

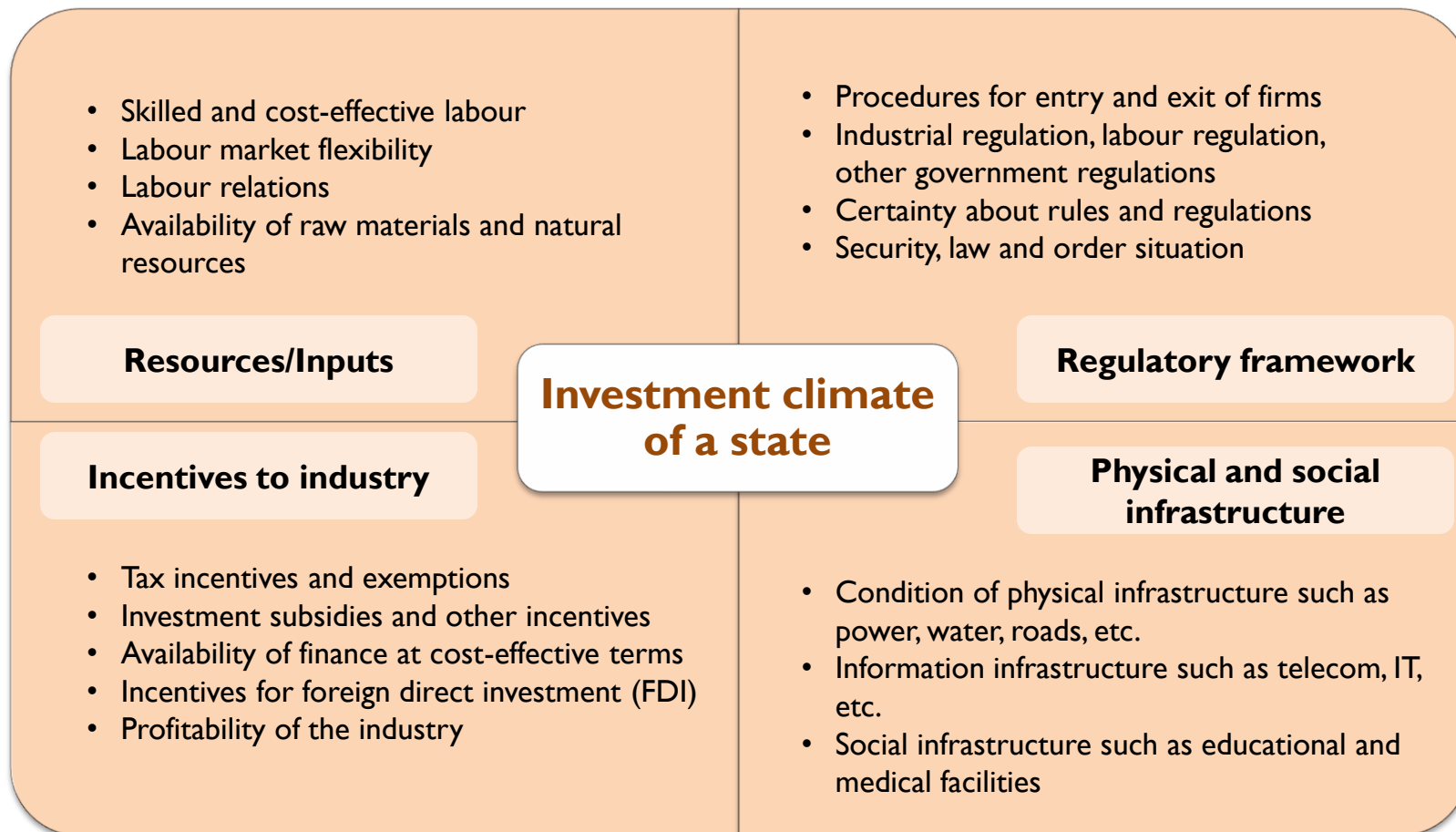


PUNJAB

November 2010



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

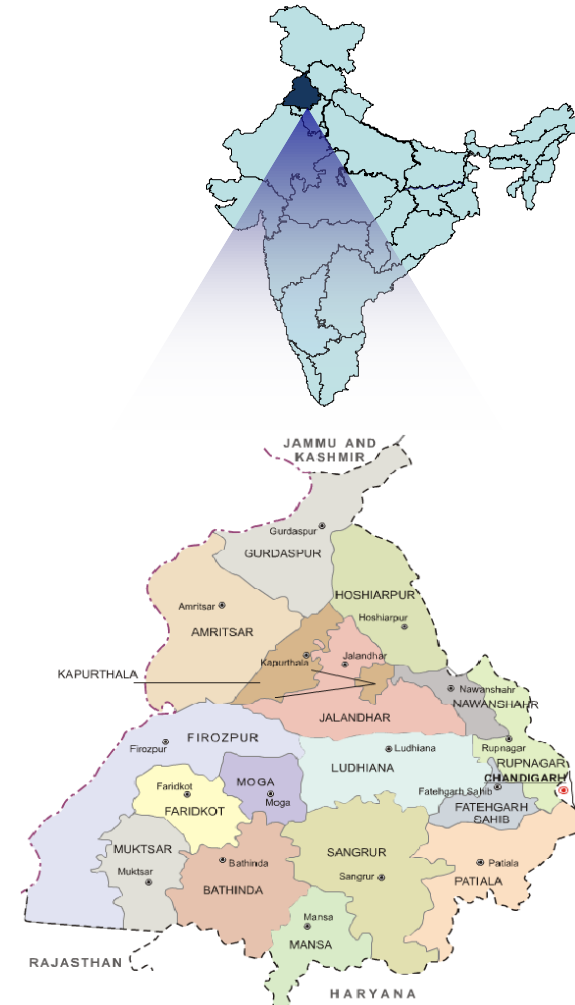


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Punjab – State profile ... (1/2)

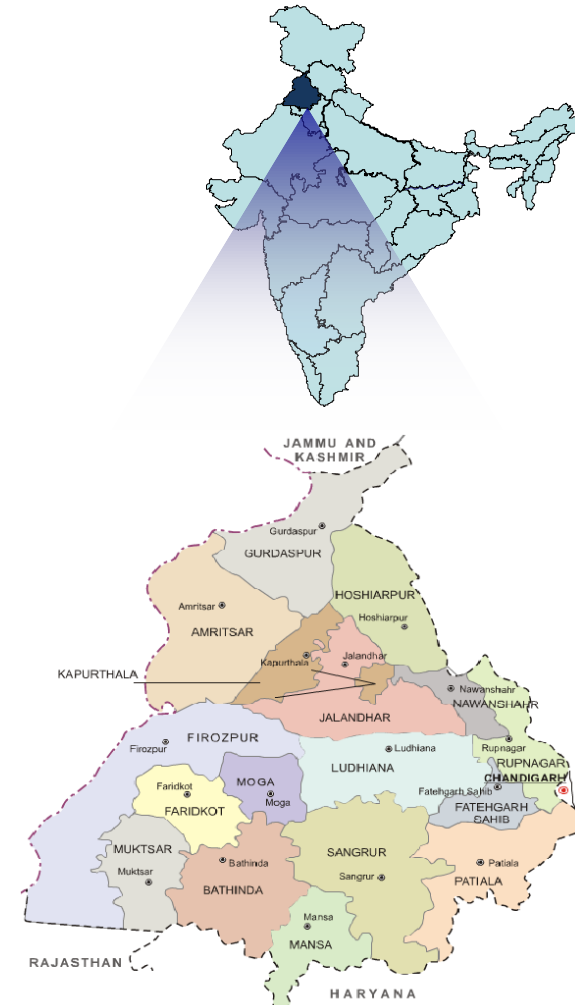
- Covering an area of 50,362 sq km, Punjab is the 19th-largest state in India and accounts for 1.54 per cent of the total land area.
- Chandigarh is the state capital, which is also administered, separately, as a union territory and state capital of Haryana. Punjab has 20 districts.
- Punjab has three major rivers flowing through it. They are Ravi, Beas and Satluj.
- As its borders, the state has the Pakistani province of Punjab to its West, Jammu and Kashmir in the North, Himachal Pradesh in the Northeast, Haryana in the South and Southeast and Rajasthan in the Southwest.



Source: Maps of India

Punjab – State profile ... (2/2)

- The state of Punjab has three major seasons, viz., hot weather (April-June), rainy season (July-September) and cold weather (October-March). Because of the presence of large rivers, most of the Punjab is a fertile plain.
- Amritsar, Ludhiana, Jalandhar, Bhatinda, Pathankot and Patiala are the key cities in the state.
- The most commonly spoken language of the state is Punjabi. Hindi, English and Urdu are the other widely-used languages.



Source: Maps of India

Advantage Punjab ... (1/2)

Hub for textile-based industries

Punjab has emerged as a key hub for textile-based industries including yarn, readymade garments and hosiery. The industry accounts for more than 40 per cent share of the total exports of the state. Punjab is also a leading exporter of rice, including the well-known variety - Basmati.

Policy and fiscal incentives

The state offers a wide range of subsidies, fiscal and policy incentives as well as assistance for businesses under the Industrial Policy, 2009. Additionally, the state has sector-specific policies for textile, IT, agro-based and biotechnology industries.

Fertile and productive land

Because of the major rivers, Punjab state has rich and productive agricultural land. After the introduction of “green revolution” in the late 1960s, it has become a leading food-grain supplier in the country. This makes it suitable for agro-based industries, dairy farming and products, and other food processing industries.



Source: Maps of India

Advantage Punjab ... (2/2)



Source: Maps of India

Facilitating infrastructure

The state has well-developed social and industrial infrastructure. It also has good road, rail and air connectivity. The telecommunications and utilities infrastructure is also well-developed.

High infrastructural growth

The state has witnessed high infrastructural growth in the past few years. The state has witnessed a considerable increase in the number of industrial clusters and hubs. Public private partnerships have been encouraged in the sector.

Stable political environment

The state has a stable political environment. The State Government is committed towards providing good business environment by adhering to the stated policies and incentives.

Punjab in figures ... (1/2)

| Parameter | Punjab | All-states | Source |
|------------------------------------------|------------|-------------|----------------------------------------------------------------|
| Economy | | | |
| GSDP as a percentage of all states' GSDP | 3.7 | 100.0 | CMIE, as of 2007-08, current prices |
| Average GSDP growth rate* (%) | 9.9 | 11.8 | CMIE, 2000-01 to 2007-08, current prices |
| Per capita GSDP (US\$) | 1,306.2 | 992.5 | CMIE, as of 2007-08, current prices |
| Physical infrastructure | | | |
| Installed power capacity (MW) | 6,921.9 | 159,398.5 | Central Electricity Authority, as of March 2010 |
| GSM cellular subscribers (No) | 15,427,470 | 456,586,162 | Cellular Operators Association of India, as of June 2010 |
| Broadband subscribers (No) | 182,953 | 4,981,976 | As of October 2008 |
| National highway length (km) | 1,557.0 | 70,548.0 | Ministry of Road Transport and Highways, Annual Report 2008-09 |
| Airports (No) | 4 | 133 | Airport Authority of India |
| Social indicators | | | |
| Literacy rate (%) | 69.7 | 64.8 | Census of India, 2001 |
| Birth rate (per 1,000 population) | 17.3 | 22.8 | Ministry of Health & Family Welfare, RHS Bulletin, March 2008 |

* Calculated in Indian rupee terms

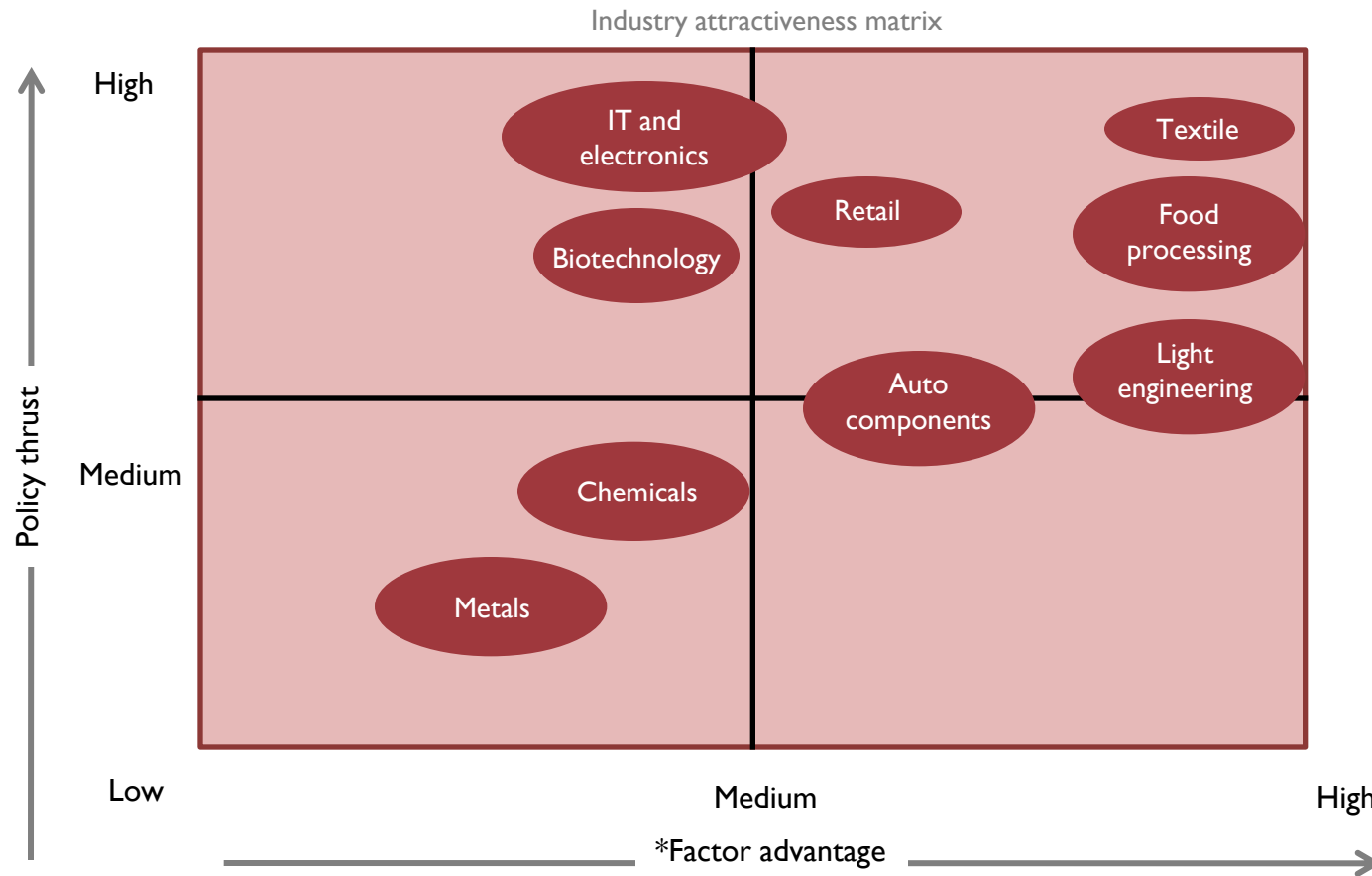
Punjab in figures ... (2/2)

| Parameter | Punjab | All-states | Source |
|----------------------------------------|--------|------------|----------------------------------------------------------------------------------|
| Ease of doing business | | | |
| FDI inflows (US\$ billion) | 0.8* | 120.2 | Department of Industrial Policy & Promotion, April 2000 to May 2010 |
| Outstanding investments (US\$ billion) | 35.7 | 1,972.6 | CMIE, as of March 2010 |
| Industrial Infrastructure | | | |
| PPP projects (No) | 26 | 515 | www.pppindiadatabase.com |
| SEZ (No) | 2 | 363 | Notified as of June 2010 sezindia.nic.in |

*Includes Chandigarh, Punjab, Himachal Pradesh and Haryana
 PPP: public private partnership, SEZ: special economic zone

| Parameter | Punjab Government |
|--------------------------------|-----------------------------------------------------------|
| Policy support | |
| Sectors with specific policies | Industry, agro-based, biotechnology, IT, textile, tourism |
| Availability of labour | Adequate labour available (both skilled and unskilled) |

Key industries developed as a result of 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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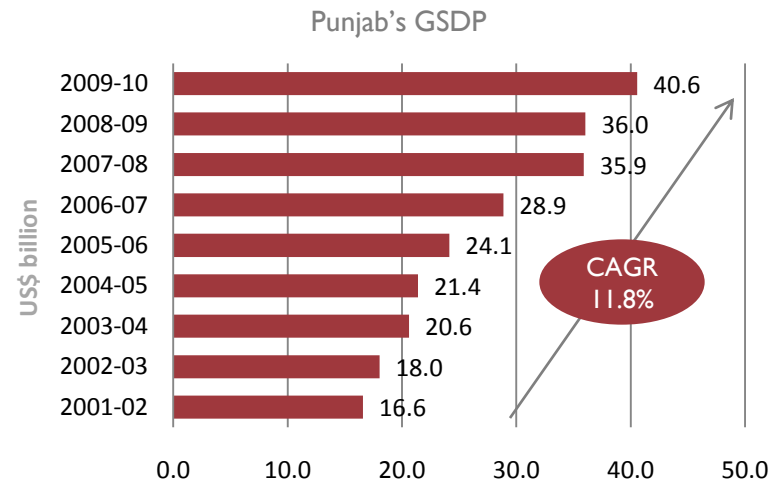
Socio-economic snapshot of Punjab

| Parameters | | Punjab |
|----------------------------------------|--|------------|
| Capital | | Chandigarh |
| Geographical area (sq km) | | 50,362 |
| Administrative districts (No) | | 20 |
| Population density (persons per sq km) | | 482 |
| Total population (million) | | 24.36 |
| Male population (million) | | 12.99 |
| Female population (million) | | 11.37 |
| Population growth rate 1991-2001 (%) | | 19.8 |
| Sex ratio (females per 1,000 males) | | 874 |
| Literacy rate (%) | | 69.7 |
| Male (%) | | 75.2 |
| Female (%) | | 63.4 |
| Average life expectancy (years) | | |
| Male | | 69.8 |
| Female | | 72.0 |

Sources: Punjab Government website, Registrar General of India (2003), Census 2001

Punjab's GSDP

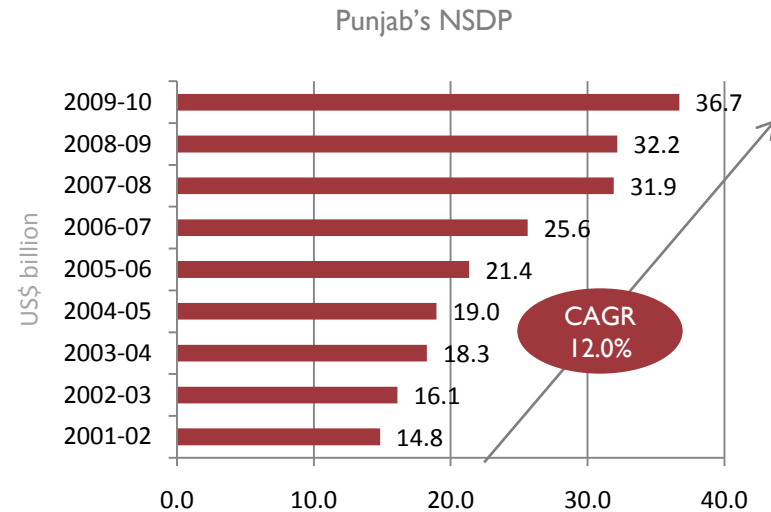
- The Gross State Domestic Product (GSDP) of Punjab was US\$ 40.6 billion in 2009-2010.
- The compound annual growth rate (CAGR) of GSDP from 2001-02 to 2009-2010, was about 11.8 per cent.
- Punjab ranks 13th amongst all the Indian states in terms of GSDP. Agriculture and services are the two sectors that drive the state's economy.



Source: CMIE

Punjab's NSDP

- The Net State Domestic Product (NSDP) of Punjab was US\$ 36.7 billion in 2009-2010.
- The NSDP grew at a CAGR of about 12.0 per cent between 2001-02 and 2009-2010.



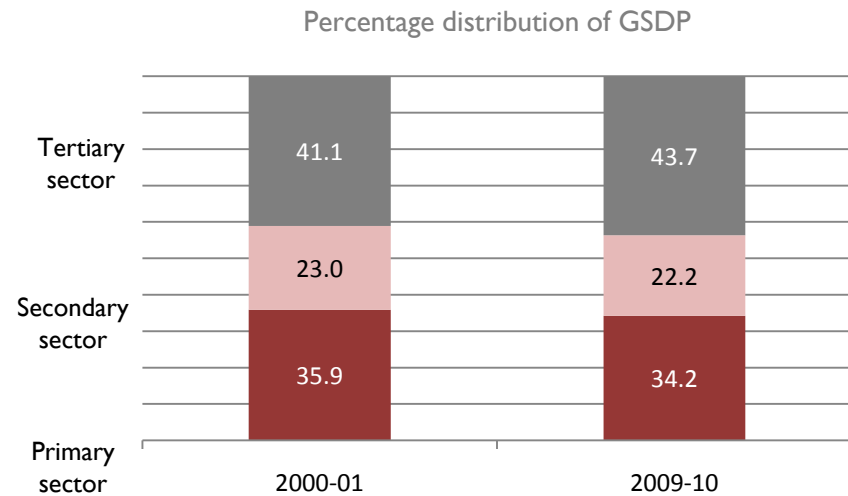
Source: CMIE

Punjab has strong primary and tertiary sectors

- The primary and tertiary sectors together account for about 78 per cent of GSDP.
- The tertiary sector was driven mainly by trade and hotels and restaurants that comprised 39 per cent.
- All the three sectors have recorded growth rates ranging from 10 per cent to 12 per cent between 2000-01 and 2009-2010.

| Sector | CAGR (%)* |
|------------------|-----------|
| Tertiary sector | 11.8 |
| Secondary sector | 10.6 |
| Primary sector | 10.5 |

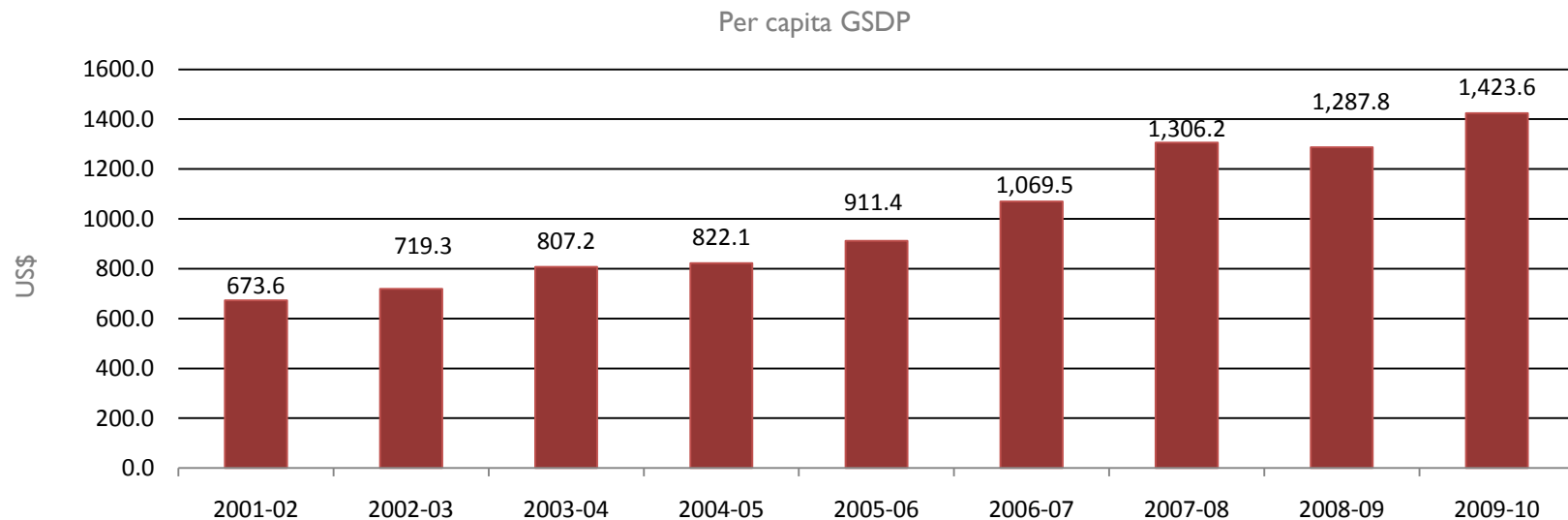
*2000-01 to 2009-2010



Source: CMIE

Per capita GSDP

- The state's per capita GSDP in 2009-2010 was US\$1,423.6.
- The per capita GSDP grew at a CAGR of 9.8 per cent between 2001-02 and 2009-2010.
- According to the Planning Commission of India, the state ranks amongst the top five states in terms of per capita income.

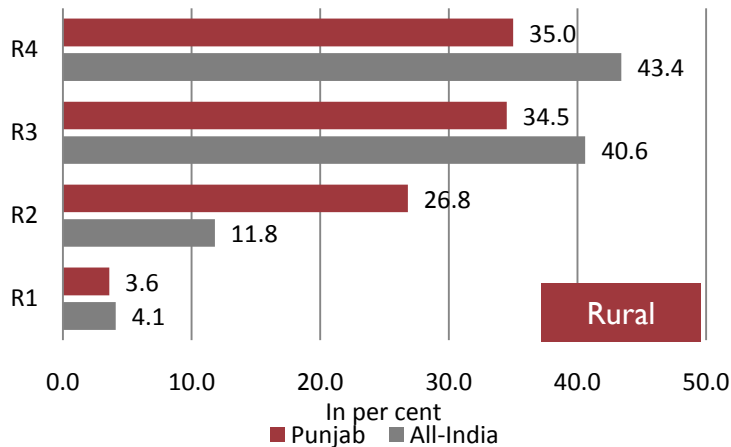


Source: CMIE

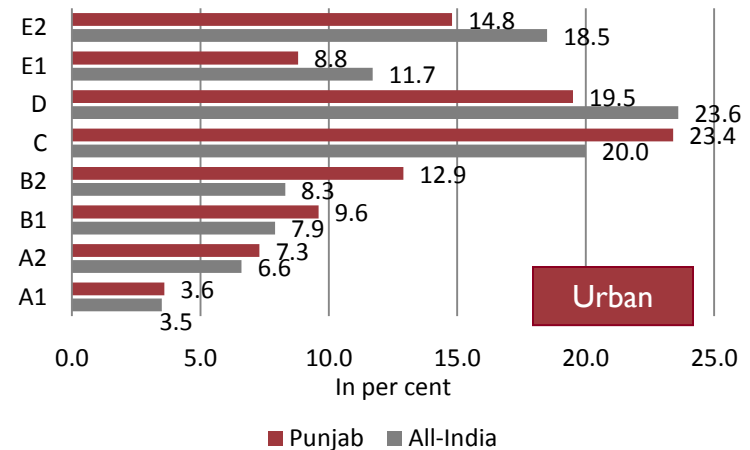
Distribution of households income

- Distribution of households by socio-economic classification (SEC) shows that the share of households with entrepreneurs is high, and that this segment has a higher consumption potential as compared to the all-India figure.

Percentage distribution of rural households by SEC*



Percentage distribution of urban households by SEC*



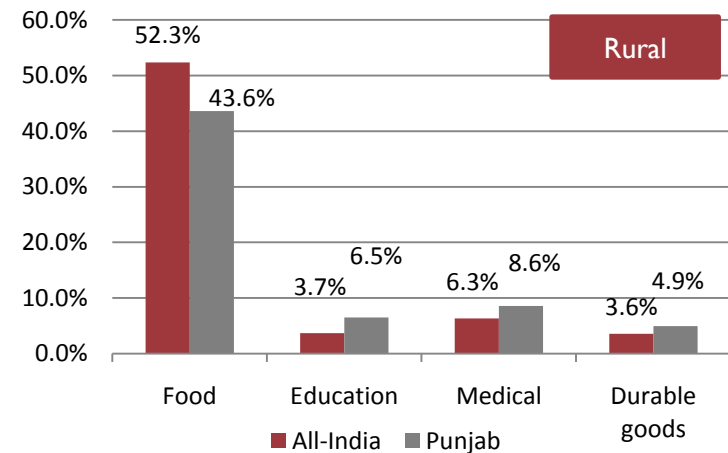
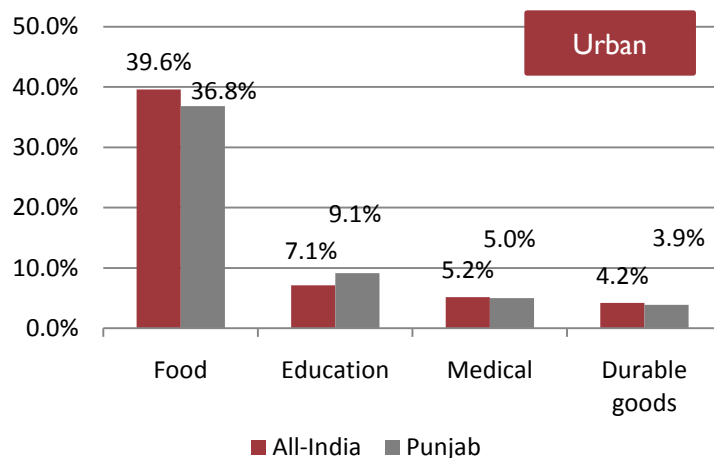
Source: BW Marketing Whitebook, 2009-2010

* Refer annexure for SEC classifications

Consumer expenditure on household goods and services

- Punjab is ahead compared to all-India in share of per capita expenditure on education.
- With regards to share of expenditure on medical services and durable goods, the state is comparable to the all-India level.

Share of average monthly per capita expenditure on household goods and other services



Source: Household Consumer Expenditure in India, 2007-08 NSS 64th Round

Key industries in Punjab

- The resources, policy incentives, infrastructure and climate in the state support investments in sectors such as automotives, chemicals, agro-based industries, food products, light engineering goods, metal and alloy products, sports goods, textiles, pharmaceuticals, paper and paper products.
- Punjab State Industrial Investment Development Corporation (PSIIDC) and Punjab Small Industry and Export Corporation (PSIEC) are jointly responsible for the development of industrial infrastructure in the state. Punjab Agro Industries Corporation (PAIC) is responsible for development of agro-based units.
- The State Government has set up the “Udyog Sahayak” as state-level nodal agency and district industry centres (DIC) as the district-level committee for single-window clearance of industrial projects.
- The Government of Punjab is promoting the development of several special economic zones (SEZ) across Punjab for agro-based industries, pharmaceuticals, biotechnology, food processing and IT.

Key industries in Punjab

- Tractors and auto components
- Agro-based industries
- Bicycles and bicycle parts
- Chemical products
- Food products
- Light engineering goods
- Metal and alloy products
- Pharmaceuticals
- Paper and paper products
- Sports goods
- Textiles

Cereals, cotton and sugarcane are the key agricultural products ... (1/2)

- Cereals account for over 89 per cent of the total agricultural production of the state.
- In 2007-08, the total production of food grains in the state was over 26.8 million metric tonnes.
- In 2008-09, the total fruit production was 1.2 million metric tonnes.

| Crop | Annual production as of 2008-09 ('000 metric tonnes) |
|-----------|------------------------------------------------------|
| Wheat | 15,733 |
| Rice | 11,000 |
| Cotton | 2,285 |
| Maize | 514 |
| Sugarcane | 467 |
| Barley | 55 |
| Oilseeds | 73 |
| Gram | 3.5 |

Source: Statistical Abstract of Punjab, 2009

Cereals, cotton and sugarcane are the key agricultural products ... (2/2)

- Of the food grains, wheat was the major crop. It was followed by rice, cotton and maize.
- Punjab is the second-largest producer of wheat in the country, with a share of around 20 per cent of the total wheat production.



Source: Maps of India

Punjab's export trends ... (1/2)

- Punjab's total exports were US\$ 3 billion in 2008-09, which was 11.1 per cent higher than in 2007-08.

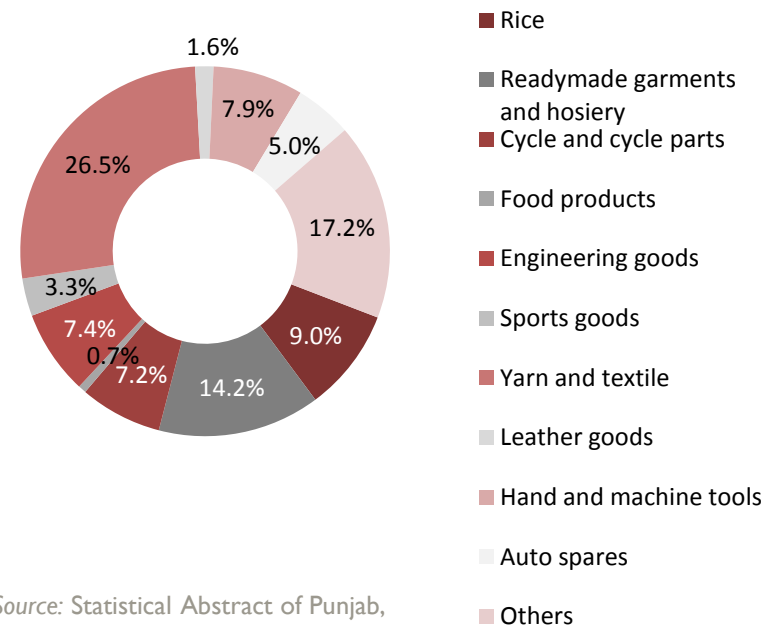


Source: Statistical Abstract of Punjab, 2009

Punjab's export trends ... (2/2)

- In 2008-09, the principal export items were yarns and textiles, apparel, rice and machine tools.
- Ludhiana, Jalandhar and Amritsar account for around 90 per cent of the total exports of Punjab.
- The State Government has identified agriculture and processed food products, readymade garments and IT sectors for export promotion and facilitation.

Sector-wise distribution of exports*



Source: Statistical Abstract of Punjab, 2009

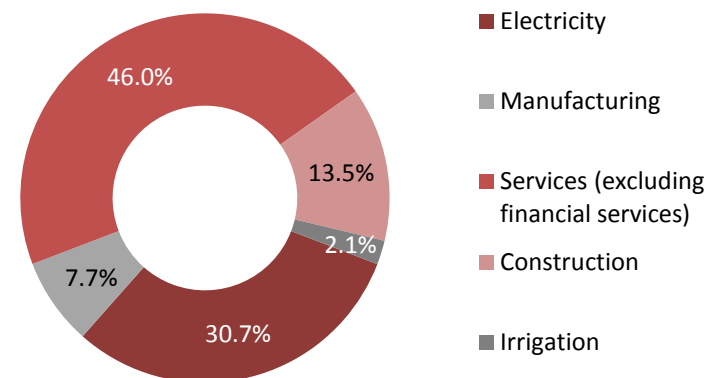
*As of 2008-09

Investments and FDI inflows

- FDI inflows from April 2000 to May 2010 amounted to US\$ 0.8* billion.
- As of March 2010, the services sector had the highest share of outstanding investments, accounting for about 46 per cent. It was followed by the electricity sector with a share of about 30.7 per cent and construction with about 13.5 per cent.
- The manufacturing and irrigation sectors together accounted for about 9.8 per cent of the total outstanding investments.

*Includes Chandigarh, Punjab, Himachal Pradesh and Haryana
Source: Department of Industrial Policy & Promotion

Break up of investments by sector



Source: CMIE, as of March 2010

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Road network

- The state is well connected to its four neighbouring states and the rest of India through 11 National Highways (NH).
- The state's highways account for about 2.2 per cent of the total national highway network in India.
- Punjab Roadways, established in 1948, with a fleet of 13 buses, provides an economical, reliable and comfortable transport service in the state, with connecting services to adjoining states.
- Punjab and East Punjab States Union (PEPSU) Road Transport Corporation, set up in October 1956, controls the road transport services in the state.



Source: Maps of India

Sources: Government of Punjab website; Department of Transport, Government of Punjab

| Road type | Road length (km) |
|-------------------|------------------|
| National Highways | 1,557 |
| State Highways | 2,166 |
| District roads | 5,139 |

Airports

- The state has three domestic airports. They are located in Chandigarh, Ludhiana and Pathankot.
- International flights operate from the Rana Sansi International Airport at Amritsar.
- New airports have been proposed at Mohali, Bathinda and Ludhiana. They are at various stages of approvals and completion.
- Approval from the Indian Air Force (IAF) is awaited, so as to kick-start construction of the new international airport in Mohali.
- The new greenfield Ludhiana airport is proposed to be developed as an aerotropolis (a modern-age concept of a township-oriented airport similar to the Singapore and Frankfurt models) with a total outlay of US\$ 3.8 billion.



International airport



Domestic airport

Railways

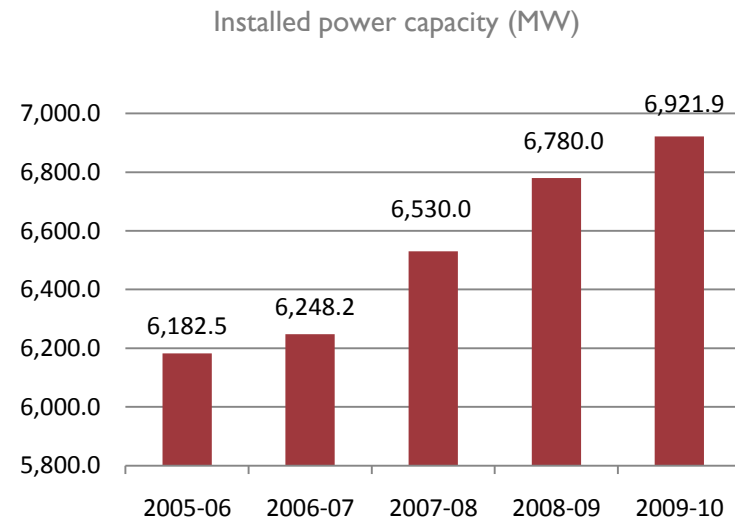
- The railways have a major role in the state. It connects major industrial units in the oil refining, cement, fertiliser, thermal power and manufacturing sectors to suppliers and markets.
- Punjab's railway network spans over 2,098 km. It falls in the jurisdiction of the Northern Railways that spreads across Punjab, Jammu and Kashmir, Haryana, Himachal Pradesh, Uttar Pradesh, Delhi and Chandigarh. The railway-link from Delhi to Lahore (in Pakistan) also runs via Punjab.
- The main inter-state railway routes are Amritsar-Ambala-Delhi, Sriganaganar-Ambala-Delhi, Ferozpur-Ludhiana-Ambala, Pathankot-Roopnagar-Fatehgarh Sahib and Sriganaganar-Bhatinda-Narwana.
- The state also has intra-state rail network connecting various towns and district headquarters.



Source: Maps of India

Power ... (1/2)

- Punjab’s power generation, transmission and distribution is controlled by a single entity, the Punjab State Electricity Board (PSEB). The Punjab Energy Development Agency (PEDA) is the nodal organisation for renewable energy development in the state.
- In 2009-2010, the state had an installed power generation capacity of 6,921.9 MW.
- State-owned hydro and thermal plants contributed 4,860.2 MW, while the centre contributed 1,782.8 MW (732.7 MW of hydro power, 208 MW of nuclear power and 842.1 MW of thermal power). Private renewable energy sources accounted for the remaining 58.3 MW.



Source: Central Electricity Authority, as of March 2010

Power ... (2/2)

- Punjab has been focussing on maximising the use of existing capacities, reducing transmission and distribution (T&D) losses, developing captive power plants and adopting non-conventional sources for power generation.
- The state's demand for power is driven by the agricultural and industrial sectors. In 2008-09, the per capita consumption of electricity in Punjab was 1,033 kWh.
- The 540 MW Govindwal Sahib thermal power project awarded to the GVK Power Group in the private sector has achieved financial closure in 2010. In August 2010, GVK proposed to expand capacity of the plant by 1,320 MW, which is under consideration by the State Government.
- Two thermal power plants are to be constructed in the state. The first, which will be located at Talwandi Sabo in the Mansa district, will have a total generation capacity of 2,640 MW and will be developed by Sterlite Energy Limited (SEL), under build-own-operate (BOO) basis. The second, located at Nalash village in the Patiala district, will have a total capacity of 1,320 MW and will be developed by Nabha Power Limited, a subsidiary of the engineering company, Larsen & Toubro.

Telecom

- As of March 2010, Punjab telecom circle had 20.1 million wireless subscribers and 1.6 million wire-line subscribers.
- The tele-density in the state was 75.4 per cent, significantly higher than the national average of 52.7 per cent, as of March 2010.
- The state has about 3,904 post offices, 24 telegraph offices and 1,510 telephone exchanges.

Telecom infrastructure (2008-09)

Cellular (GSM) subscribers*: About 15.4 million
 Internet/broadband subscribers: About 200,000
 Post offices: 3,904
 Telegraph offices: 24
 Telephone exchanges: 1,510

Sources: Cellular Operators of India,
 Department of Telecommunications, Statistical Abstract of Punjab, 2009
 *As of June 2010

Telecom operators in Punjab

- BSNL
- Bharti Airtel
- Idea Cellular
- Vodafone Essar
- Reliance Communications
- Tata Teleservices
- Tata Docomo
- Videocon

Urban infrastructure

- Under the Jawaharlal Nehru National Urban Renewal Mission (JNNURM), a total of six projects costing US\$ 153.0 million have been sanctioned for Amritsar and Ludhiana. Five of these projects will be located in Amritsar.
- Some of the key areas of development are roads and flyovers, water supply, sewerage and solid-waste management.
- All the projects for Punjab under the JNNURM are in progress. These projects were approved between 2006 and 2009.

Chandigarh – the original planned city

- Chandigarh, the joint capital city of Haryana and Punjab, was developed as a planned city. It is also a union territory.
- Today, it has expanded both in terms of industry and population.
- Chandigarh still remains a model for many other Indian cities in terms of civic amenities.
- It has one of the best electricity distribution systems in India. The Union Ministry of Power selected it as one of the few model distribution centres in the country.
- The Municipal Corporation of Chandigarh is responsible for its urban infrastructure facilities including water supply, sewerage, roads, slum development, fire service, environment, city beautification and house tax.

Sources: JNNURM; Ministry of Urban Development, Government of India

Public private partnership projects

| Project name | Sector | PPP type | Project cost (US\$ million) | Stage |
|------------------------------------------------------------------|-------------------|-------------|-----------------------------|---------------|
| Panipat-Jalandhar | Road | BOT-Toll | 497 | Construction |
| Kurali-Kiratpur NH-21 | Road | BOT-Toll | 67 | Construction |
| Ambala-Zirakpur | Road | BOT-Toll | 65 | Construction |
| Zirakpur-Parwanoo | Road | BOT-Toll | 64 | Construction |
| Jalandhar-Amritsar | Road | BOT-Toll | 57 | Construction |
| Amritsar-Wagha Border | Road | BOT-annuity | 45 | Construction |
| Greenfield super specialty hospital at Mohali | Healthcare | DBFOT | 26 | Construction |
| Up-gradation, operation and maintenance of Ferozpur-Fazilka road | Road | BOT-Toll | 23 | Construction |
| Super specialty hospital at Bathinda | Healthcare | DBFOT | 22 | Construction |
| Five-star hotel at Bathinda | Tourism | DBFOT | 16 | Under bidding |
| Modern bus terminal at Amritsar | Urban development | BOT-annuity | 4 | In operation |

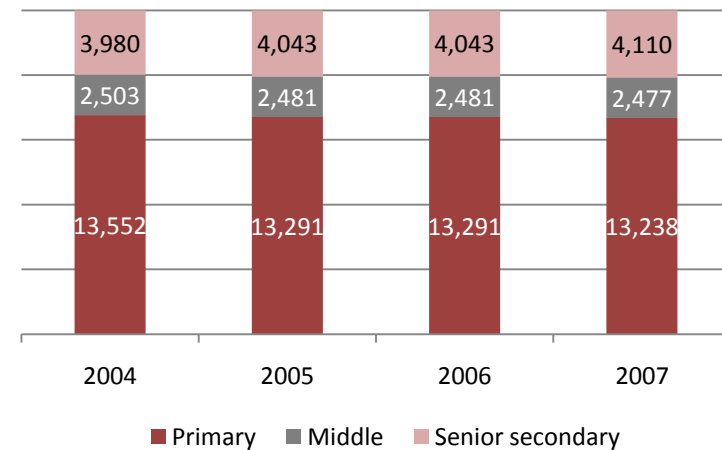
Source: pppindiadatabase.com

BOT: Build-operate-transfer, DBFOT: Design-build-finance-operate-transfer

Education sector ... (1/2)

- Nearly 360,000 students join the state's primary schools every year. The average radius covered by schools is 0.8 km in urban areas.
- The state has six universities, 232 graduate colleges and 19,825 schools (2007). The Punjab University is more than 100 years old and is well regarded, globally.
- The Punjab Agricultural University at Ludhiana is well known for its outstanding contributions to education, research and extension services in the field of agriculture.
- Private participation in technical and vocational education is being encouraged.

Category-wise number of schools in Punjab



Source: Statistical Abstract of Punjab, 2009

Education sector ... (2/2)

Major educational institutes in Punjab are:

- Post Graduate Institute of Medical Education and Research (PGIMER), Chandigarh
- Indian Institute of Technology, Ropar
- Christian Medical College, Ludhiana
- University Business School, Chandigarh
- Punjab Agriculture University, Ludhiana
- Baba Farid University of Health Sciences
- Chitkara Institute of Engineering and Technology, Patiala
- National Institute of Technology, Jalandhar

| Category | Literacy rate (%) |
|----------|-------------------|
| Overall | 69.7 |
| Male | 75.2 |
| Female | 63.4 |

Source: Census 2001

Health infrastructure

- The public healthcare infrastructure of the state has a three-tier structure comprising primary health centres and sub-centres, health units and community health centres.
- The average radius served per healthcare institution is 2,680 km.
- Around 90 per cent of non-hospital healthcare and 67 per cent of hospital care cases are handled by private healthcare services.

| Health infrastructure | |
|----------------------------------|-------|
| Hospitals | 109 |
| Primary health centres | 395 |
| Ayurvedic and Unani institutions | 529 |
| Homoeopathic institutions | 107 |
| Medical institutions | 1,942 |

Source: Statistical Abstract of Punjab, 2009
As of April 2009

| Health indicators of Punjab (2008) | |
|------------------------------------|-------|
| Population served per doctor | 1,225 |
| Population served per bed | 1,078 |
| Birth rate* | 17.3 |
| Death rate* | 7.2 |
| Infant mortality rate** | 41.0 |
| Life expectancy at birth (years) | |
| - Male | 69.8 |
| - Female | 72.0 |

Sources: Statistical Abstract of Punjab, 2009, Ministry of Health and Family Welfare, 2008

*Per thousand persons

**Per thousand live births

Cultural infrastructure

- Hockey and wrestling are the prominent sports in Punjab.
- The state has a number of sports stadiums and clubs in Chandigarh, Mohali, Amritsar, Jalandhar and other parts of the state.
- The state has a scheme for having a stadium at the block-level, with indoor facilities for wrestling, boxing, judo, weight lifting, etc. Construction of such facilities have been completed in 19 blocks.
- The state also has a proposal to construct a national-level stadium in each district with a multipurpose hall, a swimming pool and eight-lane cinder track.
- Golden Temple, Jalianwala bagh and the Wagah border (with Pakistan) at Amritsar are the main tourist destinations in the state.

Major hotels in Punjab

| Hotel | City |
|-----------------------------|-----------------------|
| Hotel Regency | Chandigarh |
| Hotel Piccadily | Chandigarh |
| Hotel Radisson Windsor | Jalandhar |
| President Hotel | Jalandhar, Chandigarh |
| Hotel City Heart | Ludhiana |
| Hotel Chevron International | Ludhiana |
| Mohan International | Amritsar |

Sources: Department of Sports, Department of Tourism, Government of Punjab

Industrial infrastructure

| Name and location | Primary industry | Description |
|------------------------------------------------------|-------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Electronics Township (ELTOP), Mohali | Electronics | Set up by Punjab Information and Communication Technology Corporation Limited (Punjab Infotech) for promotion and growth of the electronics industry in the state. |
| Industry clusters | Industry specific | Clusters identified for bicycles and bicycle parts (Ludhiana), steel re-rolling (Mandi Gobindgarh), textiles (Ludhiana), sports and leather goods (Jalandhar), and woollens (Amritsar). |
| Food park project, Sirhind, Fatehgarh Sahib district | Agro-processing | Joint initiative of a non-resident Indian (NRI) group and Punjab Agro Industries Corporation; spread over 25 acres and one of India's largest and most sophisticated integrated vegetable and fruit processing complexes with support facilities for an annual capacity of over 5,000 million tonnes (MT). |
| Apparel Park, Doraha, Ludhiana | Textiles | Integrated textile park with 115 plots jointly developed by Punjab Small Industry and Export Corporation Limited and the Association of Textile Industry. |
| Biotech Park, Dera Bassi, Chandigarh | Biotech | PPP of Beckons Industries and Punjab State Council for Science and Technology; first cluster to have 10 to 15 industrial units in agri-biotech and healthcare sectors; biotech incubator also proposed. |
| SEZ, Mohali | IT and electronics; Pharmaceuticals | SEZ status has been granted to QuarkCity in Mohali to promote the IT and electronics sectors and to Ranbaxy's SEZ at SAS Nagar, Mohali. |

SEZs and industrial estates

SEZs with formal approvals

| Name/developer | Area | Primary industry |
|---------------------------------------------------|-------------------------|---------------------|
| QuarkCity India Private Limited (notified) | Mohali | IT |
| Ranbaxy Laboratories Limited (notified) | Mohali | Pharmaceuticals |
| Vividha Infrastructure Private Limited | Patiala | Engineering |
| Mridul Infrastructure Private Limited | Patiala | Textiles |
| Lark Projects Private Limited | Mohali | Electronic hardware |
| Sukhmani Towers Private Limited | Nenetpur and Jawaharpur | IT/ITeS |
| Sukhm Infrastructure Private Limited | Mohali | IT |
| ATS Estates (P) Limited | Patiala | IT/ITeS |
| Shipra Estate Limited | Mohali | IT/ITeS |
| Ishan Developers & Infrastructure Private Limited | Amritsar | Textiles |

SEZs with in-principle approvals

| Name/developer | Area | Primary industry |
|-------------------------------------------------------|----------|--------------------------------------|
| DLF Universal Limited | Ludhiana | Multi-product |
| DLF Universal Limited | Amritsar | Free Trade & Warehousing Zone (FTWZ) |
| DLF Universal Limited | Amritsar | Textiles |
| DLF Universal Limited | Amritsar | Engineering |
| DLF Universal Limited | Amritsar | Food processing |
| Rockman Projects Limited | Ludhiana | Textiles |
| Malhotra Land Developers & Colonizers Private Limited | Ludhiana | Auto components |

Source: www.sezindia.nic.in

Industrial and infrastructure investments under implementation

- The top five sectors by investments in Punjab are services (non-financial), electricity, construction, chemicals and irrigation.
- Other project investments include textiles, food and beverages, machinery and non-metallic mineral products.

| Sector | Investments (US\$ million) |
|---------------------------------|----------------------------|
| Services (other than financial) | 12,263.5 |
| Electricity | 5,752.1 |
| Construction | 3,997.5 |
| Chemicals | 743.7 |
| Irrigation | 584.7 |
| Textiles | 568.6 |

Source: CMIE, as of March 2010

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Sector-specific policies ... (1/6)

Industrial Policy, 2009

Aim: To establish synergy between the agriculture and industrial sectors, rejuvenate small scale sector and attract more investments in the large scale sector.

Key objectives:

- To play the role of facilitator with required hand-holding and being investor-friendly.
- To lessen government control, while outsourcing regulatory measures.
- To bring administrative reforms under the aegis of the Punjab Social Development and Governance Reforms Commission.
- To attract investment from the private sector and under the PPP mode.
- To create a dedicated fund for the development of clusters and common facilities, therein.
- To provide infrastructural support under the initiatives of centre and state governments.
- To promote competitiveness and reduce costs for the industry.
- To stimulate economic growth, industry and service sector being the main engines of such growth.
- To promote IT and ITeS sector.
- To promote value-addition to the resources of the state while promoting agro-based and food processing industries.
- To emphasise on fresh employment generation and skill up-gradation.
- To revive the sick industrial units and provide a mechanism for debt re-structuring and addressing environmental issues.

The policy has separate “Agro Industrial Policy, 2009” and “IT/Knowledge Industry Policy, 2009” as its sub-policies.

Sector-specific policies ... (2/6)

Agro Industrial Policy, 2009

Aim: To make Punjab the destination of choice for investors and processors, both global and domestic.

Key objectives:

- To increase the flow of investments in agriculture and agro-based industries.
- To accelerate a close interface between research, extension mechanisms, industry, farmers, markets and consumers.
- To increase value-addition, thereby, increasing income of farmers, traders and delivering better quality products to consumers.
- To create modern supply-chain infrastructure needed for agro industrial development and marketing of agri-produce.
- To create employment opportunities, thus, improving the quality of life.
- To assist small scale agro-based units to remain competitive in the global market.
- To increase export of fruits and vegetables and value-added agri-products.

Key incentives:

- Interest subsidy to agro-based industrial units.
- Interest subsidy to agri-infrastructure projects.
- Interest subsidy to small and medium agro-based industrial units for modernisation and technology up-gradation.
- Assistance for setting up centre of excellence for development of technologies in the area of agro/food processing.
- Assistance for international food standards and/or global gap certification.
- Assistance for preparation of detailed project reports.
- Assistance for patent registration.

Sector-specific policies ... (3/6)

IT/Knowledge Industry Policy, 2009

Aim: To create an enabling environment for IT and knowledge-based industry by focusing on creation of necessary infrastructure, development of human capital, proactive engagement with investors and effective policy implementation.

Key objectives:

- To provide a nurturing and enabling environment conducive to the vibrant growth of the local IT industry.
- To aggressively promote the state as the destination of choice for emerging IT business opportunities including ITeS and other knowledge-based industries.
- To develop IT/knowledge industry as a strong small and medium enterprise (SME) sector in Punjab.
- To attract FDI by encouraging multinational companies and non-resident Indians to invest in the state.
- To provide a conducive environment for the sector by reducing regulations and increasing new opportunities.
- To create world-class infrastructure and an enabling framework for protection of intellectual property and data.
- To create availability of robust manpower and education infrastructure to enhance direct and indirect employment creation.

Key incentives and concessions:

- Power tariff to be charged at industrial rate and on actual units consumed.
- Exemption from electricity duty for five years, statutory power cuts and restriction of peak load hours.
- 100 per cent stamp duty reimbursement and exemption to developer.
- Capital subsidy of 20 per cent to SME units notified by Punjab Information and Communication Technology Corporation Limited (PICTCL).
- Higher floor-space index (FSI) of 300 per cent.
- Exemption from land use zoning regulations and conversion charges.
- Special incentives for mega projects.

Sector-specific policies ... (4/6)

Special Economic Zone (SEZ) Act, 2009

Aim: To promote SEZs in the state, providing unique incentives to infrastructure developers.

The Act provides for the establishment of SEZs to promote and set up self-contained large industrial townships, with world-class infrastructure to accelerate and facilitate both public and private sector participation in an internationally competitive and hassle-free environment for export promotion, thereby, securing large dividends in terms of economic and industrial development and to act as strong catalyst for regional development.

New and Renewable Sources of Energy (NRSE) Policy, 2006

Aim: To focus on energy conservation and other new technology-based renewable sources of energy.

Key thrust areas:

- Power generation through small and micro hydro projects; cogeneration of power by units in industries such as sugar, paper, chemicals and fertilisers; power generation from biomass, agricultural waste and solar energy.
- Clearances for all projects related to NRSE through single-window mechanism.
- Exemption from octroi; commitment on purchase of electricity by state and provision of land for projects.
- Maintenance of a renewable energy corpus fund by the PEDAs to assist and undertake activities towards commercialisation of NRSE projects and programmes.

Sector-specific policies ... (5/6)

Notification Textile Policy, 2006

Aim: To facilitate and promote the growth of the textile industry, achieve global standards in product quality, contribute more to exports and encourage textile clusters.

Key initiatives and goals:

- Maximum utilisation of the Central Government's Technology Up-gradation Fund Scheme (TUFS).
- Creation of infrastructure through clusters, educational and training institutions.
- Reduction of electricity duty on projects.
- Assistance in land acquisition.

Biotech Policy, 2006

Aim: To facilitate the growth of biotech industries and the development of clean-biotech technologies.

Key initiatives:

- Creating public awareness about biotechnology.
- Provision for setting up a new biotechnology institute, which will act as a biotechnology development centre for research and development, pilot-scale testing and validation requirements of the industry.
- Creation of the Punjab Biotech Promotion Board (PBPB) to attract investments.
- Promotion of PPPs in agriculture extension, crop diversification and organic farming in the state.

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

Tourism Policy, 2003

Aim: To promote tourism and develop hospitality infrastructure with private sector participation. Tourism was declared an industry in Punjab in 1996.

Key initiatives:

- Single-window clearance facility for approving tourism-related projects in the state.
- Land allotment to entrepreneurs on easy terms for developing hotels on selective basis.
- Setting up of the Punjab Tourism and Heritage Promotion Board under the chairmanship of the Chief Minister.
- Constitution of a coordination and advisory committee on tourism.
- Incentives to tourism-related projects.
- Provision of soft loans for new tourism projects and expansion of existing ones by Punjab Financial Corporation (PFC) and Punjab State Industrial Development Corporation (PSIDC).

Land Allotment Policy, 2002

Aim: To accelerate the pace of growth of industry in the state and provide quick availability of land to the entrepreneurs.

Key thrust areas:

- Allotment of land in various industrial focal points.
- Allotment of semi-developed or developed land under the “Off-the-Shelf” scheme.
- All existing and new areas, either fully-developed or semi-developed for industrial purposes, to be focal points for growth centres, industrial areas, industrial estates, etc.
- The policy also has provision for reservation under various categories.

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IT and electronics

- Punjab's IT policy and the incentives offered to the IT industry are aimed at promoting Punjab as an attractive destination for the industry. Mohali has been developed as an IT and ITeS hub in the state.
- In 2008-09, software exports from the state were around US\$ 69 million. Moreover, the number of technical colleges in Punjab increased from 65 in 2007-08 to 82 in 2008-09.
- In the past few years, more than 1,200 small scale (SSI) units have been set up in the electronics hardware sector. These units produce personal computers, industrial electronic equipment, televisions, radios, electronic instruments, tools and components.
- The Electronic Test and Development Centre at Mohali provides testing facilities to electronics industries.
- The state has launched a venture capital fund, with a corpus of nearly US\$ 4.75 million, for the IT industry; it is funded jointly by PSIDC, Punjab Infotech, PFC and the Small Industries Development Bank of India (SIDBI).






Key players

- Quark
- Dell
- Infosys
- JCT Electronics
- Tarkia
- Drish Infotech
- OKI, Japan
- Fujitsu
- Hitachi
- Olivetti
- SCL
- Punjab Communications
- APLAB




IT and electronics – company profiles ... (1/3)

| | |
|--------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Quark</p>  | <p>Quark is a global IT giant in the area of desktop publishing. Quark has set up its India Development Centre (IDC) at Mohali with an investment of US\$ 17.8 million. This is one of its largest R&D centres worldwide.</p> <p>QuarkCity, currently under development at Mohali, is an IT park that will cater to the requirements of the IT industry and other knowledge-driven companies.</p> |
| <p>Dell</p>  | <p>One of Dell's customer contact centres in India is located at QuarkCity, Mohali. The centre is spread over 180,000 sq ft. The centre provides employment to over 1,500 persons.</p> |
| <p>Infosys Technologies</p>  | <p>Infosys, which recorded revenues of US\$ 4.5 billion in 2009-2010, has nine development centres across the country, with the one at Mohali set up in 2001. The Mohali centre is equipped with latest technologies and solutions for enterprise networking, office productivity, collaborative software engineering and distributed project management.</p> |
| <p>JCT Electronics Limited (JCTEL)</p>  | <p>JCT Electronics is a flagship company of the Thapar Group, one of India's large industrial conglomerates. JCTEL manufactures colour picture tubes for television sets and has a production capacity of over 4 million, annually. The company's plants are located at Vadodara in Gujarat and Ropar in Punjab. It recorded revenues of US\$ 92.7 million in 2008-09.</p> |
| <p>TarKia</p>  | <p>TarKia is a consulting and professional services organisation that specialises in delivering strategic initiatives for small and medium businesses. With expertise derived from deep relationships with enterprise software leaders such as Oracle, the company provides full life-cycle product development and IT services. Headquartered in Silicon Valley, the company has its regional office in Jalandhar.</p> |

IT and electronics – company profiles ... (2/3)

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|----------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Drish Infotech Limited</p>  | <p>Drish was established in 1999 in Mohali as a 100 per cent export-oriented unit registered under Software Technology Parks of India (STPI). Its principal activity is to provide outsourced IT solutions to global clients. It is a service provider delivering business and technology solutions through global software development and outsourcing.</p> |
| <p>Fujitsu</p>  | <p>Fujitsu entered India in 1982 by setting up its liaison office in New Delhi. A year later Fujitsu started supplying Fetex 100L – the Analog Switch (PSTN), to the Department of Telecommunications (DoT, now Bharat Sanchar Nigam Limited or BSNL). The company has its operations in ELTOP, Mohali.</p> |
| <p>Hitachi Limited</p>  | <p>Hitachi has a diverse product-mix, ranging from electricity generation systems to consumer products and electronic devices. It operates in seven segments: information and telecommunication systems, electronic devices, power and industrial systems, digital media and consumer products, high functional materials and components, logistics, services and others, and financial services. The company has a strong presence in the consumer durables market in Punjab.</p> |
| <p>Punjab Communications Limited</p>  | <p>Puncom is India's premier telecom and IT equipment and solution provider. The company recorded revenues of US\$ 27.4 million in 2008-09. Broadly, the company's activities cover areas such as telecom equipment manufacturing , IT and software solutions, turnkey projects, and repair and maintenance.</p> |
| <p>OKI Electric Industry Company Limited</p>  | <p>Oki is a Japan-based manufacturing company. It has three business segments, viz., info-telecom systems, printers, and product delivery and management. The info-telecom systems segment is engaged in the manufacture and sale of finance systems, automated equipment systems, enterprise resource planning (ERP) systems, Internet protocol telephone systems and computer telephony integration systems. The company has its operations in Punjab through its collaborative presence in ELTOP, Mohali.</p> |

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

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| <p>Olivetti, Italy</p>  | <p>The company provides multi-function inkjet imaging systems, laser and portable inkjet printers, photocopiers, and related supplies. Other products include calculators, fax machines, cash registers, point-of-sale terminals, postal equipment, ticketing machines, lottery terminals, and electronic voting systems. The company has a collaboration in ELTOP, Mohali.</p> |
| <p>APLAB Limited</p>  | <p>APLAB Limited is a public enterprise incorporated in 1962 to provide solutions to business sectors such as telecommunication, IT, retail banking, retail fuel-dispensing, and power control and conditioning. Its electronic products have markets, globally. The company has four independent product divisions – test and measurement equipment, power conversion and uninterrupted power systems (UPS), self-service terminals for banking and self-service terminals for petroleum sectors. In Punjab, the company has presence in Chandigarh, Ludhiana, Amritsar and Jalandhar. The company recorded revenues of US\$ 21.4 million in 2009-2010.</p> |
| <p>Semiconductor Laboratory (SCL)</p>  | <p>SCL is a research and development company in the field of semiconductor technology, micro-electro-mechanical systems and process technologies relating to semiconductor processing. The company has developed in-house, 3 micron, 2 micron, 1.2 micron and 0.8 micron complementary metal-oxide semiconductor (CMOS) technologies and other specialised technologies. SCL has also developed and supplied a number of key very large scale integration (VLSI) designs, majority of which have been application specific integrated circuits (ASICs) for high reliability and industrial applications. SCL is located in Mohali, Punjab.</p> |




Agro-based industry

- The industrial output of agro-based industries in the state is around US\$ 2.44 billion, contributing nearly 20 per cent to the manufacturing output and about 14 per cent to the employment.
- The State Government has actively promoted contract farming. Some of the notable contract farming agreements include those with the Tata Group for basmati rice, the UB Group for malting barley and Advanta India for hyola (high-breed rapeseeds and mustard). Crops being promoted include maize, hybrid basmati and sunflower.
- Organic farming is also a thrust area with initiatives from the Punjab Agriculture Export Corporation (PAGREXCO). Several incentives are offered for promoting organic farming in the state, including free-of-cost consultancy and a 100 per cent subsidy on certification of produce by internationally accredited agencies.
- Since the 1980s, Punjab Agro Industries Corporation (PAIC) has been encouraging private investment in the agro-processing sector by identifying technically feasible and economically viable projects and inviting financial collaborations for implementation in the joint sector.




Key players

- Nestle
- Pepsi Foods
- MILKFED
- Godrej Agrovet
- Cremica Foods
- Jagjit Industries
- Markfed
- Sungro Seeds
- Glaxo Smithkline

Agro-based industry – company profiles ... (1/3)

| | |
|--------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Nestle India</p>  | <p>Subsidiary of Nestle SA, Switzerland, the company started milk collection in Moga in 1961 and has expanded operations to a network of more than 85,000 farmers. The company has its processing unit in Moga, Punjab.</p> <p>Nestle's famous brands include Nescafé, Maggi, Milkbar, Milo, Kit-Kat, Bar One, Milkmaid and Nestea. The company recorded revenues of US\$ 1.1 billion in 2009.</p> |
| <p>PepsiCo India</p>  | <p>In 1989, PepsiCo India launched an ambitious joint programme with the Punjab Agriculture University and PAIC. The programme focuses on evolving agricultural practices to help farmers in Punjab produce internationally competitive products. PepsiCo has also collaborated with the Punjab-based Thapar Institute of Technology to develop a high-quality potato seed.</p> <p>To support the company's contract farming initiative, PepsiCo set up a 27-acre research and demonstration farm in Punjab to conduct farm trials of new varieties of tomato, potato and other crops. New tomato varieties from the initiative have helped increase total annual production of tomato from 28,000 tonnes to over 200,000 tonnes in Punjab. Yields have more than tripled from 16 tonnes to 54 tonnes per hectare.</p> |
| <p>MilkFed</p>  | <p>MILKFED was formed in 1973 with the objectives of providing remunerative prices to milk producers in the state, marketing their produce and providing technical inputs for the enhancement of milk production. It reported a turnover of US\$ 251 million in 2008-09, including exports of roughly US\$ 32.6 million. The company has a strong network of about 6,000 milk producers' cooperative societies at the village-level, 10 milk plants, each with a capacity of 1,525 thousand litres per day (tlpd) and two cattle feed factories.</p> <p>It is well known for the Verka brand of dairy products, including milk, butter, buttermilk, cheese, curd, milk powder, ice cream and ghee.</p> |

Agro-based industry – company profiles ... (2/3)

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|------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Godrej Agrovet Limited</p>  | <ul style="list-style-type: none"> • Godrej Agrovet recorded revenues of US\$ 281.2 million in 2008-09. • The company has signed memorandum of understanding (MoU) with the Punjab Government to set up a manufacturing plant for its 'Real Good' brand of fresh chicken. • It plans an investment of around US\$ 22 million for the processing unit as well as for the further expansion of its rural retail initiative "Aadhaar". The company intends to open 25 agri-services-cum-retail stores under the brand name "Godrej Aadhaar" in Punjab. • Aadhaar aims at setting up retail stores in rural areas wherein they would provide an array of services for rural households, from basic food, grocery, apparel, footwear, furniture, kitchenware and home appliances, to value-added services such as banking, postal services and pharmacy. |
| <p>Cremica Foods</p>  | <ul style="list-style-type: none"> • Established in 1978, Cremica Foods is a widely diversified food products and services company with annual sales of US\$ 76 million. It has established itself as a leading supplier to global and Indian food giants such as McDonalds, Cafe Coffee Day as well as other institutional customers such as Jet Airways. • Its products include sauces, mayonnaise, toppings, syrups, biscuits, Indian snack foods, bread, buns, stabiliser blends, toffees, candies and gourmet ice creams. |
| <p>Jagatjit Industries Limited (JIL)</p>  | <p>JIL was founded in 1944 in the erstwhile state of Kapurthala under the patronage of its Maharaja Jagatjit Singh. The company manufactures and markets alcoholic beverages, malt, malt-extract, malted milk foods, milk powder, ghee, glass and pet containers. The company recorded revenues of US\$ 177.9 million in 2008-09.</p> |

Agro-based industry – company profiles ... (3/3)

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| <p>Sungro Seeds Limited</p>  | <p>Sungro Seeds started business in vegetable crops in 1973. The company has a portfolio of 130 hybrids and 60 superior open-pollinated varieties in all major high-value vegetable crops. The company has valuable export seed production contracts for hybrids from many leading seed companies in the US, Japan and France and has production centre at Amargarh.</p> |
| <p>Markfed</p>  | <p>Markfed began operations in 1954 with 13 members and a share capital of US\$ 6,000. Today, it has grown to become among the largest marketing cooperatives in Asia with an annual business turnover of over US\$ 2 billion with nearly 2,710 employees and 20 industrial units.</p> <p>Punjab Markfed is a marketing federation of over 3,000 societies. The cooperative has won recognition and many awards from the Government of India in several areas of excellence; Markfed represents the interests of over a million farmers in the state.</p> |
| <p>GlaxoSmithKline Consumer Healthcare Limited (GSK)</p>  | <p>GlaxoSmithKline Consumer Healthcare is an Indian associate of GlaxoSmithKline, the world's leading research-based pharmaceutical and healthcare company. GlaxoSmithKline is a leader in the worldwide consumer healthcare market. With nearly US\$ 5 billion in sales, over 10 US\$100 million brands and presence in 130 markets, the consumer healthcare business brings an added dynamic dimension to GSK.</p> <p>GSK Consumer is the leader in the Indian malted-beverage market with a market share of over 65 per cent. 'Horlicks' is the leading brand and contributes over 78 per cent to the company's revenue. GSK also manufactures other brands like 'Boost', 'Viva' and 'Maltova'. It has its registered office at Nabha in Punjab. The company recorded revenues of US\$ 427.2 million in 2009.</p> |






Textiles

- The textile sector in the state is strong on all aspects of the value chain, i.e., from the raw material stage to the finished products (garments) stage.
- Industrial output from the sector is more than US\$ 2.8 billion per annum, contributing over 20 per cent to the manufacturing output of the state and 24 per cent to the industrial employment.
- Punjab is among the largest producers of cotton and blended yarn as well as mill-made fabrics in India.
- The district of Ludhiana is often referred to as the 'Manchester of India'.





Key players

- Abhishek Industries
- Nahar Group
- Malwa Group
- Oswal Woollen Mills
- JCT Limited
- Supreme Tex Mart
- Vardhman Textile Yarns
- SM Textile Mills
- Prince Textile Mills

Textiles – company profiles ... (1/2)

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|---------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Abhishek Industries</p>  | <p>Abhishek Industries is a part of the Ludhiana-based Trident Group. The company has set up ultra-modern plants for manufacturing towels at Barnala in Punjab. The plants have a manufacturing capacity of 33,000 tonnes per annum (TPA) for terry towel and 25,668 TPA for cotton yarn. It is a leading supplier of terry towels to Walmart and JC Penny, apart from retail chains in Europe. The company exports to 37 countries across the world and recorded revenues of US\$ 384.4 million in 2009-2010.</p> |
| <p>Nahar Group</p>  | <p>The group's portfolio comprises spinning, knitting, fabrics and hosiery garments. It operates under four firms: Oswal Woollen Mills, Nahar Spinning Mills, Nahar Exports and Nahar Industrial Enterprises. Its manufacturing facilities are located at Ludhiana and Patiala. The company recorded revenues of US\$ 458 million in 2008-09.</p> |
| <p>Vardhman Group</p>  | <p>Vardhman Textiles Limited, formerly Mahavir Spinning Mills Limited, is a large textile producer in India. The company operates in five segments: yarn, sewing thread, steel, fibre and fabric. The yarn segment comprises production of various types of yarns (cotton, manmade fibres and blends thereof) and yarn processing activities. The company's subsidiaries include VMT Spinning Company Limited, VTL Investments Limited, Vardhman Acrylics Limited and Vardhman Yarn and Threads Limited. The company has its corporate office at Ludhiana, yarn manufacturing units at Ludhiana, Hoshiarpur and Malerkotla, and dyeing units at Ludhiana and Hoshiarpur. The company recorded revenues of US\$ 583.8 million in 2009-2010.</p> |
| <p>Malwa Group</p>  | <p>Malwa is among the top 10 textile mills in India; the company produces cotton yarn, acrylic yarn and polyester viscose yarn. It has two milling units at Barnala in Punjab. The company recorded revenues of US\$ 91.2 million in 2009-2010.</p> |
| <p>Supreme Tex Mart Limited</p>  | <p>Supreme Tex Mart is an integrated textile producer. It operates in two segments: yarns and garments. The yarn division manufactures yarns of cotton, manmade fibres and blends. The company has its unit at Ludhiana in Punjab. The company registered revenues of US\$ 76 million in 2009-2010.</p> |

Textiles – company profiles ... (2/2)

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|-----------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Oswal Woollen Mills</p>  | <p>Oswal Woollen Mills was established in 1949. It is a reputed industrial conglomerate with a wide range of products. The company's operations include spinning, knitting, fabric, hosiery and garments, etc. For the domestic market the company launched the 'Monte Carlo' brand of knitwear.</p> <p>The group has spinning capacity of 550,000 cotton spindles, 25,000 worsted spindles with turn over of US\$ 550 million including an export turnover of US\$ 175 million. The production facility has ISO 9001:2000/ISO 14002 certification and Okotex certification. The company has its corporate office at Ludhiana in Punjab.</p> |
| <p>JCT Limited</p>  | <p>JCT Limited, one of the leading manufacturers of textiles and filament yarn, is the flagship company of Thapar Group. It has operations in two distinct businesses: cotton, synthetic and blended textiles, and nylon filament yarn. The company witnessed revenues of US\$ 125.1 million in 2008-09.</p> <p>JCT Limited has a product range of materials including 100 per cent cotton, 100 per cent polyester, 100 per cent nylon as well as various blends like cotton-polyester, cotton-nylon and polyester-viscose, single and plied yarns (both with counts ranging from 6s to 100s) as well as cotton-lycra and Dupont USA approved (polyester-cotton) lycra stretch material. The company has an integrated textile facility at Phagwara, Punjab.</p> |
| <p>SM Textile Mills</p>  | <p>Established in 1970, SM Textile Mills is engaged in manufacturing, exporting and supplying quality designer scarves, woollen shawls, woven stoles, designer bed-sheets and handmade woollen throws. The company is based in Amritsar, Punjab.</p> |
| <p>Prince Textile Mills</p>  | <p>Prince Textile Mills, based in Ludhiana, was established in 1990 for high quality "Pashmina" products.</p> <p>The company has its manufacturing facility at Ludhiana, Punjab.</p> |



Light engineering goods

- The light engineering goods industry in Punjab includes bicycle and bicycle parts, hand tools, sewing machines and machine tools.
- The industry accounts for around 20 per cent share of the manufacturing output and more than 25 per cent share of the industrial employment.
- The state accounts for 15 per cent of bicycle production and 80 per cent of bicycle parts production in India. The industry is primarily located in Ludhiana.
- Hand tools such as wrenches, hand drills, pullers, vices, hammers, screw drivers, pliers, spanners, etc., are manufactured mainly in Ludhiana and Jalandhar.
- Sewing machines and their parts are mostly manufactured in Jalandhar.
- The machine tools industry comprising lathes, shapers, milling machines, drilling machines and special purpose machines for different industries is, mainly, concentrated in Batala and Ludhiana.

Key players

- Hero Cycles
- Avon Cycles
- Accurate (India)

Light engineering goods – company profiles

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|------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Hero Cycles</p>  | <p>A part of the Hero Group and amongst the world's largest producers of bicycles, the company manufactures over 5.6 million cycles per annum. The company started exports in 1963 to Africa and the Middle East. Today, more than 50 per cent of its bicycle exports are to Europe and the US. It has tied-up with National Bicycle Industries, a part of the Matsushita Group, Japan, to manufacture high-end bicycles. It has a manufacturing unit in Ludhiana. The company recorded revenues of US\$ 349.1 million in 2008-09.</p> |
| <p>Avon Cycles</p>  | <p>Avon Cycles is another leading bicycle manufacturer in the country. It has invested significantly in backward integration and has facilities for making almost all parts, including steel balls, that are needed for bicycles. It produces about 1.5 million bicycles per annum and exports to more than 80 countries. It has manufacturing units in Ludhiana. The company is recognised by the Government of India as a 'Golden Trading House'. It is engaged in the development of a range of electrically-powered bikes and scooters. The company registered revenues of US\$ 88.1 million in 2008-09.</p> |
| <p>Accurate (India)</p> | <p>Accurate (India) is a manufacturer and exporter of oil mill machinery, spares and scaffolding fittings. The company has its office at Simlapuri in Ludhiana.</p> |


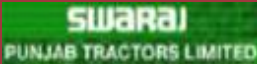

Automotive and auto components industry

- The automotive industry in Punjab is dominated by farm and light commercial vehicle manufacturers, such as International Tractors, Punjab Tractors and Swaraj Mazda.
- The auto component industry in Punjab predominantly comprises SSI units.
- The auto components produced range from simple items such as nuts and bolts to complex ones such as shafts, radiators and axles.
- Manufacturing units cater to both original equipment manufacturers and replacement markets; some also export to offshore destinations.
- The state is also strong in tractor production, producing about 7 per cent of the country's tractors.





Key players

- International Tractors
- Punjab Tractors
- GNA Group
- Swaraj Engines
- Swaraj Mazda
- Vinod and Company
- Pabla Bearings

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

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|------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>International Tractors</p>  | <p>International Tractors is among the top five tractor manufacturers in India; the company has a facility at Hoshiarpur. It sells tractors under the brand names 'Sonalika' and 'CLASS'. It manufactures about 37,000 tractors per annum of 30-90 HP and exports to several countries including South Africa, Australia, Zimbabwe, Sri Lanka, Canada, Bangladesh, Algeria, Zambia, Senegal and Ghana. It has a strategic alliance with YANMAR, Japan, for manufacturing tractors in India and a marketing arrangement with Tata International for exports to select South American and African markets.</p> |
| <p>Punjab Tractors Limited (PTL)</p>  | <p>PTL was promoted by PSIDC to commercialise the indigenous tractor developed by the Central Mechanical Engineering Research Institute (CMERI). It sells tractors under the brand name Swaraj and also manufactures harvester combines, rice transplanters, fork-lifts, light commercial trucks, mini buses, ambulances, diesel engines, automotive seatings and components. In 2003, as part of the State Government's disinvestment process, the majority stake in PTL was sold to the UK-based CDC Group Plc.</p> |
| <p>GNA Group</p>  | <p>GNA has plants in Jalandhar and Hoshiarpur, and manufactures rear axle shafts and U J crosses, propeller shaft assemblies, hydraulic lift shafts, steering components, wheel spanners, brake S-cam shafts and forgings for use in all types of light, medium and heavy vehicles. It is a supplier to various automobile majors, besides having a strong presence in the replacement market.</p> |

Automotive and auto components industry – company profiles ... (2/2)

| | |
|-------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Swaraj Engines Limited</p>  | <p>Swaraj Engines Limited (SEL) is a Punjab-based company and manufactures engines for PTL. It manufactures diesel engines, diesel-engine components and spare parts. The company is also a supplier of hi-tech engine components to Swaraj Mazda Limited (SML). The company's engine business constitutes approximately 93 per cent of its product revenue. The remaining 7 per cent is contributed by the hi-tech engine components being supplied to SML for assembly of commercial vehicle engines. The company recorded revenues of US\$ 64.6 million in 2009-2010.</p> |
| <p>Swaraj Mazda Limited</p>  | <p>Swaraj Mazda, based in Nawashahar, Punjab, is a light commercial vehicle manufacturer. The company manufactures vehicles for goods and passenger applications. In the passenger-carrier category, the company offers non-air conditioned and air-conditioned bus models with capacity ranging from 10 to 41 seats. The company registered revenues of US\$ 163.6 million in 2009-2010.</p> |
| <p>Vinod & Company</p>  | <p>Established in 1991, Vinod & Company has emerged as a leading original equipment manufacturer (OEM) and exporter of premium quality sheet-metal components for the automotive industry with specialisation in tractor parts. Initially, the company manufactured and supplied cycle parts, especially, plastic pedals for bicycle and mopeds to the Eastman Group of Industries and Piyuush Automobile. The company has its corporate office in Ludhiana.</p> |
| <p>Pabla Bearings Limited</p>  | <p>Pabla is a leading manufacturer and exporter of superior quality bearings, agricultural machinery bearings, home appliances bearings, auto bearings, two-wheeler auto bearings, four-wheeler auto bearings, etc. The company is based in Ludhiana, Punjab.</p> |





Petrochemicals and fertilisers

- Industrial activity in the petrochemicals and fertiliser categories includes refining, petrochemicals, chemicals, fertilisers and other related products and distribution.
- As of March 2007, the industry employed 11,827 persons, had a fixed investment of US\$ 906 million and production worth US\$ 1.8 billion.

Key players

- Hindustan Petroleum Corporation Limited
- National Fertilizers Limited
- Punjab Chemicals and Crop Protection Limited
- Punjab Alkalies & Chemicals
- Crystal Phosphates

Petrochemicals and fertilisers – company profiles

| | |
|-----------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Hindustan Petroleum Corporation Limited (HPCL)</p>  | <p>HPCL is a Fortune 500 company. It recorded an annual turnover of US\$ 24.5 billion in 2009-2010 and had a market share of about 20 per cent.</p> <p>Hindustan Mittal Energy Limited, a joint venture company of HPCL with Mittal Energy Investments Pte Limited is setting up a state-of-the-art, 9 million metric tonnes per annum (MMTPA) refinery at Bathinda in Punjab. The estimated cost of the project is US\$ 132 million and it is scheduled for completion by March 2011.</p> |
| <p>National Fertilizer Limited (NFL)</p>  | <p>NFL is one of the largest producers of nitrogenous fertilisers in the country. Its Nangal unit has a production capacity of 778,000 tonnes, while the Bathinda unit has a capacity of 511,000 tonnes. It is actively promoting the use of bio-fertilisers in the state and produces neem-coated urea at its facility in Bathinda. The company recorded revenues of US\$ 1.1 billion in 2009-2010.</p> |
| <p>Punjab Chemicals and Crop Protection Limited</p>  | <p>Punjab Chemicals and Crop Protection Limited is engaged in the business of agrochemicals and manufactures technical grade pesticides, herbicides, fungicides and biocides, as well as their formulations. The company has presence in both domestic and international markets. It has its registered office in Chandigarh and recorded revenues of US\$ 67.6 million in 2009-2010.</p> |
| <p>Punjab Alkalies & Chemicals Limited</p>  | <p>Punjab Alkalies & Chemicals Limited is engaged in the business of chemicals. The company's three principal products include: caustic soda lye, chlorine and hydrochloric acid. Its plant is located at Naya Nangal in Punjab. The company registered revenues of US\$ 50.1 million in 2008-09.</p> |
| <p>Crystal Phosphates</p>  | <p>A part of the Jaishree Group of Industries, Crystal Phosphates was established in 1997. The company procures 27,440 metric tonnes of technical grade chemicals from domestic and international markets, annually. The finished product is marketed throughout the country with 22 branch offices. The company has its warehouses located at Bhatinda and Ludhiana in Punjab.</p> |

Retail and entertainment

- The cities of Ludhiana, Jalandhar, Patiala, Mohali and Amritsar have emerged as key retail markets of the country.
- The drivers of growth are sound infrastructure and high disposable incomes.
- Over 33 malls have been established with gross lease space of 15.2 million sq ft, including large players such as AlphaOne, located in Amritsar.
- The entertainment industry in Punjab took off after the State Government waived the entertainment tax on multiplexes for a period of five years in 2004.
- Some key players in the state include PVR, Waves, Shringar, Adlabs and Fun Republic.

Major industrial projects being implemented

| Promoter | Project | Investment (US\$ million) | Location |
|-----------------------------------------|---------------------------------------|---------------------------|-----------------|
| Petrochemicals | | | |
| Hindustan Petroleum Corporation Limited | Mega refinery product | 5,217.3 | Bathinda |
| Textiles | | | |
| PSIEC and Appeal, Ludhiana | Punjab apparel park | 8.7 | Ludhiana |
| Abhishek Industries | Integrated home textile project | 195.7 | Bathinda |
| Garg Acrylics Limited | Expansion of existing spinning mill | 23.2 | Ludhiana |
| Kaursain Spinner Limited | Expansion of existing spinning mill | 29.5 | Ludhiana |
| Agro-based | | | |
| Lakshmi Energy Foods Limited | Paddy processing and power generation | 177.2 | Fatehgarh Sahib |
| IT/ITeS | | | |
| QuarkCity India Limited | IT Park/SEZ | 217.4 | Mohali |
| Retail | | | |
| Tata Realty & Infrastructure Limited | Trilium City Centre mall | 84.4 | Amritsar |

Source: www.projectstoday.com

Major industrial projects being planned

| Promoter | Project | Investment (US\$ million) | Location |
|-----------------------------------------|---------------------------|---------------------------|-----------|
| Agro-based | | | |
| Chadha Sugar Industries Private Limited | Sugar unit | 36.9 | Gurdaspur |
| Infrastructure | | | |
| Oswal Cotton Mills Limited | Mega industrial park | 43.7 | Ludhiana |
| National Highways Authority of India | Road up-gradation project | 84.0 | Jalandhar |
| Punjab Infrastructure Development Board | Southern bypass project | 89.7 | Ludhiana |

Source: www.projectstoday.com

Contents

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

Key approvals required

| Service or facility | Agency | Timelines |
|------------------------------------------|-------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|
| Industrial license | Department of Industries | 2 weeks |
| Sponsorship for raw materials and inputs | | 4 weeks |
| Land allotment | | 4 weeks |
| Incentives | Udyog Sahayak | Sales tax exemption: 1 week Investment incentive: 4 weeks Other incentives: 2 weeks |
| Sanction of loan | PFC/PSIDC | 8 weeks |
| Release of power connection | PSEB | Load up to 20 kW: 8 weeks Load from 20-100 kW: 12 weeks Load 101-500 kW: 12 weeks Load above 500 kW: 90 days |
| Site approval/environmental clearance | Department of Environment, Pollution Control Board | 60 days |
| Adequacy certificate | | 30 days |
| No-objection certificate | | Green category: 15 days Red category: 30 days |

Key nodal agencies

| | |
|-----------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Punjab Small Industry and Export Corporation Limited (PSIEC) | <ul style="list-style-type: none"> • Focuses on the development of SSI units and promotion of exports. • Responsible for setting up industrial focal points. |
| Punjab Finance Corporation (PFC) | <ul style="list-style-type: none"> • Provides medium- and long-term loans for new industrial units, expansion of existing units and revival of sick units in the state (loan limits set by the State Financial Corporation Act, 1951). |
| Punjab Agro Industries Corporation (PAIC) | <ul style="list-style-type: none"> • Acts as the promoter for agro-based industries in Punjab and provides inputs such as fertilisers, machinery, seeds and pesticides to farmers. • Assists investors in obtaining all necessary approvals for new projects and facilitates contract farming. |
| Punjab State Industrial Development Corporation Limited (PSIDC) | <ul style="list-style-type: none"> • Promotes large and medium scale projects in the state. • Provides escort services, especially, for industrial ventures, and has been instrumental in facilitating projects of Godrej-GE (white goods), Century Textiles (pulp and paper), Gujarat Ambuja (cement), ICI (paints) and HPCL-Saudi Aramco (mega project for gas). • Also acts an infrastructure developer and financial facilitator. |

Contact list

| | |
|-----------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Punjab Small Industry and Export Corporation Limited (PSIEC) | Udyog Bhawan 18, Himalaya Marg, Sector-17 Chandigarh-160017 Phone: 91-172-2704 756, 2704 865 Fax: 91-172-2702 039 E-mail: psiec_chd@yahoo.co.in, indcorp@psiec.gov.in |
| Punjab State Industrial Development Corporation Limited (PSIDC) | Udyog Bhawan 18, Himalaya Marg, Sector-17 Chandigarh-160 017 Phone: 91-172-2702 881-84, 2702 791 Fax: 91-172-2704 145 E-mail: psidc@chd.nic.in , psidc@dotl.net.in |

Cost of doing business in Punjab

| Cost parameter | Cost estimate |
|--------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Industrial land (per sq m) | Government land in key industrial areas of Ludhiana, Mohali, Amritsar, Jalandhar: US\$ 25 to US\$ 75 Agricultural land: US\$ 5 to US\$ 30 |
| Office space rent (per sq ft per month) | US 30 cents to US 45 cents |
| Power | Commercial and industrial: US 9.4 cents per kWh |
| Labour cost (per day) | Agriculture: US\$ 2.9 Non-agriculture: Unskilled: US\$ 2.8 Semi-skilled: US\$ 2.9 to US\$ 3.1 Skilled: US\$ 3.1 to US\$ 3.4 Highly-skilled: US\$ 3.6 to US\$ 3.7 |
| Water | Commercial and industrial: US 15.7 cents per 1,000 litres |

Source: Industry sources

Three-tier single-window clearance mechanism ... (1/2)

The single-window clearance mechanism (SWM) has been established under the Punjab Industrial Facilitation Act, 2005, with the following three-tier structure to grant exemption/relaxation from any of the provisions/rules of the act:

District Single Window Clearance Committee

- Instituted in each district of the state, the committee is chaired by the Deputy Commissioner and has the senior-most officers of district departments as its members.


Empowered committee

- This committee is chaired by the Chief Secretary to the Government of Punjab and has the principal secretaries of state departments as its members.

State board

- The board has the Chief Minister of Punjab as its chairman and ministers of state departments as its members.

SWM structure in Punjab



| Body | Chaired by |
|--------------------------------------------|--------------------------|
| State Board | Chief Minister of Punjab |
| Empowered Committee | Chief Secretary |
| District Single Window Clearance Committee | Deputy Commissioner |

Three-tier single-window clearance mechanism ... (2/2)

| Level | Nodal agency | Composition |
|----------------|---------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| State-level | Udyog Sahayak | <p>Officers from the Punjab State Electricity Board (PSEB), Punjab Pollution Control Board (PPCB), Punjab Infotech, PSIDC, PFC, PSIEC, Department of Labour, PAIC and Directorate of Industries.</p> <p>The agency handles the composite application form received from entrepreneurs and assists in obtaining clearances from various departments within the stipulated time period. It also provides guidance and information to investors about policies and programmes; it is monitored by an empowered committee.</p> |
| District-level | DIC | <p>The DIC is headed by the General Manager at the district level and includes the environmental engineer of the PPCB, the superintending engineer/executive engineer of PSEB, the district officer of the Housing and Urban Development Authority and the assistant director of factories from the Directorate of Factories. The DIC provides sanctions and clearances for setting up SSI units in the state.</p> |

Annexure ... (1/3)

Socio-economic classification of urban and rural households – urban grid

| Education/Occupation | Illiterate | School up to four years/literate, but no formal schooling | School up to five to nine years | SSC/HSC | Certificate course, but not graduate | Graduate/post graduate general | Graduate/post graduate professional |
|----------------------------------|------------|-----------------------------------------------------------|---------------------------------|---------|--------------------------------------|--------------------------------|-------------------------------------|
| Unskilled workers | E2 | E2 | E1 | D | D | D | D |
| Skilled workers | E2 | E1 | D | C | C | B2 | B2 |
| Petty traders | E2 | D | D | C | C | B2 | B2 |
| Shop owners | D | D | C | B2 | B1 | A2 | A2 |
| Entrepreneurs: employee none | D | C | B2 | B1 | A2 | A2 | A1 |
| Entrepreneurs: employee < 10 | C | B2 | B2 | B1 | A2 | A1 | A1 |
| Entrepreneurs: employee > 10 | B1 | B1 | A2 | A2 | A1 | A1 | A1 |
| Self-employed professionals | D | D | D | B2 | B1 | A2 | A1 |
| Clerical/salesman | D | D | D | C | B2 | B1 | B1 |
| Supervisory level | D | D | C | C | B2 | B1 | A2 |
| Officers/executives: junior | C | C | C | B2 | B1 | A2 | A2 |
| Officer/executive: middle/senior | B1 | B1 | B1 | B1 | A2 | A1 | A1 |

Source: Market Research Society of India

Annexure ... (2/3)

Socio-economic classification of urban and rural households – rural grid

| Education | Type of house | | |
|---------------------------------------|---------------|------------|--------|
| | Pucca | Semi-pucca | Kuccha |
| Illiterate | R4 | R4 | R4 |
| Literate but no formal school | R3 | R4 | R4 |
| Up to fourth standard | R3 | R3 | R4 |
| Fifth to ninth standard | R3 | R3 | R4 |
| SSC/HSC | R2 | R3 | R3 |
| Some college but not graduate | R1 | R2 | R3 |
| Graduate/post-graduate (general) | R1 | R2 | R3 |
| Graduate/post-graduate (professional) | R1 | R2 | R3 |

Source: Market Research Society of India

Annexure ... (3/3)

Exchange rates

| Year | INR equivalent of one US\$ |
|------|----------------------------|
| 2000 | 46.6 |
| 2001 | 48.3 |
| 2002 | 48.0 |
| 2003 | 45.6 |
| 2004 | 43.7 |
| 2005 | 45.2 |
| 2006 | 45.0 |
| 2007 | 42.0 |
| 2008 | 40.2 |
| 2009 | 46.0 |
| 2010 | 47.4 |

Average for the year

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