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INTECHMART 99

WEST BENGAL

Report
on
Follow-up Work

India Intechmart West Bengal'99

United Nations Industrial Development Organization

Vienna, Austria



Government
of India



Government of
West Bengal



United Nations
Industrial
Development
Organization



Confederation
of Indian
Industry



West Bengal
Industrial
Development
Corporation
Ltd.

West Bengal Consultancy Organisation Limited
Calcutta

JULY, 2000

SUMMARY

The Event

India Intechmart West Bengal '99, organised jointly by UNIDO, Governments of India & West Bengal and other Government agencies, was held in Calcutta in March 1999 to highlight the State of West Bengal as an investment and technology transfer destination.

Follow-up Work

The follow-up work on the event was entrusted to West Bengal Consultancy Organisation Ltd. (WEBCON), Calcutta, w.e.f. February 2000 with the objective to convert some of the projects sponsored under the event into successful partnerships.

Follow-up services rendered since May, 2000

- ◆ Circulation of Project Profiles through UNIDO network
- ◆ Effort made to send more projects for circulation
- ◆ Internet Browsing
- ◆ Contacting prospective investors individually
- ◆ Contacting different national agencies
- ◆ Advertising in Website
- ◆ Approaching Indian Embassies/High Commissions abroad
- ◆ Visits to foreign Consulates/High-Commissions at Calcutta

Present status of the projects

On the basis of developments, subsequent to submission of our earlier Progress Report, the status of the projects as on July 31, 2000 is as under:

	<u>Projects</u>	<u>MOU</u>	<u>LOI</u>
Number of projects sponsored	105	8	24
Projects sponsored after 30 th April, 2000	-	1	-
Projects with incomplete address	3	-	4
Projects shelved/dropped	13	1	1
Projects being followed up	89	8	19
Projects to start implementation	7	-	1
Projects under implementation	2	6	-
Projects implemented	1	2	Nil

CONCLUSIONS

- ✓ In the given time frame, we have been able to identify about 30 prospective projects for re-circulation through the UNIDO network.
- ✓ Out of the sponsored projects, one project has already been implemented and two more projects are under implementation.
- ✓ Out of the 9 MOUs signed, two projects have already been implemented. Balance projects are being followed up to facilitate implementation soon.

One LOI is under active follow-up to facilitate implementation.
- ✓ For one project MOU was signed after the event. Investment has already started flowing in and the project is under implementation.
- ✓ We have again communicated to all domestic and foreign participants who did not respond to our communications earlier, and it is hoped a few more projects might come up for further actions.
- ✓ We have taken initiative to circulate select project profiles through Indian Embassies/High Commissions abroad and it is expected that some responses may be received sooner or later.
- ✓ We have written to some USA based investors interested in joint ventures in India, some of whom might respond.

Details of projects implemented

<u>Name of the Company</u>	<u>Product/Project</u>	<u>(Million US \$)</u> <u>Investment</u>
1. Shamon Ispat	CR Coils	7.70
2. Hindustan Coca-Cola	Soft Drinks	7.00
3. Agridev	Feasibility Study on Agri-horticulture Demonstration Project in West Bengal.	1.25

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CHAPTER - I

INTRODUCTION

1. The Event

India Intechmart West Bengal '99, organised jointly by UNIDO, Governments of India & West Bengal and other Govt. agencies, was held in Calcutta in March 1999. The event was attended by participants from countries across the world as well as representatives from the UNIDO headquarters in Vienna.

1.1 Objective

The event was promoted to highlight the State of West Bengal as an investment and technology transfer destination and augment foreign investment in the State.

1.2. Immediate Achievement

More than hundred investment and technology project profiles and a couple of technology offers were discussed in the event, maximum numbers of projects being identified from the metals and engineering sector followed by the agro processing sector.

Over 500 one-to-one meetings were organised during the event, which resulted in signing of thirty-two MOUs and LOIs.

1.3. The Follow-up work

The follow-up work on the event was entrusted to West Bengal Consultancy Organisation Ltd. (WEBCON), Calcutta, with the objective to convert some of the projects sponsored under this event into successful partnerships.

1.4. Implementation status as on 30th April, 2000

The Consultant submitted an interim report on the follow-up work, which commenced since February 2000, in April 2000. The implementation status of the various categories of projects viz. Sponsored projects, MOUs and LOIs, as assessed on 30 April 2000, is presented in Table 1.4:

TABLE: 1.4 STATUS OF PROJECTS AND LOI/MOUs

	Projects	MOU	LOI
Number of projects sponsored	105	8	24
Projects with incomplete address	3	-	2
Projects shelved/dropped	8	-	1
Projects to be followed up	94	8	21
Projects to start implementation soon	4	-	-
Projects under implementation	3	4	-
Projects implemented	1	1	Nil

CHAPTER – II

PROGRESS IN FOLLOW-UP WORK & PRESENT STATUS

2.1. Summary of services rendered by Consultant till 30 April 2000

Follow up services rendered upto 30th April, 2000 include;

- Establishing contacts with the local sponsors and foreign participants
- Collection of project profiles
- Meeting and interacting with sponsors
- Shortlisting of projects
- Reformatting of the project profiles
- Client visits
- Trouble shooting exercises with the help of SHILPABANDHU, the single window service agency of West Bengal Industrial Development Corporation Limited
- Evolving out a conducive Reporting system

2.2. Progress made in follow-up work since May, 2000

2.2.1. Circulation of Project Profiles through UNIDO network

As decided earlier, the updated profiles of the shortlisted projects were incorporated in the revised format designed by UNIDO. These profiles have since been sent to UNIDO, New Delhi, for hosting on the TBIP website.

As desired by UNIDO, Vienna, these profiles have also been sent to UNIDO headquarters for hosting through other websites, for drawing attention of prospective investors.

2.2.2 Effort made to send more projects for circulation

Constant endeavours are on to motivate sponsors of the left out projects for keeping the ventures alive till the time collaborators are scouted around. For this purpose, they have been advised to submit project profiles as per revised formats for onward submission to UNIDO.

2.2.3. Internet Browsing

Extensive search has been done on the Internet to locate prospective investors interested in extending financial and/or technical collaborations for the sponsored projects. It has, however, been observed that such websites mostly provide information on the modalities of investment in India and very few offers are available for investment proposal in India and more particularly in West Bengal.

2.2.4. Contacting prospective investors individually

Based on the information available on direct investment/collaboration proposals in published journals, communications numbering 8 (eight), have been sent to a few Indian and foreign companies in specific sectors. We are, however, yet to receive any feedback from these companies.

2.2.5. Contacting different national agencies

Indian Investment Centre (IIC), the premiere nodal organisation meant for inducing foreign investment in the country, has been approached seeking suggestions for promoting selected sponsored projects.

We have also sought details about entrepreneurs, who might be interested in joint collaborations in India, from the IIC database. We have received details of 10 (ten) USA based prospective investors, looking for joint ventures in India in IT and software development sector, from the IIC database. The prospective investors are being contacted.

2.2.6. Advertising in Website

We are also exploring the possibility of advertising some select projects of **Intechmart '99** through websites. Contacts are being made to ascertain the detailed terms and conditions for the same.

2.2.7. Approaching Indian Embassies/High Commissions abroad

We have decided to approach the Indian Embassies/High Commissions in some select countries abroad, for promotion of the selected projects sponsored under **Intechmart '99**. For the purpose, the project profiles, selected on the basis of target market of the respective products, would be sent to the concerned Indian Embassies/High Commissions in summary form. Till July 31, 2000, 8 (eight) High Commissions have been approached. We propose to approach a few more Indian Missions abroad.

2.2.8. Visits to foreign Consulates/High-Commissions at Calcutta

We have decided to visit selected offices of the foreign Consulates/High Commissions located in Calcutta. For this purpose, a format is being developed to present the summary of the select project profiles.

2.2.9. Present status of the projects

On the basis of developments, subsequent to submission of our earlier Progress Report, the status of the sponsored projects, as on July 31, 2000 is assessed as presented in the **Table 2.2.9** whereas the individual project-wise status is given in **Annexure – I** at the end of the report:

TABLE: 2.2.9. STATUS OF PROJECTS AND LOI/MOUs

	<u>Projects</u>	<u>MOU</u>	<u>LOI</u>
Number of projects sponsored	105	8	24
Projects sponsored after 30 th April, 2000	-	1	-
Projects with incomplete address	3	-	4
Projects shelved/dropped	13	1	1
Projects being followed up	89	8	19
Projects to start implementation	7	-	1
Projects under implementation	2	6	-
Projects implemented	1	2	Nil

2.3. Constraints faced in follow-up work

2.3.1. In establishing contact with foreign participants

In all, 31 foreign delegates, who had participated in the event, were contacted. So far, only one response has been received.

13 companies/organisations, who had signed LOIs were all contacted. Responses from 3 companies only, accounting for 7 LOIs have, however, been received.

In absence of any electronic addresses or facsimilie numbers, follow up are being made only through letters sent through international couriers, which happens to be a time consuming affair.

2.3.2. In shortlisting of projects

The important parameters, fixed for the purpose of shortlisting of projects, were the interest of the local sponsors and the response level of the prospective international investors for the projects. As indicated earlier, the response from the international investors was extremely poor following which response from the local sponsors also started gradually receding. Many of the local sponsors appeared to have lost interest in the projects and only after considerable persuasion they responded to our communications.

As a result, we were compelled to restrict the number of shortlisted projects to around 30, as against the total number of over 100 projects sponsored in the event.

2.3.3. In collating information for reformatting project profiles

In the new project profile format introduced by UNIDO, only data fields are allowed in place of text fields in most of the areas. As many of the projects were not backed by proper market survey and feasibility reports required information were not available from the sponsors. This has resulted in substantial delay in sending reformatted profiles in some cases.

CHAPTER-III

ISSUES & CONCLUSIONS

3.1. Success Reviewed

A critical review of the success achieved in the follow up work till date was attempted to in the interest of similar events, which may be hosted in the State in future, as under.

3.1.1 Apparent Reasons for poor response

3.1.1.1. Investment quantum of projects

It has been observed that out of 105 sponsored projects, about 50% of the projects envisaged an investment of US \$ 1 million or less. In our opinion, this scale of investment was perhaps a deterrent factor in evoking interest of international investors.

3.1.1.2. Greenfield nature of projects

It has been observed that a good number of sponsored projects, selected for promotion, were promoted by first generation entrepreneurs, having no prior industrial experience, or by companies having no business experience in the proposed ventures.

In our opinion, the confidence level from the foreign investors for such type of projects would be less for obvious reasons.

3.1.1.3. Appropriate cross section of participants

In order to achieve active participation from the foreign investors, the event was promoted through international media, direct contacts, investment promotional service offices of UNIDO and various Indian Embassies and Consulates.

It is felt that though there was a large-scale participation from various countries, a good number of foreign participants were representatives from Ministries of the various Governments. It is felt that more involvement of the prospective investors in the event could have been more helpful.

3.1.1.4. Delay in initiating Follow-up work

The event was organised in March 1999 and the follow-up work commenced almost after one year i.e. in February 2000. In the intervening period, many of the local sponsors lost interest in the projects.

3.2. Suggestions

3.2.1 Collection of facsimile and e-address

It is suggested that in case of similar events in future, facsimile and e-address of the participants should be collected and preserved for instant contact, which is necessary for providing an effective follow up service.

3.2.2. Participation from countries chosen as target market

It is suggested in case of similar future events, participation of investors should be endeavored in more numbers from countries, which are eyed by the local sponsors to be the target markets for the envisaged products.

3.3. Conclusions

- i) In the given time frame, we have been able to identify about 30 prospective projects, out of 105 project profiles, for re-circulation through the UNIDO network.
We hope that some of these projects may receive attention of some foreign collaborators.
- ii) Out of the sponsored projects, one project has already been implemented and two projects are under implementation.
Four more projects are expected to start implementation soon.
- iii) Out of the 9 MOUs signed, two projects have already been implemented. Balance projects are being followed up to facilitate implementation soon.
One LOI is under active follow-up to facilitate implementation.
- iv) For one project MOU was signed after the event. Investment has already started flowing in and the project is under implementation.
- v) We have again communicated to all domestic and foreign participants who did not respond to our communications earlier, and it is hoped a few more projects might come up for further actions.
- vi) We have taken initiative to circulate select project profiles through Indian Embassies/High Commissions abroad and it is expected that some responses may be received sooner or later.
- vii) We have written to some USA based investors interested in joint ventures in India, some of whom might respond.

Details of projects implemented

<u>Name of the Company</u>	<u>Product/Project</u>	<u>(Million US \$)</u> <u>Investment</u>
1. Shamon Ispat	CR Coils	7.70
2. Hindustan Coca-Cola	Soft Drinks	7.00
3. Agridev	Feasibility Study on Agri-horticulture Demonstration Project in West Bengal.	1.25

Details of projects under implementation

<u>Name of the Company</u>	<u>Product/Project</u>	<u>(Million US \$)</u> <u>Investment</u>
1. Bengal Tools	Diesel Engine, Power Tillers	3.0
2. Navin House & Homes	Multispeciality Hospital, Cal	2.0
3. Bengal Nestor Industries	Dairy	0.7
4. Sonata Yarn	Jute Yarn Manufacturing	4.3
5. ICICI-WBIDC (I-WIN)	Feasibility Report on I.T Network in West Bengal	31.0
6. UNDP	Setting up a common ETP for Calcutta Leather Complex	0.5
7. Bengal Ambuja Housing	Development of Housing Project in Durgapur	5.0
8. Magnacon Electricals	Electrical Components	0.5

PROJECT-WISE STATUS REPORT AS ON JULY 31, 2000

AAA- Implemented AA - Under Implementation A- Likely to start Implementation	BB- Profile sent to UNIDO for circulation B- Profiles to be sent to UNIDO for circulation	C- Projects likely to be shelved D- Projects shelved
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A. SPONSORED PROJECTS

Project NO.	Promoter Company	Project	Investment (Million US\$)	Assistance Required	Present Status	Last Dt. Of Communication	Remarks
AP-01	Sunrise Food Products Ltd	Bottles and Mineral Water	0.80	JV(E),MA,BB	C	July 17, 2000	
AP-02	Sunrise Spices Ltd	Generic and Blended Spices	1.05	BB	C	July 17, 2000	
AP-03	Florid India	Flower, Fruit & Vegetable Mktg	0.13	TE, MA, BB	BB	May 29, 2000	
AP-04	Vishnu Sugar Mills Ltd	Speciality Sugar	1.00	JV(E), TE, Others	BB	May 29, 2000	
AP-05	Sangita Biochem Ltd	Lactic Acid, Other Chemicals	1.00	JV(E), L	BB	May 29, 2000	
AP-06	Polba Agro Genetics P Ltd	Freeze Dried Fruits, Veg.	0.91	JV(E), L, Others	C	July 17, 2000	
AP-07	Ayesha Trading Corpn.	Fruit Juices	N.A.	Lic. Distributorship	D	March 23, 2000	To be dropped
AP-08	Samar Singh Jayaswal Ltd	Fruit and Edible Coating	N.A.	TE, BB	BB	June 12, 2000	
AP-09	Samar Singh Jayaswal Ltd	Whole peeled, Tomato Puree	0.15	TE, MA, BB	D	March 31, 2000	To be dropped
AP-10	Jayanta Kumar Roy	Biopesticide, Biofertilizer etc	1.49	JV(E), L, Others	D	Address not available	To be dropped
AP-11	Cahners Exposition Powder Pvt. Ltd.	Potato Flour and Flakes	0.27	JV(E), L	BB	May 29, 2000	
AP-12	Qualitea World Pvt. Ltd.	Tea Bags	0.90	JV(E), BB	C	July 17, 2000	
AP-13	Avinash International	Canned juice/jam	0.50	JV(E), BB	C	July 17, 2000	
AP-14	Avinash International	French Fries cut potatoes	0.50	JV(E), L	C	July 17, 2000	
AP-15	Shreerupa Tea & Industries	Packaging of bulk tea	0.20	L, MA, BB	BB	May 29, 2000	
AP-16	Kirson Food Pro'ing (P) Ltd	Fruit concentrates	4.00	JV(E), TE, BB	BB	May 29, 2000	
AP-17	A.H. Industries	Jute Composites	0.25	MA, ME	D	March 21, 2000	To be dropped
AP-18	Raj Import-Export (Raj Gr.)	Tropical Fruit Concentrates	3.75	JV(E), L, Others	C	July 17, 2000	
AP-19	UMC Engg. Pvt. Ltd.	Paper Packaging & others	0.63	MA, BB, Others	C	July 17, 2000	
CP-20	Samar Singh Jayaswal Ltd	Mfg. Of PVC Bags	0.10	MA, BB, Others	D	March 31, 2000	To be dropped
CP-21	Guardian Plasticote Ltd.	Speciality Polymers	1.75	TE, EP	C	July 17, 2000	
CP-22	Samar Singh Jayaswal Ltd	Isoambretolide	0.15	TE, BB	BB	June 12, 2000	
CP-23	Vishnu Sugar Mills Ltd	Disposable syringes/needles	1.00	JV(E), TE, Others	BB	May 29, 2000	
CP-24	BCO Agro-Tech Ltd.	Extra Neutral Alcohol	4.54	JV(E)	D	June 7, 2000	To be dropped

Project NO.	Promoter Company	Project	Investment (Million US\$)	Assistance Required	Present Status	Last Dt. Of Communication	Remarks
CP-25	Zen Chemicals	Dinitro Benzene&other Chem.	0.40	JV(E), L, Others	C	July 17, 2000	
CP-26	Bilaspur Barytes&Chem.PL	Barium Carbonate & others	0.75	JV(E), L, Others	D	March 23, 2000	To be dropped
CP-27	ESCON Consultants P.L.	Plastic Compounds	0.25	L. Training	D	March 27, 2000	To be dropped
CP-28	Caldern Pharmaceuticals L	Basic Drugs	0.47	JV(E), TE, Others	C	July 17, 2000	
CP-29	Eastern Colours & Coatings Pvt. Ltd.	Paper and others inks	0.13	JV(E), TT, Others	C	July 17, 2000	
GT-30	Vishnu Sugar Mills Ltd	Cotton & Synthetic Garments	0.70	JV(E), TE, Others	BB	May 29, 2000	
GT-31	Acknit Knitting Ltd.	Nitrile Coated Gloves	2.50	JV(E), TE, Others	BB	June 12, 2000	
GT-32	Swadeshi International	Cotton Bags and others	0.10	MA, ME, BB,	D	March 31, 2000	To be dropped
GT-33	Global Exims	Cotton Bags and others	0.05	MA, ME, BB,	BB	June 12, 2000	
GT-34	Poddar Projects Ltd.	Cotton/Synthetic Spun Yarn	18.75	JV(E), L, TE	BB	June 12, 2000	
ME-35	Associated Galv. Works	Galvanizing of M.Steel	0.38	JV(E), MA, ME	D	March 24, 2000	To be dropped
ME-36	Colorfusion India Ltd.	Ballpoint Pens	10.00	JV(E), BB, TE	BB	June 12, 2000	
ME-37	Howrah Mills Co. Ltd.	Jute Machinery	1.00	JV(E), TE, Others	BB	June 12, 2000	
ME-38	Paramananda Rubber Works Pvt. Ltd.	Ruber-lining for Ships	0.59	JV(E), L, BB	BB	May 29, 2000	
ME-39	S.K. Oil Company	Bulk Oil Storage Tank	5.51	JV(E), L, TE	C	July 17, 2000	
ME-40	Caps Micrographics P.Ltd	Digital Press & Allied Service	0.50	JV(E), MA, SC	BB	May 29, 2000	
ME-41	Crawley & Ray (F&E) P.L.t	Industrial Bulbs	2.25	MA, BB, SC	D	March 28, 2000	To be dropped
ME-42	Duropolyprene Ltd.	2-3 wheeler Tyres	2.50	JV(E), MA, BB	C	July 17, 2000	
ME-43	Datre Corpn. Ltd.	Gate Valves, Castings	15.00	MA, BB, Others	C	July 17, 2000	
ME-44	Bridge & Shell	Compact Bag Filter	0.30	JV(E), MA, Others	C	July 17, 2000	
ME-45	Bengal Tools Ltd.	Diesel Engine, Power Tillers	3.00	BB, EP, TE	AA	July 31, 2000	
ME-46	Orion Engineering Co.	ABS Plastic Bobbins	N.A.	MA	BB	May 29, 2000	
ME-47	Security Equipment Eng.s.	Fire & Car Alarm System	0.10	JV(E), BB, TE	C	July 17, 2000	
ME-48	Indo-American Electricals L	Winding Wires	4.60	JV(E), MA, Others	B	June 14, 2000	
ME-49	Vikrant Alloys & For'ing PL	Open Die Forging	3.00	JV(E), MA, Others	BB	June 12, 2000	
ME-50	Paul Rubber Inds. (P) Ltd.	Rubber Liners & Others	1.20	JV(E), MA, Others	BB	May 29, 2000	
ME-51	Burn Standard Co. Ltd.	Ash Handling System	1.50	TE, EP	C	July 17, 2000	
ME-52	Jessop & Co. Ltd.	Constroction Equipment	1.38	L, EP, TE	C	July 17, 2000	
ME-53	Bharat Wagon&Engg.Co.L	Electrostatic precipitador	2.50	L, TE, Others	C	July 17, 2000	
ME-54	Stewards & Lloyds of I. Lt.	Cross country pipeline	2.00	MA, TE	BB	May 29, 2000	
ME-55	Tata Material Handling Systems Ltd.	Cranes	11.00	TE, ME	A	July 31, 2000	

Project NO.	Promoter Company	Project	Investment (Million US\$)	Assistance Required	Present Status	Last Dt. Of Communication	Remarks
ME-56	Weston Engineers	Engineering Spares	0.10	MA, BB	C	July 17, 2000	
ME-57	Westinghouse Saxby Farmer Ltd.	Distributor for Coach & Other	0.83	TE, TT, MA	C	July 17, 2000	
ME-58	Bengal Tools Ltd.	Conveyors & Others	N.A.	TE, TT	C	July 17, 2000	
ME-59	Stewards & Lloyds of I. Lt.	Oil Storage Tank	0.50	TE, TT, MA	BB	May 29, 2000	
ME-60	Megatherm Electronics PL	Electronic Items	2.75	TE, TT, Others	B	July 17, 2000	
ME-61	Shamon Ispat Ltd.	Cold rolled coils	7.70	JV(E), MA, BB	AAA		
IF-62	W.B.S.I.D.C. Ltd.	Knitwear Complex	6.00	JV(E)	C	July 17, 2000	
IF-63	LMJ International Ltd.	Inland Water Transportation	100.00	JV(E), TE	C	July 17, 2000	
IF-64	Tourism, Dept, GWB	4-star Hotel at Calcutta	32.50	JV(E)	A	July 21, 2000	
IF-65	Tourism, Dept, GWB	Tourist Complex at Darjeeling	25.00	JV(E)	C	July 21, 2000	
IF-66	Tourism, Dept, GWB	Food Craft Inds. & Institute	15.00	JV(E)	C	July 21, 2000	
IF-67	Tourism, Dept, GWB	Chain of Motels	37.50	JV(E)	C	July 21, 2000	
IF-68	Tourism, Dept, GWB	Heritage Cruise	6.25	JV(E)	C	July 21, 2000	
IF-69	Tourism, Dept, GWB	Tourist Centre, Jalpaiguri	50.00	JV(E)	A	July 21, 2000	
IF-70	Tourism, Dept, GWB	Tourist Spot, North Bengal	50.00	JV(E)	C	July 21, 2000	
IF-71	Tourism, Dept, GWB	Tourist Spot, Sunderban	15.00	JV(E)	A	July 21, 2000	
IF-72	Tourism, Dept, GWB	Tourist Spot, Sagar Island	25.00	JV(E)	C	July 21, 2000	
IF-73	The BBJ Const. Co. Ltd.	Express Roadways	Not Available	JV(E), TE, L	C	July 17, 2000	
IF-74	The BBJ Const. Co. Ltd.	Infrastructure development	Not Available	JV(E), L, MA	C	July 17, 2000	
IF-75	I-Win Ltd.	Calcutta-Haldia Expressway	240.00	JV(E)	A	July 31, 2000	
IF-76	I-Win Ltd.	Floriculture Complex	5.50	JV(E)	A	July 31, 2000	
IF-77	I-Win Ltd.	Water treatment Plant, Haldia	70.00	JV(E)	A	July 31, 2000	
IF-78	Nabin House & Homes P.L	Multispeciality Hospital, Cal.	2.00	JV(E), L	AA	July 31, 2000	
EL-79	RDL Technology Ltd.	Software Development	1.75	MA, SC, TT	D	Address not available	To be dropped
EL-80	Brainware Consultancy P.L	Emerging Technology Centre	0.04	MgtE, TE, Others	C	July 17, 2000	
EL-81	Y2K Software Exports&Co	Software Development	1.75	JV(E), MA, BB	BB	May 29, 2000	
EL-82	Arkyo Ovation Sys.(P) Ltd.	Electronic Cinema, Cal.	1.50	JV(E), L	BB	June 12, 2000	
EL-83	Midas Automation & Telecom Pvt. Ltd.	Communication Network	3.38	JV(E), L, MA	BB	May 29, 2000	
EL-84	Millenium Info System P.L	ERP Solutions	1.50	JV(E), MA	D	Feb. 24, 2000	To be dropped
SV-85	Statconsulta	Statistical consultancy	N.A.	SC	BB	May 29, 2000	
SV-86	Synergy Mgmt. Services	Internet Services	0.04	TE, SC	D	Feb, 28, 2000	To be dropped
SV-87	Caldron Pharmaceuticals L	Internet Services	0.53	JV(E), TE, EP	C	July 17, 2000	

Project NO.	Promoter Company	Project	Investment (Million US\$)	Assistance Required	Present Status	Last Dt. Of Communication	Remarks
LE-88	G.P. Exports	Leather Products	0.17	TE, MA	D	Addressee not available	To be dropped
LE-89	Neo-skinner Pvt. Ltd.	Wet Blue Cowhides	0.19	JV(E)	C	July 17, 2000	
LE-90	Sreeleathers Overseas Ltd.	Mfg. Of Shoes	1.58	JV(E), L, MA	C	July 17, 2000	
LE-91	Sumant Susanta Exp.P.L.	Leather Products	0.54	JV(E), MA	C	July 17, 2000	
LE-92	Leder Trend	Leather Products	0.03	JV(E), ME	C	July 17, 2000	
MISC-93	ADAB Platicaceuticals P.L.	Disposable syringes	1.52	JV(E), BB, EP	C	July 17, 2000	
MISC-94	MDK & Co.	Organic Manure	12.60	JV(E), MA, ME	BB	May 29, 2000	
MISC-95	Crown Paper Convert. P.L.	Facial Napkins & others	N.A.	MA, BB	C	July 17, 2000	
MISC-96	Vivani Pharmaceuticals PL	Antibiotics	N.A.	MA	C	July 17, 2000	
MISC-97	W.B. Projects Ltd.	Glazed Wall Tiles	1.20	JV(E), MA, TE	BB	June 12, 2000	
MISC-98	Nitva Impex Pvt. Ltd.	Rice products	0.90	JV(E), MA, Others	BB	May 29, 2000	
MISC-99	Nitva Impex Pvt. Ltd.	Paper cups	1.05	JV(E), MA, Others	BB	May 29, 2000	
MISC-10	W.B.M.D. & Trading Corpn.	Mining of granite	4.00	JV(E), MA, Others	C	July 17, 2000	
MISC-10	Caldern Pharmaceuticals L	Ecotourism resort complex	0.21	JV(E), TE, Others	C	July 17, 2000	
MISC-10	Caldern Pharmaceuticals L	Leather Products	0.50	JV(E), L, Others	C	July 17, 2000	
MISC-10	WBPPDCL	Basic Drugs	1.25	JV(E), TE, Others	C	July 17, 2000	
TO-01	Mr. Ranjan Sen	Technology for S. steel	88.00	ML, BB	C	July 17, 2000	
TO-02	Midas Automation & Telecom Pvt. Ltd.	Communication Technology	N.A.	KH, TA, Others	D	Project dropped	To be dropped

B. MEMORANDUM OF UNDERSTANDINGS(MOU)

1	Hindustan Coca-Cola Beverages Pvt. Ltd.	Bottling Plant for soft drinks	7.00		AAA		
2	Bengal Nestor Industries Ltd.	Dairy	0.70		AA	July 28, 2000	
3	Sonata Yarns Ltd. (Meghdoot ProjectsLtd.)	Jute Yarn manufacturing	4.30		AA	July 31, 2000	Eligibility Certificate for Incentives awaited
4	Agridev, Israel	Feasibility study on Agriculture Demonstration Project in West Bengal.	1.25		AAA		
5	ICICI-WBIDC (I-WIN)	Feasibility report on I.T. Network in West Bengal	31.00		AA	July 31, 2000	
6	UNIDO	Setting up a common ETP for Calcutta Leather Complex	0.50		AA	July 31, 2000	

Project NO.	Promoter Company	Project	Investment (Million US\$)	Assistance Required	Present Status	Last Dt. Of Communication	Remarks
7	Asansol-Durgapur Development Authority(ADDA)	Export Promotion Industrial Park, Durgapur	N.A.		C	July 28, 2000	
8	Bengal Ambuja Housing Development Ltd.	Development of Housing project at Durgapur	5.00		AA	June 29, 2000	
9	Magnacon Electricals	Electrical components	0.50		AA	July 15, 2000	

C. LETTER OF INTENTS (LOI)

1	Paul Acquamin & Food Pvt. Ltd.	Mineral Water and Food Processing	Not Available	JV(E), TT	C	July 27, 2000	
2	Cahners Exposition Powder Pvt. Ltd.	Potato Flour	0.30	L	D	Addressee not available	To be dropped
3	Cahners Exposition Powder Pvt. Ltd.	Potato Powder	0.30	JV(E), BB	C	July 27, 2000	
4	Cahners Exposition Powder Pvt. Ltd.	Potato Powder	0.30	JV(E)	D	Address not available	To be dropped
5	Kirson Food Processing Pvt. Ltd.	Fruit Processing	4.00	JV(E)	C	July 27, 2000	
6	Kirson Food Processing Pvt. Ltd.	Food Processing	4.00	TT,MA	C	July 27, 2000	
7	Kirson Food Processing Pvt. Ltd.	Food Processing	0.40	JV(E),R&D, TT	C	July 27, 2000	
8	Kirson Food Processing Pvt. Ltd.	Food Processing	4.00	ME,TT	C	July 27, 2000	
9	Andrew Yule & Co. Ltd.	Heat Exchanger etc.	N.A.	TT, BB	D	April 6, 2000	To be dropped
10	Millennium Information Systems Pvt. Ltd.	Software	41.50	MA	D	Project dropped	To be dropped
11	Midas Automation & Telecommunication Pvt. Ltd.	Private Voice Data Network	3.22	JV(E),MA,L	D	Addressee not available	To be dropped
12	Grain Processing Industries(India) Pvt. Ltd.	Biomass Gasification Plant	Not Available	JV(E), TT	C	July 27, 2000	
13	Lily Biscuit Co. Pvt. Ltd.	Biscuits	N.A.	MA	D	April 13, 2000	To be dropped
14	Bengal Tools Ltd.	Conveyor Manufacturing	3.00	MA,TT	D	April 6, 2000	To be dropped
15	Bengal Tools Ltd.	Material Handling Equipment	3.00	TT	C	July 27, 2000	
16	NISIET, Hyderabad	Network with UNIDO-TBIP	N.A.	TT	C	July 27, 2000	

Project NO.	Promoter Company	Project	Investment (Million US\$)	Assistance Required	Present Status	Last Dt. Of Communication	Remarks
17	Shreekrishna Fodder Mills Ltd.	Fodder	Not Available	JV(E)	C	July 27, 2000	
18	Shreekrishna Fodder Mills Ltd.	Broiler Feed	Not Available	TE,EP	D	April 13, 2000	To be dropped
19	Eastern Colours & Coatings Pvt. Ltd.	Chemical Industry	0.13	MA,TT	C	July 27, 2000	
20	Stewarts & Lloyds of India Ltd.	Old Equipment Purchase and Selling	0.50	TT,ME, Others	A	July 31, 2000	
21	MDK & Co.	Equipment Purchase	12.60	TE	D	April 13, 2000	To be dropped
22	Samar Singh Jayaswal Ltd	Export/Import of Leather	0.10	MA	C	July 27, 2000	
23	Samar Singh Jayaswal Ltd	Food/Fruit Processing	0.15	TE,BB	D	Address not available	To be dropped
24	Samar Singh Jayaswal Ltd	Food/Fruit Processing	0.15	TE,BB,MA	D	April 13, 2000	To be dropped

Abbreviations used :

JV(E) - Joint Venture (Equity)
SC - Sub contracting
MgtE - Management Expertise
TT - Technology Transfer
TA - Technical Assistance
N.A.- Not Applicable

L - Loan
BB - Buy-back Arrangement
TE - Technical Expertise
R&D - Joint R&D
KH - Knowhow
U/Prog. - Under progress

MA - Market Access
EP - Equipment Purchase
ME - Marketing Expertise
Others - Other
ML - Manufacturing Licence