

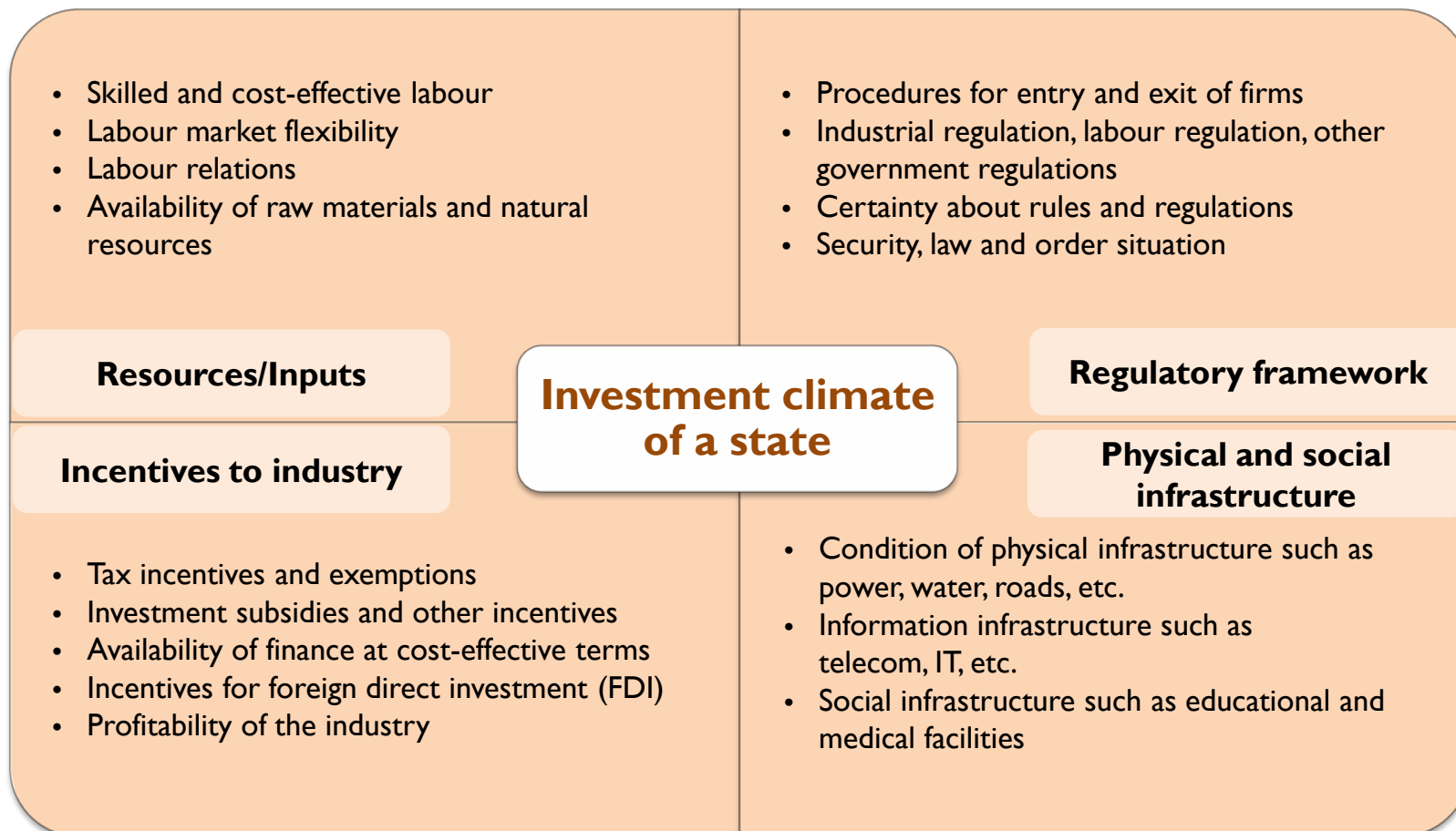


MAHARASHTRA

April 2010



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

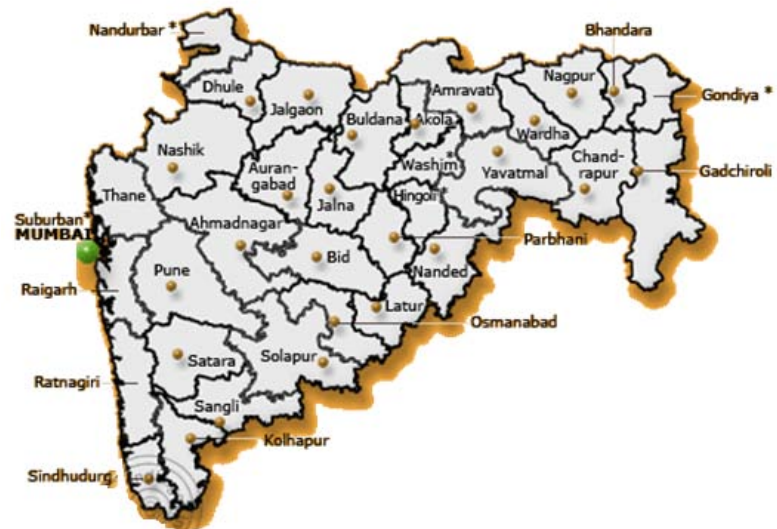
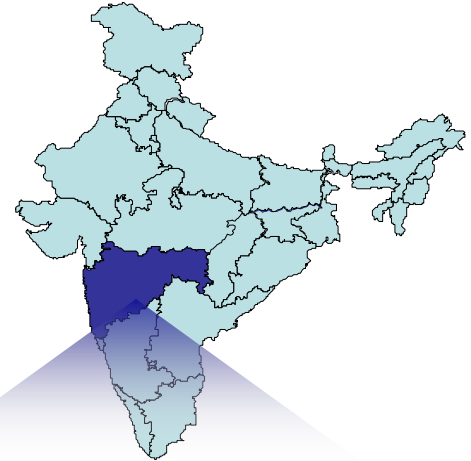


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- ❖ **Advantage Maharashtra**
- ❖ State economy and socio-economic profile
- ❖ Infrastructure status
- ❖ State policies and incentives
- ❖ Business opportunities
- ❖ Doing business in Maharashtra

Maharashtra – State profile

- Located in the Western region of India, Maharashtra stretches over 307,690 sq km, with an estimated population of 109.7 million as of March 2009.
- Maharashtra is the third-largest state in India in terms of area and the second-largest in terms of population.
- The state has 35 administrative districts. Mumbai is the capital city.
- The state shares borders with Gujarat, Madhya Pradesh, Chhattisgarh, Andhra Pradesh, Karnataka, Goa and the Union Territory of Dadra and Nagar Haveli. On its West is the Arabian Sea.
- Pune, Nagpur, Thane, Nashik, Solapur, Kolhapur, Sangli, Aurangabad, Amravati and Ratnagiri are the other major cities of Maharashtra.
- The most commonly spoken language of the state is Marathi. Konkani, Hindi and English are the other prominent languages.



Advantage Maharashtra ... (1/2)

The trade and commerce hub of India

Mumbai in Maharashtra is known as the trade and commerce capital of India. The city is also the financial centre of the country. In recent years, Maharashtra has emerged as a key hub for IT and ITeS, electronics, and the captive business outsourcing industries.

Policy and fiscal incentives

Maharashtra offers a wide range of subsidies, fiscal and policy incentives and assistance for businesses under the "Industrial, Investment and Infrastructure Policy, 2006". The state also has sector-specific policies for IT and ITeS, biotechnology and tourism.

Abundant labour pool

Maharashtra has a literacy rate of 76.9 per cent. The state has a large base of skilled and industrial labour, making it an ideal destination for knowledge-based and manufacturing sectors.



Advantage Maharashtra ... (2/2)



Facilitating infrastructure

The state has a well-developed social, physical and industrial infrastructure. It has good road, rail, port and air connectivity. Apart from eight airports, the state has two major and 53 minor ports. It also has a well developed power supply grid.

High infrastructural growth

Maharashtra has had high growth in the infrastructure sector in the last decade. Recently, there has been a considerable increase in the number of industrial clusters, and public private partnerships projects in the in the infrastructure domain.

Stable political environment

The state has a stable political environment with a single party government. The State Governments is committed towards providing conducive business climate through progressive policies and incentives.

Maharashtra in figures ... (1/2)

Parameter	Maharashtra	All-states	Source
Economy			
GSDP as a percentage of all states' GSDP	15.3	100.0	CMIE, as of 2007-08, current prices
Average GSDP growth rate (%)	15.9	11.6	CMIE, 2000-01 to 2007-08
Per capita GSDP (US\$)	1,369.9	998.1	CMIE, 2007-08
Physical infrastructure			
Installed power capacity (MW)	15,030.0	98,996.4	Central Electricity Authority, as of March 2009
GSM cellular subscribers (No)	31,035,903	367,328,179	Cellular Operators Association of India, as of November 2009
Broadband subscribers (No)	934,351*	4,981,976	As of October 2008
National Highway length (km)	4,176	70,548	Ministry of Road Transport & Highways, 2007-08
Major and minor ports (No)	2+ 53	12 + 187	Ministry of Shipping
Airports (No)	8	133	Airport Authority of India
Social indicators			
Literacy rate (%)	76.9	64.8	Census of India, 2001
Birth rate (per 1,000 population)	18.1	23.1	Central Bureau of Health Intelligence, 2007

*Subscribers for Maharashtra and Goa

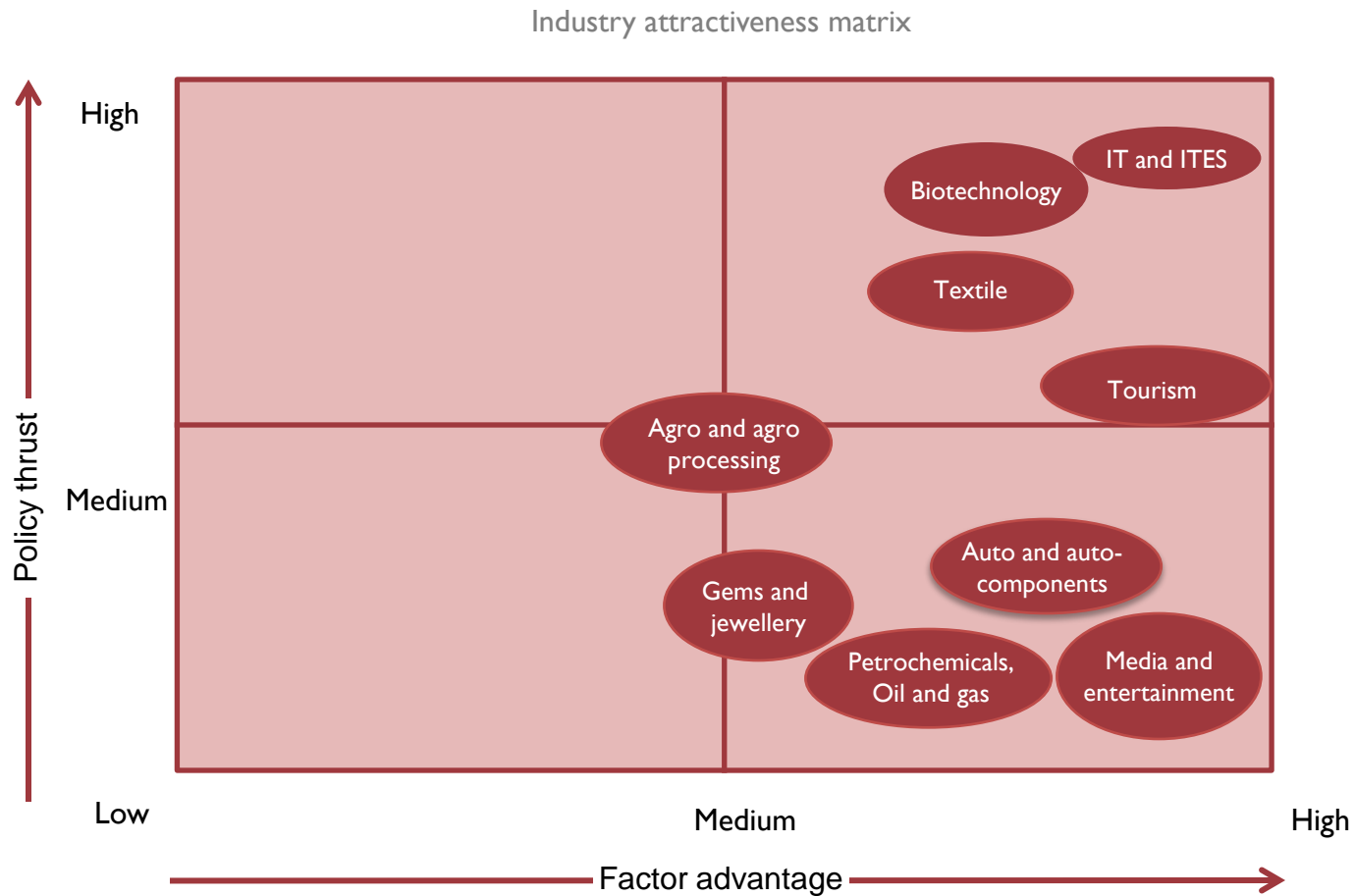
Maharashtra in figures ... (2/2)

Parameter	Maharashtra	All-states	Source
Ease of doing business			
FDI inflows (US\$ billion)	36.7*	102.1	Department of Industry Policy & Promotion, April 2000 to October 2009
Outstanding investments (US\$ billion)	201.7	1,709.7	As of December 2008
Industrial Infrastructure			
PPP projects (No)	31	460	www.pppindiadatabases.com
SEZ (No)	58	347	Notified as of April 2009, www.sezindia.nic.in

*Combined FDI inflows for Maharashtra, Dadra & Nagar Haveli, and Daman and Diu;
 PPP: public-private partnership, SEZ: special economic zone

Parameter	Maharashtra Government
Policy support	
Sectors with specific policies	Industry overall, IT and ITeS, biotechnology, tourism
Availability of labour	Adequate labour available (both skilled and unskilled)

Key industries with policy thrust and factor advantages



*Factor advantages include benefits due to geographical location and availability of factors such as talent pool, natural resources and capital

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Socio-economic snapshot of Maharashtra

Parameters	Maharashtra
Capital	Mumbai
Geographical area (sq km)	307,690
Administrative districts (no)	35
Population density (persons per sq km)	314
Total population (million)*	96.8
Male population (million)	50.4
Female population (million)	46.4
Population growth rate 1991-2001 (%)	22.7
Sex ratio (females per 1,000 males)*	922
Literacy rate (%)*	76.9
Male (%)	85.9
Female (%)	67.0
Average life expectancy (years)^	66.2

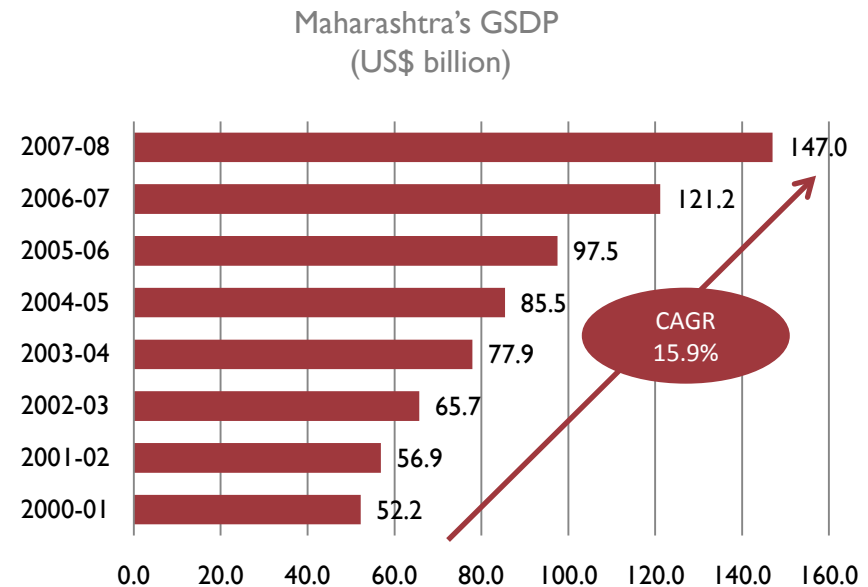
Source: Government of Maharashtra website,

*Census 2001

^Sample Registration System Survey(1998-2002)

Maharashtra's GSDP

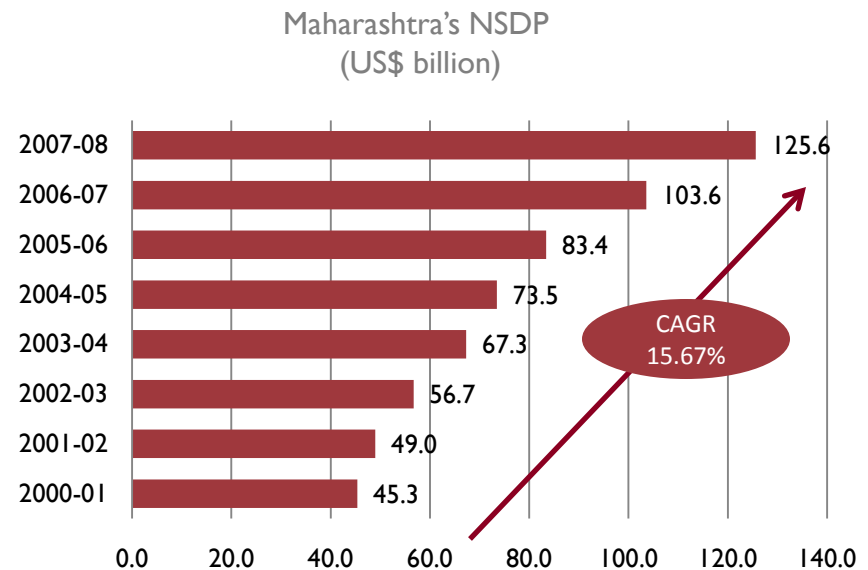
- The gross state domestic product (GSDP) of Maharashtra was US\$ 147.0 billion in 2007-08.
- The compound annual growth rate (CAGR) of GSDP from 2000-01 to 2007-08, was about 15.9 per cent.
- Maharashtra ranks first amongst all the Indian states in terms of GSDP.



Source: CMIE

Maharashtra's NSDP

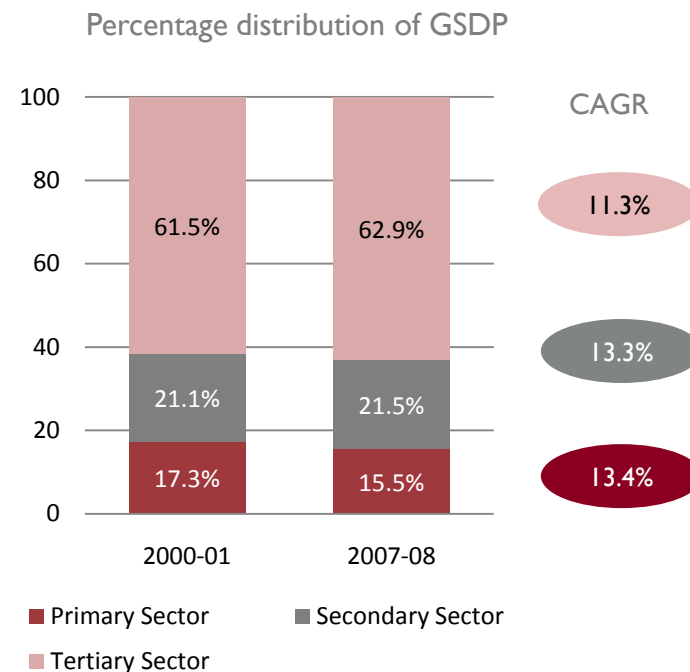
- The net state domestic product (NSDP) of Maharashtra was US\$ 125.6 billion in 2007-08.
- The compound annual growth rate (CAGR) of NSDP from 2000-01 to 2007-08 was about 15.7 per cent.
- Maharashtra ranks first amongst all the Indian states in terms of NSDP.



Source: CMIE

The tertiary sector has an increasing share in Maharashtra's economy

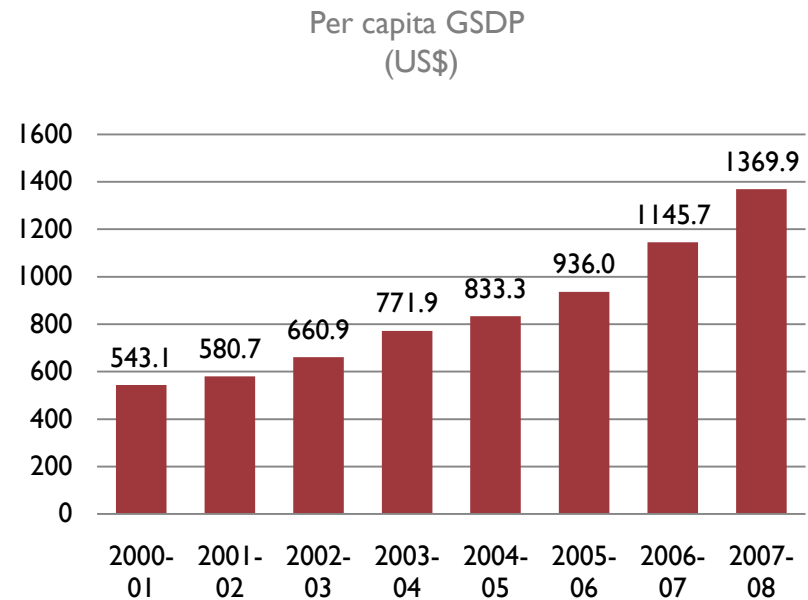
- In 2007-08, the tertiary sector contributed 62.9 per cent to the state's GSDP at current prices. It was followed by the secondary sector at 21.5 per cent.
- The tertiary sector is driven mainly by trade, hotels, restaurants, communication, banking and insurance.
- The share of the primary sector in GSDP was 15.5 per cent in 2007-08 vis-à-vis 17.3 per cent in 2000-01.



Source: CMIE

Per capita GSDP

- The state's per capita GSDP in 2007-08 was US\$1,369.9.
- The per capita GSDP has increased at a CAGR of 14.1 per cent between 2000-01 and 2007-08.
- Maharashtra ranks among the top five states in terms of per capita GSDP.



Source: CMIE

Key industries in Maharashtra

- The resources, policy incentives, infrastructure and climate in the state support investments in the IT, electronics, pharmaceuticals, food processing, agro processing, textiles and retail sectors.
- Maharashtra Agro Industries Development Corporation (MAIDC), founded in 1965, is responsible for development of agro-based units in the state.
- Maharashtra Industrial Development Corporation (MIDC) is primarily responsible for the development of industrial infrastructure in the state.
- MIDC has established industrial estates and growth centres at various locations across Maharashtra's districts to promote the industrial growth in the state.
- The Government of Maharashtra is promoting the development of several Special Economic Zones (SEZs) across Maharashtra for sectors such as IT/ITeS, pharmaceuticals, biotechnology and food processing.

Key industries in Maharashtra

- Pharmaceuticals
- Biotechnology
- IT and ITeS
- Engineering
- Auto and auto components
- Petroleum
- Oil and gas

Cereals, sugarcane and cotton are the key agricultural products

- Sugarcane, cotton, *jowar* (sorghum), soy bean and rice are the key agricultural products of Maharashtra.
- The total food grain production in the state was 15.4 million tonnes in 2007-08 and about 11.7 million tonnes in 2008-09.
- Maharashtra accounts for 43 per cent of total area under *jowar* cultivation in India.
- Maharashtra is the largest producer of coarse cereals and second-largest producer of sugarcane, soy bean, pulses, cotton and onion in the country.

Crop	Annual production ('000 tonnes)
Sugarcane	88,437
Cotton	7,015
Sorghum	4,003
Soy bean	3,976
Rice	2,996
Wheat	2,371
Bajra (Millet)	1,127
Gram	1,116
Arhar	1,076
Groundnut	472

Source: CMIE

Maharashtra's exports trends

- Maharashtra's total exports were US\$ 41.2 billion in 2007-08.
- Historically, Maharashtra has been a major exporter of software, textiles, readymade garments, cotton yarns, made-up fabrics, engineering items, drugs and pharmaceuticals, plastic and plastic items.
- The State Government has identified the IT and ITeS, biotechnology and food processed industries for export promotion and facilitation.

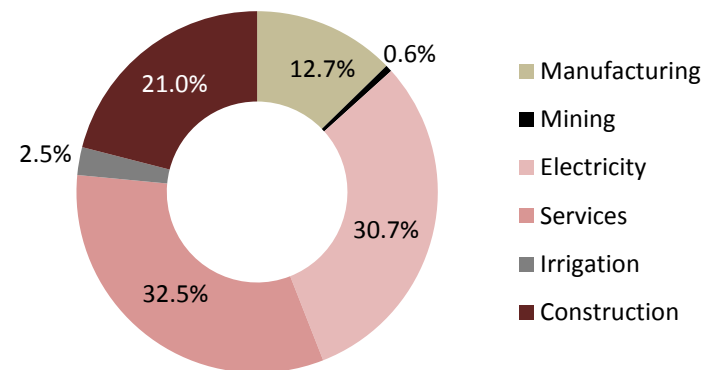


Source: Economic Survey of Maharashtra, 2008-09

Investments and FDI inflows

- According to the Reserve Bank of India, FDI inflows from April 2000 to October 2009 amounted to US\$ 36.7* billion.
- Key sectors attracting healthy FDI inflows include energy, transportation, services, telecommunication s, and electrical equipment.
- As of December 2008, outstanding investment in the state was US\$ 201.7 billion.
- The services sector accounted for the highest share of outstanding investments (about 32.5 per cent), followed by electricity sector (30.7 per cent) and construction sector (21.0 per cent).

Break up of investments by sector



Source: CMIE, as of December 2008

*Includes Maharashtra, Dadra & Nagar Haveli and Daman & Diu

Source: Department of Industrial Policy & Promotion

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Road network

- The state is well connected to its six neighbouring states and other parts of India through 16 National Highways.
- The state’s highways account for about 5.9 per cent of the total National Highway network in India.
- Maharashtra State Road Transport Corporation (MSRTC) has been providing passenger road transport service in the public sector, since 1948.
- The corporation has a fleet of about 16,000 buses with 12,000 employees on roll, providing service to around seven million citizens, daily.

Road type	Road length (Km)
National Highways	4,176
State Highways	33,705
Major district roads	48,220
Other district roads	44,321

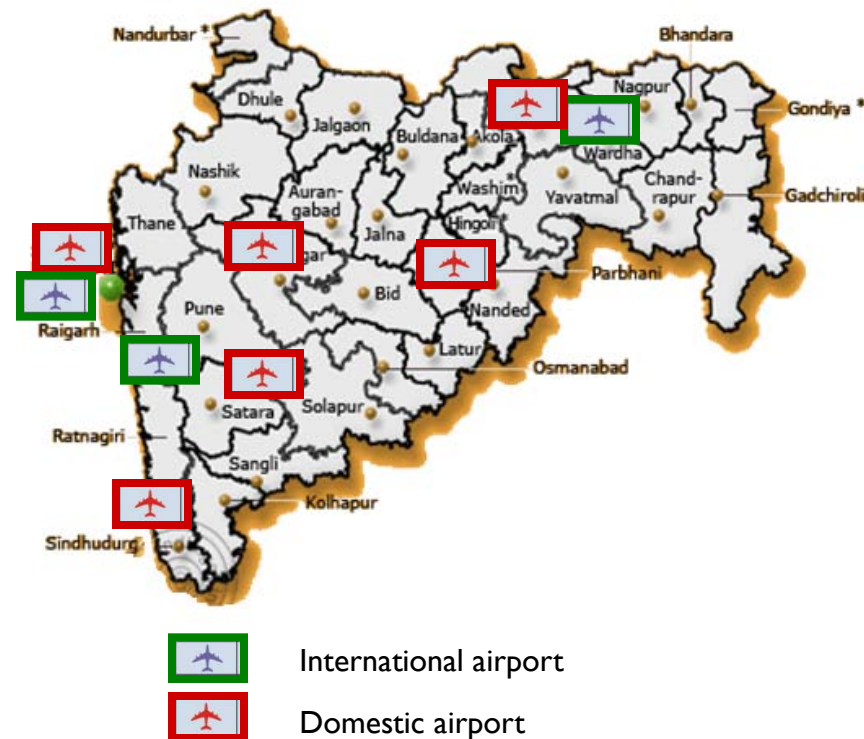
Sources: Public Works Department (Government of Maharashtra), Maharashtra State Road Transport Corporation

Railways

- The rail transport system of Maharashtra is very well developed. The state is well-connected to other parts of the country with a railway network spanning 5,527 km, of which 78.6 per cent is of broad-gauge, 7.8 per cent is of meter-gauge and 13.6 per cent is of narrow-gauge.
- The Central Railways, one of the zones of the Indian Railways, has its headquarters in Mumbai, at the Chhatrapati Shivaji Terminus.
- Maharashtra also has an intra-city/suburban network of railways. The suburban railways carry around 6.1 million passengers every day.
- The railway network in coastal Maharashtra is a part of the Western Railways that spreads across Gujarat, Rajasthan, Madhya Pradesh and Maharashtra. The Western Railways also serves some of the ports on the country's Western coast including the Mumbai port.
- Mumbai, Nagpur, Pune, Miraj and Nashik are the key railway junctions in the state.

Airports

- Maharashtra has six domestic airports, located at Mumbai, Aurangabad, Nagpur, Kolhapur, Solapur and Nanded.
- International flights operate from the Chhatrapati Shivaji International Airport in Mumbai, Lohegaon Airport in Pune and Dr Ambedkar International Airport in Nagpur.
- Three new airports are being built at Jalgaon, Shirdi and Solapur, apart from other proposed airports at Nagpur, Amravati and Godchiroli. The cost of these airports is estimated to be US\$ 56 to US\$ 65 million.
- The state has also proposed to construct green field airports at Pune and Sindhudurg.



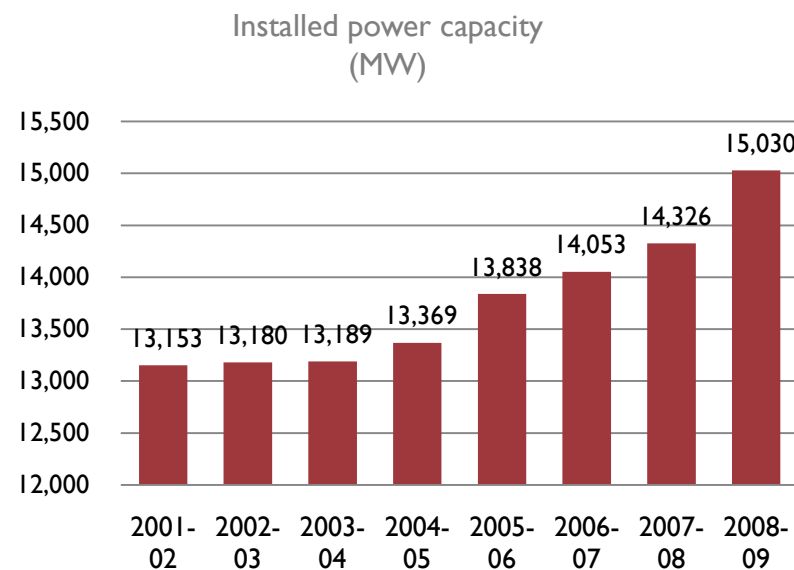
Ports

- Along a coast line of 720 km, there are two principal ports: at Mumbai and Nhawa Sheva (JNPT). In addition, there are 53 minor ports.
- JNPT is the country's largest container port, with container traffic of over 4.1 million 20-foot-equivalent unit (TEUs) in 2007-08. It also ranks among the top 30 container ports in the world. JNPT has a container terminal, which has been developed through private investment on a build-operate-transfer (BOT) basis.
- The road connectivity to the JNPT port will improve, significantly, on completion of the ongoing expansion of the National Highway linking the port to mainland.

Minor ports		
• Manori	• Harnai	• Dahanu
• Kalyan	• Dabhol	• Tarapur
• Thane	• Palshet	• Nawapur
• Versova	• Borya	• Satpati
• Bandra	• Jaigad	• Kellwa-Mahim
• Trombay	• Tiwri-Varoda	• Arnala
• Ulwa-Belapur	• Purnagad	• Datiware
• Panvel	• Jaitapur	• Uttan
• More	• Vijaydurg	• Bassein
• Mandwa	• Deogad	• Bhiwandi
• Karanja	• Achara	• Alibag
• Thal	• Malvan	• Revdanda
• Rewas	• Niwti	• Borli
• Bankot	• Vengurla	• Nandgaon
• Kelshi	• Redi	• Murud-Janjira
• Shriwardh	• Kiranpani	• Rajpuri
• Dharamtar	• Ratnagiri	• Mandad
• Kumbharu	• Dighi	

Power ... (1/2)

- The state power generation, transmission and distribution is controlled by the Maharashtra State Power Generation Co Limited (MAHAGENCO) Maharashtra State Transmission Co Limited (MAHATRANSCO) and Maharashtra State Distribution Co Limited (MAHAVITARAN), respectively.
- In 2008-09, the state had an installed power generation capacity of 15,030 MW. Including the central and private sectors, the total power capacity available to Maharashtra was 20,415.4 MW, as of May 2009.
- State-owned hydro and thermal plants, and renewable energy sources contributed 10,563.5 MW; Independent Power Producers (IPPs) and private non-conventional power generators contributed 4,466.5 MW.



Sources: Central Electricity Authority, Ministry of Power, Maharashtra State Electricity Board Holding Co Limited

Power ... (2/2)

- Industrial sector is the largest consumer of electricity, followed by domestic and agriculture.
- Electricity consumption of Maharashtra has increased from 29,971 million kWh in 1990-91 to 69,838 million kWh in 2007-08.
- The peak requirement for power in the state stood at 17,489 MW in 2007-08.
- As of March 2008, the state had granted approval to set up 163 conventional energy projects with a total capacity of 1,757 MW for captive electricity generation. Of these, 78 projects had been commissioned by the end of 2007-08 and 550 million kWh electricity was being generated.
- The state has a potential of 7,852 MW through renewable energy sources.

Source: Economic Survey of Maharashtra, 2008-09

Telecom

- Maharashtra is one of the biggest global system for mobile communication (GSM) market with 31.03 million subscribers in November 2009.
- Along with Bharat Sanchar Nigam Limited (BSNL) and Mahanagar Telephone Nigam Limited (MTNL) there are six private companies that provide telecommunication services in the state.
- As of March 2009, the tele-density of Maharashtra was 58.3 per cent, significantly higher than the national average of 37 per cent.
- The state has about 12,595 post offices, of which 2,048 are equipped with telegraph and telex facilities. There are 4,939 telephone exchanges in the state.

Sources: PPP India Database; Economic Survey of Maharashtra, 2009

Telecom infrastructure

Cellular (GSM) subscribers: about 31.03 million
 Internet/broadband subscribers: about 0.93 million*
 Post offices: 12,595
 Post offices with telegraph and telex: 2,048
 Telephone exchanges: 4,939

* Includes Goa

Telecom operators in Maharashtra

- Bharat Sanchar Nigam Limited (BSNL)
- Mahanagar Telephone Nigam Limited (MTNL)
- Bharti Airtel
- Idea Cellular
- Vodafone Essar
- Loop Mobile
- Reliance Communications
- Tata Teleservices Limited

Urban infrastructure

- More than 96 per cent of the urban population and 70 per cent of the rural population of Maharashtra has public drinking water supply.
- More than 245 urban-centres have piped water supply schemes for drinking water.
- Mumbai has a maximum average water supply of 200 litres per capita per day (lpcd). The actual water supply in different areas of Mumbai ranges from 90 lpcd to 350 lpcd.
- Under the Jawaharlal Nehru National Urban Renewal Mission (JNNURM), projects costing US\$ 2,502.2 million have been sanctioned for Mumbai, Nagpur, Nanded, Nashik and Pune.
- Some of the key areas of development are roads and flyovers, water supply, solid-waste management, sewerage and mass rapid transport system.
- Projects of value US\$ 22.8 million have been completed. These projects were located in Greater Mumbai, Pune and Nagpur and related to roads and flyover, water supply and urban transport. These projects were approved during the period 2006 to 2008.

Source: Department of Environment, Government of Maharashtra

Source: JNNURM, Ministry of Urban Development,

Key public private partnership projects

Project name	Sector	PPP type	Project cost (US\$ million)	Stage
Modernization of Mumbai international airport	Airports	BOT-Toll	1,260.8	Construction
Development of an all weather and multipurpose port at Rewas	Ports	BOOST	934.7	EOI
Mumbai trans harbour-link	Roads	BOT-Toll	869.5	Under bidding
Rewas green field port	Ports	BOT-Toll	652.1	Under bidding
Surat Dahisar	Roads	BOT-Toll	543.4	Construction
Mumbai-Pune expressway	Roads	BOT-Toll	283.0	In operation
Mumbai container and cargo berth project	Ports	BOT-Toll	260.2	Under bidding
Pune Sholapur Package- I	Roads	BOT-Toll	241.3	Construction
JNPT third container terminal, Gateway Terminals India Private Limited (GTIPL)	Ports	BOT-Toll	239.13	In operation

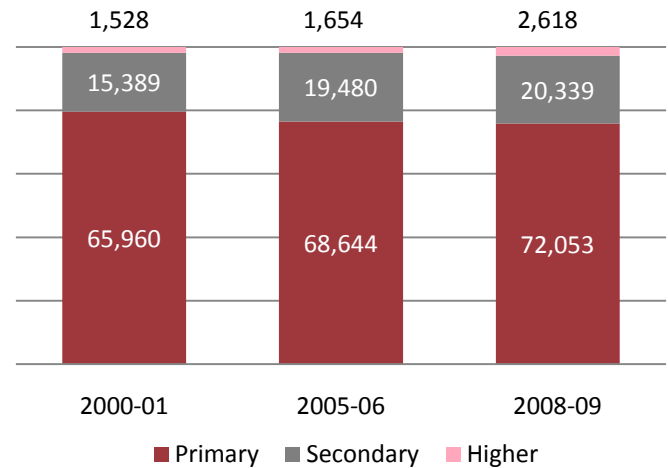
Source: pppindiadatabases.com

BOT: Build -operate -transfer, BOOST: build-own -operate-share -transfer, EOI: expression of interest

Education sector

- Maharashtra’s education infrastructure consists of 10 universities, over 2,618 higher education institutions, 72,053 primary schools and 20,339 secondary schools.
- The state has 549 engineering colleges with an annual intake of over 100,000 students.
- In addition, there are 617 industrial training institutes (ITIs) and 53 architecture colleges with an annual intake of over 95,000 and 2,500, respectively.
- The state is home to some of the reputed national R&D institutes viz., the Centre for Development of Advanced Computing (C-DAC), the Bhabha Atomic Research Centre, the National Environmental Engineering Research Institute, the National Chemical Laboratories and the Tata Institute of Fundamental Research.
- One of the well-known, Indian Institutes of Technologies (IIT) is located in Mumbai.
- Pune is an important education hub of India.

Category-wise number of institutions in Maharashtra



Source: Economic Survey of Maharashtra, 2008-09

Literacy rate in Maharashtra

Literacy rate (%)	
Overall	76.9
Male	85.9
Female	67.1

Source: Census 2001

Health infrastructure

- The state has a three-tier public health infrastructure, comprising primary health centres and health units, community health centres and sub-centres.
- The number of beds in various public and government-aided health institutions in the state is 94,603; there are 88 beds per million population.
- There are 253 medical institutes and 136 nursing colleges with an annual intake of over 10,926 and 3,500 respectively, in the state.

Health infrastructure	
Medical college hospitals	14
District/ civil hospitals	23
Rural hospitals/ cottage hospitals	365
Primary health centres	1,816
Women hospitals	8
Mental hospitals	4
Dental hospitals	3

Source: Economic Survey of Maharashtra 2008-09; as of December 2008

Health indicators of Maharashtra (2007)	
Bed per 100,000 population	88
Birth rate (per thousand persons)	18.1
Death rate (per thousand persons)	6.6
Infant mortality rate (per thousand live births)	34.0
Life expectancy at birth (years)*	
Male	67.9
Female	71.3

Source: Economic Survey of Maharashtra, 2008-09;
*For the period 2006-07

Cultural infrastructure

- Cricket is the prominent sport in Maharashtra. The other popular sports are hockey and tennis.
- The state has a number of sports stadiums located in Mumbai, Pune and Nagpur. The most well-known ones are the Wankhede Stadium and the Brabourne Stadium in Mumbai, the Nehru Stadium in Pune and the Vidarbha Cricket Association (VCA) Stadium in Nagpur.
- The state has a number of entertainment centres and multiplexes. The most famous entertainment centres include Essel World in Thane. The state is also home to almost all the major multiplex chains in the country including Priya Village Roadshow, Big Cinemas and Fun Cinemas.
- The state has a number of religious places, including the Sidhi Vinayaka temple (Mumbai), Shirdi, Nashik, Sach Khand Shri Huzur Gurdwara (Nanded).
- The Gateway of India, Ajanta and Ellora caves, Daulatabad fort and Khandala are the main tourist destinations in the state.

Source: Maharashtra Tourism, Government of Maharashtra

Industrial infrastructure

- Maharashtra Industrial Development Corporation (MIDC) is responsible for the development of industrial areas in Maharashtra.
- The corporation has 217 industrial complexes, with 125,000 acres of land.
- The corporation has developed specialised parks for different industrial sectors including IT, textiles, leather, chemicals, electronics, food processing, floriculture, etc.
- Maharashtra has 14 operational SEZs. There are 111 SEZs that have formal approvals, 36 SEZs with valid in-principal approvals and 55 notified SEZs.

Five-star industrial areas of MIDC

Name	District
Mahad	Raigad
Butibori	Nagpur
Addl. Sinnar	Nashik
Indapur	Pune
Hatkanangale	Kolhapur
Shendre	Aurangabad
Waluj	Aurangabad
Kushnur	Nanded
Nandgaon	Amravati

SEZs and industrial clusters ... (1/2)

Operational SEZs in Maharashtra

Name/ developer	Location	Primary industry
SEEPZ, MIDC	Andheri East, Mumbai	Electronics, gems and jewellery
Hiranandani Builders	Powai	IT/ ITeS
Infosys Technologies	Mulshi, Pune	IT/ ITeS
Serum Bio-pharma Park	Pune	Pharmaceutical and biotech
EON Kharadi	Haveli, Pune	IT/ ITeS
Wipro	Hindawadi, Pune	IT/ ITeS
DLF Akruti	-	IT/ ITeS
Maharashtra Airport Development Corp	-	Multi-product
Dynasty Developers	Pune	IT/ ITeS
The Manjri Stud Farm	Pune	IT/ ITeS
MIDC	Pune	IT/ ITeS
Syntel International	Pune	IT/ ITeS
Mangarpatta Township Development and Construction Co	Pune	Electronics, hardware and software
MIDC	Aurangabad	Aluminium and related industries

Location of operational SEZs



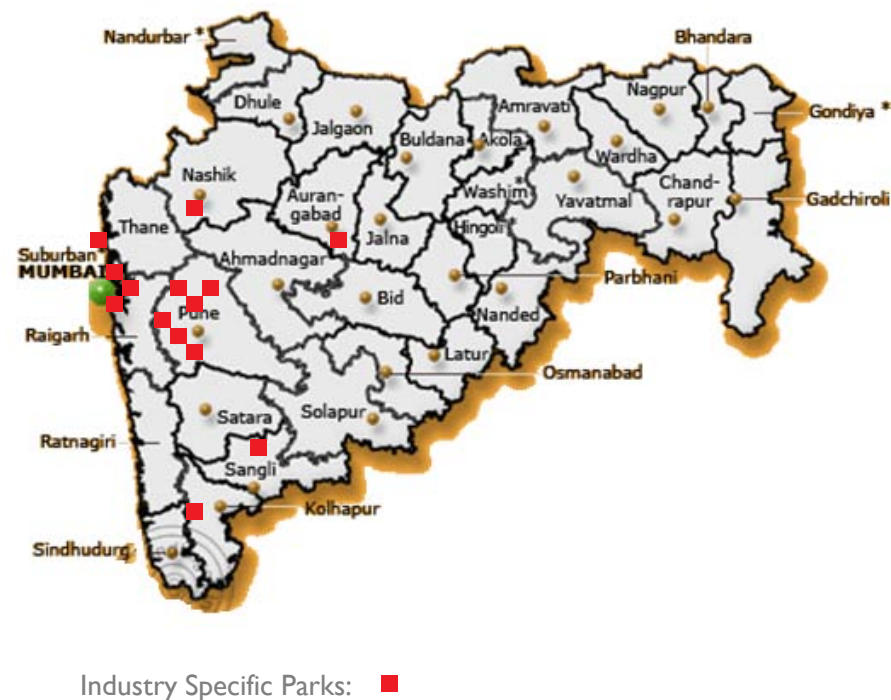
■ Operational SEZ:

SEZs and industrial clusters ... (2/2)

Major industry specific parks of MIDC

Industry	Name	Location
IT/Software	Millenium Business Park	Navi Mumbai
IT/Software	SEEPZ*	Mumbai
IT/Software	Samruddhi Venture Park	Mumbai
IT/Software	Talawade IT Park	Pune
IT/Software	Kharadi IT Park	Mahad, Pune
Biotech	Pune Biotech Park	Pune
Biotech	Jalna-Aurangabad Biotech Park	Aurangabad
IT/Software	Rajiv Gandhi Infotech Park	Hinjawadi, Pune
IT/Software	Airoli Knowledge Park	Navi Mumbai
Food/ Agro	Silver Zone	Hupri, Hatkanangle
Food/ Agro	Grape Processing Parks	Vinchur, Nashik; Palus, Sangli
Food/ Agro	Talegaon Hitech and BT Park	Talegaon, Pune
Food/ Agro	Floriculture Park	Talegaon, Pune

Location of industry specific parks



*Santacruz Electronics Export Processing Zone

Industrial and infrastructure investments

- Top ten sectors by investments in Maharashtra are electricity generation, railways, roads, air, shipping, automobile, hotels and tourism, ferrous metals, communication services and finished steel.
- As of December 2008, the total investments in projects under implementation were US\$ 52.5 billion.
- The other sectors with that have attracted investments include fertilisers, crude oil and natural gas, petroleum products, industrial machinery, health services, drug and pharmaceuticals, plastic products, electricity distribution, cement, coal and lignite, cotton and blended yarn, organic chemicals, cloth, minerals and gems and jewellery.

Sector	Investments (US\$ million)
Electricity generation	19,469.4
Road transport	4,819.9
Railway transport	4,744.2
Air transport	4,351.0
Shipping	2,822.4
Automobile	2,693.2
Hotel and tourism	1,696.0
Ferrous metals	1,538.2
Communication services	1,467.6
Finished steel	1,241.5
Others	7,607.9
Total	52,451.3

Source: CMIE

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- ❖ Doing business in Maharashtra

Sector-specific policies ... (1/9)

Industrial, Investment and Infrastructure Policy, 2006

Aim: To achieve higher and sustainable economic growth with emphasis on balanced regional development and employment generation through greater private and public investment in industrial and infrastructure development.

Key initiatives:

- Institutional framework for policy implementation.
- Identification of thrust sectors.
- Building up of quality infrastructure.
- Incentivising investments for employment generation in districts low on human development index (HDI).
- Attracting mega investments, both foreign and domestic.
- Commercial exploitation of local resources and local economic potential.
- Strengthening the small and medium enterprises (SME) sector through promotion of quality competitiveness, research and development and technology up-gradation.
- Nurturing industrial clusters.
- Prevention of industrial sickness and revival of viable sick units.
- Smooth exit option for industries.
- Streamlining procedures, debottlenecking and creation of hassle-free, industry-friendly environment.
- Strengthening institutional support.

Sector-specific policies ... (2/9)

Industrial, Investment and Infrastructure Policy, 2006 (continued)

Incentives:

- Industrial promotion subsidy, up to 60 per cent of the fixed capital investment, for new small, medium and large scale units and expansion units.
- Special incentives for units coming up in districts low on HDI: this includes up to 75 per cent reimbursement of expenditure on account of Employees State Insurance and Employee Provident Fund scheme for a period of five years.
- Customised packages of incentives for mega projects. Mega projects include industrial projects with investment of more than US\$ 108.7 million or generating employment for more than 1,000 persons or investment of more than US\$ 54.3 million or generating employment for more than 500 persons, depending on the location of the mega project.
- Interest subsidy to new eligible units in textile, hosiery, knitwear and readymade garment sectors, of up to US\$ 76,000 for a maximum period of seven years.
- 100 per cent exemption from electricity duty for export oriented units, IT and bio-technology for a period of 15 years. This is also applicable to other eligible units, depending on their location.
- Waiver of stamp duty: 50 to 100 per cent waiver of stamp duty depending on location and type of project.
- Five to 50 per cent subsidy on capital equipment, cleaner production measures and expenses incurred on quality certification and patent registration to SMEs.

Sector-specific policies ... (3/9)

IT & ITES Policy, 2003

Aim: To make Maharashtra the most favoured destination for investments in the IT and ITES industry.

Key initiatives:

- Institutional framework for policy implementation.
- Unique information infrastructure.
- Developing a pool of skilled, globally employable manpower.
- Industry friendly and supportive environment.
- Fiscal incentives.
- Support to IT and ITeS units by urban local bodies.
- Rewarding outstanding performance of IT and ITeS units.

Sector-specific policies ... (4/9)

IT & ITES Policy, 2003

Incentives:

- Exemption from stamp duty to all IT and ITeS units in public IT parks.
- 75 per cent exemption from stamp duty to all IT & ITeS units in private IT parks.
- Exemption from stamp duty to all IT and ITeS units in 'C', 'D', 'D+' and No Industry District areas as per Package Scheme of Incentives, 2001.
- 90 per cent exemption in stamp duty payment for mergers, de-mergers and reconstruction of IT and ITeS units all over the state.
- Stamp duty exemption to non-IT entities such as leasing and financial institutions acquiring space/premises in private and public IT parks for subsequent leasing to IT and ITeS units.
- Exemption in stamp duty to assignment leases under Section 60 and leave and licences under Section 36-A of the Bombay Stamp Act, 1958.
- Sales tax at minimum floor rate of 4 per cent, on all IT products and non-IT products essential for IT and ITeS units as approved by the empowered committee.
- Simplification of procedure pertaining to 'F' form and 'C' form.

Sector-specific policies ... (5/9)

Maharashtra Biotechnology Policy, 2001

Aim: To develop the biotechnology industry in the state and to lead the industry to a growth path so that it can become globally competitive.

Key initiatives:

- Providing appropriate policy framework to smoothen setting up of units.
- Providing adequate infrastructure, especially in the form of biotechnology parks.
- Providing appropriate package of incentives.
- Developing a world-class higher education and research base to serve the needs of a growing biotechnology industry and for creating high-quality employment in the state.
- Creating supporting institutions for the biotechnology industry for the development of human resource as well as for the applications of biotechnology.
- Simplifying the application of labour and other laws and procedures to accelerate the development and growth of the industry.
- Facilitating new ventures and innovations.

Sector-specific policies ... (6/9)

Maharashtra Biotechnology Policy, 2001

Incentives:

- Industrial power tariff applicable to all biotechnology industries engaged in the production of high-end products.
- Biotechnology units throughout the state will be eligible for all the benefits available to industrial units located in specified 'D' areas of the state, under the New Package Scheme of Incentives (NPSI), 2001. These include capital subsidy for small-scale biotechnology units, and refund of octroi and similar levies.
- Exemption from electricity duty.
- Exemption from stamp duty and registration fees in specified zones, under the NPSI, 2001.

Sector-specific policies ... (7/9)

Tourism Policy, 2006

Aim: To promote tourism and develop hospitality infrastructure with private sector participation in the state.

Key initiatives:

- Development of infrastructure at the tourist destinations.
- Accessibility to tourist destinations and wayside amenities.
- Development control regulations at and around tourist destinations.
- Strengthening of bread and breakfast scheme to create facilities for travelers at remote destinations and to increase income of local people.
- Development of recreational facilities at tourist destinations.
- Encouragement to public-private partnerships.
- Conservation and tourism development of the heritage sites.
- Development of pilgrimage circuits, fort circuits, cultural tourism and rural tourism.
- Promotion of handicrafts industry.
- Application of IT in tourism.
- Training and capacity building for tourism staff, all partners and stakeholders.
- Single-window clearance system for facilitating tourism projects.

Sector-specific policies ... (8/9)

Tourism Policy, 2006 (continued)

Incentives and concessions:

- Exemption from luxury tax for a period of seven to 10 years, depending on the location of the project.
- Exemption from entertainment/amusement tax for a period of seven to 10 years, depending on project location.
- Exemption from stamp duty, depending on the location of the project.
- Electrical concessions: electricity duty to be levied at industrial rates for the tourism units.
- Other concessions: concessions on registration charges, permit charges, property tax and non-agricultural tax.
- Levy of water rate/tariff at maximum industrial rate.
- Property tax to be charged at residential rate.
- Special package for Sindhudurg and other declared tourism areas.

Sector-specific policies ... (9/9)

Grapes Processing Industry Policy, 2001

Aim: The main objectives of the policy is to develop the Grape Processing Industry in the state, thereby, getting high product prices to farmers and to create better employment in the state.

Key incentives:

- Concessions in excise duty: excise duty charge of only 50 per cent for the units undergoing production before September 19, 2001 and 25 per cent duty charge for the other units.
- Concessions in sales tax.
- Wine sales license: wine will be permitted for sale by beer-bars and also licenses will be given to wine-bars to sell wine on the basis of beer-bars
- Wine sale license fee: License fee charge of Rs. 5,000 per annum to be charged in initial year, exemption from license fee for next 10 years.
- Simplification in the system of license/permission for wine production
- Single-window system for essential license, plot, electricity supply, telephone, etc., and other infrastructure.
- Giving the status of food processing industry to winery production units.

Contents

- ❖ Advantage Maharashtra
- ❖ State economy and socio-economic profile
- ❖ Infrastructure status
- ❖ State policies and incentives
- ❖ **Business opportunities**
- ❖ Doing business in Maharashtra

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Pharmaceuticals and biotechnology

- Maharashtra accounts for 32 per cent of the country's biotech output. It has strong research capabilities and accounts for over 30 per cent of the country's patents.
- There are many reputed companies in the state that focus on the biotech sector. They include Wockhardt, Nicholas Piramal, Cipla and Lupin, among others.
- Major opportunities have emerged in the pharmaceutical sector, primarily, in the areas of contract research, contract manufacturing and clinical trials.
- The state has got a well-developed laboratory, and research and development infrastructure, and a strong resource pool.
- Backward linkages with chemicals and petrochemicals sector is an added advantage.



Key players

- Piramal Healthcare
- Cipla
- Wockhardt
- Lupin Laboratories
- Reliance Life Sciences
- Sun Pharma
- Emcure
- Elder Pharmaceuticals
- IPCA Laboratories
- RPG Life Sciences
- Pfizer India
- Sanofi Aventis
- Associated Capsules
- Glenmark
- Glaxo Smithkline Beechem
- Novartis
- Bayer
- Nycomed Pharma Private Limited





Pharmaceuticals and biotechnology – company profiles ... (1/4)

<p>Piramal Healthcare (PHL)</p> 	<ul style="list-style-type: none"> • Piramal Healthcare is one of the group companies of Ajay Piramal group of companies. • The company is an integrated player in healthcare. PHL is, currently, ranked fourth in the Indian market with a diverse product portfolio spanning several therapeutic areas. It has a manufacturing unit at Thane.
<p>Cipla</p> 	<ul style="list-style-type: none"> • Cipla is one of the Indian majors in the pharmaceuticals sector. It is also one of the oldest players in the sector. • The company has manufacturing units at Vikhroli (Mumbai) and Patalganga.
<p>Wockhardt</p> 	<ul style="list-style-type: none"> • Wockhardt, headquartered in Mumbai, is a major player in integrated healthcare segment. Its market presence covers formulations, biopharmaceuticals, nutrition products, vaccines and active pharmaceutical ingredients (API). • It has set up a global-scale biopharmaceuticals manufacturing park, the Wockhardt Biotech Park, in Aurangabad. This state-of-the-art complex comprises six dedicated, manufacturing facilities and is designed according to USFDA and EMEA standards.
<p>Lupin Laboratories</p> 	<ul style="list-style-type: none"> • Lupin is one of the significant players and primarily derives its revenue from formulations. • The company has its manufacturing plants at Tarapur and Aurangabad.
<p>Reliance Life Sciences</p> 	<ul style="list-style-type: none"> • Reliance Life Sciences is a research-driven, biotechnology-led, life sciences organisation. • The company participates in medicinal plant and industrial biotechnology opportunities, which include pharmaceuticals. • The company has a research and development centre at Navi Mumbai





Pharmaceuticals and biotechnology – company profiles ... (2/4)

<p>Sun Pharma</p> 	<ul style="list-style-type: none"> • Sun Pharma has its major brands related with chronic therapy areas such as cardiology, psychiatry, neurology, gastroenterology, diabetology and respiratory ailments. • The company has its corporate headquarters in Mumbai and manufacturing plants in Mumbai and Ahmednagar.
<p>Emcure</p> 	<ul style="list-style-type: none"> • The company started operations in 1983. It has products ranging from API, formulations and biotechnology. • The company is headquartered at Pune and has its manufacturing facility in Thane.
<p>Elder Pharmaceuticals</p> 	<ul style="list-style-type: none"> • Elder Pharmaceuticals is engaged in the manufacturing of a wide range of pharmaceutical products through research and development and also in the manufacturing and marketing of diverse products through licensing agreements with international pharmaceutical companies. • Elder has manufacturing facilities in Nerul, Pawane and Patalganga.
<p>IPCA Laboratories</p> 	<ul style="list-style-type: none"> • IPCA is a fully integrated Indian pharmaceutical company. • In 2003, the Forbes magazine counted IPCA among the top 200 successful, rising companies outside USA, with sales under US\$ 1 billion. • The company is headquartered in Mumbai and has a manufacturing unit at Auranagabad.
<p>RPG Life Sciences</p> 	<ul style="list-style-type: none"> • RPG Life Sciences Limited, part of RPG group, is engaged in manufacturing and marketing of bulk drugs (synthetic APIs) and formulations, fermentation and biotechnology. • The company is headquartered in Mumbai and has its manufacturing unit at Thane.

Pharmaceuticals and biotechnology – company profiles ... (3/4)

<p>Pfizer India</p> 	<ul style="list-style-type: none"> • Pfizer has produced innovative breakthroughs in a wide range of research areas, including depression, erectile dysfunction, high cholesterol, HIV infection, hypertension, bacterial infections and systemic fungal infections. • The company is headquartered in Mumbai.
<p>Sanofi Aventis</p> 	<ul style="list-style-type: none"> • Aventis Pharma Limited, headquartered in Mumbai, is a part of Sanofi Aventis group. • Aventis manufactures medicines for several therapeutic areas including cardiovascular, thrombotic, metabolic disorders, oncology, disorders of the central nervous system, internal medicine.
<p>Associated Capsules</p> 	<ul style="list-style-type: none"> • Associated Capsule Group (ACG), a global partner in solid dosage delivery systems, is one of the world's largest producers of empty hard gelatin capsules. • The company offers products and services like capsule filling, packaging, cartoning and new machine innovations. • The company has three plants located at Mumbai, Dahanu and Shirwal.
<p>Glenmark</p> 	<ul style="list-style-type: none"> • Glenmark is a leading player in the discovery of new molecules. The company has a significant presence in branded generics markets across emerging economies including India. Its subsidiary, Glenmark Generics Limited has a fast growing and robust US generics business. • The company has a state-of-the-art research centre for drug discovery at Navi Mumbai.

Pharmaceuticals and biotechnology – company profiles ... (4/4)

<p>Glaxo Smithkline Beecham</p> 	<ul style="list-style-type: none"> • Glaxo Smithkline Beechem is one of the oldest players in the Indian pharmaceuticals industry, having established over seven decades ago. • The company produces medicines that treat major disease areas such as asthma, virus control, infections, mental health, diabetes and digestive conditions. The company is also a leader in the important areas of vaccines and is developing new treatments for cancer. • The company is headquartered at Mumbai, with manufacturing facilities in Mumbai and Thane.
<p>Novartis</p> 	<ul style="list-style-type: none"> • Novartis is a key integrated player in global pharmaceutical industry. • It is, currently, organised into four divisions: pharmaceuticals, vaccines and diagnostics, sandoz, and consumer health. • The company headquartered in Mumbai, has plants at Borivali, KanjurMarg and Navi Mumbai.
<p>Bayer</p> 	<ul style="list-style-type: none"> • Bayer is a European major, dealing in biotechnology and pharmaceuticals. • The company has over five decades of association with India and has its manufacturing plant at Thane.
<p>Nycomed Pharma Private Limited</p> 	<ul style="list-style-type: none"> • Nycomed is a pharmaceutical company employing more than 12,000 people. The company offers products for hospitals, specialists and general practitioners, as well as over-the-counter medicines in select markets. • Established in 2003, Nycomed Pharma is a member of the Nycomed Group. The company's only global research and development centre is located at Andheri in Mumbai.




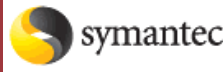

IT and electronics

- Maharashtra accounts for more than 30 per cent of the country's software exports, with over 1,200 software units based in the state.
- The Government of Maharashtra is focusing on providing IT-related infrastructure, fiscal incentives to IT units and an institutional framework for the IT sector.
- The state has set up several state-of-the-art IT parks to provide impetus to the IT industry.
- Major IT players present in the state include Tata Consultancy Services, Infosys Technologies, Wipro, Patni Computers, i-Flex Technologies, Veritas.
- BPOs of large national and international players in the state include LG, HSBC, Aviva, vCustomer, Xansa, EDS and e-Gain, among others.





Key players

- Accenture
- IBM
- Capgemini
- Symantec
- Amdocs
- Nvidia
- Infosys
- TCS
- Wipro
- Cognizant
- Patni
- HSBC
- Tech Mahindra
- Persistent
- Syntel
- Geometric Global
- KPIT Cummins
- WNS
- Huchisson
- Willis Trinity





IT and electronics – company profiles ... (1/4)

<p>Accenture</p> 	<ul style="list-style-type: none"> • Accenture is a global IT major based out of the US. The company has several development centres across India. • It has major operating centres in Mumbai and Pune.
<p>IBM</p> 	<ul style="list-style-type: none"> • IBM is the biggest IT solutions and product firm having presence across the globe. • It has significant presence in India with centres in Pune.
<p>Capgemini</p> 	<ul style="list-style-type: none"> • Capgemini is a global IT major headquartered in Paris, France. • The company provides solutions across all verticals in industry. It has software centres in Mumbai, Navi Mumbai.
<p>Symantec</p> 	<ul style="list-style-type: none"> • Symantec is a Product IT firm providing IT solutions in security space. • It has a well known product solution, Norton. • The company has a captive centre in Pune.
<p>Amdocs</p>	<ul style="list-style-type: none"> • Amdocs is a product IT unit, engaged in telecom billing, based out of Cyprus. • The company has a major unit in Pune.
<p>NVIDIA</p> 	<ul style="list-style-type: none"> • NVIDIA is an international chip-set design company. • It has a research and development centre at Pune.



IT and electronics – company profiles ... (2/4)

<p>Infosys Technologies</p> 	<ul style="list-style-type: none"> • Infosys is a well-known IT giant with development centres across India. • The company has a development centre at Wakad, Pune. It has also one of the BPO centres located there.
<p>TCS</p> 	<ul style="list-style-type: none"> • TCS is the oldest and biggest IT firm in India. • It has also several units at various locations across Mumbai and Pune.
<p>Wipro Technologies</p> 	<ul style="list-style-type: none"> • Wipro is the third-largest IT firm in India. • The company has a development centre and BPO located at Pune.
<p>Cognizant</p> 	<ul style="list-style-type: none"> • Cognizant is among the top four IT consulting firms in India. • It has a major development centre located at Pune.
<p>Patni</p> 	<ul style="list-style-type: none"> • One of the pioneers in offshore model delivery in IT, Patni is one of the earliest IT firms in India . • The company has several centres in Mumbai and Pune.
<p>HSBC</p> 	<ul style="list-style-type: none"> • Hong Kong and Shanghai Banking Company is a global banking major, headquartered in China. • It has a captive centre in Mumbai and Pune, which provide the IT and back-end support to its worldwide operations.

IT and electronics – company profiles ... (3/4)

<p>Tech Mahindra</p> 	<ul style="list-style-type: none"> • An IT firm, with primary interests in Telecom sector. • It recently acquired Satyam Technology Services. • It has software centres in Mumbai and Pune.
<p>Persistent</p>	<ul style="list-style-type: none"> • Persistent is one of the local majors, primarily operating in Maharashtra, across different verticals including Banking Financial Services and Insurance (BFSI), manufacturing. • It has centres in Pune and Nagpur.
<p>Syntel</p> 	<ul style="list-style-type: none"> • Syntel is a mid-size IT firm. • The company has several development centres in Mumbai and Pune.
<p>Geometric Global</p> 	<ul style="list-style-type: none"> • Geometric Software is a mid-size IT player providing IT solutions in PLM/CAD/CAM space. • It has centres in Mumbai and Pune.
<p>KPIT Cummins</p> 	<ul style="list-style-type: none"> • KPIT Cummins is one of the local majors. • It provides solutions primarily in BFSI space. • The company is headquartered in Pune, with a major development centre.

IT and electronics – company profiles ... (4/4)

<p>WNS</p> 	<ul style="list-style-type: none"> • WNS is an outsourcing major with solutions in travel, banking and analytics; majority holding by Warburg Pincus. • It has BPOs located in Mumbai and Pune.
<p>Huchison 3 Whampoa</p> 	<ul style="list-style-type: none"> • Hutchison is a major telecom operator in UK. • It has a captive centre, which serves as a back-end process centre, located in Mumbai
<p>Willis Trinity</p>	<ul style="list-style-type: none"> • Willis Trinity, located in Mumbai, offers outsourcing solutions in verticals such as travel, data management and other financial service verticals.






Engineering

- Maharashtra occupies an important place in both the production and export of engineering goods from the country.
- The engineering industry in the state is highly diversified and produces a large range of machine-parts, from industrial machinery to industrial castings and forgings.
- The industry, which was initially concentrated in the Mumbai-Pune belt, has spread all over the state with the major production centres in Nagpur, Aurangabad, Nashik and Kolhapur.
- The major engineering items of production and export in Maharashtra are textile mill machinery, machinery for sugar, cement and chemical plants, food processing machinery, construction machinery, tractors, electric power machinery, transmission line towers, automobiles and ship building.
- Some of the key engineering companies situated in Pune include Bharat Forge Limited, the world's second-largest forging company, and Cummins Engines Company Limited.






Key players

- L&T
- Bharat Forges
- Bharat Gears
- Greaves cotton
- Crompton and Greaves
- Siemens
- ABB
- Schneider Electric
- Robert Bosch Group
- Cummins India
- Wartsila
- Uhde
- Behr India
- Technimont India
- Hindustan Dorr Olivier
- Atlas Copco
- Voltas
- Honeywell India




Engineering – company profiles ... (1/4)

<p>Larsen and Toubro (L&T)</p> 	<ul style="list-style-type: none"> • L&T is a diversified Indian conglomerate with interests in engineering and construction. • It is one of the oldest running companies, headquartered in Powai, Mumbai. • The company has manufacturing facilities at Mumbai, Ahmednagar and Nagpur.
<p>Bharat Forge</p> 	<ul style="list-style-type: none"> • Bharat Forge is the second largest forging company. It is a part of the Kalyani Group. • It provides forging components, mainly, to the automotive industry and has production units in Pune.
<p>Bharat Gears</p> 	<ul style="list-style-type: none"> • Bharat Gears is a major gear manufacturing organisation, supplying various types of gears and power transmission products to automotive and industrial machinery. • The company has operations in Mumbai.
<p>Greaves Cotton</p> 	<ul style="list-style-type: none"> • Greaves Cotton is one of the oldest and well diversified engineering companies within India. • Its core products include diesel/petrol engines and gensets. • It has manufacturing facility at Chinchwad, Pune.
<p>Crompton and Greaves</p> 	<ul style="list-style-type: none"> • Crompton and Greaves is one of the oldest engineering firms, with over seven decades in operation. • It is engaged in the production of industrial machinery, automation products for industry and other power solutions and consumer electrical goods. • It is located at Kanjur Marg near Mumbai.





Engineering – company profiles ... (2/4)

<p>Siemens</p> 	<ul style="list-style-type: none"> • Siemens Group, part of Siemens AG of Germany, is a leading inventor, innovator and implementer of leading-edge technology enabled solutions operating in the core business segments of industry, energy and healthcare. • The company is based in Navi Mumbai.
<p>ABB</p> 	<ul style="list-style-type: none"> • ABB is one of the world's leading engineering companies in the world. • The ABB group operates in over 100 countries and employs about 120,000 people • It offers an extensive array of products and services within power and automation technologies. • The company has a manufacturing facility in Mumbai.
<p>Schneider Electric</p> 	<ul style="list-style-type: none"> • Schneider Electric India Private Limited (SEI) is a 100 per cent subsidiary of Schneider Electric Industries SAS, a global specialist in energy management, electricity and automation management, automation and control. • The company has a production facility at Nashik.
<p>Robert Bosch Group</p> 	<ul style="list-style-type: none"> • The Bosch Group is one of the world's biggest private industrial corporations, headquartered in Stuttgart, Germany. • It has interests in power tools for trade and industry, security systems, packaging technology and special purpose machines and tools. • It has a manufacturing unit at Hadapsar, Pune.
<p>Cummins India</p> 	<ul style="list-style-type: none"> • Cummins India Limited (CIL) is a 51 per cent subsidiary of Cummins Inc. USA, the world's largest independent diesel-engine designer and manufacturer, serving the power generation, industrial and automotive markets.. • The company has its headquarters in Pune.

Engineering – company profiles ... (3/4)

<p>Wartsila</p> 	<ul style="list-style-type: none"> • Wartsila India is a part of global major in power solutions, Wartsila. • The company provides complete lifecycle power solutions for energy market for rapid and flexible power plants for utilities, industry and IPPs. • It has a manufacturing unit in Khopoli.
<p>Uhde</p> 	<ul style="list-style-type: none"> • Uhde India is a part of German Major, Thyssen Kurrup. • It is a premier engineering company for EPCM / EPC-LSTK implementation of chemical and industrial plants. • It has an engineering centre located in Mumbai.
<p>Behr India</p>	<ul style="list-style-type: none"> • Behr India, a joint venture between Behr GmbH & Co.KG, Stuttgart and Anand Automotive Systems, is one of the leading manufacturers and suppliers of original equipment for passenger and commercial vehicles. • It is a specialist for automotive air conditioning and engine cooling systems and has a manufacturing facility in Pune.
<p>Tecnimont India</p> 	<ul style="list-style-type: none"> • Tecnimont is a premier engineering, procurement and construction (EPC) company. • It has a wide spectrum of business sectors from concept to commissioning with over five decades of experience in multi discipline engineering services. • It has a design and delivery centre in Mumbai.

Engineering – company profiles ... (4/4)

<p>Hindustan Dorr-Olivier</p> 	<ul style="list-style-type: none"> • Hindustan Dorr-Olivier is an engineering, procurement and commissioning company, providing engineered solutions, technologies and Engineering Procurement Construction (EPC) installations in liquid-solid separation applications. • It is a wholly-owned subsidiary of IVRCL Infrastructures and Projects Limited. • It operates out of Mumbai, also, with a design centre located in the city.
<p>Atlas Copco</p> 	<ul style="list-style-type: none"> • Atlas Copco is one of the leading companies in engineering. • It has interests in air and gas compressors, construction and mining equipment, industrial tools and assembly systems. • It has manufacturing facilities at Pune and Nasik.
<p>Voltas</p> 	<ul style="list-style-type: none"> • Voltas is one of the world's premier engineering solutions providers and project specialists. • The company's strengths lie principally in electro-mechanical projects, industrial equipment, cooling appliances and materials handling equipment, sourcing, installation and servicing of diverse technology-based systems. • It is headquartered in Mumbai with one of the plants in Thane.
<p>Honeywell India</p> 	<ul style="list-style-type: none"> • Honeywell International is a “Fortune 100” globally-diversified technology and manufacturing leader in aerospace, automation and control solutions, transportation systems and specialty materials. • It has manufacturing, design and engineering facilities in Pune.






Petrochemicals, oil and gas, energy

- Maharashtra has a strong presence in the petrochemicals, and oil and gas sectors.
- The petrochemical industry has had significant growth in the state after the installation of India's offshore oil wells near Mumbai, in 1976.
- The state contributes 27.4 per cent to the country's chemicals, petrochemicals, oil and gas output.
- It also accounts for 18.2 per cent of the country's employment in the sector.
- Maharashtra contributed as much as 15 per cent of the total production of basic petrochemical products during 2006-07, second only to Gujarat.





Key players

- ONGC
- HPCL
- BPCL
- RIL
- Tata Power
- Reliance Energy
- Suzlon
- Essar
- NPCIL

Petrochemical, oil and gas, energy – company profiles ... (1/2)

<p>ONGC</p> 	<ul style="list-style-type: none"> • Oil and Natural Gas Corporation ranks as the foremost oil and gas, exploration and production (E&P) company in the world. It occupies the topmost position among all Indian companies. • It has a production facility at Uran and the corporate office is located at Mumbai.
<p>HPCL</p> 	<ul style="list-style-type: none"> • Hindustan Petroleum Corporation Limited (HPCL) is one of the navratna Public Sector Units (PSUs). • It is a major refining and oil retailing company in India. • It has oil refining unit at Bombay High.
<p>BPCL</p> 	<ul style="list-style-type: none"> • Bharat Petroleum Corporation Limited (BPCL) is engaged in the marketing and distribution, refining, trading and exploration of petroleum. • BPCL has a refinery at Mumbai.
<p>RIL</p> 	<ul style="list-style-type: none"> • Reliance Industries Limited is the biggest private sector firm in India and features on “Fortune 500” companies list. • The company has diversified interests in energy, retail and textiles. • It has refining units at Rabale and Pathalganga in Maharashtra.
<p>Tata Power</p> 	<ul style="list-style-type: none"> • Tata Power is a part of Tata conglomerate. • It is one of the earliest entrants in power generation and distribution business and supplies power to Mumbai and other government organisations. • It has one thermal power station at Trombay and one at Khopoli.

Petrochemical, oil and gas, energy – company profiles ... (2/2)

<p>Reliance energy</p> 	<ul style="list-style-type: none"> • Reliance Energy is a part of Anil Dhirubhai Ambani Group. • The company is a major power supplier to the Mumbai suburbs. • It has a thermal power plant at Dahanu.
<p>Suzlon</p> 	<ul style="list-style-type: none"> • Suzlon is the third-largest wind turbine manufacturing company in the world. • The company has a manufacturing facility at Pune.
<p>Essar</p> 	<ul style="list-style-type: none"> • Essar is an Indian major with diversified interests in capital-intensive sectors. • Essar operates oil and gas blocks in Bombay High. • The company has corporate headquarters in Mumbai.
<p>Nuclear Power Corporation</p> 	<ul style="list-style-type: none"> • Nuclear Power Corporation of India Limited (NPCIL) is a public sector enterprise under the administrative control of the Department of Atomic Energy (DAE). • The corporation operates the atomic power stations and implements the atomic power projects for generation of electricity. • It operates the Tarapur atomic power plant in Maharashtra





Auto and auto components

- Maharashtra accounts for 38 per cent of the country's automobile manufacturing. About 40 per cent of the workforce engaged in the country's automobile industry is employed in the state.
- Every segment of the sector, including two and three wheelers, passenger cars and commercial vehicles, is represented in the state.
- The major automobile centres in the state include Pune, Nashik, Aurangabad and Nagpur.
- Pune is home to large players like Bajaj Auto Limited, Daimler Chrysler Limited, Tata Motors, etc.
- Nashik is home to India's largest multi-utility vehicle manufacturer, Mahindra & Mahindra Limited.






Key players

- Bajaj Auto
- Tata Motors
- Force Motors
- Premier Automobiles
- Ceat India
- Mahindra & Mahindra
- Maharashtra Scooters
- Asia Motorworks
- John Deere
- Daimler Chrysler
- Volkswagen India

Auto and auto components – company profiles ... (1/2)

<p>Bajaj Auto</p> 	<ul style="list-style-type: none"> • Bajaj Auto is a major Indian automobile manufacturer. The company is world's fourth -largest and India's second-largest two wheeler manufacturer. • The company manufactures and exports scooters, motorcycles and auto rickshaws. • It is based in Pune with plants at Akurdi and Chakan (Pune), and Waluj (near Aurangabad).
<p>Tata Motors</p> 	<ul style="list-style-type: none"> • Tata Motors Limited is a multinational corporation headquartered in Mumbai, India. • The company is world's fourth-largest truck manufacturer, and the world's second-largest bus manufacturer. • It acquired British automotive brands Jaguar and Land Rover in 2008. The company has auto manufacturing and assembly unit at Pune.
<p>Force Motors</p> 	<ul style="list-style-type: none"> • Formerly known as Bajaj Tempo, Force Motors, is a part of Firodia Enterprise that manufactures three-wheelers, Sports Utility Vehicles (SUV), Light Commercial Vehicles (LCV). • Matador was a popular "LCV" manufactured by Force Motors. The company has a manufacturing unit in Pune.
<p>Premier Automobiles</p> 	<ul style="list-style-type: none"> • Premier Automobiles is one of the oldest auto manufacturers in India. • The company has a production unit in Dombivili.
<p>Daimler Chrysler</p>	<ul style="list-style-type: none"> • Daimler Chrysler, one of the most well known names in the global auto industry, is the owner of brands Mercedes-Benz. • It has a manufacturing, design and research and development centre at Pune.

Auto and auto components – company profiles ... (2/2)

<p>Ceat India</p> 	<ul style="list-style-type: none"> • Ceat India is one of the foremost tyre manufacturers of India. • The company started as a unit of Ceat International, Italy, in collaboration with Tata, eventually bought by RPG group. The company has production facilities at Mumbai and Nashik.
<p>Mahindra and Mahindra</p> 	<ul style="list-style-type: none"> • Mahindra and Mahindra is one of the premier auto manufacturers of India. • The company's products include Tractors, SUVs, LCVs. • The company has manufacturing facilities at Mumbai and Nashik.
<p>Maharashtra Scooters</p>	<ul style="list-style-type: none"> • Maharashtra Scooters is primarily a scooter manufacturer. • The company is a joint venture between Western Maharashtra Development Corporation and Bajaj Auto. The company is located at Pune.
<p>Asia Motorworks</p> 	<ul style="list-style-type: none"> • Asia Motorworks is one of the prime manufacturers of commercial trucks. • The company is headquartered in Mumbai.
<p>John Deere</p> 	<ul style="list-style-type: none"> • John Deere is a global major in automotive products, equipment. • It has a manufacturing plant for tractors at Pune.
<p>Volkswagen India</p> 	<ul style="list-style-type: none"> • Volkswagen India is a part of the global auto giant based out of Germany. • It has a plant at Pune.

Contents

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- ❖ State economy and socio-economic profile
- ❖ Infrastructure status
- ❖ State policies and incentives
- ❖ Business opportunities
- ❖ **Doing business in Maharashtra**

Key approvals required

Approvals and clearances required	Respective departments
Prior to setting up the unit	
Registration	Development authority
Allotment of land/shed	
Permission for land use	Industrial development authorities
No objection certificate under the Water Act, 1974 and the Air Act, 1981	Pollution control board
Approval for construction activity and building plan	Development authority
No objection certificate	Fire department
Provisional trade tax registrations	Central and state excise departments
Registration under Central Sales Tax Act, 1956	
Before commencement of production	
No objection certificate under the Water Act, 1974 and the Air Act, 1981	Pollution control board
No objection certificate	Fire department
Permanent trade tax registration under Central Sales Tax Act, 1956	Central and state excise departments
Registration under Central Sales Tax Act, 1956	
After commencement of production/activity	
Registration	Industries department

Cost of doing business in Maharashtra

Cost parameter	Cost estimate
Land (per sq m)	Commercial: US\$ 1.08 to US\$ 1,141.30 Industrial: US\$ 0.54 to US\$ 570.65
Office space rent (per sq ft per month)	US\$ 4.0 to US\$ 5.4*
Power (per kWh)	Commercial: US 13.7 cents to US 16.9 cents Agricultural: US 1.6 cents to US 1.9 cents Industrial: US 7.6 cents (small), US 12.7 cents (medium), US 10.5 cents to US 11.3 cents (large and heavy)
Labour (per day)	Skilled: US\$ 3.24 to US\$ 3.58 Semi-skilled: US\$ 3.16 to US\$ 3.49 Unskilled: US\$ 3.07 to US\$ 3.41

*For Mumbai

Single-window clearance mechanism

Under its Industrial Policy, the Government of Maharashtra provides single-window clearance to all units to reduce the average time required for establishment of such units. The government proposes to take the following steps:

- Setting up of committees at various levels:
 - District level committee under the chairmanship of the District Collector for proposals from SSI units.
 - State level committee under the chairmanship of Development Commissioner (Industries) for MSI/LSI units.
 - Mega projects committee under the chairmanship of Secretary (Industries) for mega projects and FDI proposals.
- A common application form (CAF) to be evolved for every applicant seeking to set up an industry and /or expansion unit and development of information system/software to process such applications online.
- Representatives of the concerned departments from whom the clearances are required to be the members of or invitees on the district, state and mega projects committees.

Key nodal agencies in Maharashtra

<p>Directorate of Industries</p>	<ul style="list-style-type: none"> • Executive arm of the Industries Department, engaged in implementation of the government policies for all round development of the industries in state. • Responsible for implementation of various state policies. • Registers various units (SSI, biotech, IT parks, etc.) • Grants licenses/permissions and recommendations to the Government of India for grant of Letter Of Indents (LOI)/ Industrial Entrepreneurs Memorandums (IEMs)/ Export Oriented Units (EOUs) permission.
<p>Maharashtra Agro Industries Development Corporation Limited (MAIDC)</p>	<ul style="list-style-type: none"> • It is a state nodal agency and acts as the promoter for agro-based industries in Maharashtra. • It provides inputs such as fertilisers, pesticides, machinery, animal feed, etc. • It also helps entrepreneurs in preparing projects, selecting the area, etc.
<p>Maharashtra Industrial Development Corporation (MIDC)</p>	<ul style="list-style-type: none"> • MIDC promotes industrial areas in the state for planned and systematic industrial development. • It functions as a special planning authority for development of industrial areas. • MIDC is an agent of the State Government for carrying out activities of acquisition and disposal of land, provision of infrastructure facilities and providing other services to industrial centres.

Contact list

<p>Directorate of Industries</p>	<p>Development Commissioner of Industries Government of Maharashtra Directorate of Industries New Administrative Building Opposite Mantralaya, Mumbai Maharashtra-400 032 Phone: 91-22-22028616</p>
<p>Maharashtra Agro Industries Development Corporation Limited (MAIDC)</p>	<p>Rajan House 3rd Floor Prabhadevi Mumbai-400 025 Phone: 91-22-24300823 Website: www.maidcmumbai.com</p>
<p>Maharashtra Industrial Development Corporation (MIDC)</p>	<p>Udyog Sarathi Mahakali Caves Road, Andheri (E) Mumbai-400 093 Phone: 91-22-26870052/54/73 Fax: 91-22-26871587 Website: www.midcindia.org</p>

Annexure

Exchange Rates

Year	INR equivalent of one US\$
2000	46.60
2001	48.30
2002	48.04
2003	45.60
2004	43.70
2005	45.20
2006	45.00
2007	42.00
2008	40.20
2009	46.00

Average for the year

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