



TOGETHER
for a sustainable future

OCCASION

This publication has been made available to the public on the occasion of the 50th anniversary of the United Nations Industrial Development Organisation.



TOGETHER
for a sustainable future

DISCLAIMER

This document has been produced without formal United Nations editing. The designations employed and the presentation of the material in this document do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations Industrial Development Organization (UNIDO) concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries, or its economic system or degree of development. Designations such as “developed”, “industrialized” and “developing” are intended for statistical convenience and do not necessarily express a judgment about the stage reached by a particular country or area in the development process. Mention of firm names or commercial products does not constitute an endorsement by UNIDO.

FAIR USE POLICY

Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

CONTACT

Please contact publications@unido.org for further information concerning UNIDO publications.

For more information about UNIDO, please visit us at www.unido.org



**INDIA
INTECHMART**



20931



***Unique Opportunities in
Investment & Technology***

24 - 27 March 1995, New Delhi

AN INTRODUCTION TO INDIA

OVERVIEW

India is the seventh largest country in the world and the second largest in Asia. With a land mass of 3.29 million square Km and a population of over 878 million, it possesses a richness and diversity in culture, people, language, geographic and climatic conditions and natural and mineral resources that are matched by few other countries in the world.

A new spirit of economic liberalisation is stirring in India, bringing far reaching changes in its wake. A series of bold economic reforms aimed at deregulating the economy and stimulating foreign investment, has moved India firmly into the front ranks of the rapidly growing Asia Pacific region and unleashed the latent strengths of a complex and fast changing nation.

India's time tested institutions offer foreign investors a transparent environment for the security of their long term investments. These include a free and vibrant press, a judiciary which can and does overrule the government, a sophisticated legal and accounting system and an user friendly intellectual infrastructure, most evident in the widespread use of English as the principal language of commerce and administration.

India's dynamic and highly competitive private sector has long been the backbone of its economic activity. It accounts for over 75% of its Gross Domestic Product and offers considerable scope for joint ventures and collaborations.

India's process of economic reform is firmly rooted in political consensus. Its democracy is a known and stable factor which has taken deep roots over nearly half a century. Importantly, India has no fundamental conflict between its political and economic systems.

THE INDIAN ECONOMY

The Indian economy is characterised by steady GNP growth, moderate levels of inflation and a comfortable foreign exchange reserves position. GNP has been growing at 5.4% per annum over the last decade. Per capita incomes have registered an annual growth rate of 2.7% despite population rising at over 2% per annum.

India is the fifth largest economy in the world and the second largest amongst emerging developing economies, based on purchasing power parity. In 1992-93, the GDP was Rs 6.279 billion at current prices.

In July 1991, India initiated a wide ranging programme of economic reform. Significant changes were carried out in policies relating to virtually every sector of the economy - trade, industry, foreign investment, finance, taxation and the public sector. The measures then introduced and progressively strengthened thereafter, have transformed the business environment and opened up the economy to foreign investment.

The reforms came after a decade of sustained economic and industrial growth, but with growing fiscal and external imbalances. The reforms sought to achieve macro-economic stabilisation and build on the strengths that the economy had acquired, such as high domestic savings and investment rates, a strong and mature private sector, a vibrant capital market, a large and diversified industry and self sufficiency in agriculture. The reforms aimed at global integration, accelerating growth, improving productive efficiency, innovation and international competitiveness and focusing government resources on rural development and the social sector.

Regulation of investment and production were substantially relaxed. Private participation is now permitted in virtually all industries. Foreign investment is

welcome and is generally treated at par with domestic investments. A phased programme of public sector divestment and restructuring has begun. Import barriers have been brought down substantially and tariffs reduced. Capital markets have been opened for foreign investment and measures to further strengthen and develop the markets have been launched. Banking sector controls have been eased and private investments encouraged. The tax structure has been simplified and rates reduced. The new economic policies have also substantially relaxed foreign exchange controls.

RECENT PERFORMANCE

The economy has responded remarkably well to the stabilisation and reform measures of the past three years and has been on the path of recovery from the economic crisis of 1991. GDP growth which fell to 1.1% in 1991-92, reached 4% in 1992-93.

Industrial production and investment, which initially showed a hesitant recovery from the deflationary effect of the initial stabilisation measures, is now looking more buoyant. Having registered a growth rate of 3% in 1993-94, it is expected to grow by 7% in 1994-95. Real GDP growth is expected to be 5% or higher.

Fiscal deficit came down from 8.4% of GDP in 1990-91 to 5.7% in 1992-93; growth in money supply dropped from 15.1% per annum in 1990-91 to 14.2% in 1992-93. The inflation rate slowed down from 16.7% per annum in August 1991 to less than 7% per annum in March 1993. While it went up again to slightly above 10% in April 1994, it was back to single digits in August.

The improvement in India's external accounts, both current and capital, has been remarkable. With export growth of 20% in dollar terms in 1993-94, the current account deficit has declined to 0.3% of GDP from 3.3% of GDP in 1990-91. Foreign investment has surged to record levels and

foreign exchange reserves increased to US \$ 19.5 billion by October 1994 from a low of US \$ 1 billion 3 years ago.

CONSUMER MARKETS

One of the most striking features of the Indian economy is the sheer size of the consumer market. Private consumption expenditure grew at 13% per annum (at current prices) through the 1980s and estimated at Rs 3,418 billion (US\$ 110 billion) in 1990-91. The overall growth of 13% is composed of widely differing growth rates in the various sectors. Expenditure on transport and communication is increasing by as high as 21% per annum and consumer electronics at 30%. This reflects a perceptible shift in consumer spending from primary products to manufactured goods and services, which is also borne out by the increasing share of manufactured goods and services in the country's GDP.

The class of consumers that constitutes the major market for consumer goods is estimated to be between 100 million and 300 million, depending on the type of consumer goods. Recent years have seen a boom in consumer spending.

What India Offers

India is an attractive investment option offering safety, impressive returns and tremendous market potential. A host of foreign investors have established their presence in the Indian market, with local ventures in several sectors of industry. Their success has encouraged several others to follow suit, and the Indian market has witnessed a flurry of investment activity in recent months.

India is a safe investment option – the irreversible nature of the current reforms can be gauged from the fact that several institutions and controls of the old economic order have been dismantled and replaced with market - friendly ones.

A combination of inexpensive and skilled manpower, abundant natural resources and good business infrastructure make India an ideal low-cost manufacturing base. India also offers a huge pool of managerial and technological talent conversant with international business methods and the English language. In addition, its strategic location makes India an ideal launching pad for world markets.

The Response

The rate at which approved direct foreign investment is growing is a positive indication of the growing global interest in India and the ease of entry.

The USA has traditionally been the largest foreign investor, accounting for nearly 40% of the foreign direct investments approved during the period 1991 to 1993. The global network of expatriate Indians (NRIs) has accounted for the second largest category of investments approved during this period. Other leading investor countries are UK, Switzerland, Germany, Japan and France. An interesting development in recent months has been the increasing investor interest from South East Asian countries such as Thailand and Singapore as well as other non-traditional investors such as Australia, Oman, UAE and Mexico.

These investment commitments have been backed by an increasing inflow of funds, with several investors having already set up or in the process of setting up production facilities in the country.

POLICY ENVIRONMENT

Industrial Policy

The Industrial Policy Resolution of 1956 and the Statement of Industrial Policy of 1991 provide the basic framework for the overall industrial policy of the Government.

In the initial stages of the country's developmental process, growth of industry was regulated through grant of industrial licences and other industrial approvals. The system of obtaining government approvals in a large segment of industrial activity was progressively liberalised over the 80s. This process culminated in the watershed changes in industrial policy announced on 24th July 1991, which substantially abolished industrial licensing, announced measures facilitating foreign investment and technology transfers, and threw open the areas hitherto reserved for the public sector.

Areas for the Public sector

The private sector can operate in all areas except those of strategic concern such as defence, railway transport and atomic energy. The list of industries reserved for the public sector has been reduced to 6. Private participation is permitted in some specific areas in this list as well, such as mining, oil exploration; refining and marketing; and parts of the railway transport sectors.

Areas where industrial licence is required:

The requirement of obtaining an industrial licence for manufacturing activity is limited to:

- ♦ Industries reserved for the public sector
- ♦ 15 industries of strategic, social or environmental concern
- ♦ Industries reserved for the small scale sector.

All other industries are exempt from licensing, subject primarily to locational restrictions in metropolitan areas.

FOREIGN EXCHANGE CONTROLS

India's foreign exchange control regime is governed by the Foreign Exchange Regulation Act, (FERA), a legislation enacted in 1973. Comprehensive amendments

to FERA, especially with respect to foreign investment, have been undertaken in order to give effect to the liberalisations announced in the economic policies.

Foreign exchange controls have been substantially relaxed. Effective from August 20, 1994, India announced its movement to Article VIII status in the IMF: the Indian Rupee is now convertible on the current account. For foreign investors, the Indian rupee is already convertible on the capital account.

TRADE POLICY

An outward looking trade policy is one of the main features of India's programme of economic reform. Changes in trade policies have included a significant scaling down of tariff barriers, virtual dismantling of the system of import and export licences and simplification of procedures.

Imports

Goods can be imported freely except for a small Negative List of Imports.

Quantitative restrictions on imports of capital goods and intermediates have been almost completely removed. The import of second hand capital goods is allowed, provided they have a residual life of 5 years. Import of capital goods, either new or second hand is also permitted at a concessional customs duty rate of 15% under the Export Promotion Capital Goods (EPCG) scheme, subject to the fulfilment of specified export obligations.

Reduced tariffs

The Government has clearly stated its commitment to bringing tariff rates down to International levels in a phased manner.

Prior to the reforms, India's tariff rates were very high indeed. There has been a consistent decline in these

rates over the past three years from peak rates of 300% in June 1991 to 65% at present. Capital goods imports which were earlier subject to tariff rates of around 100%, now attract duties in the range of 20-40%, with the basic import duty on general capital goods at 25%. Import duties on equipment are even lower for projects in specific sectors and nil for export oriented projects.

Exports

Export of goods is allowed freely, except for a few items in the Negative List of Exports.

Special incentives for exports

Exports are the major focus of India's trade policy. The export promotion package compares favourably with incentives offered elsewhere in the world. It makes a special effort to attract foreign investors to set up export oriented units in India.

Export profits are exempt from income tax.

Higher royalty payments of 8% (net of taxes) are permitted on export sales as compared to 5% on domestic sales.

Export Oriented Units (EOUs) and Export Processing Zones (EPZs) enjoy special incentives such as duty free imports of capital goods and raw materials for the purpose of export production.

INTELLECTUAL PROPERTY RIGHTS

The importance of Intellectual Property in India is established soundly at all levels: statutory, administrative and judicial. The four main aspects of India's Intellectual Property Rights regime are:

- ♦ Copyrights
- ♦ Trade Marks

- ♦ Patents
- ♦ Industrial Designs

Copyrights

India's copyright law, laid down in the Indian Copyright Act, 1957, fully reflects the Berne convention on Copyright, to which India is a party. It has been amended periodically to keep pace with changing requirements. The most recent amendment was effected in 1994, which ushered in comprehensive changes and brought the Copyright law in line with the new developments in satellite broadcasting, computer software and digital technology. Indian copyright law is now on par with the most modern laws in the field.

Trade Marks

India affords full protection to Trade Marks under the Trade and Merchandise Marks Act. Service Marks are not specifically included in this. However, they have been protected in judicial decisions by the Courts. Government has introduced a Bill in Parliament seeking to amend the earlier Trade and Merchandise Marks Act and provide for statutory protection of Service Marks.

Patents

Under the Patent Act, 1970, India recognises product patents under a 14 year period of protection for patents. However, it provides an exception in three areas: food chemicals and pharmaceuticals, where it recognises only a process patent for a period of 7 years.

Industrial Designs

Industrial Designs are governed by the Designs Act of 1911. The registration of a design confers on the registered proprietor the right to take action against third parties who apply the registered design without licence or

consent. The duration of protection afforded to a design registered under the Act is five years initially, with renewals for two further periods of five years each.

India and GATT

India intends to abide by the obligations arising out of the Agreement on Trade Related aspects of Intellectual Property Rights (TRIPS), which form part of the Uruguay Round Agreements. The Government of India has taken a decision to ratify the Agreement establishing the World Trade Organisation.

FOREIGN INVESTMENT

Welcoming Foreign Investment

The policy changes initiated in July 1991 are designed to attract significant capital inflows into India on a sustained basis and to encourage technology collaboration agreements between Indian and foreign firms. Today, India welcomes direct foreign investment in virtually every sector of the economy except those of strategic concern such as defence, railway transport and atomic energy. Salient features of the new policies towards foreign investment are:

- ♦ Foreign equity upto 100% is allowed, subject to certain conditions.
- ♦ Automatic approval for foreign equity participation upto 51% is granted in several key areas. These approvals are normally granted within two weeks by the Reserve Bank of India (RBI).
- ♦ The Foreign Investment Promotion Board (FIPB), a specifically empowered Board has been set up in the office of the Prime Minister to speed up the approval process. Clearance of proposals by the FIPB takes around six weeks on an average.

- ◊ Foreign investors need not have a local partner.
- ◊ Free repatriation of profits and capital investment is permitted, except for a short specified list of consumer goods industries where it is subject to dividend balancing against export earnings.
- ◊ Use of foreign brand names/trade marks for sale of goods in India is permitted.
- ◊ Indian capital markets are now open to foreign institutional investors.
- ◊ Indian companies have been permitted to raise funds from international capital markets.
- ◊ India has become a member of MIGA and is also willing to sign Bilateral Investment Protection Agreements with investing countries.
- ◊ Corporate taxes have been reduced by 5-10%. Further progressive reductions are expected.
- ◊ Special investment and tax incentives are given for exports and certain sectors such as Power, Electronics and Food Processing.
- ◊ Foreign capital invested in India is allowed to be repatriated, along with capital appreciation, if any, after the payment of taxes due on them. Disinvestment is permitted in accordance with the terms of the letter of approval granted at the time of approving the foreign collaboration.

INDIA INTECHMART

The India Intechmart is jointly organised by the Government of India and the United Nations Industrial Development Organization.

The Venue of the Intechmart will be :

New Exhibition Hall of Special Display
Hall No. 10
Pragati Maidan
New Delhi

The Pragati Maidan is a World Class Exhibition Complex run by the India Trade Promotion Organisation (ITPO). The infrastructural facilities available include bank, post office, telephone exchange, cable and telefax facilities, travel agency, press and publicity services, restaurants and kiosks and parking facilities. The Intechmart will be held in the Hall of Special Displays, a state of the art exhibition complex.

The major objectives of the Intechmart are to bring together

- a) potential foreign investors and Indian investors to explore opportunities for joint collaboration in the project proposals of Indian entrepreneurs listed in part-II of this information brochure, and
- b) technology sellers and buyers on the basis of the requests for technology from Indian companies and offers of technology from foreign companies as listed in a Technology Compendium.

A comprehensive indexed compendium of the technologies being sought by companies in India and offers of technology by foreign companies will be compiled and distributed among potential partners and interested persons. This will enable participants at

Intechmart to identify the technologies of interest for individual business discussions. Copies of the Technology Compendium could also be obtained during registration at the Intechmart.

At the Intechmart, arrangements will also be made to display technologies by means of sample products, drawings, process flow diagrams, photographs and product catalogues. Companies and organisations offering licence opportunities may reserve one or more booths (order form attached) at Intechmart. The size of a single booth is 6 sq. metres.

Foreign technology suppliers are encouraged to submit their technology offers for inclusion in the technology compendium (entry form attached). The compendium contains information on specific products or processes. General offers of service, manufacturing, consultancy etc. will not be included. The entries should clearly describe the technology offered, the potential uses and the advantages.

The project proposals and technology acquisitions will be primarily concentrated in the following sectors of industry:

- Food Processing**
- Leather and Leather Goods**
- Chemicals and Allied Products**
- Packaging Industry**
- Textiles and Readymade Garments**
- Auto Components**
- Electronics, including Telecommunication Equipment**

During the Intechmart, technology experts in the above seven sectors will be available for advice and guidance. Relevant Government ministries, industry associations, financial institutions and banks will be available to render support services. A UNIDO legal expert will also be available for consultations and advice.

In addition to the proposals from Indian companies, foreign participants are encouraged to discuss and negotiate on any other proposals of interest to them.

The main lines of collaboration will be :

Joint venture investment, acquisition of technology, international marketing arrangements and sub-contracting / buy back arrangements.

The proposals on which memoranda of understanding are signed either prior to or during the Intechmart will be considered for approval on a priority basis.

The Intechmart will be held alongside MANTECH-International Exhibition and Seminars on Manufacturing Technologies – which will be held at Pragati Maidan from 24-28 March. MANTECH, organised by the Federation of Indian Chambers of Commerce and Industry (FICCI), will bring together foreign participants from a number of industrialised countries and Indian participants from public and private sector companies, reputed R&D institutions and several Government Ministries for negotiations on joint collaboration arrangements. The Annual Conference of the International Chamber of Commerce (ICC) will also be held in New Delhi from 27-28 March. The holding of Intechmart, Mantech and ICC Annual Conference around the same time will bring together a large number of foreign companies who would explore industrial co-operation arrangements in India.

PROGRAMME OF THE INTECHMART

The India Intechmart and Mantech will be jointly inaugurated on 24th March 1995 at Hansadhwani theatre in Pragati Maidan.

The Intechmart's main activity involving project related and technology acquisition discussions between visiting

foreign participants and Indian companies will take place immediately thereafter, and continue on 25, 26 and 27 March. Individual business meetings will be arranged on the basis of indication of interest on the proposals presented to the Intechmart and on any specific issues participants wish to discuss with Government officials and private investors. The technology seekers from the Indian side will meet foreign technology suppliers in the booths allocated to the latter. Indian project sponsors will be assigned booths in which they will hold meetings with foreign participants.

On 25,26 and 27 March seminars on investment, technology and financial issues and briefing meetings will be held in the Shakuntalam theatre from 0900-1000 hrs. The detailed programme and the mechanism for individual business meetings will be released at the Intechmart. Arrangements will be made to provide computerised services for registration, on line enquiry to enable participants to identify potential partners and obtain other related information. The computerised Intechmart Management System, developed and implemented by the Industry Information Systems Division of the National Informatics Centre (NIC) will also facilitate future follow up on identified projects.

ATTENDANCE AT THE INTECHMART

If you are interested in attending the INTECHMART you should complete the attached registration and company profile forms. Please indicate the project(s) of interest to you and/or the technology you wish to offer. This will facilitate the arrangement of individual business meetings. Registration and company profile forms and requests for further information should be sent to the following address:

The Joint Secretary
Department of Industrial Development
Ministry of Industry
Udyog Bhawan, Room No. 160
New Delhi - 110011, India
Tel : 91-11-301 2655, 301 2651
Fax : 91-11-301 1339, 301 1770

A copy of the registration form should be sent to -

The Managing Director
Investment and Technology Promotion Division
UNIDO, P.O. Box 300
A-1400, Vienna, Austria
Tel : 43-1-21131/3693 or 3729
Fax : 43-1-232156
Tlx : 135612 UNO A

All participants to the Intechmart should register their attendance upon arrival in New Delhi and obtain their identity passes and other documentation from the registration desk on 23 - 24 March at the venue of Intechmart.

Fees For Participation

All participants at the Intechmart are required to pay a fee as indicated below :

- a) Foreign companies taking a booth to display technologies - US \$500 (equivalent to approximately Rs. 15000).
- b) Foreign participants other than those covered under (a) above Rs. 3000 (equivalent to approximately US \$100).
- c) Indian companies seeking technology - Rs. 3000
- d) Indian companies sponsoring project proposals Rs. 5000. (a small booth will be provided for individual business meetings).

All fees should be paid in rupees at the time of registration in New Delhi.

ACCOMMODATION

For the convenience of participants, the organisers have reserved a limited number of rooms in the following hotels.

Star Category	Name of Hotel	Single/Double Occupancy rate
***** Dlx	Maurya Sheraton	US\$ 165 *
***** Dlx.	Taj Mahal	US\$ 160 *
***** Dlx	Le Meridien	US\$ 105
***** Dlx	Hotel Holiday Inn	US\$ 105
***** Dlx	Taj Palace	US\$ 160 *
*****	Hotel Claridges	US\$ 90

* Includes breakfast

The above rates are special concessionary rates obtained for the participants. Government taxes as applicable will be extra. Participants are advised to intimate their room requirements very early. Since the number of rooms available at these special rates are limited, reservations will be made on a first come first serve basis. The hotel reservation form attached to this brochure should be used to make your reservations.

The hotel reservation form, duly completed, should be sent to the following address:

The Joint Secretary
Department of Industrial Development
Ministry of Industry
Udyog Bhawan, Room No. 16J
New Delhi - 110011, India
Tel : 91-11-301 2655,301 2651
Fax : 91-11-301 1339,301 1770

Travel, hotel accommodation and subsistence and other costs related to participation in this programme should be borne by the participants.

VISAS

A Visa is required for entry into India. Foreign participants should obtain their visas from the nearest Indian Mission. Application in the prescribed form should be filled in. Participants may contact the Economic and Commercial wings of the Indian Embassies/Consulates for assistance.

GENERAL INQUIRIES

Any inquiries regarding the Intechmart should be addressed to :

The Managing Director

Investment and Technology Promotion Division

UNIDO, P.O. Box 300

A-1400, Vienna

Austria

Tel : 43-1-21131/3693 or 3729

Fax : 43-1-232156

Tlx : 135612 UNO A

or

The Joint Secretary

Department of Industrial Development

Ministry of Industry

Udyog Bhawan Room No. 160

New Delhi - 110011

India

Tel : 91-11-301 2655,301 2651

Fax : 91-11-301 1339,301 1770

Information on the project proposals for joint collaboration arrangements listed in part-ii could be obtained from :

The Managing Director
Attn : Director, Investment Services
UNIDO, P.O. Box 300
A-1400 Vienna,
Austria
Tel : 43-1-21131-4867 or 4824
Fax : 43-1-2308260
Tlx : 135612 UNO A

In the following countries where UNIDO has an Investment Promotion Service (IPS) office or UNIDO Centre for International Industrial Co-operation, detailed information on the project proposals and additional information on the Intechmart could be obtained. Information on project proposals and participation in the Intechmart as well as general economic questions and economic information on India could also be obtained from the commercial sections of the Indian Embassies in various countries.

UNIDO INVESTMENT PROMOTION SERVICES

Athens, Greece

Head of Service

Address:

7, Stadiou Street
7th Floor, Syntagma
105 62 Athens, Greece
Tel: (00-301) 3248319, 3248367
Tlx: 219416 UNID GR
Fax: 3248778

Milan, Italy

Head of Service

S. GIOVANNELLI

Address:

C/o Fiera di Milano
Largo Domodossola 1
20145 Milan, Italy
Tel: (00-39-2) 4815522
Tlx: 353336, UNIDO I
Fax: 4985925

Paris, France

Head of Service

Christophe GUILLEMIN

Address:

118, Rue de Vaugirard
F-75006, Paris, France
Tel: (00-331) 44393434
Fax: 45487255
Tlx: 203503 UNIDOPR F

Seoul, Republic of Korea

Deputy Head of Service

Wong Yoong, KWON

Address:

The Teachers' Pension Fund Building
11th Floor, 27-2, Yoido-Dong
Yungdungpo-Ku, Seoul

Republic of Korea
Tel: (00-822) 7857074, 7857075
Tlx: k28407 UNIDO
Fax: 7820689

Tokyo, Japan **Head of Service**
Takeshi IZUMI

Address:
Shin-Aoyama Building, W-16F
1-1-1, Minami-Aoyama/Minato-Ku
Tokyo 107, Japan
Tel: (00-813) 34029341
Fax: 34029384

Vienna, Austria **Officer-in-Charge:**
Alfred RATH

Address:
Room D 2006
Vienna International Centre
P.O.Box 400
A-1400, Vienna
Austria
Tel: (00-431) 211313943
Tlx: 135612 UNO A
Fax: 237286

Warsaw, Poland **Head of Service**
Krzysztof LOTH

Address:
Aleje Niepodleglosci 186
00608 Warsaw
Mail Address:
Skr.Poczt.1
Warsaw 12
Poland
Tel: (00-482) 259467, 259186
Tlx: 817916 UNIDO PL
Fax: (00-48) 39121772

Washington, D.C. USA

Head of Service:

Wayland Garret BOYD

Address:

Suite 800

1050 17th Street, N.W.

Washington D.C. 20036, USA

Tel: (00-1202) 6595165

Tlx: 3730475 IPS WSH

Fax: 6597674

Zurich, Switzerland

Head of Service

Franz X. STIRNIMANN

Address:

Loewenstrasse 1

CH-8001 Zurich

Switzerland

Tel: (00-41-1) 2212320

Fax: 2114180

**UNIDO CENTRES FOR INTERNATIONAL
INDUSTRIAL COOPERATION**

**Beijing, People's Republic of
China**

Director:

Liu LIANKE

Address:

5-1-42 Tayuan Diplomatic Compound

No.1 Xin Dong Lu

Chaoyang District 100600

Beijing

People's Republic of China

Tel: (00-861) 532 6147,532 6148

Fax: (00-861) 532 6145

Moscow, Russian Federation

Director:
Robert GUMEN

Address:

Ulitsa Kuusinena 21B

125252 Moscow

Russian Federation

Tel: (00-95) 943 0021, 198 9809, 198 9909

Fax: (00-95) 943 0018 UNIDOCEM SU

Tlx: 411 925 MCNTI SU

**UNIDO INVESTMENT & TECHNOLOGY
PROMOTION PROGRAMME**

Hongkong

Coordinator:
Chi-Kuo SHEN

Address:

1720 Jardine House

Central Hong Kong

Tel: (00-852) 523 1712

Fax : (00-852) 536 4644

SELECTED LIST OF INDIAN MISSIONS

Australia

Consulate General of India
25, Bligh Street, Level 27, Sydney,
New South Wales 2000, Australia.
Tel: 00-61-2-2239500
Fax: 00-61-2-2239246
Consul General

Austria

Embassy of India
and
Permanent Mission of India to the UN Offices in Vienna
Karmnerring 2, A-1010 Vienna, Austria.
Tel: 00-43-1-5058666 To 69 (4 Lines)
Fax: 00-43-1-5059219
Minister (Economic)

Bahrain

Embassy of India
Building 182, Road 2608, Area 326
Ghudaibiya
P.O. Box No. 26106, Bahrain.
Tel: 00-973-712683, 714520
Fax: 00-973-715527
Counsellor

Belgium

Embassy of India
217- Chaussee de Vleurgat
1050, Brussels
Belgium
Tel: 00-32-2-6409802, 6409140
Fax: 00-322-6489638
First Secretary (Commercial)

Canada

High Commission of India
10, Springfiled Road, Ottawa
Ontario-K1M 1 C9, Canada
Tel: 00-1-613-7443751, 52, 53
Fax: 00-1-613-7440913
Deputy High Commissioner

Consulate General of India

Suite 500, 2 Bloor Street West,
Toronto-Ontario, Canada M4W 3 E2
Tel: 00-1-416-9606253, 9600751 to 52
00-1-416-9605180
Fax: 00-1-416-9609812
Consul General

Consulate General of India

325, Howe Street, 2nd Floor,
Vancouver B.C. Canada V6C 1Z7
Tel: 00-1-604-6628811, 6828435
Fax: 00-1-604-6822471
Consul General

China

Embassy of India
1 Ri Tan Dong Lu, Beijing, China
Tel: 00-86-1-5321908, 5321856
Fax: 00-86-1-5324684
Counsellor (Commercial)

France

France Embassy of India
15, Rue, Alfred Dehodenog
75016 Paris, France.
Tel: 00-33-1-40507070
Fax: 00-33-1-40500996
Minister (Economic)

Germany**Embassy of India**

Adenauerallee 262 & 264, 53113 Bonn 1, Germany

Tel: 00-49-228-54050

Fax: 00-49-228-5405153, 5405154

First Secretary (Commercial)

Consulate General of India

Mittelweg 49, 60318 Frankfurt Main, Germany,

Tel: 069-1530050, 15300528 (night)

Fax: 069-554125

Consul General

Consulate General of India

Raboisen 6, 20095 Hamburg, Germany

Tel: 00-49-40-338036, 324744, 330557

Fax: 00-49-40-323757

Consul General

Berlin Office of Embassy of India

Majakowskiring 55,

13156 Berlin, Germany

Tel: 00-49-30-4800178, 4827127, 4825306

Fax: 00-49-30-4827034 Berlin & 4932548

Hong Kong**Commission of India**

16-D, United Centre, 95, Queensway, Hong Kong.

Tel: 00-852-5284028, 5284029

Fax: 00-852-8654617

Second Secretary (Commercial)

Italy**Embassy of India**

Via XX Settembre, 5, 00187, Rome, Italy

Tel: 00-39-6-4884642 to 45

Fax: 00-39-6-4819539

First Secretary (Commercial)

Israel

Embassy of India
4, Kaufman Street, Sharbat House,
Tel Aviv 68012, Israel
Tel: 00-972-3-5101431/32
Fax: 00-972-3-5101434
First Secretary (Commercial)

Japan

Embassy of India
2-2-11, Kudan Minami, Chiyoda-ku, Tokyo-102, Japan.
Tel: 00-81-3-32622391 to 2397 & 2301
Fax: 00-81-3-32344866
Minister (Economic)

Republic of Korea

Embassy of India
37-3, Hannam-dong, Yongsan-ku
C.P.O. Box 3466, Seoul, Korea
Tel: 00-82-2-7984257, 7984268
Fax: 00-82-2-7969534, 7909938
Minister

Kuwait

Embassy of India
Diplomatic Enclave, Arabian Gulf Street,
P.O. Box No. 1450-Safat,
13015-Safat, Kuwait
Tel: 00-965-2530600, 2530612, 2533125
Fax: 00-965-2525811
First Secretary (Commercial)

Malaysia

High Commission of India
No. 2, Jalan Taman Duta, off Jalan Duta
50480 Kuala Lumpur
P.O. Box No. 10059 G.P.O. 50704 Kuala Lumpur

Tel: 00-603-2533504, 2533509
2533510, 2433511
Fax: 603-2533507
First Secretary (Commercial)

Mauritius

High Commission of India
Life Insurance Corporation of India Building
6th floor, President John Kennedy Street
P.O. Box No. 162, Port Louis, Mauritius.
Tel: 00-230-2083775, 2083776
2080031, 2111400
Fax: 00-230-2086859
First Secretary (Commercial)

Nepal

Embassy of India
Lain Chaur, P.O. No. 292
Kathmandu, Nepal
Tel: 00-97-71-410900, 411940, 414913, 411466
Fax: 00-97-71-413132
First Secretary (Commercial)

Netherlands

Embassy of India
Buitenrustweg-2, 2517 KD
The Hague, Nether lands.
Tel: 00-31-70-3469771, 3659125
Fax: 00-31-70-3617072
Counsellor (Commercial)

Oman

Embassy of India
P.O. Box 1727, Ruwi, Muscat,
Sultanate of Oman. (Postal Code 112)
Tel: 00-968-706966, 706894, 702960, 702957
Fax: 00-968-797547
First Secretary

Qatar**Embassy of India****P.O. Box 2788, Al-Hilal Area, Doha, Qatar****Tel: 00-974-672067, 672021, 672716****Fax: 00-974-670448*****First Secretary (Commercial)*****Saudi Arabia****Embassy of India****off Old Airport Road****(Besides Ministry of Petroleum Building)****Post Box No. 94387, Riyadh 11693, Saudi Arabia****Tel: 00-966-1-4777006 (4 Lines)****Fax: 00-966-1-4778627*****Counsellor (Economic & Commercial)*****Singapore****High Commission of India****'India House' 31, Grange Road****P.O. Box. No 9123, Singapore 0923.****Tel: 00-65-7376777, 7376809****Fax: 00-65-7326909*****Deputy High Commissioner*****Spain****Embassy of India****Avenida Pio XII 30-32, 28016 Madrid, Main (Spain)****Tel: 00-34-1-3450406, 3450209, 3450265****Fax: 00-34-1-3451112*****Second Secretary (Commercial)*****Switzerland****Embassy of India****Effingerstrasse 45, CH-3008, Berne, Switzerland****Tel: 00-41-31-3823111, 3823141, 3823151****Fax: 00-41-31-3822687*****Minister***

Sweden

Embassy of India
Adolf Fredriks Kyrkogata 12,
Box 1340, 111 83 Stockholm
Sweden.
Tel: 00-468-107008, 4113212,
4113237, 4113213, 246021
Fax: 00-468-248505
Second Secretary (Commercial)

Thailand

Embassy of India
46, Soi 23 (Prasammitr)
Sukhumvit Road,
Bangkok 10110, Thailand.
Tel: 00-66-2-258-0300 to 6
Fax: 00-66-2-2584627
Counsellor (Economic)

UK

High Commission of India
India House, Aldwych,
London WC2B 4 NA
United Kingdom
Tel: 00-44-71-836 8484, 3796242 (Night line)
Fax: 00-44-71-836 4331
Counsellor (Economic & Commercial)

UAE

Embassy of India
Villa No. 9, Street No. 5
Sector -2/33, Khalidiya,
P.O. Box 4090, Abu Dhabi
United Arab Emirates
Tel: 00-971-2-664800
Counsellor (Commercial)

USA

Embassy of India
2107, Massachusetts Avenue, NW,
Washington D.C. 20008
United States of America
Tel: 00-1-202-939 7000
Fax: 00-1-202-9397027
Minister (Economic)
Minister (Commercial)

Consulate General of India
3 East, 64th Street, Manhattan, New York
NY-10021-7097, United States of America
Tel: 00-1-212-8797800 (5 lines)
Fax: 00-1-212-8613788m 9886423
Tlx: CGI NYK968691 175504 CGINYK

Consulate General of India
150, North Michigan Avenue
Suite 1100, Chicago, Illinois 60601
United States of America
Tel: 00-1-312-7818280
Fax: 00-1-312-7816269
Tlx: 210269 CGIC UR

Consulate General of India
540, Arguello Boulevard, San Francisco
CA 94118, United States of America
Tel: 00-1-415-6680662, 6680683
Fax: 00-1-415-6682073
Tlx: 229173 CGI SF UR

PART - II

A profile on each project proposal is available at the office of the Director, Investment Services, Investment and Technology Promotion Division UNIDO Headquarters in Vienna, Investment Promotion Service Offices of UNIDO, Centres for International Industrial Co-operation and at the Indian Missions.

Please note the project proposals with serial numbers from 1 to 61 have been selected from the projects presented to the India Invesmart held in New Delhi from 18-22 April 1994. The project proposals with serial numbers from 62 onwards are new proposals.

PROJECT PROPOSALS FOR INTECHMART

S.No.	ISIC	Project No.	Product	Capacity per year	Project Size (US \$ Mn.)	Requirements from Foreign Investor
1.	3131	IND/001/ V/94-01	White Button Mushrooms	1000 MT	1.61	<ul style="list-style-type: none"> • Equity • Marketing • Technology
2.	3113	IND/004/ V/94-01	Curry Paste/Sauce	1000 MT	1.38	<ul style="list-style-type: none"> • Equity • Marketing
			Fruit Chutney	480 MT		
			Canned Fruits	500 MT		
			Ketchup	1080 MT		
3.	3121	IND/007/ V/94-01	Enzyme based Sugar	3000 MT	3.00	<ul style="list-style-type: none"> • Equity • Technology • Marketing
4.	3114	IND/011/ V/94-01	Processed Shrimp	2400 MT	1.60	<ul style="list-style-type: none"> • Equity • Marketing

5.	3113	IND/012/V/94-01	Coconut Cream Fruit Pulp	18000 MT 5400 MT	3.78	<ul style="list-style-type: none"> • Equity • Loan • Marketing
6.	3121	IND/021/V/94-01	Spice Oleoresins Spice Powders	28.56 MT 281.75 MT	0.90	<ul style="list-style-type: none"> • Equity • Technical Know-how • Marketing
7.	3131	IND/022/V/94-01	Vodka from Potato	3600 KL	3.60	<ul style="list-style-type: none"> • Equity • Technical Know-how • Marketing
8.	3113	IND/023/V/94-01	Banana Puree Banana Powder Banana Fruit Bar	3600 MT 225 MT 37.50 MT	2.50	<ul style="list-style-type: none"> • Equity • Technical Know-how • Marketing
9.	3113	IND/024/V/94-01	Fruit Products Frozen Fruits & Vegetables Fresh Fruits & Vegetables	4000 MT 1000 MT 4000 MT	5.00	<ul style="list-style-type: none"> • Equity • Technical Know-how • Marketing

PROJECT PROPOSALS FOR INTECHMART

S.No.	ISIC	Project No.	Product	Cap. city per year	Project Size (US \$ Mn.)	Requirements from Foreign Investor
10.	1110	IND/026/ V/94-01	Cut Flowers	6 Mn. Pcs.	20.00	<ul style="list-style-type: none"> • Equity • Marketing
11.	3131	IND/036/ V/94-01	White Button Mushroom	2000 MT	38.00	<ul style="list-style-type: none"> • Equity • Technical Know-how • Marketing
12.	3113	IND/038/ V/94-01	Banana Puree Banana Essence Banana Oil	111000 KG — —	10.50	<ul style="list-style-type: none"> • Equity • Technology
13.	3113	IND/044/ V/94-01	Processed & Frozen Fruits & Vegetables	3000 MT	1.37	<ul style="list-style-type: none"> • Joint Venture
14.	3113	IND/049/ V/94-01	Aseptic & Frozen Fruit Juices	4500 MT	3.06	<ul style="list-style-type: none"> • Equity • Marketing • Technology

15.	3113	IND/051/V/94-01	Frozen Fruits & Vegetables	2500 MT	1.70	<ul style="list-style-type: none"> • Equity • Marketing • Technology
16.	3113	IND/054/V/94-01	Apple and Pear Juice Concentrate	2937 MT	7.50	<ul style="list-style-type: none"> • Technology • Buy-back Arrangements • Brand Franchise • Equity • Loan
17.	3113	IND/056/V/94-01	Dry Fruits	500 Tons	1.00	<ul style="list-style-type: none"> • Equity • Marketing • Technology
18.	3233	IND/065/V/94-01	Leather Bags Leather Purses/Folders Leather Wallets	60000 Nos. 60000 Nos. 60000 Nos.	0.53	<ul style="list-style-type: none"> • Equity
19.	3231	IND/067/V/94-01	Synthetic Soles Footwear Leather Chemicals	5 Mn. Pairs 0.30 Mn. Pairs 3000 MT	5.60	<ul style="list-style-type: none"> • Equity • Loan • Technical Know-how • Marketing

PROJECT PROPOSALS FOR INTECHMART

S.No.	ISIC	Project No.	Product	Capacity per year	Project Size (US \$ Mn.)	Requirements from Foreign Investor
20.	3240	IND/076/ V/94-01	Shoe Upper Leather Accessories Leather Garments Finished Leather Full Shoes	300000 Pairs 50000 Nos. 30000 Nos. 3 Mn.Sq.Ft. 150000 Pairs	2.34	<ul style="list-style-type: none"> • Equity • Technology Transfer • Marketing
21.	3240	IND/077/ V/94-01	Leather Shoes	900000 Pairs	1.00	<ul style="list-style-type: none"> • Equity • Technology • Marketing
22.	3220	IND/078/ V/94-01	Finished Leather Handbags/Purses Leather Garments Footwear Components Leather Belts Saddlery & Harness Goods	60000 Nos. 60000 Nos. 30000 Nos. 150000 Nos. 150000 Nos. 90000 Sets	1.00	<ul style="list-style-type: none"> • Equity

23.	3233	IND/082/V/94-01	Small Leather Goods Leather Hand Bags	180000 Nos. 30000 Nos.	1.50	<ul style="list-style-type: none"> • Market Access
24.	3240	IND/084/V/94-01	Leather Footwear	300000 Pairs	0.60	<ul style="list-style-type: none"> • Equity • Marketing
25.	3233	IND/087/V/94-01	Leather Goods Leather Tannery Leather Tannery	180000 Nos. 500 Cow Hides 2000 Sheep Skin	3.50	<ul style="list-style-type: none"> • Equity • Buy-back Arrangements
26.	3220	IND/102/V/94-01	Leather Garments Leather Goods	30300 Nos. 75750 Nos.	0.24	<ul style="list-style-type: none"> • Marketing • Buy-back Arrangements
27.	3214	IND/108/V/94-01	Geo/Agro Textiles of Coir & Jute Woven & Non-Woven Felts/pads Coir Mesh Matting and Composites Treated Geo-Fabrics Other Geo-jute Materials	2.22 Mn. Sq.M	1.67	<ul style="list-style-type: none"> • Equity • Technical Collaboration • Marketing

PROJECT PROPOSALS FOR INTECHMART

S.No.	IBIC	Project No.	Product	Capacity per year	Project Size (US \$ Mn.)	Requirements from Foreign Investor
28.	3220	IND/114/V/94-01	Ladies Blouses Jeans Trousers Skirts	240000 Pcs. 180000 Pcs. 180000 Pcs.	3.00	<ul style="list-style-type: none"> • Technology • Buy-back Arrangements
29.	3220	IND/115/V/94-01	Woven Shirts	3000000 Pcs.	1.20	<ul style="list-style-type: none"> • Marketing • Brand Name
30.	3220	IND/125/V/94-01	Readymade Garments (Jackets, Shirts)	300000 Pcs.	0.88	<ul style="list-style-type: none"> • Technology
31.	3220	IND/129/V/94-01	Ladies Apparel	150000 Pcs.	5.00	<ul style="list-style-type: none"> • Technology • Marketing • Brand Name
32.	3220	IND/132/V/94-01	Industrial and Army Uniforms	12 Mn. Pcs.	14.20	<ul style="list-style-type: none"> • Equity • Technology

						<ul style="list-style-type: none"> • Marketing • Buy-back Arrangements
33.	3511	IND/135/V/94-01	Natural Dyes Natural Dyed Yarn Naturally Dyed Fabric	210000 Kgs.	1.31	<ul style="list-style-type: none"> • Equity • Technology • Marketing
34.	3220	IND/140/V/94-01	Readymade Garments	795000 Pcs.	0.76	<ul style="list-style-type: none"> • Equity • Finance • Marketing
35.	3220	IND/147/V/94-01	Mens Shirts Mens Shorts Boys Shirts Boys Shorts	625000 Nos. 625000 Nos. 625000 Nos. 625000 Nos.	2.75	<ul style="list-style-type: none"> • Equity • Technical Assistance • Marketing
36.	3220	IND/150/V/94-01	Lingerie	300000 Nos.	0.33	<ul style="list-style-type: none"> • Equity • Technology • Marketing

PROJECT PROPOSALS FOR INTECHMART

S.No.	SEC	Project No.	Product	Capacity per year	Project Size (USD '000)	Financial Requirements
37.	3220	IND/153/V/94-01	Shirts Quilted Jackets	300000 Pcs. 60000 Pcs.	0.33	<ul style="list-style-type: none"> • Equity • Loan • Marketing • Technology
38.	3699	IND/162/V/94-01	Brake Lining Brake Disc Pads Brake Shoes Clutch Facings Brake Lining (Non-Asbestos)	450 MT 900000 Nos. 900000 Nos. 450000 Nos. 450 MT	1.89	<ul style="list-style-type: none"> • Equity • Technical Know-how • Term Loan • Access to Foreign Markets
39.	6100	IND/164/V/94-01	3 Wheel Vehicle (Diesel)	6000 Nos.	3.89	<ul style="list-style-type: none"> • Equity • Technology
40.	3710	IND/169/V/94-01	Ferrous Castings	1200 MT	0.71	<ul style="list-style-type: none"> • Equity

41.	3831	IND/170/V/94-01	Power Transformers Distribution Transformers	30 Nos. 450 Nos.	4.00	<ul style="list-style-type: none"> • Technology for Production & Testing
42.	3720	IND/175/V/94-01	Aluminium Extrusions	5900 MT	1.58	<ul style="list-style-type: none"> • Technology
43.	3851	IND/177/V/94-01	Disposable Needles Disposable Syringes Disposable Blood Bags	75 Mn. pcs. 75 Mn. Pcs. 6 Mn. Pcs.	1.70	<ul style="list-style-type: none"> • Equity • Technology • Marketing
44.	6100	IND/180/V/94-01	Aluminium Diecastings	2000 Tons	2.50	<ul style="list-style-type: none"> • Machinery • Technology • Equity
45.	3720	IND/183/V/94-01	Steel Castings	5000 MT	4.89	<ul style="list-style-type: none"> • Equity
46.	3851	IND/186/V/94-01	Disposable Syringes	22.50 Mn. Nos.	1.25	<ul style="list-style-type: none"> • Marketing • Technology • Equity
47.	3551	IND/187/V/94-01	Morpholine	5000 MT	4.75	<ul style="list-style-type: none"> • Equity • Technology

PROJECT PROPOSALS FOR INTECHMART

S.No.	INC	Project No.	Product	Capacity per year	Project Size (US \$ Mn.)	Responsibilities from Foreign Investor
48.	3223	IND/188/V/94-01	Standardised Herbal Concentrates, Extracts/ Medicines & Cosmetics	30 MT	0.23	<ul style="list-style-type: none"> • Equity • Technology • Marketing
49.	3211	IND/198/V/94-01	Spin Finishes for Syn. Fibres	5000 MT	2.48	<ul style="list-style-type: none"> • Technical Know-how, • Marketing
50.	3551	IND/199/V/94-01	Tubeless Bicycle Tyres (Poly-U)	1.80 Mn. Nos.	2.32	<ul style="list-style-type: none"> • Equity • Marketing • Machinery
51.	3511	IND/203/V/94-01	Cuprous Oxide Cupric Oxide Zinc Chloride (Expansion)	300 MT 90 MT 1400 MT	5.00	<ul style="list-style-type: none"> • Equity • Technology

52.	3551	IND/211/ V/94-01	Intra Ocular Lens	180000 Nos.	1.01	<ul style="list-style-type: none"> • Equity • Technology • Marketing
53.	3540	IND/225/ V/94-01	Calcined Petroleum Coke	27000 MT	—	<ul style="list-style-type: none"> • Equity • Marketing
54.	3699	IND/226/ V/94-01	Portland Slag Cement	0.50 Mn. Tons	21.77	<ul style="list-style-type: none"> • Equity • Loan • Technology
55.	3529	IND/227/ V/94-01	Dyes Dye Intermediates	30000 Tons 18000 Tons	32.00	<ul style="list-style-type: none"> • Equity
56.	3311	IND/235/ V/94-01	Processed Rubber Wood Products	264000 Nos. 60000 Cu.Ft.	1.45	<ul style="list-style-type: none"> • Equity • Marketing
57.	3522	IND/237/ V/94-01	Mentha Oil Dementholised Mint Oil	500 MT 500 MT	0.48	<ul style="list-style-type: none"> • Equity • Marketing • Technology
58.	3522	IND/238/ V/94-01	Tablet Formulation	1.20 Mn. Tablets	3.20	<ul style="list-style-type: none"> • Equity

PROJECT PROPOSALS FOR INTECHMART

S.No.	INC	Project No.	Product	Capacity per year	Project Size (US\$ Mn.)	Requirements from Foreign Investor
59.	3512	IND/241/V/94-01	Neem Based Bio-pesticides	288 MT	0.70	<ul style="list-style-type: none"> • Equity • Marketing • Technology
60.	3522	IND/244/V/94-01	Herbal Medicines & Products	120 Million	1.71	<ul style="list-style-type: none"> • Equity • Buy-back Arrangements
61.	3233	IND/248/V/94-01	Leather Wallets Leather Sachets Leather Bags	300000 Nos. 30000 Nos. 300000 Nos.	1.00	<ul style="list-style-type: none"> • Equity • Loan • Marketing • Technology

NEW PROJECT PROPOSALS

CATEGORY A : Project Proposals with complete information and good project rationale.

S.No.	ISIC	Project No.	Project Description	Capacity (MT/Year)	Project Size (M\$)	Registration/Other Foreign Incentives
62.	3839	IND/300/V/94-12	Micro Processor Crystals Moderate Precision Crystals Simple Packed Crystal Oscillator Strip Resonators Temp. Compensated Crystals Oscillator	2200000 Pcs. 106666 Pcs. 146666 Pcs. 626666 Pcs. 20000 Pcs.	0.35	<ul style="list-style-type: none"> • Marketing • Buy-back Arrangements
63.	3839	IND/301/V/94-12	Etched Foil Formed Foil	30000 Sq Metres 75000 Sq Metres	0.34	<ul style="list-style-type: none"> • Marketing • Buy Back Arrangements
64.	3522	IND/306/V/94-12	Thionyl Chloride Monochloro Acetic Acid	2000 MT 765 MT	2.74	<ul style="list-style-type: none"> • Technology • Marketing

NEW PROJECT PROPOSALS

S.No.	INC	Project No.	Product	Capacity per year	Project Cost (US \$Mn.)	Request/Investment from Foreign Investor
			Chloroacetyl Chloride HCL as by Product	500 1200		
65.	3113	IND/307/V/94-12	White Button Mushrooms	1630 Tons	5.19	• Equity
66.	3240	IND/308/V/94-12	Leather Footwear	1000 Pairs/Day	1.89	• Equity • Technology
67.	3522	IND/315/V/94-12	Tab Paracetomal Tab Bopropfen Caps Ampicilin Tab Trimethoprim Caps Tetracycline Tab Ciprofloxacin	10 Million pcs. 3.60 Million Pcs. 101.5 Million Pcs. 7.5 Million Pcs. 1.68 Million Pcs. 1.48 Million Pcs.	0.21	• Equity • Loan • Marketing • Buy Back Arrangement
68.	3823	IND/316/V/94-12	Dies, Mould Auto Parts	500000 Nos.	1.00	• Equity • Technology

69.	3832	IND/317/V/94-12	Soft Ferrite	1332 Tons	19.36	<ul style="list-style-type: none"> • Equity • Loan • Marketing
70.	3121	IND/320/V/94-12	Spice Oil & Cleoresins	90 MT	1.34	<ul style="list-style-type: none"> • Marketing
71.	3213	IND/322/V/94-12	Woolen and cotton Sweaters	240000 Nos.	6.40	<ul style="list-style-type: none"> • Equity • Loan • Technology
72.	3511	IND/324/V/94-12	Piperazine N-Methyl Piperazine Immino 4 Methyl Piperazine	750 TPA 125 TPA 80 TPA	4.86	<ul style="list-style-type: none"> • Equity • Loan
73.	3832	IND/325/V/94-12	CAD services for application	100 Designs/Yr	1.00	<ul style="list-style-type: none"> • Equity • Joint Venture
74.	3121	IND/326/V/94-12	Wheat Gluten Starch 'A' Starch 'B'	2615 Tons 13213 Tons 3565 Tons	10.00	<ul style="list-style-type: none"> • Equity • Loan • Technology • Marketing

NEW PROJECT PROPOSALS

Sl. No.	Project No.	Project Name	Product	Quantity	Value	Financing
75.	3115	IND/327/V/94-12	Mustard Oil	17500 MT	9.06	<ul style="list-style-type: none"> • Equity • Loan • Technology • Marketing
			Sunflower Oil	7500 MT		
			Soyabean Oil	5000 MT		
			Vanaspathi	7500 MT		
			D.O.C.	95035 MT		
Acid Oil	1875 MT					
76.	3220	IND/328/V/94-12	Cotton Made ups	0.1 Million Pcs.	0.41	<ul style="list-style-type: none"> • Marketing • Technology
			Garments	0.5 Million Pcs.		
			Running Cloths	0.2 Million Pcs.		
			Gauge Bandage	1.0 Million Pcs.		
77.	1302	IND/329/V/94-12	PL-20 Fry	200 Million	16.25	<ul style="list-style-type: none"> • Equity • Loan • Technology
			Black Tiger Prawn	2160 Tons		
			Prawn Feed	5000 Tons		
			Processed Prawn	2160 Tons		

78.	3213	IND/330/V/94-12	Cotton Yarn 30s - 60s	9500 Kgs/Day	20.15	<ul style="list-style-type: none"> • Equity • Marketing • Technology • Buy-back Arrangements
79.	3839	IND/334/V/94-12	Note Book Computers-Pen Base Personal Computers LAN Products 10 Base-T SNMP Hubs Repeaters	--	0.98	<ul style="list-style-type: none"> • Equity • Loan • Technology • Marketing
80.	3699	IND/336/V/94-12	Granite	800000 Sq Feet	0.13	<ul style="list-style-type: none"> • Marketing • Buy-back Arrangements
81.	1110	IND/339/V/94-12	Cut Flowers	3.00 Mn. Pcs.	1.10	<ul style="list-style-type: none"> • Equity • Loan • Joint Venture

NEW PROJECT PROPOSALS

S.No.	MIC	Project No.	Product	Capacity per year	Project Size (US \$ Mln.)	Requirements from Foreign Investor
82.		IND/340/V/94-12	Castor Oil Derivative	37260 MT	6.50	<ul style="list-style-type: none"> • Marketing • Technology

CATEGORY B : Project Proposals with incomplete information but good project rationale.

83.	3833	IND/302/V/94-12	Invertors UPS Systems Float Rectifiers Static Volt Regulator	NA NA NA	0.62	<ul style="list-style-type: none"> • Equity • Marketing • Sub-Contract
84.	3211	IND/303/V/94-12	Cotton Fabric 59" Cotton Fabric 63" Cotton Fabric 108" Cotton Fabric 124"	688800 Metres 1075200 Metres 2872800 Metres 823208 Metres	5.67	<ul style="list-style-type: none"> • Equity • Marketing

85.	3215	IND/309/V/94-12	Nylon Braid Net Nylon Braid Twine	505 Tons 35 Tons	4.60	<ul style="list-style-type: none"> • Equity • Technology • Management
86.	3882	IND/319/V/94-12	2'15 Shared Radio System Single Channel VHF Equipment 10 Channel Digit UHF 30 Channel Digital UHF	24 Nos. 204 Nos. 36 Nos. 48 Nos.	2.53	<ul style="list-style-type: none"> • Equity • Loan • Technology • Buy-Back Arrangements
87.	3710	IND/333/V/94-12	Graded Cast Iron Alloy Steel Castings	300 MT 600 MT	0.49	<ul style="list-style-type: none"> • Equity • Loan • Technology
88.	3220	IND/335/V/94-12	Readymade Garments	500000 Pcs.	0.13	<ul style="list-style-type: none"> • Marketing • Buy-back Arrangements

NEW PROJECT PROPOSALS

S.No.	ISIC	Project No.	Product	Capacity per year	Project Size (US \$ Mn.)	Requirements from Foreign Investor
--------------	-------------	--------------------	----------------	--------------------------	-------------------------------------	---

CATEGORY C : Project Ideas

89.	3211	IND/304/V/94-12	Denim Fabrics	27000 m/d	21.49	<ul style="list-style-type: none">• Equity• Technology
90.	3211	IND/305/V/94-12	Cotton Yarn 30's Cotton Yarn 40's	1452000 Kg 1508000 Kg	11.30	<ul style="list-style-type: none">• Equity• Marketing
91	3113	IND/332/V/94-12	Agro Based Food Products	2400 MT	10.00	<ul style="list-style-type: none">• Equity• Loan• Technology
92.	3121	IND/337/V/94-12	Modified Starch Products	5.00 TPD	2.65	<ul style="list-style-type: none">• Equity• Technology• Marketing



UNITED NATIONS
INDUSTRIAL DEVELOPMENT
ORGANIZATION

**United Nations
Industrial Development Organization**

**INDIA INTECHMART
New Delhi, 24 - 27 March, 1995**

**COMPENDIUM ENTRY FORM :
TECHNOLOGY OFFER**



**Government of India
Ministry of Industry**

Name _____ Position _____

Organization _____ Full contact Address _____

Country _____

Fax _____ Telex _____ Tel. _____

Industrial sector *(Provide information below in no more than 100 words)*

Title and description of technology (include main advantages, applications and environmental impact).

Is techno-economic information available? Yes No

Attach photographs, sketches or process diagrams and detailed company information that may be used for illustration.

Circle the appropriate code letters for your offer.

<i>Code</i>	<i>Development Status</i>	<i>Code</i>	<i>Type of offer</i>	<i>Code</i>	<i>Type of licensor</i>
P	Patent or design only	L	Manufacture under licence	C	Limited company
M	Laboratory model	S	Patent for sale	U	Educational institution
W	Working Prototype	J	Joint Venture	R	Independent research organization
U	Pre-production units	F	Financial investment	G	Government research organization
F	In current production	K	Turnkey	P	Private individual
C	Commercialized	E	Production equipment		
		T	Training		
		D	Designs, formulation and Technical assistance		
		U	Subcontracting		

Return to: UNIDO/TECHNOLOGY MANAGEMENT SERVICE
P.O. Box 300, A-1400 Vienna, Austria Fax: (43) (1) 232156 or 2307584

The deadline for submitting the technology offer form is 28 February, 1995.



**United Nations
Industrial Development Organization**

**INDIA INTECHMART
New Delhi, 24 - 27 March, 1995**

**ORDER FORM FOR
EXHIBITION BOOTH RESERVATION**



**Government of India
Ministry of Industry**

Please use this form to reserve your booths at INTECHMART. If you plan to exhibit, the deadline for registration is 14 March 1995

Name _____ Position _____
Organization _____ Full contact Address _____
Country _____
Fax: _____ Tlx: _____ Tel: _____

EXHIBITORS

We wish to reserve one three - sided display booth of 6 square meters, carpeted and containing one table, two chairs, two wall lamps and one electrical socket. The rental fee for one booth is US\$ 500. This fee includes the registration fee _____

Return to: UNIDO/TechnologyService, P O Box 300, A-1460-Vienna, Austria Fax : (43) (1) 232156 or 2095332.

Copy to: The Joint Secretary, Room No. 160, Department of Industrial Development, Udyog Bhawan, New Delhi - 110 011



UNITED NATIONS
INDUSTRIAL DEVELOPMENT
ORGANIZATION

United Nations
Industrial Development Organization

INDIA INTECHMART
New Delhi, 24 - 27 March, 1995



Government of India
Ministry of Industry

REGISTRATION FORM*

Copy to: The Managing Director, Investment and Technology Promotion Division Attn: Director, Investment and Technology Services
UNIDO, P.O. Box 300, A-1400 Vienna, Austria (Fax: 43-1-230 8260/ 232156)

Return to: The Joint Secretary, Room No. 160, Department of Industrial Development, Ministry of Industry, Govt. of India
Udyog Bhawan, New Delhi-110011, India (Fax: 91-11-301 1339, 301 1770)

Name _____ Position _____ Organization _____
Full contact Address _____ Country _____
Fax _____ Telex _____ Tel. _____

Field of Activity _____

Represented by _____
(Family Name) (First Name) (Position)

Arrival New Delhi Date _____ Flight No _____ Time _____
Departure Date _____ Flight No _____ Time _____

Please tick (✓) appropriate box Foreign Investor Indian Project Sponsor Foreign Technology Supplier Indian Technology Seeker

I should like to discuss the following projects: (Please give project numbers in order preference - see note below)

Note: It is the utmost importance for the participant to indicate clearly the projects he/she wishes to discuss with the sponsors in India. This information is necessary to arrange individual business meetings.

* The company profile form attached should accompany the registration form.



**United Nations
Industrial Development Organization**

INDIA INTECHMART
New Delhi, 24 - 27 March, 1995



**Government of India
Ministry of Industry**

COMPANY PROFILE

Name and Address of Company : _____

Tel: _____ Fax: _____ Tlx. _____

Name of Managing Director : _____
 Chief Executive Officer / Contact person : _____
 Year of Establishment : _____
 Main Line of business : _____
 Other business interests : _____

Basic Company Data

Value of fixed assets (US\$) : _____
 Annual sales turnover (US\$) : _____



Published by
The United Nations Industrial Development Organisation and
The Department of Industrial Development, Ministry of Industry
Government of India
Produced by Macro Graphics, New Delhi