal Highway Road Project saw the second highest investment. In March 2007, widening of the existing two-lane road in the Pathankot–Srinagar section of National Highway 1A to a four-lane configuration was approved under the National Highway Development Project (NHDP) Phase 2.

Major Road Projects in Jammu & Kashmir

Name	Capacity Value Unit	Cost (in USD million)	Status	Location
Manali-Leh via Rohtang Tunnel Road Project	33 kilometres	309.5	Under Implementation	Rohtang tunnel
Mughal Highway Road Project	83.9 kilometres	60.7	Under Implementation	Punch
Srinagar-Banihal Road & Srinagar Bypass Project	125.8 kilometres	40.0	Under Implementation	Banihal/Srinagar
Bridge Over River Chenab on Jammu-Poonch Road	231 metre span	1.9	Announcement	Chenab River
Budhshah Bridge – Secretariat Junction Flyover Project		1.9	Under Implementation	Jammu & Kashmir
Dudhar Nallah Bridge Project		0.5	Announcement	Dudhar Nallah
Batote-Kishtwar-Sinthan Pass-Anantnag NHIB Project	265 kilometres		Under Implementation	Anantnag/Batote/Kishtwar
Jammu-Srinagar National Highway Project			Under Implementation	Jammu/Srinagar
Banihal-Udhampur Highway Project	122 kilometres		Announcement	Banihal/Udhampur
Jammu-Kunjwani (incl. Jammu Bypass) Highway Project	15 kilometres		Announcement	Jammu/Kunjwani
Total Investment		414.3		

Source: *Monthly Review of States of India, CMIE – March 2007*

Civil Aviation

Srinagar has a major international airport. There are two domestic airports at Jammu and Leh. During 2005-06, the Srinagar airport handled 457,000 passengers, Jammu handled 306,385 passengers while Leh handled 122,401 passengers.

Railways

The state is linked with the country's railway network up to Udhampur District. Work on connectivity between Srinagar and Baramullah is currently going on. The state had 138 route km of rail length, as of March 2006, passing through Udhampur, Jammu Tawi and Kathua. Udhampur-Katra and Quazigund-Baramullah Rail link project has been taken up as a national project. However, vast portions of the state continue to be inaccessible by railways due to inhospitable terrain.

Power

Jammu & Kashmir has immense potential for hydropower. The total installed capacity stands at 537.76 MW, most of which is produced by hydropower projects and gas turbines. The contribution of diesel sets and thermal units (the Kalakote thermal unit being the only major thermal unit) is marginal. The important power generating projects in the state are Lower Jhelum (capacity 105 MW), gas turbine Pampore (175 MW), Chenani (23.3 MW), Upper Sindh Kangan (105 MW), Upper Sindh (22.6 MW) and Kalakote Thermal (22.5 MW). According to official estimates, the state has a potential for installation of power generating capacity up to 18,000 MW.

The state generated 767.5 million Kwh of electricity in 2004-05, with purchases of 6,560.7 million Kwh from outside the state. Power generation is expected to get a boost when the central project of Salal is fully completed. Two important projects are expected to contribute to generation – the Dulhasti Project and Baghlihar Project.

Major Power Projects in Jammu & Kashmir

Name	Capacity Value Unit	Cost (In USD Mil-lion)	Status	Location
Dulhasti Hydel Power Project	390 Mw	1,146.2	Under Implementation	Chenab River Kishtwar
Sawalkot Hydel Project Phase II	600 Mw	873.8	Announcement	Sawalkot
Sawalkot Hydel Project Phase I	600 Mw	873.8	Proposed	Sawalkot
Kishanganga Hydel Power Project	330 Mw	574.8	Proposed	Gurez
Baglihar Hydel Power Project	450 Mw	547.6	Under Implementation	Baglihar
Uri Hydel Power Project Stage II	240 Mw	357.1	Under Implementation	Uri
Baglihar Stage II Hydel Power Project	450 Mw	357.1	Announcement	Baglihar
Sewa Hydel II Project	120 Mw	160.7	Under Implementation	Sewa
Nimoo Bazgo Power Project	45 Mw	151.9	Proposed	Leh
Chutak Power Project	44 Mw	150.5	Proposed	Chutak
Dulhasti Combined Transmission Project	200 Mw	135.0	Under Implementation	Dulhasti/Kishenpur/ Tather/ Wagoora
Upper Sindh Hydel Power Project Stage II	105.00 Mw	100.0	Under Implementation	Kangan
Parnai Hydro Power Project	37.50 Mw	47.6	Announcement	Parnai
Salal Modernisation Project		14.5	Proposed	Jyotipuram
Drass Substation Project			Announcement	Drass
Marpachoo Mini Hydel Project	0.75 Mw		Announcement	Marpachoo
Uri-Wagoora-Pampore Transmission Line Project			Announcement	Pampore/Uri/ Wagoora
Kishenpur & Wagoora Substations Extension Project	2.00 Numbers		Announcement	Kishenpur/Wagoora
Sukhnag Hydel Power Project	20.00 Mw		Announcement	Sukhnag
Haftal Micro-Hydel Project	1.00 Mw		Announcement	Haftal
Total of the above		5,490.7		
Total Investment		5,490.7		

Source: *Monthly Review of States of India, CMIE – March 2007*

Telecom

J&K Telecom Circle is the main service provider, which provides basic telephony and value-added services. There are five secondary switching areas (SSAs) – Jammu, Srinagar, Udhampur, Rajouri and Leh.

Broadband and other new services are being progressively extended to all telephone exchanges by providing Optical Fibre Cable (OFC) links. Government offices at various levels are being fully computerised and connected. The DOT SOFT package has been implemented fully in Jammu SSA and Srinagar SSA. All districts in the state are connected through computer networks. The state also has access to Internet facilities provided by the

Department of Telecommunications. It has about 1,630 post offices, 369 telegraph offices and 373 telephone exchanges, which assist in improving connectivity.

Key Nodal Agencies

Single Window Clearance System

The state government announced a Single Window Clearance System in the Industrial Policy 2004, to offer specific services in a time-bound manner. Initially, the Single Window was limited to the following services:

- Registration of industrial unit with the Directorate of Industries and Commerce;
- Allotment of land in industrial areas/ estates managed by the Directorate of Industries and Commerce, State Industrial Development Corporation and Small Industries Development Corporation;
- Clearance from the Jammu & Kashmir State Pollution Control Board;
- Certificate regarding power availability from the concerned authority.

Additional services such as registration with the Sales Tax Department and provision of procedural support required from the Directorate of Industries and Commerce have been included in the Single Window Clearance System.

Jammu & Kashmir State Industrial Development Corporation (J&K SIDCO)	State-level Nodal Agency for Single Window Clearance
Purpose	<ul style="list-style-type: none"> - Nodal agency for promotion & development of medium and large scale Industries in the state - Established to act as a catalyst to inspire and accelerate the industrial development in the state - Investment limit – Cost of plant and machinery of over and above US\$ 0.7 million
Directorate of Industries and Commerce	- Act as District level committee for Single Window Clearance
Purpose	<ul style="list-style-type: none"> - Provides sanctions/clearances for setting up small scale industrial units in the state - General Manager acts as the key nodal officer for sanctions - Investment limit – Cost of plant and machinery of US\$ 0.7 million or less

The concerned agencies for the functioning of the Single Window Clearance System are the Directorate of Industries and Commerce for small-scale industries and State Industrial Development Corporation for medium and large-scale industries.

The procedure followed for obtaining clearance for industries is specified clearly and is completed within a maximum time frame of two months. The proposals received by the concerned agencies are examined and sent to various boards like the Pollution Control Board and the Power Development Board. On receipt of response from these boards, the proposals are sent for review to the Apex Project Clearance Committee chaired by the Chief Secretary, with the relevant secretaries as members. The Committee takes the final decision on whether the project should get a go-ahead or not. In case it receives the go ahead, land allotment and provisional registration is done.

Jammu and Kashmir State Industrial Development Corporation (J&K SIDCO)

J&K SIDCO was established to act as a catalyst for industrial development in the state. The corporation promotes industries by identifying and formulating techno economically viable projects and tying up of appropriate technologies and collaborations for the industry. J&K SIDCO is also responsible for the development of infrastructure facilities for medium/ large scale industrial projects and has developed growth centres at Lassipura and Samba. It undertakes grant of financial assistance to industrial projects having investment up to \$1 million, and in certain cases participates in the equity of select projects.

Jammu and Kashmir Industrial and Technical Consultancy Organisation Ltd (J&K ITCO)

J&K ITCO was set up in April 1997 as a subsidiary of Industrial Development Bank of India (IDBI). The organisation's prime objective is to provide a package of consultancy services to all kinds of industrial units in the state. The organisation also renders assistance to various state-level banks and institutions.

Jammu and Kashmir Small Industries Development Corporation (SICOP)

SICOP is a nodal agency set up to promote development of the SSI sector. It is involved in procurement and distribution of imported and indigenous raw material to SSI units, providing testing facilities to their end products and giving marketing support to the products manufactured by SSI units. It also develops industrial estates at various potential industrial centres.

Directorate of Industries and Commerce (DIC)

DIC is charged with the responsibilities of facilitating industrial growth in the state by providing for funds for infrastructure de-

velopment, incentives for capital investment and other subsidies. DIC provides sanctions/ clearances for setting up small-scale industrial units in the state.

Jammu & Kashmir State Financial Corporation (JKSFC)

The JKSFC was established to act as a regional development bank for providing financial assistance to prospective entrepreneurs for development of industries. It also initiates steps for rehabilitating potentially viable sick units. It provides financial assistance for acquiring fixed assets like land, building and machinery, technical know-how fees and pre-operative expenses, as well as for expansion, renovation, modernisation of units and procurement of quality control equipment and energy saving devices.

Small Industries Service Institute (SISI)

The Small Industries Service Institute (SISI) provides techno-managerial, economic and marketing services to prospective and existing entrepreneurs in the state for product identification and diversification, selection and procurement of machinery and preparation of project reports. Based in Srinagar, the institute is currently operating from its Jammu branch.

Policy Framework

The state government of Jammu & Kashmir has announced various investment friendly policies and initiatives.

Industrial Policy 2004

The primary objectives of the Industrial Policy 2004 are:

- To achieve sustainable industrial development in all regions of the state for increasing the value of output and employment;
- To strive towards balanced economic and social development in all regions of the state by promoting industrialisation, particularly of the industrially backwards areas;
- To encourage and sustain the cottage and tiny industrial sector to provide employment;
- To create a supportive environment with transparency and easy access to information, technology and financial resources
- To revive potentially viable sick industrial units;
- To promote the growth of export-oriented industries as well as high-tech and knowledge-based industries including IT;
- To take necessary steps in the field of human resources development to make available skilled/ technical manpower as per the needs of the industry.

Infrastructure Policy

A revival of the infrastructure set-up is being witnessed as the state government is developing a number of industrial estates and other infrastructural units. An Infrastructure Policy has been developed, the key thrust areas of which are as follows:

- Development of modern industrial areas and estates, growth centres and Integrated Infrastructure Development Centres (IID) to act as focal points for the growth of industry;
- Rationalisation of the operational management of major industrial estates by involving local industrialists through an appropriate local self-managed model for development work as well as management of the estates;
- Encouragement to the private sector for infrastructure development by treating the same as an industry for the purpose of availing incentives;
- Efforts to ensure that the power supply within industrial areas, estates and IIDCs is regular, reliable and of good quality;
- Encouragement to private sector investment in generation and distribution of regular power supply in industrial areas, estates and IIDCs.

The state government has approved the constitution of the Economic Reconstruction Agency as a society to develop infrastructure under externally aided projects. Funds from external sources will be routed to the agency from the Department of Economic Affairs and Ministry of Finance of the Government of India; it will assess and implement the projects independently.

IT Policy

Recognising the significance and enormous potential of IT in the economic development of the state, the government aims to facilitate the creation of a sound IT production base.

The primary objectives of the state's IT policy are:

- E-Governance: To use IT in the functioning of the government to bring simple, moral, accountable, responsive and transparent (SMART) governance to the citizens of Jammu & Kashmir;
- IT in Industry: To use IT effectively in industries where the state has competitive advantages, to diversify local industries into being web-enabled and attracting IT companies from elsewhere in the country and the world;
- IT in Education: Encourage the use of IT in educational institutions to enable students to improve their skills and enable them to obtain employment;

- Investments in IT Sector: To encourage and accelerate investments and growth in IT and ITES industries in the state.

Key industries in Jammu & Kashmir

Jammu & Kashmir has a mix of industries – horticulture, floriculture, handlooms and handicrafts, tourism, mineral-based industry, gems & jewellery, sericulture and information technology.

Horticulture

The horticulture sector in Kashmir has been a key driver of growth especially for the rural economy. The industry earns revenues of over \$11 million per annum and provides job facilities to thousands of people directly and indirectly. The state is the sixth largest producer of walnut in the world and the largest in the country, accounting for 92 per cent of the production at over 100,000 tonnes. The state is also a leading producer of apples, bitter apricot nuts, pears, almonds, plums, cherries and saffron. It has enormous potential for food processing and agro-based industries. These include sauces, ketchups, fruit juices and pulp, jams, jellies, juices, puree, pickles, fruit waxing, packaging, grading, fruit juice concentrate, fruit beverages and others.

Floriculture

The state has suitable agro-climatic conditions for a variety of flowers. The floriculture industry offers a good source of supply to the domestic and international markets. There is potential to expand this on a commercial basis.

Handlooms & handicrafts

Handicrafts is a cottage industry and provides direct and gainful employment to more than 300,000 people in the state. Kashmiri craftsmen possess a unique talent for intricate workmanship. The state government gives top priority to the sector, in view of its employment potential and growing demand for its products like woodcarving, papier-mâché, carpets and shawls. Kashmiri silk carpets are famous the world over and earn substantial foreign exchange. Wood from Kashmir, popularly known as Kashmir Willow, is also used to make high-quality cricket bats. The state has established Jammu & Kashmir Handicrafts Sales & Export Promotion Corporation and J&K State Handloom Development Corporation to promote the growth of the handicrafts sector in the state.

Tourism

The state is endowed with snow-clad mountains, sparkling lakes and streams and rare fauna. Jammu is famous for its temples. The Kashmir valley is described as a 'paradise on earth'. Major tourist places in the state include Chashma Shahi springs, Shalimar Bagh, Dal Lake, Gulmarg, Pahalgam, Sonamarg, various ancient temples, Buddhist sites, mountains of Ladakh, Vaishno Devi temple and Patnitop near Jammu. With dense forest cover and rare species of flora and fauna, the state offers excellent potential for eco-tourism and cultural tourism. The city of Srinagar is also famous for its house boats.

The annual turnover from tourism was \$200 million in 2005 and increased to \$260 million in 2006. An estimated 7.2 million domestic tourists visited the state in 2005, an increase from 4.9 million in 2002. An estimated 45,000 foreign tourists visited the state during 2005. About 400,000 devotees visited the Vaishno Devi temple in Jammu in 2004. The Government of Jammu & Kashmir is developing infrastructure at several places of tourist attraction.

Mineral-based industry

The mineral base of the state comprises mineral fuels like coal as well as non-metallic minerals, the major ones being limestone and gypsum. Other minerals found in the state include bauxite, lignite and graphite. Lignite being used as a fuel in industries is also exported to Punjab and nearby states. The government is taking up initiatives to enhance the value of mineral production, as it would generate positive externalities for some major industries operating in the state. In fact efficient utilisation of coal reserves would help to smoothen the power deficits that have been affecting the state economy.

Mineral resource base in Jammu & Kashmir

Mineral	Estimated reserves
Limestone	3355 million metric tonnes
Gypsum	95.83 million metric tonnes
Bauxite	8.6 million metric tonnes
Marble	35 million cubic metres
Sapphire	Yet to be fully explored
Magnesite	7.00 million metric tonnes
Dolomite	12.63 million metric tonnes
Lignite	7.25 million metric tonnes
Quartzite	16.55 million metric tonnes
Coal	1.3 million metric tonnes

Source: J&K State Industrial Development Corporation

Sericulture

Kashmir is known for its high quality of silk and its traditional silk weaving industry. Cocoons reared in Kashmir yield an exceptionally fine fibre. The state is also known for its silk carpets. It houses two large silk factories in Srinagar and Jammu. The Srinagar factory manufactures about 300,000 metres of various types of silk fabrics, georgette, parachute and suiting.

The state government is considering taking up mulberry plantation along highways as well as increasing the production of bivoltine silk yarn. It also has a special package of \$3 million for the development of sericulture for price stabilisation, procurement of cocoons and cultivation of mulberry plantation in private lands.

Information Technology and Electronics

The state government has been giving a thrust to industries like electronics, precision engineering and software development, encouraged by the growing global demand for these products and outsourcing to India.

With India emerging as one of the world leaders in IT and ITES, the state has taken several progressive steps for growth of this sector. The government has established an Electronic Industrial Estate/ Complex at Rangreth (Srinagar) and is in the process of setting up a Software Technology Park where necessary facilities for connectivity and fast transmission of data are being created to attract leading national and international software companies. The up-linking facility available in this park is expected to meet international standards for transmitting and receiving data. The park is also likely to have an incubator facility for new entrepreneurs.

Key companies in Jammu & Kashmir

The following are the prominent companies in Jammu & Kashmir:

Indian Telephone Industries Ltd. (ITIL)

ITIL is India's pioneering venture in the field of telecommunications. Founded in 1948, this premier public sector enterprise has contributed to almost 50 per cent of the present national telecom infrastructure by manufacturing the entire range of telecom equipment including telephones, large digital switches, transmission systems, fibre optics systems and satellite communication systems. It has recently initiated manufacture of

mobile infrastructure equipment based on GSM (Global System for Mobile) technology. It has also acquired the technology for manufacture of broadband infra equipment, NGN (New Generation Network) equipment based on IP technology and SDH (Synchronous Digital Hierarchy) products. The company has state-of-the-art manufacturing facilities across six locations in the country, including one at Srinagar.

National Hydroelectric Power Corporation Ltd. (NHPC)

NHPC was incorporated in 1975 as a Government of India enterprise for the integrated and efficient development of hydroelectric power in the country. Other sources of energy like geothermal, tidal and wind have been added to its portfolio. With its present capabilities, NHPC can undertake all activities from concept to commissioning of hydroelectric projects. It presently owns and operates 11 hydro power stations, including three in Jammu & Kashmir located at Salal, Uri and Dulhasti.

Singer India Ltd

Singer entered India as early as 1871 when it established its office in Mumbai. Today, the company is not only the market leader in sewing machines, but has also expanded its product range to produce several home appliances. It operates through two business segments: Sewing Machine and Small Appliances and Consumer durables. The Sewing Machine segment includes sewing machine accessories, oil and needles. The Small Appliances and Consumer Durables, includes irons and steam irons, food processors, mixers, ovens, toasters, kettles, fans, televisions, refrigerators and washing machines. Singer's factory in Jammu & Kashmir is located at the State Industrial Development Corporation (SIDCO) complex situated 16 km from Jammu city. This unit was set up in 1986.

Zamindara Rice Mills

Zamindara Agro Food Products was established at village Rangpur Sadhrey in 1998. Its rice milling unit is fitted with the most modern plant in the state. The company has received the recognition for producing the best quality rice in the state from the Federation of Retailers Association, Jammu.

Maral Overseas Ltd

Maral Overseas, a leading textiles company, set up its Jammu unit in 1985 in technical collaboration with Devanlay of France, manufacturers of the world famous Lacoste brand of sportswear. This was India's first vertically integrated plant. The unit produces a wide range of yarns, fabrics and garments and is prepar-

ing to receive ISO 9002 certification. It is located at SIDCO Industrial Complex, Bari Brahmana, Jammu, over an 8,900 sqm area. It employs more than 800 people. Besides its plant at Jammu, the company has two units at Maral Sarovar, near Indore (Madhya Pradesh) and Noida (Uttar Pradesh).

Jai Beverages Pvt Ltd

Jai Beverages, part of the Jaipuria Group of companies, started operations in 1999 in Jammu & Kashmir as a franchise for Pepsi India. Set up with an initial investment of \$6.4 million, the bottling plant of the company has provided significant direct and indirect employment.

Sutlej Industries Ltd

Sutlej Industries is a K.K. Birla group company, one of the top business houses in India with interests in diverse fields like fertilisers, engineering, textiles, food products, media, IT, biotechnology and shipping. The company enjoys the status of Golden Trading House and exports to 52 countries. In 1981, SIL leased a spinning unit called Chenab Textile Mills (CTM) from Texmaco Ltd situated at Kathua (Jammu & Kashmir), manufacturing cotton yarn and synthetic yarn. Subsequently in 1997, Sutlej purchased all the assets of CTM.

Hindustan Machine Tools (HMT)

HMT, which was incorporated in 1953 as a machine tool manufacturing unit by the Government of India, has diversified into watches, tractors, printing machinery and metal forming presses. HMT comprises six subsidiaries under the ambit of a holding company. The company has its manufacturing unit for hand-wound watches in Srinagar, which was initiated in 1975.

Kashmir Steel Rolling Mills

Kashmir Steel is the largest manufacturer of TMT bars in the state. Its plant is situated at SIDCO Industrial Complex, Bari Brahmana, Jammu. Its high-tech rolling mill manufactures TMT bars as per BIS Standards. The company is ISO 9001 certified.

Doing Business in Jammu & Kashmir

Investment Incentives offered by the Government

- Land Allotment: Allotment of land at concessional rates in industrial areas on lease basis for 90 years; 30 per cent capital investment subsidy on fixed capital investment, subject to a maximum of \$70,000;
- Incentive for brand promotion: Incentive for three years to industries having units in the state to promote their own brands - 50 per cent of expenses subject to a limit of \$43,360 in the first year, 30 per cent of expenses subject to a limit of \$32,550 in the second year and 10 per cent of the expenses subject to a limit of \$21,710 in the third year;
- Interest subsidy: A three per cent interest subsidy is available to new industrial units under the Government of India package; three per cent subsidy is payable by the state government on the working capital facilities available from commercial banks to all existing units;
- Subsidy for installing pollution control equipment: Subsidy to the extent of 30 per cent subject to a limit of \$43,360 is available for individual units installing their own pollution control devices;
- Subsidy for installing diesel generator sets: 100 per cent subsidy subject to a limit of \$54,200 is available for installation of diesel generator sets having capacity ranging from 10 KWs to 1000 KWs;
- Subsidy for preparing Project Report: 100 per cent subsidy for preparation of feasibility report subject to maximum of \$4,340;
- Exemption on toll tax: Exemption on toll tax up to 31st March 2015, subject to the negative list prepared by the state government; no toll tax on empty containers brought into the state for stuffing of industrial products for export out of the state;
- Exemption from General Sales Tax (GST): GST exemption on sales to be continued till VAT is imposed or till 31st March 2015 for existing and new units, whichever is earlier, subject to the negative list prepared by the state government; Exemption of GST on the raw material procured by the local industrial units available only to SSI units, subject to the negative list;
- Central State Tax (CST) Exemption: CST exemption up to 31st March 2015, subject to a negative list;
- Airfreight subsidy: Air freight subsidy up to 31st March 2015 at the rate of 50 per cent subject to the ceiling of \$10,855 per year per industrial unit on sales from the state as well as incoming raw material;
- Subsidy for Research and Development: 50 per cent subsidy on the expenditure incurred on R&D, subject to a ceiling of \$10,855;
- Human Resource Development: 50 per cent of the cost of training borne by the state government subject to a ceiling of \$110 per trainee and \$2,170 per annum for one unit;
- Exemption of Court Fee: Registered industrial units exempted from payment of court fee for registration of documents relating to lease of land;
- Transport Subsidy: Transport subsidy provided for transport of raw material and finished goods from railhead to factory site at the rate of 90 per cent;

Cost Estimates

The following are broadly the costs involved in conducting business in Jammu & Kashmir:

Cost of land	Government Land										
a) Premium Rates	Revised Rates of Premium										
Name of the District											
Jammu, Kathua, Udhampur, Samba (including Bari-Brahmana) Srinagar, Budgam, Anantnag, Pulwama	US\$ 4000 per kanal for plots not exceeding 4 kanals & US\$ 7000 per kanal for plots exceeding 4 kanals										
Poonch, Rajouri, Doda, Kishtwar, Reasi, Ramban, Gandorbal, Baramulla, Kulgam, Kupwara, Bandipora, Shopian, Leh and Kargil	US\$ 2000 per kanal for plots not exceeding 4 kanals & US\$ 3000 per kanal for plots exceeding 4 kanals										
b) Premium Rates	Ground Rentals: US\$ 66.7 per kanal per year										
Hotel costs	US\$ 22 to US\$ 222 per room night										
Cost of office space	18 cents to 30 cents per square foot per month										
Cost of residential space	US\$ 222 to US\$ 667 per month for a 2,000 square feet house (Rates depend on the type of structure and location)										
Power cost	<table border="1"> <thead> <tr> <th>Particulars</th> <th>Capacity</th> <th>Rate (US\$)</th> </tr> </thead> <tbody> <tr> <td rowspan="3">Metered supply energy charge for all units</td> <td>Upto 20 HP</td> <td>3 cents + 22% ED</td> </tr> <tr> <td>Above 20 HP upto 100 HP</td> <td>4 cents + 22% ED</td> </tr> <tr> <td>Above 100 HP upto 250 HP</td> <td>6 cents + 22% ED</td> </tr> </tbody> </table>	Particulars	Capacity	Rate (US\$)	Metered supply energy charge for all units	Upto 20 HP	3 cents + 22% ED	Above 20 HP upto 100 HP	4 cents + 22% ED	Above 100 HP upto 250 HP	6 cents + 22% ED
Particulars		Capacity	Rate (US\$)								
Metered supply energy charge for all units		Upto 20 HP	3 cents + 22% ED								
		Above 20 HP upto 100 HP	4 cents + 22% ED								
	Above 100 HP upto 250 HP	6 cents + 22% ED									
Cost of Water											
Source : J&K SIDCO											
8 Kanals = 1 Acre	6.6 cents per 1000 litres										

Source: Jammu & Kashmir State Industrial Development Corporation Ltd.

Costs as on 11th October 11 2007

Contact Information

State website:

www.jammukashmir.nic.in

Jammu and Kashmir Industrial Development Corporation (J&K SIDCO)

Drabu House, Ram Bagh

Srinagar

Phone: 91 194 2430036

Jammu and Kashmir Industrial and Technical Consultancy Organisation Ltd. (J&KITCO)

49 C/C, Gandhi Nagar,

Jammu

Phone: 91 191 2435211

Director, Industries and Commerce

Government of J&K

Residency Road, Srinagar -190001

Phone: 91 194 2472935 / 2472609

Jammu and Kashmir Financial Corporation

Sehkari Bhawan, Rai Head Complex, P.B.No.-14,

Jammu

Phone: 91 194 2432772, 2432785

J&K Small Industries Development Corporation Ltd

Auquaf Building, Gandhi Nagar, Jammu -180004

Phone: 91 191-2431644

Srinagar Office: SICOP, Boulevard, Srinagar - 190012

Phone: 91 194 2477043

Confederation of Indian Industry

A 2/305, South Block (3rd Floor)

Bahu Plaza Complex

Jammu 180 010

Telefax: 0191-2477374

Appendix

Exchanges rates used

Year	One USD is equivalent to Rs.
2000	46.6
2001	48.3
2002	48.04
2003	45.6
2004	43.7
2005	45.2
2006	45
2007	42

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INDIA BRAND EQUITY FOUNDATION

c/o Confederation of Indian Industry
249-F Sector 18
Udyog Vihar Phase IV
Gurgaon 122015 Haryana
INDIA

Tel: +91 124 401 4087, 4060 - 67

Fax: +91 124 401 3873, 401 4057

Email: j.bhuyan@ciionline.org

Web: www.ibef.org

Website in the Russian language: www.ibef.org/russia