





EXECUTIVE SUMMARY

Strong economic growth

Madhya Pradesh is among the fastest growing states in India; real GSDP grew at a compound annual growth rate of 8.82 per cent during 2005-13.

Rich in natural resources

- The state is rich in natural resources fuels, minerals, agriculture, biodiversity.
- Madhya Pradesh has ample reserves of coal and coal-bed methane 7.7 per cent of India's coal reserves and 144 BCM of methane.
- The state has the largest reserve of diamond and copper in India.
- It has significant reserves of limestone, manganese and dolomite.

Potential for tourism

- Madhya Pradesh is bestowed with centuries-old cultural and religious heritage.
- Due to a thick forest cover, it has immense potential for wild life and adventure tourism, and eco-tourism.

Infrastructure support

- · Due to its centralised location, Madhya Pradesh has excellent connectivity. Many FMCG companies have moved their warehouses here to save on logistics expenses.
- · Upcoming theme-based SEZs near Jabalpur, industry parks in Indore and food parks at multiple locations aim to promote sectoral growth.
- · With several upcoming power plants, Madhya Pradesh is expected turn into a power surplus state by 2014.



ADVANTAGE MADHYA PRADESH

Strategically located business hub

- Being centrally located, companies in the state have access to key consumer markets and major cities like Delhi (740 km*), Mumbai (780 km*), Kolkata (1,350 km*) and Chennai (1,435 km*). Due to this advantage, numerous consumer goods companies have set up manufacturing bases in the state.
- Geographical proximity with the automotive hub of NCR has favourably impacted Madhya Pradesh's auto ancillary industry. The state's well developed automotive cluster is now home to around 30 auto component and ancillary units.

Attractive investment avenues

- With about one-third of the land area under forests, Madhya Pradesh has a huge potential for medicine, wood and agrobased industries. Favourable soil and climatic conditions have made it a leading producer of coarse cereals, oilseeds and soybean in India.
- The cluster-based development approach fosters investments in automotive, textiles and biotechnology.
- Ample limestone and coal reserves provide growth avenues for the cement industry.
- · A rich cultural heritage, scenic beauty and wildlife sanctuaries offer a promising tourism industry.

Advantage Madhya Pradesh

Rich resource pool

- The state has rich mineral resources and the largest diamond and copper reserves in India; besides significant reserves of coal, coal-bed methane, manganese and dolomite.
- The state adds around 2,70,000 graduates to workforce each year, of which around 90,000 have technical skills. At labour costs of US\$ 2-3 per day, the state has a significant cost advantage over metros.
- It houses some of the country's most reputed institutes including Indian Institute of Management, Indian Institute of Foreign Management and Indian Institute of Technology.

Policy and infrastructure support

- It offers various fiscal and policy incentives for businesses under the Industrial Promotion Policy-2010 & Action Plan, besides policies for IT, biotechnology, tourism and SEZs.
- To attract investors and promote entrepreneurs, the state government has appointed TRIFAC, an agency to facilitate a single-window mechanism, for speedy approvals of various clearances and permissions.
- The state government has also made some well planned infrastructure investments in terms of roads, railway networks, buses and airports. It aims to be power surplus by 2014 and

*From Bhopal



MADHYA PRADESH FACT FILE



- Madhya Pradesh is located in central India. The state is bound on the north by Uttar Pradesh, the east by Chhattisgarh, the south by Maharashtra and the west by Gujarat and Rajasthan.
- The most commonly spoken language of the state is Hindi. English and Marathi are the other languages used.
- Indore, Gwalior, Jabalpur and Ujjain are some of the key cities of the state.

There are 11 agro-climatic conditions and a variety of soils available in the state to support cultivation of a wide range of crops.

Parameters	Madhya Pradesh
Capital	Bhopal
Geographical area (sq km)	308,000
Administrative districts (No)	50
Population density (persons per sq km)*	236
Total population (million)*	72.6
Male population (million)*	37.6
Female population (million)*	35.0
Sex ratio (females per 1,000 males)*	930
Literacy rate (%)*	70.6

Sources: Government of Madhya Pradesh website, www.mp.gov.in, *Provisional data - Census 2011



MADHYA PRADESH IN FIGURES ... (1/2)

Parameter	Madhya Pradesh	All-States	Source	
Economy				
GSDP as a percentage of all states' GSDP	3.8	100	Planning Commission Databook 2012-2013, current prices	
Average GSDP growth rate (%)*	15.7	15.6	Planning Commission Databook, 2004-05 to 2012-13, current prices	
Per capita GSDP (US\$)	900.2	1,414.2	Planning Commission Databook 2012-13, current prices	
Physical Infrastructure				
Installed power capacity (MW)	11,229.2	225,133.1	Central Electricity Authority, as of May 2013	
Wireless subscribers (No)	52,164,292^	867,803,583	Telecom Regulatory Authority of India, as of March 2013	
Broadband subscribers (No)	414,100**	15,050,000	Ministry of Communications & Information Technology, as of March 2013	
National highway length (km)	5,116	79,116	Ministry of Road Transport & Highways, as of March 2013	
Airports (No)	5	133	Airports Authority of India	



MADHYA PRADESH IN FIGURES ... (2/2)

Parameter	Madhya Pradesh	All-States	Source
Social Indicators			
Literacy rate (%)	70.6	74.0	Annual Plan, 2012-13
Birth rate (per 1,000 population)	26.9	21.8	SRS Bulletin (www.censusindia.gov.in), 2012
Investment			
FDI equity inflows (US\$ billion)	1.0*	193.4	Department of Industrial Policy & Promotion, April 2000 to March 2013
Outstanding investments (US\$ billion)	431.1	10,499.2	CMIE (2012-13)
Industrial Infrastructure			
PPP projects (No)	88	881	www.pppindiadatabase.com
SEZs (No)	7	385	Notified as of March 2013, www.sezindia.nic.in

*Including Chhattisgarh

PPP: Public Private Partnership, SEZ: Special Economic Zone, SRS: Sample Registration System



ECONOMIC SNAPSHOT – GSDP

- At current prices, the gross state domestic product (GSDP) of Madhya Pradesh for 2012-13 was US\$ 66.6 billion.
- Between 2004-05 and 2012-13, the CAGR for GSDP was 15.7 per cent.

GSDP of Madhya Pradesh at current prices (in US\$ billion)





ECONOMIC SNAPSHOT – NSDP

- The net state domestic product (NSDP) of Madhya Pradesh was about US\$ 59.8 billion in 2012-13.
- The CAGR for NSDP between 2004-05 and 2012-13, was about 15.9 per cent.

NSDP of Madhya Pradesh at current prices (in US\$ billion)

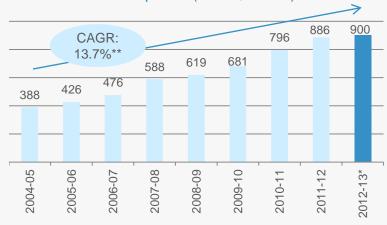




ECONOMIC SNAPSHOT - PER CAPITA GSDP

- The state's per capita GSDP in 2012-13 was US\$ 900.2 as compared to US\$ 388.2 in 2004-05.
- Per capita GSDP has increased at a compound annual growth rate (CAGR) of 13.7 per cent during 2004-05 and 2012-13.







ECONOMIC SNAPSHOT - PER CAPITA NSDP

- The state's per capita NSDP in 2012-13 was US\$ 807.7 as compared to US\$ 343.5 in 2004-05.
- The per capita NSDP increased at a CAGR of 13.9 per cent during 2004-05 and 2012-13.

Per capita NSDP of Madhya Pradesh at current prices (in US\$ billion)

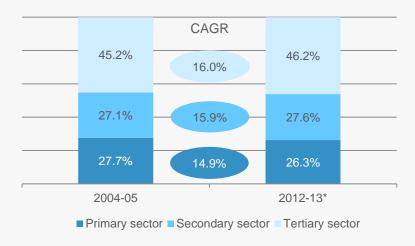




ECONOMIC SNAPSHOT - PERCENTAGE DISTRIBUTION OF GSDP

- In 2012-13, the tertiary sector contributed 46.2 per cent to the state's GSDP at current prices, followed by secondary sector (27.6 per cent) and primary sector (26.3 per cent).
- At a CAGR of 15.9 per cent, the secondary sector has been the fastest growing among the three sectors from 2004-05 to 2012-13. It was driven by manufacturing, construction and electricity, gas & water supply.
- The tertiary sector grew at a CAGR of 16.0 per cent between 2004-05 and 2012-13. The growth has been driven by trade, hotels, real estate, finance, insurance, transport, communications and other services.
- The primary sector grew at a CAGR of 14.9 per cent between 2004-05 and 2012-13.

GSDP composition by sector



Source: CMIE *Advanced estimates



ECONOMIC SNAPSHOT – AGRICULTURAL PRODUCTION

- Wheat, soyabean, gram, sugarcane, rice, maize, cotton, rapeseed & mustard and arhar are the major crops of the state.
- In 2011-12, total food grain production of the state was around 19.0 million tonnes.
- In 2011-12, total oilseeds and total pulses production of the state was around 7.7 million tonnes and 4.1 million tonnes, respectively.
- Madhya Pradesh is the largest producer of pulses, oilseeds and soyabean in the country.
- The state is a leading producer of garlic and coriander.

Crop	Annual production – in 2011-12 ('000 metric tonnes)
Wheat	14,537.04
Soyabean	6,488.2
Gram	2,841.6
Sugarcane	1,965.8
Cotton	1,198.6*
Rice	1,838.2
Maize	1,316.6
Rapeseed and mustard	855.0^
Arhar	164.0^
Total oilseeds	7,716.3
Total pulses	4,160.1

Sources: Economic Survey of Madhya Pradesh 2011-12, MP State Facts Profile 2013, Department of Agriculture and Cooperation, Government of India, Reserve Bank of India *'000 Bales (170 kg each) ^In 2010-11 (estimated)

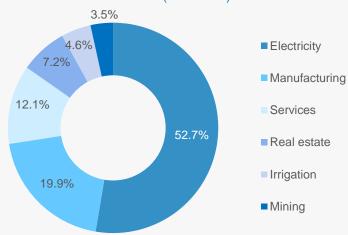


ECONOMIC SNAPSHOT – FDI INFLOWS & INVESTMENTS

- According to the Department of Industrial Policy & Promotion (DIPP), the cumulative FDI inflows from April 2000 to March 2013 amounted to US\$ 997 million*.
- In 2012-13, the outstanding investments in the state were US\$ 431.1 billion.
- Of the total outstanding investments, the electricity sector accounted for around 52.7 per cent, followed by the manufacturing sector (19.9 per cent) and services sector (12.1 per cent).

*Including Chhattisgarh

Break up of outstanding investments by sector (2012-13)



Source: CMIE



PHYSICAL INFRASTRUCTURE - ROADS



- Madhya Pradesh has 19 national highways in the state, measuring 5,116 km. The state also has 10,502 km of state highways.
- The total road length in the state is around 99,914 km.
- Construction of major roads in the state is supervised by Madhya Pradesh Road Development Corporation Limited (MPRDC), which implements projects taken up under public-private partnership and those funded by Asian Development Bank (ADB).

- The state has 67 public-private partnership (PPP) projects in the roads sector, at various stages of development as of October 2012.
- The state is well connected to the major cities of the country, consumer markets, and ports on the west-coast such as Kandla and Jawaharlal Nehru Port Trust.
- The central government has recently approved two roadwidening projects at NH-12 (Jabalpur-Bhopal) and NH-75E (Rewa-Sidhi).
- Both NH-12 (US\$ 493.3 million) and NH-75E (US\$124.7 million) will be built through a PPP on DBFOT basis. These projects are expected to reduce travel time, cost and generate local employment.

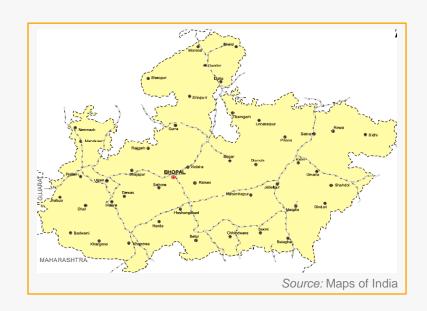
Road type	Road length (km)
National highways	5,116
State highways	10,502
Major district roads	19,573

Sources: Ministry of Road Transport & Highways, Economic Survey of Madhya Pradesh, 2011-12



PHYSICAL INFRASTRUCTURE - RAILWAYS

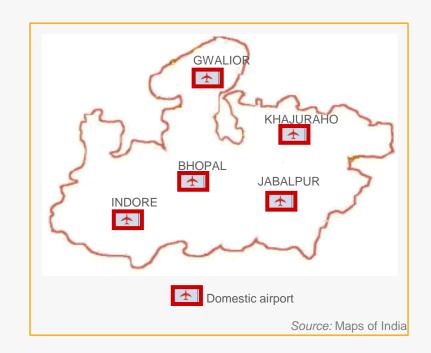
- Madhya Pradesh has around 4,954 km of railway lines passing through it.
- The railway network in Madhya Pradesh primarily falls under the West-Central Railways, which was formed in 2002 and is headquartered in Jabalpur. Part of the state is also covered by Central and Western Railways.
- Due to the central location of the state, the railway network in Madhya Pradesh plays an important role. Bhopal, the state's capital, is one of the major railway junctions in India.
- The railway network supports the mineral- and agro-based industries in the state by carrying bauxite, limestone, dolomite and clinker, fertiliser and de-oiled cake.
- The central government has provided in-principle approval for a detailed project report to introduce metro rail services in Bhopal and Indore.
- Bhopal Metro (28.5 km) is estimated to cost around US\$ 1.1 billion, while Indore Metro (33 km) would cost US\$ 1.4 billion.





PHYSICAL INFRASTRUCTURE – AIRPORTS

- Madhya Pradesh has five operational airports, one each at Bhopal, Jabalpur, Gwalior, Indore and Khajuraho.
- Indore Airport is the busiest airport in the state.
- During 2012-13 (April-February), Indore Airport and Bhopal Airport received 986,395 and 446,740 passengers, respectively.
- Bhopal and Indore airports in the state have been modernised. The government has announced to undertake development of Gwalior and Khajuraho airports under the 12th Five Year Plan.
- The government plans to set up an air cargo hub at either Bhopal or Indore. The cargo hub is expected to boost the business within the state.

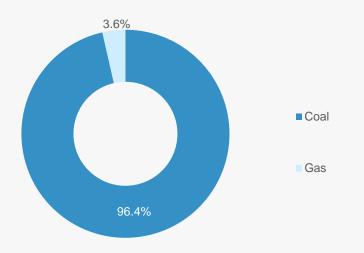




PHYSICAL INFRASTRUCTURE – POWER ... (1/3)

- As of March 2013, Madhya Pradesh had total installed power generation capacity of 11,229.2 MW, which comprised 4,722.3 MW under state utilities, 4,306.8 MW under central utilities and 2,200 MW under the private sector.
- Of the total installed power generation capacity, 7,206.1 MW was contributed by thermal power, 3,223.7 MW was contributed by hydropower, 273.2 MW was contributed by nuclear power and renewable power contributed 526.2 MW.

Classification of installed thermal power capacity*



Installed power capacity (MW)



Source: Central Electricity Authority, *As of May 2013



PHYSICAL INFRASTRUCTURE - POWER ... (2/3)

- Madhya Pradesh Power Generating Corporation Limited is a state-owned company engaged in electricity generation.
- The power distribution business was unbundled in 2005 and is managed through three government-controlled entities -Madhya Pradesh Poorv Kshetra Vidyut Vitaran Company Limited, Madhya Pradesh Paschim Kshetra Vidyut Vitaran Company Limited, and Madhya Pradesh Madhya Kshetra Vidyut Vitaran Company Limited.
- Madhya Pradesh Power Transmission Company carries out intra-state transmission of electricity, State Transmission Utility, and State Load Dispatch Centre.
- Madhya Pradesh Power Trading Corporation Limited deals with power trading and other related activities.

Distributor	Area covered
MPPoKVVCL	Jabalpur, Sagar and Rewa
MPPaKVVCL	Indore and Ujjain
MPMaKVVCL	Bhopal, Hoshangabad, Gwalior and Chambal

Segment	Company name
Power generation	 Madhya Pradesh Power Generating Corporation Limited
Power distribution	 Madhya Pradesh Poorv Kshetra Vidyut Vitaran Company Limited (MPPoKVVCL) Madhya Pradesh Paschim Kshetra Vidyut Vitaran Company Limited (MPPaKVVCL) Madhya Pradesh Madhya Kshetra Vidyut Vitaran Company Limited (MPMaKVVCL)
Power transmission	 Madhya Pradesh Power Transmission Corporation Limited
Power trading	 Madhya Pradesh Power Trading Corporation Limited



PHYSICAL INFRASTRUCTURE – POWER ... (3/3)

- Through the recently launched Atal Jyoti Abhiyan, the state government aims to provide round-the-clock quality power supply.
- The scheme, operational in six districts, is estimated to cover the entire state by 2014.
- Under a project name Vindhyachal, NTPC has commissioned the country's largest power generation plant in the state. Of the total approved 4,760 MW, the company has installed 3,760 MW till date.
- The state has been rewarded with the country's first ultra-mega power plant (UMPP) Sasan UMPP, with an installed capacity of 3,960 MW.
- The coal-based Sasan UMPP aims to build large capacities at low cost. The resultant generated power would be sold at low tariffs. The project is likely to start generating power from 2013.



PHYSICAL INFRASTRUCTURE – TELECOM

- As of December 2011, Madhya Pradesh had 2,387 telephone exchanges.
- According to Telecom Regulatory Authority of India (TRAI), Madhya Pradesh had nearly 52.2 million^ wireless subscribers and 1.1 million^ wire line subscribers, as of March 2013.
- As of March 2013, teledensity (telephone connections per 100 persons) in Madhya Pradesh was 53.6[^] per cent.
- The total number of broadband users, as of December 2011, was 414,100.
- The state had about 8,307 post offices, as of January 2013.

Telecom infrastructure		
Wireless connections^	52,164,292^^	
Wire-line connections^	1,120,350^^	
Broadband subscribers	414,100*	
Post offices	8,307**	
Telephone exchanges	2,387*	
Teledensity (in per cent)^	53.6^^	

Some of the major telecom operators in Madhya Pradesh

Bharat Sanchar Nigam Limited (BSNL) **Bharti Airtel** Vodafone Essar Idea Cellular Reliance Communications Tata Teleservices

Sources: Telecom Regulatory Authority of India, Department of Telecommunications, Annual Report 2011-12, Ministry of Communications and Information Technology, India Post, *As of December 2011, **As of January 2013, ^^As of March 2013, ^Including Chhattisgarh



DEVELOPMENT PROJECTS: URBAN INFRASTRUCTURE ... (1/2)

- Under the Jawaharlal Nehru National Urban Renewal Mission (JNNURM), 23 projects, costing around US\$ 549.5 million have been sanctioned for urban centres such as Bhopal, Indore, Jabalpur and Ujjain.
- Some of the key projects are in sectors such as roads and flyovers, water supply, storm-water drainage, sewerage, solidwaste management and mass rapid transport systems.
- The Asian Development Bank (ADB) has funded 16 projects worth US\$ 33.8 million for Bhopal in the areas of water supply, sewerage and sanitation, storm-water drainage and solid-waste management. Out of the 16 projects, two have been completed and others are at various stages of development.
- The state government has established Madhya Pradesh Urban Infrastructure Fund (MPUIF) for the development of urban infrastructure and for the provision for better services in the state.
- MPUIF helps in sourcing funds for projects through sources like capital market, line of credits and GOI fund (JNNURM, UIDSSMT, PFDF, VGF, RAY, etc). The fund ensures cost management and timely implementation of urban infrastructure projects.
- The state government recently inaugurated Utthan an urban infrastructure investment programme. It is in collaboration with the British Department for International Development (DFID).
- Utthan helps the urban poor with facilities like roads, water, street light, drains, etc. The project has directly benefited about 71,000 slum dwelling families in the state.

Sources: Bhopal Municipal Corporation website, www.bhopalmunicipal.com, JNNURM, Ministry of Urban Development, Government of India



DEVELOPMENT PROJECTS: URBAN INFRASTRUCTURE ... (2/2)

Focus areas of urban development in Madhya Pradesh					
Water supply	Sewerage system	Solid-waste management	Others		
 The average per capita supply of water in major cities such as Indore is around 80 litres per day. Under the JNNURM, cities are being planned to achieve per capita water supply of 135 litres per day between 2015 and 2021. Six projects worth US\$ 194.7 million have been sanctioned between 2005-06 and 2008-09 for water supply under the JNNURM. 	 In cities such as Indore, around 55.0 per cent of the population is connected to a sewage network. Under the JNNURM, the entire population in the cities will be connected to the sewage network. Three projects worth US\$ 100 million have been sanctioned in 2006-07 for sewage treatment under the JNNURM. 	 Indore and Ujjain generate around 500 tonnes per day (TPD) and 160 TPD of solid-waste respectively. Under the JNNURM, the entire solid-waste is expected to be collected and treated. A project worth US\$ 10.7 million has been sanctioned. 	 Two projects worth US\$ 75.6 million have been sanctioned between 2006- 07 and 2009-10 for improvement of the drainage systems. Seven projects worth around US\$ 139.5 million have been sanctioned for improvement of the transport system in Madhya Pradesh. 		

Source: JNNURM, Ministry of Urban Development, Government of India



DEVELOPMENT PROJECTS: KEY PUBLIC PRIVATE PARTNERSHIP PROJECTS ... (1/2)

Name of project	Sector	PPP type	Project cost (US\$ million)	Status
Development of Central Business District in South TT Nagar, Bhopal	Urban development	BOT-Toll	326.1	Under bidding
Sports City, International Convention Centre, Star Hotel, Shopping Complex and Residential Complex	Urban development	BOT-Toll	195.7	Construction
Gwalior-Jhansi National Highway Road Project	Roads	BOT-Annuity	131.1	Construction
Khalaghat-Maharashtra Border	Roads	BOT-Toll	119.3	Construction
Indore to Khalaghat	Roads	BOT-Toll	102.6	Construction
Four-laning of Bhopal-Devas State Highway	Roads	BOT-Toll	92.8	Construction
Four-laning of Lebad-Joura State Highway	Roads	BOT-Toll	91.5	Construction
50 km road between Jhansi-Lalitpur on NH-25 and NH-26	Roads	BOT-Annuity	91.5	Construction
Four-laning of Gwalior Bypass on NH-3	Roads	BOT-Annuity	62.7	Construction
Four-laning of Joura-Nayagaon State Highway	Roads	BOT-Toll	87.8	Construction
Water supply augmentation at Khandwa	Urban development	BOT-Annuity	22.6	Construction

Source: www.pppindiadatabase.com BOT: Build-Operate-Transfer



DEVELOPMENT PROJECTS: KEY PUBLIC PRIVATE PARTNERSHIP PROJECTS ... (2/2)

Name of project	Sector	PPP type	Project cost (US\$ million)	Status
Check-post barriers at entry points of the state	Roads	ВОТ	201.5	Construction
Bhopal-Biaora 4-lane (NH 12)	Road	PPP	175.8	Construction
Medical hub at village Tigaria Badshah	Healthcare	ВОТ	171.3	Pipeline
Bela-Rewa-Sidhi 4-lane (NH-7 & 75)	Road	PPP	145.6	Bidding
Bela to MP/UP border 4-lane	Road	PPP	143.0	Construction
Sidhi-Singrauli 4-lane (NH-75E)	Road	PPP	135.7	Construction
Sports complex on 1,000 acres, Indore	Sports	ВОТ	128.9	Pipeline

Source: www.pppindiadatabase.com BOT: Build-Operate-Transfer



DEVELOPMENT PROJECTS: SPECIAL ECONOMIC ZONES (SEZs) ... (1/3)

- One multi-product SEZ is operational in Indore.
- The SEZ aims to provide an international, competitive and hassle-free environment for export-oriented production.
- It is exempted from custom duty on import of capital goods, raw material, spares, etc. No licence is required for imports.
- Central excise duty is exempted on procurement of capital goods, raw material, spares, etc. from the domestic market.
- Barring a few sectors, 100 per cent FDI in the manufacturing sector is allowed through the automatic route.

Indore SEZ		
Notified area	1,114 hectares	
Processing zone*	513 hectare	
Operational	26 industrial and 2 trading units	
Number of allotments	42	
Number of units operating	33	
Total investment	US\$ 568.7 million	
Investment under implementation	US\$ 62.2 million (9 units)	
Exports (2012-13)*	US\$ 354.9 million	

Some of the key companies in Indore SEZ

- SRF
- Flexituff
- India Nets
- New Tech Abrasives
- Advance Enzyme Technology
- Ipca Laboratories
- Amulya Exports
- Emerald Tobacco
- Pratibha Syntex

Source: Department of Commerce, Industry and Employment: MP, Madhya Pradesh State Industrial Development Corporation, Indore Special Economic Zone, www.indoresez.nic.in *The Hindubusinessline



DEVELOPMENT PROJECTS: SPECIAL ECONOMIC ZONES (SEZs) ... (2/3)

- As of January 2013, formal approval has been given to 19 SEZs, which are proposed to be set up in Madhya Pradesh.
- Bhopal, Indore, Gwalior and Jabalpur are the major locations where SEZs have been approved. These SEZs have been proposed for IT/ITeS, mineral-based, agro-based and multi-services.

Notified SEZs as of January 2013			
Industry Location No of S			
IT/ITeS	Indore, Gwalior	3	
Mineral-based	Jabalpur	1	
Agro-based	Jabalpur	1	
Aluminium	Singrauli	1	

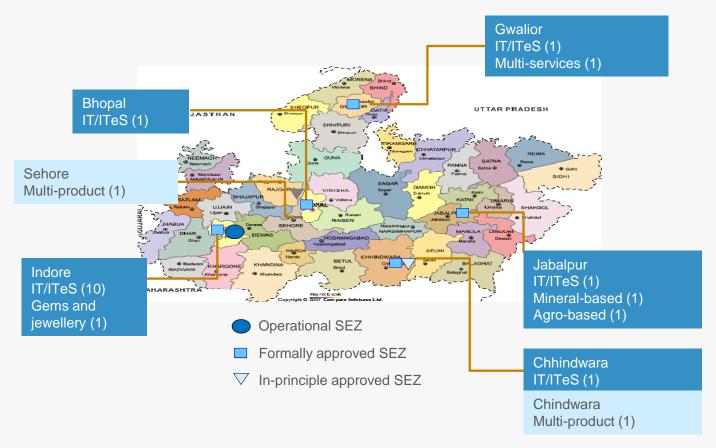
Industry	Location	No of SEZs	
Formally approved SEZs as of January 2013			
IT/ITeS	Indore, Gwalior, Chhindwara, Jabalpur, Bhopal	14	
Multi-services	Gwalior	1	
Mineral-based	Jabalpur	1	
Agro-based	Jabalpur	1	
Aluminium	Singroli	1	
Gems and jewellery	Indore	1	
In-principle approved SEZs			
Multi-product	Chhindwara, Sehore	2	

Source: www.sezindia.nic.in



DEVELOPMENT PROJECTS: SPECIAL ECONOMIC ZONES (SEZs) ... (3/3)

SEZs in Madhya Pradesh



Sources: Maps of India, www.sezindia.nic.in



SOCIAL INFRASTRUCTURE - EDUCATION

- Madhya Pradesh has a literacy rate of 70.6 per cent according to the provisional data of Census 2011; the male literacy rate is 80.5 per cent and the female literacy rate is 60.0 per cent.
- In 2011-12, the state has 218 engineering & architecture colleges, 220 management institutes, 84 institutes running MCA, 121 colleges of pharmacy, 9 medical colleges and 4 institutes of hotel management.
- In 2010-11, the state had 96,797 primary schools, 6,758 high schools and 5,414 higher secondary schools.

Reputed institutes of Madhya Pradesh

Indian Institute of Management (IIM), Indore Indian Institute of Forest Management, Bhopal Institute of Hotel Management, Bhopal International Institute of Professional Studies, Indore Indian Institute of Technology (IIT), Indore

Category	Literacy rate (%)
Total	70.6
Male	80.5
Female	60.0

Educational institutions (2011-12)		
Primary schools	96,797*	
High schools	6,758*	
Higher secondary schools	5,414*	
Government colleges	342	
Universities	24	
Polytechnic institutes	69	
Engineering & architecture colleges	218	
Management institutes	220	
Medical colleges	21^	

Source: Economic Survey of Madhya Pradesh, 2011-12, Census 2011, University Grants Commission, Government of India, Medical Council of India, National University of Educational Planning and Administration *In 2010-11, ^Including 12 dental colleges



SOCIAL INFRASTRUCTURE - HEALTH

- As of May 2012, the healthcare services network of Madhya Pradesh comprised 50 district hospitals, 333 community health centres, 1,155 primary health centres and 8,860 subcentres.
- There are 28 ayurvedic hospitals, four homoeopathic hospitals and one unani hospital in the state.
- In 2012, the state launched a consolidated health service in all its 52,000 villages - Sampoorna Swasthya Sabke Live. It includes all the health schemes launched by the central and state governments.

Health indicators of Madhya Pradesh (2011)			
Birth rate*	26.9		
Death rate*	8.2		
Infant mortality rate**	59		
Life expectancy at birth (years)			
Male (2002-06)	58.1		
Female (2002-06)	57.9		

Health institutions (2011-12)		
District hospitals	50	
Primary health centres	1,155	
Sub-centres	8,860	
Community health centres	333	
Ayurvedic hospitals	28	
Unani hospitals	1	
Homeopathic hospitals	4	
Urban civil hospitals	56	
Civil dispensaries	96	
T-B hospitals	7	

Sources: Economic Survey of Madhya Pradesh 2011-12, Department of AYUSH, Ministry of Health & Family Welfare, Government of India Sample Registration System (SRS) Bulletin 2012 (www.censusindia.gov.in) *Per thousand persons

**Per thousand live births



CULTURAL INFRASTRUCTURE

- Madhya Pradesh's history dates back to the pre-historic age. The United Nations Educational, Scientific and Cultural Organisation (UNESCO) has declared three locations in the state as heritage sites: temples at Khajuraho, Buddhist monuments at Sanchi and rock shelters of Bhimbetka.
- Bhimbetka cave paintings are the biggest repository of prehistoric art in India. Sanchi Stupa, once a centre of Buddhist learning, stands unique as one of the most wellpreserved stupas of India.
- The Directorate of Archaeology, Archives and Museums, is responsible for the maintenance of 349 monuments and 44 museums across the state.
- The state government has established sports academies to promote sports such as hockey, shooting, equestrian, water sports and martial arts.
- Eminent sports personalities are awarded with the Vikram Awards, the Ekalavya Awards and the Vishwamitra (lifetime achievement) Award.

Among the cultural festivals of Madhya Pradesh, the Khajuraho Festival of Dance and the Tansen Music Festival in Gwalior celebrate classical Indian dance and music. These festivals are well attended by both domestic and international tourists.

Type of museum (no)	
State-level museums	6
District-level museums	11
Local museums	6
Site museums	5
District Archaeological Association museums	16

State-level museums in Madhya Pradesh

- State Museum, Bhopal
- Central Museum. Indore
- Rani Durgawati Museum, Jabalpur
- Tulsi Museum, Ramvan, Satna
- Maharaja Chhatrasal Museum, Chhatarpur
- Gujri Mahal Museum, Gwalior

Source: Directorate of Archaeology, Archives and Museums. Government of Madhya Pradesh



INDUSTRIAL INFRASTRUCTURE ... (1/5)

- Madhya Pradesh State Industrial Development Corporation Limited (MPSIDC) is the nodal agency for industrial growth in the state. It is the central point to coordinate, activate and ensure implementation of mega infrastructure projects.
- MPSIDC has identified 19 industrial growth centres to attract medium and large industries, and non-resident Indians (NRIs) to the state and provide various facilities and concessions to them. For a balanced and sustainable growth of industry across the state, MPSIDC established five growth centers - at Bhopal, Gwalior, Jabalpur, Indore, Rewa and Ujjain. These growth centers are known as - Madhya Pradesh Audyogik Kendra Vikas Nigam Limited (AKVN).

Infrastructure	Bhopal AKVN	Gwalior AKVN	Jabalpur AKVN
Area developed (hectare)	1,350.4	2,473.8	1,250.0
Growth centres	Mandideep, Pillukhedi, Babai, Piparia	Malanpur, Ghirongi, Banmore, Chainpura, Sidhgaon, Pratappura	Borgaon, Maneri
Units established	Large and medium industries (LMI): 39 Small scale industries (SSI): 294	LMI: 44 SSI: 223	LMI: 10 SSI: 44
Major companies	HEG, Crompton Greaves, Procter & Gamble, Godrej, Lupin, Oswal, Nahar.	Surya Roshini, Godrej, Grasim, Cadbury, Crompton Greaves	Raymond, Hindustan Petroleum, Ayur
Special infrastructure	Inland Container Depot (ICD), Food Park	ICD, Food Park, Stone Park	Stone Park, Food Park, Mineral SEZ
Proposed project	Engineering cluster, Logistic Hub, Food Park	Habitat Centre, SEZ	SEZ (agro-based)

Source: MPSIDC



INDUSTRIAL INFRASTRUCTURE ... (2/5)

Infrastructure	Indore AKVN	Rewa AKVN	Ujjain AKVN
Area developed (hectares)	3,254.8	307.4	431.6
Growth centres	Pithampur, Kheda, Megh Nagar	Rewa, Waidhan, Purena, Maiher	Dewas, Maxi, Jaggakhedi
Units established	LMI:153, SSI: 832	LMI: 7, SSI: 71	LMI: 52, SSI: 23
Major companies	Eicher, Bridgestone, Hindustan Motors, Force, Mahindra	Birla, Jaypee	Ranbaxy, S.Kumars, Gajra, Kirloskar
Special infrastructure	SEZ, food park, apparel park, Inland Container Depot (ICD)	-	Food park
Proposed project	Auto testing track, food park	Industrial area	Knowledge city, new industrial area under the Delhi Mumbai Industrial Corridor project

Source: MPSIDC SEZ: Special Economic Zone



INDUSTRIAL INFRASTRUCTURE ... (3/5)

- The Industrial Promotion Policy 2010 aims to upgrade industrial infrastructure and provide land to investment projects without difficulties.
- Under the provision of Madhya Pradesh Investment Facilitation Act 2008, the state government is keen to strengthen its single-window system to attract investments.
- For a structured growth, the government has divided the state into six clusters - Indore, Bhopal, Jabalpur, Gwalior, Rewa and Sagar.
- The state has excellent infrastructure, with 19 industrial development parks, 129 industrial areas, six food parks, eight integrated development centres, three dry parks, one stone park, one IT park, one SEZ and an apparel park at Indore.
- A gems and jewellery park is being developed in Indore to promote the diamond industry in the state.

Potential clusters		
Indore	Pharmaceutical, textile, food processing, IT, auto components	
Bhopal	Engineering, textile, biotech, herbal, IT, food processing	
Jabalpur	Garment, mineral, stone, forest, herbal, food processing	
Gwalior	Electronics, IT, FMCG, engineering, stone, food processing	
Rewa	Mineral, cement, forest produce	
Sagar	Mineral processing, stone	

Source: MP Facilitation Centre for NRI SEZ: Special Economic Zone



INDUSTRIAL INFRASTRUCTURE ... (4/5)

- The state is developing two SEZs at Hargarh and Umariya-Dungariya. Once operational, the Hargarh SEZ will provide infrastructure support to mineral-based industries, while Umariya-Dungariya will cater to the agriculture and food processing industries.
- A US\$ 5.4 million mega project for establishing an apparel park at Indore will have state-of-the-art common effluent treatment facilities. The park would span 150-260 acres, and provide a boost to the apparel industry within the state.
- MPSIDC has plans to develop and implement infrastructure projects like an air cargo complex, dry ports, express highway, power plants, etc. It has also undertaken a US\$ 14.7 million project to bring water from Narmada river to Dewas under the BOT scheme. The project would likely resolve the water problems of 460 industries and facilitate further industrialisation of the Dewas industrial belt.

Proposed mega investments in the infrastructure sector – Madhya Pradesh (US\$ million)		
Reliance Energy Ltd	4,000	
Essar Power Ltd	1,600	
Auto Testing Track (NATRIP)	86.8	
BLA Power	60	
GAIL	55.2	

Food parks in Madhya Pradesh

- Jaggakhedi (Distt. Mandsaur)
- Nimrani, (Distt. Khargone)
- Piparia-Babai (Distt. Hoshangabad)
- Borgaon (Distt. Chhindwara)
- Maneri (Distt. Mandla)
- Malanpur-Ghirongi (Distt. Bhind)

Source: MP Facilitation Centre for NRI



INDUSTRIAL INFRASTRUCTURE ... (5/5)

Industrial clusters in Madhya Pradesh



Sources: Maps of India, Madhya Pradesh State Industrial Development Corporation



KEY INDUSTRIES

- Abundance of natural resources including agro-based products, forest products and minerals, the state's policy incentives and its central location have attracted major investments in the agro-products, consumer goods, drugs and pharmaceuticals, mines and minerals, manufacturing and textiles sectors.
- The state government is keen to develop industrial infrastructure. The Madhya Pradesh State Industrial Development Corporation Limited (MPSIDC) and its subsidiary, Madhya Pradesh Audyogik Kendra Vikas Nigam Limited (MPAKVN) are the key nodal agencies for industrial development in the state.
- Some of the major industrial areas in the state are Bhopal, Sehore, Raisen, Harda, Mandideep, Dewas, Pithampur, Khandwa, Jhabua, Dhar, Ujjain, Mandsaur, Ratlam, Jabalpur, Indore, Shajapur, Satna and Gwalior.
- Under Industrial Promotion Policy 2010, the government aims to promote agro-based and local natural resourcebased industries.

- During 2004-13, the composition of the state's GSDP remained almost the same. However, during 2006-11, the secondary and tertiary sectors grew faster than agriculture, outpacing the primary sector.
- Tertiary sector is the largest contributor to the state economy with its share of ~46 per cent to GSDP in 2012-13.

Key industries in Madhya Pradesh

- Auto and auto components
- **Textile**
- Cement
- Agro-based industries
- Forest-based industries
- **Pharmaceuticals**
- Mineral-based industries
- Manufacturing
- Tourism
- IT and ITeS



KEY INDUSTRIES – AUTO AND AUTO COMPONENTS ... (1/2)

- Strategic location of the state, with its proximity to the automotive hub of NCR, provide key advantages for wellconnected regions of Madhya Pradesh to emerge as auto clusters.
- Supported by facilities like an auto testing track and auto research centre. Pithampur region has emerged as a major auto cluster.
- The basic industrial infrastructure available in the automotive cluster includes power, water supply, telecommunication services, roads and a dry port.
- The Pithampur automotive cluster is among the industrial clusters in India that have been identified by the central government for implementation of the Industrial Infrastructure Up-gradation Scheme (IIUS). The scheme aims at improving the competitiveness of functional clusters across the country.
- It has a number of automotive original equipment manufacturers (OEMs) such as Force Motors, Eicher Motors. Hindustan Motors and Mahindra Two Wheelers, a major tyre producing unit of Bridgestone and about 30 auto component and ancillary units.

Some of the key players

- Eicher Motors Ltd
- Force Motors Ltd
- Hindustan Motors Ltd
- Mahindra Two Wheelers Ltd



KEY INDUSTRIES – AUTO AND AUTO COMPONENTS ... (2/2)

Eicher Motors Ltd



Eicher Motors Limited, incorporated in 1982, is the flagship company of the Eicher Group in India and a leading player in the Indian automobile industry. VE Commercial Vehicles Ltd (VECV), is a 50:50 joint venture between the Volvo Group (Volvo) and Eicher Motors Limited (EML). The company has a state-of-the-art manufacturing facility of buses and trucks at Pithampur with a production capacity of 48,000 vehicles, annually and an auto component facility at Dewas (plant area of approximately 18,000 sq metres). VECV is setting up a new engine plant in the existing facility at Pithampur. The engine capacity would be ramped up from 60,000 units to 160,000 units by the financial year 2016-17. The company recorded total revenues of US\$ 1.2 billion in the year ending December 2012.

Force Motors Ltd



 Force Motors is a vertically integrated automobile company, which designs, manufactures and markets its range of vehicles - tractors, three wheelers, light commercial vehicles, multi-utility vehicles and heavy commercial vehicles. The manufacturing plant at Pithampur was set up in 1987 under license from Daimler-Benz to manufacture utility vehicles. The plant was further expanded in 1997. Subsequently, it also obtained ISO 9001: 2000 certification in 2003. The company recorded revenues of US\$ 353.5 million in 2012-13.

Hindustan Motors Ltd



Hindustan Motors Limited (HML), the pioneer in automobile manufacturing in India, is the flagship company of the C. K. Birla Group. The company manufactures passenger cars, multiutility vehicles and road-trusted vehicles (RTV). In technical collaboration with Australian OKA Motor Company, HML manufactures RTVs in its plant at Pithampur. The company recorded revenues of US\$ 105 million in 2012-13.

Mahindra Two Wheelers Ltd



Mahindra Two Wheelers Limited was founded in 2008 when Mahindra & Mahindra Limited (M&M), India's leading automotive companies took over Pune-based Kinetic Motor Company Limited (KMCL). The company has a state-of-the-art, ISO 9001 certified manufacturing facility at Pithampur in Madhya Pradesh. The group company M&M recorded total revenues of around US\$ 12.9 billion in 2011-12.



KEY INDUSTRIES – TEXTILES ... (1/3)

- Madhya Pradesh is one of the major cotton producing states of India. In 2011-12, cotton was grown on an estimated area of 706,000 hectares in the state with a total production of around 1.8 million bales (170 kg each).
- A large number of cotton textile mills are clustered around Indore, Dewas, Ujjain, Malanpur, Pithampur, Khargone, Gwalior and Bhopal.
- An apparel park is located in an area of 133.38 acres in the Indore SEZ. The project is implemented by M.P. Audhyogik Kendra Vikas Nigam (Indore) Ltd.
- Indore has been identified for infrastructure development under the Textiles Centre Infrastructure Development Scheme (TCIDS). Indore is a cluster of the readymade garments industry with over 1,260 garment units.
- Extending support to the industry, the state government has announced plans to upgrade existing apparel clusters at Indore and Jabalpur. It also plans to set up a textile park in Chhindwara.

Textile infrastructure in Madhya Pradesh		
Composite mills	20	
Exclusive weaving units	8	
Export-oriented spinning units	12	
Handlooms	47,000	
Looms	6,500	
Power looms	43,290	
Power loom units	17,524	
Rotors	14,348	
Spindles	14,14,000	
Spinning units	40	

Some of the key players

- Century Textiles and Industries Ltd
- Grasim Industries Ltd
- Vardhman Textiles Ltd
- · Raymond Ltd

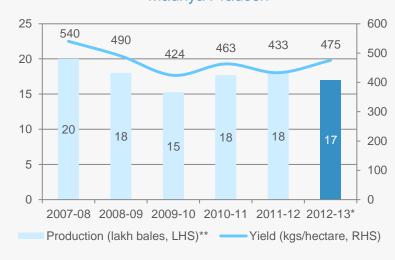
Source: Public-Private Partnership in India



KEY INDUSTRIES – TEXTILES ... (2/3)

- To attract investment into the sector, the government has provided an interest subsidy for five years at the rate of 5 per cent for textile projects and 7 per cent for composite textile projects.
- For 2012-13, the state expects a total production of 1.7 million bales (170 kg each) of raw cotton on an estimated area of 608,000 hectares.

Cotton production and productivity in Madhya Pradesh



Source: The Cotton Corporation of India Ltd. *Advanced estimates. **1 bale =170 kg



KEY INDUSTRIES – TEXTILES ... (3/3)

Century Textiles and Industries Ltd



· Century Textiles and Industries Ltd was incorporated in 1897. The company has interests in textile, rayon, cement and paper. Yarn and denim production units of the textile business are located at Satrati in Madhya Pradesh. The plant is equipped with 24,960 spindles for manufacture of yarn and produced about 4,244.2 tonnes of yarn during 2010-11. The denim division has a production capacity of 21 million metres of denim fabrics per annum. The company recorded revenues of US\$ 1.0 billion in 2012-13.

Grasim Industries Ltd



Grasim Industries Ltd, a flagship company of the Aditya Birla Group, is one of the leading companies in India with diverse interests in cement, chemicals and textiles. Its textile plants are located at Bhiwani, Haryana and Malanpur, Madhya Pradesh. The Malanpur unit of the company manufactures worsted dyed yarn spun from pure merino wool along with polyester and other blends. The company has a wide retail network and also serves international apparel manufacturers. The company recorded total revenues of US\$ 5.2 billion in 2011-12.

Vardhman Textiles Ltd



• The Vardhman Group is a leading textile conglomerate in India having a turnover of US\$ 1.1 billion. The yarn manufacturing units are located in Mandideep (130,994 spindles), Satlapur (222,624 spindles) and Bhudhni (60,000 spindles). Further, the Bhudhni plant has a fabric weaving unit (400 looms) and a fabric processing unit with a capacity of 40 million metres per annum. The company posted total revenues of US\$ 764.9 million in 2012-13.

Raymond Ltd



Raymond is a major fabric manufacturer in India. Besides, the company also has business interests in engineering and aviation. The company is one of the largest integrated manufacturers of worsted fabric in the world and commands over 60.0 per cent market share in worsted suiting in India. The total production capacity of the company is around 38 million metres of wool and wool-blended products. One of the four plants of the company is located at Chhindwara in Madhya Pradesh. The company recorded revenues of US\$ 373.7 million in 2012-13.



KEY INDUSTRIES – CEMENT ... (1/2)

- The state is the third largest producer of cement in the country.
- Being rich in limestone and coal reserves, the state represents significant opportunities for the growth of the cement industry.
- Satna, Jawad and Neemuch of Madhya Pradesh belong to the seven major limestone clusters in India and they provide easy access to critical raw material resources for the cement industry.
- Most limestone deposits are concentrated in the districts of Damoh, Dhar, Neemuch, Sheopur, Rewa, Satna and Sidhi. Total cement grade limestone resources of the state are estimated at 4326.3 million tonnes.
- As of November 2011, total installed capacity in the state was around 24.48 million tonnes of cement per annum – one of the highest among all Indian states. The cement plants in the state operate at a high efficiency level with total production being close to capacity.

Some of the key players

- Birla Corporation Ltd
- **ACC Limited**
- **Everest Industries Ltd**
- Heidelberg Cement India Ltd



KEY INDUSTRIES - CEMENT ... (2/2)

Birla Corp Ltd



Birla Corporation Limited is the flagship company of the M P Birla Group with business interests in cement, jute goods, polyvinyl chloride floor covering, auto trim parts and iron & steel casting. The cement plant of the company is located in Satna, Madhya Pradesh. The plant has a capacity of 2 million tonnes per annum. The company recorded revenues of US\$ 471.4 million in 2012-13.

ACC Ltd



· ACC Limited is one of the largest cement manufacturers in India with 16 cement plants, more than 40 ready-mix concrete plants, 21 sales offices and over 9,000 dealers. In Madhya Pradesh, it has plants in Kymore with a capacity of 2.7 million tonnes per annum (MTPA). The company recorded revenues of US\$ 2.1 billion in the year ending December 2012.

Everest Industries Ltd



• Everest Industries Limited manufactures a range of building solutions, which include ceilings, walls, flooring, cladding, doors, roofing and pre-engineered steel buildings. One of the five manufacturing facilities of the company is located at Kymore in Madhya Pradesh. It is among the first manufacturers of fibre-cement roofing sheets and accessories in India. The plant has been awarded by the state government for excellence in the fields of safety, health and environment. In 2012-13, the company posted a total revenue of US\$ 186.7 million.

Heidelberg Cement India Ltd

HEIDELBERGCEMENT

Heidelberg Cement India Ltd is a subsidiary of Cementrum I.B.V. (a company incorporated under the laws of The Netherlands, which is 100 per cent controlled by HeidelbergCement AG, which is one of the largest cement manufacturers in the world). The company has two cement plants at Damoh in Madhya Pradesh. Its cement is sold under brand name 'Mycem'.



KEY INDUSTRIES - PHARMACEUTICAL AND BIOTECHNOLOGY INDUSTRY ... (1/2)

- Madhya Pradesh has a rich bio-diversity. About 31.0 per cent of the state is under forest cover; 11 of the 25 agroclimatic zones are present in the state and a large variety of rare and valuable medicinal and herbal plants are available.
- A nodal agency has been constituted to oversee the developments of the sector. Incentives in the form of capital subsidies and training assistance have been arranged to encourage investment.
- Biotechnology and pharmaceuticals have been recognised as thrust sectors. The state has formulated a Biotechnology Policy, which create a conducive environment for the biopharmaceutical industry in the state.
- Bio Technology Park (Indore) and Bio fuel Park (Rewa) are major infrastructure facilities operational in the state.
- Agricultural research on hybrid varieties and clinical trials are among the key activities being undertaken by the state.

Some of the key players

- Ipca Laboratories Ltd
- Lupin Ltd
- Piramal Healthcare Ltd
- Ranbaxy Laboratories Ltd



KEY INDUSTRIES - PHARMACEUTICAL AND BIOTECHNOLOGY INDUSTRY ... (2/2)

Ipca Laboratories Ltd



Ipca is a fully integrated Indian pharmaceutical company with a strong thrust on exports. The company has operations in over 110 countries and exports account for around 60.0 per cent of the sales. The company has six active pharmaceutical ingredient (API) manufacturing plants and seven formulation plants in India. In Madhya Pradesh, it has plants at Indore, Pithampur and Ratlam. The plants manufacture drug intermediaries, oral solids, liquids and injectables, etc., and are certified by apex global agencies. In 2012-13, total revenue of the company was US\$ 506.4 million.

Lupin Ltd



Lupin Ltd is an innovation-led pharmaceutical company producing a wide range of generic and branded formulations and active pharmaceutical ingredients (APIs). The company has two plants in Madhya Pradesh - one at Indore for formulations and another at Mandideep for API. The plant at Mandideep is approved by global authorities such as World Health Organisation (WHO), United States Food and Drug Administration (USFDA) and United Kingdom Medicine and Healthcare products Regulatory Agency (UKMHRA). In 2012-13, the company recorded revenues of US\$ 1.7 billion.

Piramal Healthcare Ltd



Piramal Healthcare Ltd (PHL) is a globally integrated healthcare company with revenues of around US\$ 434.6 million in 2011-12. The company caters to a large range of therapeutic products under a number of divisions such as acute care, biotech, cardiac, diabetes, general medicine, orthopaedic, pain management, etc. The company has six manufacturing facilities in India, one of which is located at Pithampur in Madhya Pradesh.

Ranbaxy Laboratories Ltd



Ranbaxy Laboratories, one of India's largest pharmaceutical companies, is an integrated, research-based pharmaceutical company with a global presence. In 2012, the total revenue of the company was around US\$ 1.1 billion. The company manufactures a wide range of generic medicines in its manufacturing facilities located in eight countries. It has a manufacturing facility at Dewas in Madhya Pradesh, where it has three independent units engaged in the production of cephalopsorins, semi-synthetic penicillin and non-beta-lactum products.



KEY INDUSTRIES – MANUFACTURING ... (1/3)

- Madhya Pradesh State Industrial Development Corporation and its subsidiaries have successfully developed several growth centres across the state.
- The Industrial Policy of the state provides a number of incentives for setting up manufacturing units.
- Industrial infrastructure, policy incentives, labour resources and central location of the state are some of the key growth drivers for the growth of the manufacturing industry in the state.
- Districts like Indore, Bhopal, Jabalpur, Ujjain, Gwalior, Dhar, Satna, Dewas, Sagar and Khandwa are notable manufacturing hubs in Madhya Pradesh.

Some of the key players

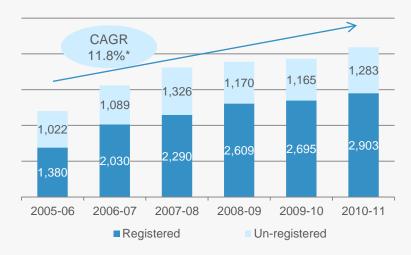
- **Bharat Heavy Electricals Ltd**
- Kirloskar Brothers Ltd
- Kores (India) Ltd
- **Crompton Greaves**



KEY INDUSTRIES - MANUFACTURING ... (2/3)

- Over 2005-11, income originating from the manufacturing sub-sector grew by 11.8 per cent annually, up from US\$ 2,401 million to US\$ 4,185.7 million.
- For industrial modernisation, the state has taken measures like introduction of Progressive Industrial infrastructure improvements and frequent investor meets. To facilitate the industry with modern infrastructure, the state has initiated expansion of existing IT parks, stone parks, apparel parks and SEZs.

NSDP originating from manufacturing sub-sector (US\$ million)



Source: Annual Plan of Madhya Pradesh 2012-13 *CAGR for combined registered and unregistered sectors



KEY INDUSTRIES - MANUFACTURING ... (3/3)

Bharat Heavy Electricals Ltd



Kirloskar Brothers Ltd



Kores (I) Ltd



Crompton Greaves



- Bharat Heavy Electricals Ltd (BHEL) is a large engineering and manufacturing enterprise in India in the energy-related and infrastructure sector. In 2012-13, total turnover of the company was US\$ 8.8 billion. The Bhopal unit of BHEL was set up in Piplani in 1956 with technical assistance from Associated Electricals (India) Limited, a UK-based company. The unit has the capability to manufacture hydro, steam, marine and nuclear turbines, heat exchangers, hydro and turbo generators, transformers, switchgears, control gears, transportation equipment, capacitors, bushings, electrical motors, rectifiers, oil drilling rig equipments and diesel generating sets. The unit also has a material testing and instrument calibration laboratory and a township spread across 20 sq km for its employees.
- Kirloskar Brothers Ltd (KBL) is the flagship company of the US\$ 2.5 billion Kirloskar Group. KBL has business interests in large infrastructure projects such as water supply, power generation and irrigation, manufacturing of pumps for domestic, agricultural and industrial use. The net sales of KBL in 2011-12 were at around US\$ 527.3 million. The company has six manufacturing plants, one of which at Dewas in Madhya Pradesh was established in 1962. The plant manufactures pumps for domestic and agricultural use.
- Kores (India) Ltd was incorporated in 1936 and has business interest in diverse fields such as office products, foundry, textiles, pharmaceuticals, engineering, etc. The engineering division of the company has a plant at Pithampur in Madhya Pradesh. The plant is set up on an area of 71,192 sq m and has facilities such as machining, fabrication, assembly and testing. The company produces hydrostatic rigs, pumps, drills and related accessories in the plant at Pithampur.
- · Crompton Greaves is a part of the US\$ 4 billion Avantha Group. The company is engaged in designing, manufacturing and marketing of technologically advanced electrical products and services. The company manufactures transformers at its plants in Mandideep and Malanpur and industrial systems (rotating machines & railway signalling unit) in Pithampur. The company recorded revenues of US\$ 1.3 billion in 2012-13.



KEY INDUSTRIES – FAST MOVING CONSUMER GOODS ... (1/2)

- A number of factors such as industrial infrastructure in growth centres, labour pool and central location of the state are the key drivers for setting up consumer goods manufacturing facilities in Madhya Pradesh.
- A number of multinational companies such as Cadbury, Procter & Gamble, Hindustan Unilever Limited, Coca Cola and Cargill have their manufacturing plants in the state. A majority of the manufacturing plants are located in industrial areas of the state such as Malanpur, Mandideep, Pithampur and Chhindwara.
- Procter & Gamble's strategic move of relocating its central warehouse for FMCG products to Bhopal has helped it save annual logistics expenses of around US\$ 20 million. Many FMCG companies are now relocating their warehouses to replicate this success.
- To promote growth in the FMCG sector, the state government has established Gwalior as an FMCG cluster.
- A majority of the manufacturing plants are located in industrial areas of the state such as Malanpur, Mandideep, Pithampur and Chhindwara.

Some of the key players

- Cadbury India Ltd
- Procter & Gamble (P&G) Home Products Ltd
- Dabur India Ltd
- Hindustan Unilever Ltd.



KEY INDUSTRIES - FAST MOVING CONSUMER GOODS ... (2/2)

Cadbury India Ltd



Procter & Gamble (P&G) Home Products Ltd



Dabur India Ltd



Hindustan Unilever Ltd



- · Cadbury (a part of Mondelez International), is a leading global confectionery company with a portfolio of chocolates, beverages, biscuits, gum and candy brands. It has operations in over 80 countries. In India, the company started its operations in 1948 and has six factories and four sales offices. The company has a factory at Malanpur industrial area in Gwalior.
- P&G Home Products Ltd, one of India's largest consumer goods companies, is a 100 per cent subsidiary of Procter & Gamble Company, USA. The company owns some of the reputed brands in fabric care products, hair care and baby care segments. The company has its manufacturing plant at Mandideep in the Raisen district of Madhya Pradesh.
- Dabur India Ltd is one of the leading consumer goods companies in India with revenues of US\$ 0.8 billion in 2012-13. The company has two major divisions: consumer care business and international business division. One of the 17 manufacturing plants of the company is located at Katni in Madhya Pradesh.
- Hindustan Unilever Ltd (HUL) is a subsidiary of Uniliver and is India's largest consumer goods company with a portfolio of brands in 20 distinct categories. Established in 1930, the company has its manufacturing plant at Chhindwara in Madhya Pradesh. HUL recorded revenues of US\$ 4.6 billion in 2012-13.



KEY INDUSTRIES - AGRO-BASED INDUSTRY ... (1/3)

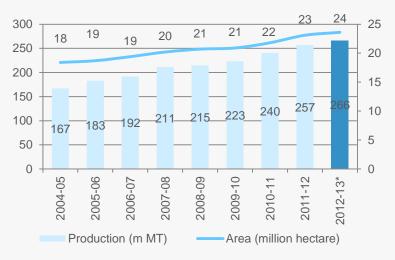
- Madhya Pradesh is an agrarian state, with 74 per cent of the population depending on agriculture, directly or indirectly.
- Of the total gross area under crop cultivation in the state, 54.2 per cent is sown during the kharif season while the other 45.7 per cent is sown during the rabi season.
- In 2010-11, net area under cultivation was estimated to be at around 187.1 million hectares in the state. This includes 152.2 million hectares of net area sown, 13.3 million hectares of permanent pastures and miscellaneous tree crops, 10.7 million hectares of current and old fallow land and remaining 10.9 million hectares of cultivable waste land.
- In 2010-11, Madhya Pradesh was one of the leading producers of soybean with a total production of around 6.6 million tonnes.
- The state is the largest producer of oilseeds; it produced 8.0 million tonnes in 2010-11, accounting for around 24.7 per cent of the national production.
- Madhya Pradesh is one of the leading producer of spices.
- Jawaharlal Nehru Krishi Vishwavidyalaya is located in Jabalpur and serves as a centre for teaching and research in agriculture and allied sciences.
- In 2011-12, with production of 7.5 million metric tonnes (m MT) of milk, the state was the seventh largest milk producer in the country.
- Dhar, Ujjain, Chhindwara, Jabalpur, Hoshangabad, Guna, Ashok Nagar, Dewas, Indore, Shajapur, Vidisha, Sagar, Ratlam, Sehore, Mandsaur and Khargone are the major districts involved in agriculture and allied industries.



KEY INDUSTRIES – AGRO-BASED INDUSTRY ... (2/3)

- Horticulture is an emerging sector in the state. Through the export of aromatic and medicinal plants, the horticulture segment is a potential foreign exchange earner. Over 2001-11, production of horticultural crops has increased at a CAGR of 10.8 per cent.
- The state has invested in the creation of water resources. new plantations, flower garden and organic farming. Investments are being made to set up appropriate postharvest facilities like packing houses, cold storage and mobile processing units.

Production and area under horticulture



Some of the key players

- Adani Wilmar Ltd
- Anik Industries Ltd
- K S Oils Ltd
- Ruchi Soya Industries Ltd

Source: National Horticulture Mission. *Advanced estimates



KEY INDUSTRIES – AGRO-BASED INDUSTRY ... (3/3)

Adani Wilmar Ltd

adani wilmar · Adani Wilmar Ltd (AWL) is a joint venture between two global corporations - Adani Group of India and Wilmar International Limited of Singapore. The company has production infrastructure across the country, with a crushing capacity of over 5,750 tonnes per day and a refining capacity of over 9,000 tonnes per day. The company has a production unit in Chhindwara and a packaging plant at Dewas in Madhya Pradesh. FORTUNE, King's, RAAG, Bullet, Fryola and JUBILEE are the brands under which AWL sells its range of edible oils, vanaspati and bakery shortening.

Anik Industries Ltd



 Anik Industries Limited has business interests in dairy and milk derivative products, wind power, mining & coal, ferro alloys, real estate and agri commodities. The company has three milk processing units in Madhya Pradesh for manufacturing of dairy products, two at Dewas (capacity of 240,000 litres of milk per day and 400,000 litres of milk per day) and another at Bhopal (capacity of 100,000 litres of milk per day). These units are supported by 11 chilling centres spread across the state, which collect milk from 5,000 villages. The company recorded revenues of US\$ 282.6 million in 2012-13.

K S Oils Ltd



 K S Oils is a leading Indian integrated edible oil company, which produces and markets mustard oil, refined oil and vanaspati. The company has its fully integrated plant at Morena in Madhya Pradesh with a crushing capacity of 1,475 metric tonnes of mustard seeds per day. The plant also has an in-house packaging unit. The company recorded revenues of around US\$ 1.230 million in 2010-11.

Ruchi Soya Industries Ltd



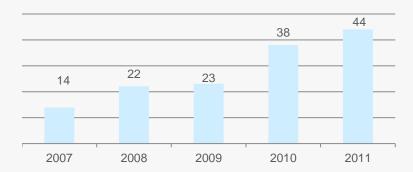
Ruchi Soya Industries Ltd is one of the major agro-based product manufacturers in India. The product portfolio of the company includes edible oils, soya foods, bakery fat and vanaspati. It is also the largest exporter of soya foods and lecithin from India. The company has a wide presence in Madhya Pradesh with six manufacturing plants located at Mangla, Shujalpur, Guna, Piaparia, Gaderwada and Jabalpur and three depots at Gwalior, Jabalpur and Indore. It recorded revenues of US\$ 4.8 billion in 2012-13.



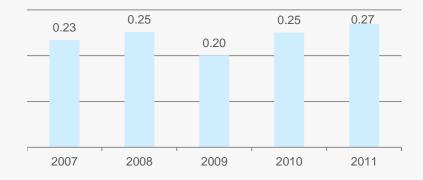
KEY INDUSTRIES - TOURISM ... (1/2)

- Madhya Pradesh is blessed with scenic beauty, rich heritage of pilgrim centres, temples and wildlife sanctuaries. The state government has identified the tourism sector as one of the key areas for growth.
- In 2011, domestic tourist inflows stood at over 44.1 million, registering an average growth of 33.4 per cent between 2007 and 2011. In 2011, foreign tourist arrivals were at over 0.3 million.
- The state government has shortlisted 18 major centres, which attract a large number of domestic and foreign tourists, for comprehensive development.
- The state government has taken initiatives to promote ecotourism, wild-life and adventure tourism, leisure and business tourism and pilgrim tourism.
- The Ministry of Tourism, Government of India has included Chitrakoot as one of the sanctioned 35 mega tourist centres to be developed across the country. Chitrakoot will be developed as a spiritual and wellness destination.

Domestic tourist arrivals (in millions)



International tourist arrivals (in millions)



Source: Tourism Statistics 2011: Ministry of Tourism, Government of India



KEY INDUSTRIES – TOURISM ... (2/2)

- The state has 382 tourist sites, including world heritage sites. Major places of tourist interest in Madhya Pradesh are as follows:
 - Kanha: One of the largest wild-life sanctuaries in Asia.
 - Khajuraho: Has some of the most famous sculptures in the world.
 - Bhimbetka: Has the oldest cave paintings in the world.
 - Sanchi: Houses the oldest Buddhist Stupa in the world.
 - Bandhavgarh: Has the highest density of tiger population in the country.
 - Bhedaghat: Has scenic marble rocks rising up to hundred feet high.
 - In addition, the state has nine national parks and 25 wildlife sanctuaries.
 - A number of festivals such as All India Kalidasa Festival, Tansen Samaroh (Gwalior), Lokranjan and Dance Festival (Khajuraho) Khajuraho celebrated in the state, which attract tourists.

Measures to promote tourism in Madhya Pradesh

- Promote and market as an attractive tourist destination across the globe
- Provide basic infrastructure at lesser known tourist location
- Develop eco-friendly and sustainable tourism facilities
- Develop and promote eco and adventure tourism
- Invite PPP to convert old places into heritage hotels

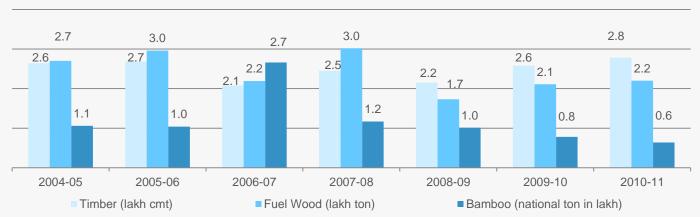
Source: Annual Plan of Madhya Pradesh, 2012-13



KEY INDUSTRIES - FOREST-BASED INDUSTRIES

- Madhya Pradesh has a forest area of around 94,689 square km, which accounts for nearly 31.0 per cent of the total area of the state.
- With a share of about 12.1 per cent of the total forest area of the country, Madhya Pradesh has the largest area covered by forest among all the states in India.
- Madhya Pradesh accounts for nearly 25.0 per cent of all tendu leaves produced in India. The average annual production of tendu leaves in the state is around 2.5 million standard bags.
- In 2010-11, 278,000 cubic metres of timber was produced and the total revenue received from sale of forest products was US\$ 183.7 million.
- Other important forest products popularly traded include Chebulic Myrobalan, Mahua, Sal seeds, Kullu gum and bamboo.
- Tendu leaves, sal seed and kullu gum are nationalised forest produce. Other non-wood forest products are non-nationalised and can be collected and traded freely.

Production of timber, fuel wood and bamboo in Madhya Pradesh



Source: Annual Plan of Madhya Pradesh, 2012-13



KEY INDUSTRIES - IT AND ITeS

- The state has an optical fibre backbone of over 24,000 km that covers 313 developmental blocks across 45 districts.
- The state is home to the country's first Indian Institute of Information Technology and Management (IIITM), which is located in Gwalior.
- The government has proposed to set up 21 IT SEZs across the state. Five information technology parks, located at Bhopal, Indore (two), Gwalior and Jabalpur, are at various stages of development.
- Around 20 companies have signed MoUs worth US\$ 1.4 billion for investments in the IT sector within the state.
- The IT Policy of the state provides incentives to investors in the information technology sector.
- A government society MAP IT (Madhya Pradesh Agency for Promotion of Information Technology), headed by the Chief Minister of the state and represented by government and industry, has been established to implement the IT policy and propel the growth of the IT industry in Madhya Pradesh.

IT parks		
Crystal IT Park (50,939 sq m)	Indore	
Hardware and Software Technology Park (200 acres)	Bhopal	
Software Technology Park (1,00,000 sq ft)	Indore	
IT Park (50 acres)	Gwalior	
IT Park (90 acres)	Jabalpur	

IT projects in Madhya Pradesh



For updated information, please visit www.ibef.org 58



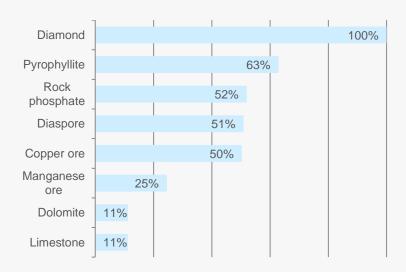
KEY INDUSTRIES - MINERAL-BASED INDUSTRY ... (1/4)

- Madhya Pradesh is one of the key mineral-producing states of India, providing tremendous potential for industrial growth.
- With 23 major and minor minerals being mined in the state, it ranks fourth in mineral production.
- The state has rich deposits of coal, limestone and manganese. Bauxite, dolomite, fire clay, granite and marble stones are other mineral resources available.
- In 2010-11, mining and quarrying contributed around US\$ 2.03 billion to the GSDP of the state.
- Madhya Pradesh, with its 604,000 carats of proven diamond reserves, is the sole producer of diamonds in India.
- Madhya Pradesh is the largest producer of minerals such as pyrophyllite and copper. The state has over 60.0 per cent of the total national reserves of copper ore.
- The state represents 7.7 per cent of the country's coal reserves and has 144 BCM of proven coal bed methane reserves. The thickest coal seam (135 m) of Asia is found at the Singrauli coalfield in the Sidhi district of Madhya Pradesh.
- Major mineral-based industries in the state are cement, thermal power generation, ceramic-products, tiles and refractory.



KEY INDUSTRIES - MINERAL-BASED INDUSTRY ... (2/4)

Mineral reserves of Madhya Pradesh as a share of India's reserve (per cent)^



Mineral production in Madhya Pradesh ('000 MT)		
	2006-07	2010-11*
Coal	59,508	71,104
Bauxite	190	869
Copper ore	2,270	2,233
Iron ore	1,148	1,267
Manganese ore	478	707
Dolomite	240	208
Fire clay	40	31
Lime stone	26,200	31,156
Diamond (in carat)	2,180	19,561

Source: Annual Plan of Madhya Pradesh 2012-13, Government of India Ministry of Mines Annual Report 2011-12, Indian Minerals Yearbook 2011- Indian Bureau of Mines. *Provisional data

^Calculated on proved and probable reserves as of 1st April 2010



KEY INDUSTRIES - MINERAL-BASED INDUSTRY ... (3/4)

Reserves and production of minerals in Madhya Pradesh				
Name	Reserves^ (million tonnes)	Share of the state in the national reserve ^(per cent)	Production (tonnes)*	Share of the state in the national production (per cent)*
Diamond **	1,045.3	100.0	19.56^^	100.0
Pyrophyllite	14.6	62.9	205,633	85.7
Copper ore	198.3	50.3	2,233,000^^	62.4
Diaspore	1.5	50.9	11,995	46.0
Manganese ore	35.0	24.6	707,000^^	23.6
China Clay	0.9	0.5	322,607	44.1
Limestone	1651.8	11.1	31,156,000^^	12.4
Rock Phosphate	18.1	52	133,358	6.4

Source: Government of India Ministry of Mines Annual Report 2011-12, Indian Minerals Yearbook 2011- Indian Bureau of Mines. *Production between 2010-11 (P), **Unit for diamond in thousand carat ^Reserves: Proved and probable as of 1st April 2010, ^Annual Plan of Madhya Pradesh 2012-13



KEY INDUSTRIES – MINERAL-BASED INDUSTRY ... (4/4)

Hindustan Copper Ltd



NMDC Ltd



- Hindustan Copper Ltd (HCL) is a vertically integrated copper manufacturing company. In 1982, the company established its Malanjkhand copper project, which has the single-largest copper deposit in the country. The Malanjkhand mine has a copper deposit of 221 million tonnes with 1.3 per cent copper concentration. The company possesses an open-pit mine with a capacity of 2 million tonnes per annum, concentrator plant, tailing disposal system and other auxiliary facilities. The plant contributes around 80.0 per cent of the copper production of the company. HCL's mines and plants are spread across Rajasthan, Jharkhand, Madhya Pradesh and Maharashtra. The company recorded revenues of US\$ 243 million in 2012-13.
- NMDC is a public sector unit involved in mining of wide range of minerals such as iron, copper, limestone, dolomite, gypsum, tin, graphite, diamond, etc. The company is the single largest iron ore producer in the country. NMDC is the only organised producer of diamonds in India and produces diamond from its Majhgawan mine at Panna in Madhya Pradesh. The production capacity of the mine is around 84,000 carat per annum. The mine employs around 199 persons. The company recorded revenues of US\$ 2.00 billion in 2012-13.



TRADE AND INVESTMENT FACILITATION CORPORATION LIMITED ... (1/2)

- TRIFAC, established in 2004, is the state's single-window clearance facility. As a nodal agency, it extends customised incentives to mega projects (investment over US\$ 4.6 million).
- TRIFAC is a coordinating interface between entrepreneurs and government agencies and provides effective pre-investment and post-investment services.

Source: MP Trade and Investment Facilitation Corporation Ltd Note: TRIFAC - Trade and Investment Facilitation Corporation Limited



TRADE AND INVESTMENT FACILITATION CORPORATION LIMITED ... (2/2)

TRIFAC activities	Description
APEX Level Investment Promotion Empowered Committee	 For project investments over US\$ 1.8 million, TRIFAC facilitates in obtaining customised economic package through APEX Level Committee headed by Chief Minister
Project Clearance and Implementation Board	Acts as an empowered body to grant in-principle approval to mega projects
Madhya Pradesh Investment Facilitation Act 2008	 Acts as member secretary for APEX and State Level Committee, which ensures speedy approvals for various clearances/consents/permissions
Combined application form	 Under MP Investment Facilitation Act 2008, a single form for obtaining all necessary clearances
Investment drive	 TRIFAC organises investor meets, conducts road shows and industry interactive sessions to stimulate investments in the state
Memorandum of Understanding	 TRIFAC acts as a nodal agency for executing the MoU process for investment plans related to the industry sector
Delhi-Mumbai Industrial Corridor	TRIFAC acts as a nodal agency for executing the project inside the state
Industrial Investment Promotion Assistance 2004	TRIFAC acts as a nodal agency for providing industrial investment assistance within the state
Audyogik Kendra Vikas Nigam Limited (AKVN)	AKVN is the subsidiary company of MP TRIFAC
Land Bank	Responsible for maintaining available a land database suitable for setting up industry in the state

Source: MP Trade and Investment Facilitation Corporation Ltd Note: TRIFAC - Trade and Investment Facilitation Corporation Limited



KEY APPROVALS REQUIRED ... (1/2)

List of approvals and clearances required	Departments to be consulted	
Prior to setting up the unit		
Registration	District Trade and Industries Centre	
Allotment of land/shed	District Trade and Industries Centre	
Permission for land use	District authorities	
No-objection certificate under Water and Air Act	Madhya Pradesh Pollution Control Board	
Approval for construction activity and building plan	Development Authority	
No-objection certificate	Fire Department	
Provisional Trade Tax registrations	Central and State Excise Departments	



KEY APPROVALS REQUIRED ... (2/2)

List of approvals and clearances required	Departments to be consulted	
Before commencement of production		
No-objection certificate under Water and Air Act	Madhya Pradesh Pollution Control Board	
No-objection certificate	Fire Department	
Permanent trade tax registration under Central Sales Tax Act 1956	Central and State Excise Departments	
Registration under Central Sales Tax Act 1956		
After commencement of production/activity		
Registration	Department of Commerce, Industry & Employment	



KEY INVESTMENT PROMOTION OFFICES

Agency	Description
Department of Commerce, Industry & Employment	 The department is responsible for industrialisation in the state by way of development of small, medium and large scale industries and new investment. The department is also responsible for creation of basic infrastructure and development of industrial parks. The department has several support institutions such as Madhya Pradesh State Industrial Development Corporation (MPSIDC) and Audhyogik Kendra Vikas Nigam (AKVN) in six cities.
District Trade and Industries Centre	 District Trade and Industries Centres are district-level offices of the Department of Commerce, Industry and Employment of the state government. These centres are empowered to provide clearance for setting up industrial units.
Madhya Pradesh State Industrial Development Corporation	 Madhya Pradesh State Industrial Development Corporation (MPSIDC) is a support institution of Department of Commerce, Industry and Employment of the state government. The organisation had the mandate to promote the state as an industrial destination and help companies to set up and expand industries in Madhya Pradesh.



CONTACT LIST

Agency	Contact information
Department of Commerce, Industry & Employment	Mantralaya, Vallabh Bhawan, Bhopal - 462 004 Madhya Pradesh, India Phone: 91-755-2441061 Website: www.mpindustry.org
Directorate of Industries	Directorate of Industries Vindhyachal Bhawan Bhopal Madhya Pradesh, India Phone: 91-755-2677988, 2677966 Email: indsbpl@mp.nic.in Website: www.mpindustry.org
Madhya Pradesh State Industrial Development Corporation Limited	AVN Towers 192 Zone-1, M.P. Nagar Bhopal-462 011, Madhya Pradesh Phone: 91-755 - 427 0370 Fax: 91-755- 427 0280 E-mail: admin@mpsidc.org, mpsidc@sancharnet.in Website: www.mpsidc.org



COST OF DOING BUSINESS IN MADHYA PRADESH

Cost parameter	Cost estimate	Source
Cost of industrial land (per sq ft)	US\$ 6 to US\$ 25	Industry sources
Hotel cost per room per night (four-star, five-star hotel)	US\$ 90 to US\$ 150	Leading hotels in the state
Residential rent (per month for 1,200 sq ft apartment)	US\$ 200 to US\$ 750	Industry sources
Commercial rent (per sq ft per month)	US\$ 0.7 to US\$ 3.2	Industry sources
Power cost (per kWh)	Industrial: 6.7 cents to 10.1 cents	Madhya Pradesh Electricity Regulatory Commission
Labour cost (minimum wages per day)	US\$ 2.5	MP Trade and Investment Facilitation Corporation Ltd



STATE ACTS & POLICIES ... (1/3)

Information Technology Investment Policy 2012

Objectives

- To increase the flow of investments in the state in the information technology industry.
- To maximise direct and indirect employment generation opportunities for the youth in the state.

Read more

Tourism Policy 2012

Objectives

- To promote balanced and sustainable tourism, which enables socio-economic development and establishes Madhya Pradesh as a destination that provides a complete tourism experience.
- The policy acts as an effective regulatory mechanism for sustainable tourism and developing the sector through PPP.

Read more

Industrial Promotion Policy 2010 & Action Plan

Objectives

- The policy aims to ensure rapid economic development and employment opportunities through sustainable use of available resources.
- The policy promotes SMEs and ensures PPP initiatives for industrialisation.
- The policy envisages creating an industry-friendly administration and attracting investments by developing quality infrastructure.

Read more



STATE ACTS & POLICIES ... (2/3)

Madhya Pradesh Investment Facilitation Act 2008

Objectives

- The Act ensures quick and timely disposal of investors' applications at various levels.
- The Act aims to strengthen and make the single-window system more effective.

Read more

IT Policy 2006

Objective

The objective of the policy is to improve the life of the common man by leveraging the strength of e-governance and attracting investments in the sector by providing a conducive environment and highly skilled manpower to transform the state from a resource-based economy to a knowledgebased economy.

Read more

Biotechnology Policy 2003

Objectives

- Conservation of the state's biodiversity and the sustainable use of its biotech resources.
- Production of high-yielding, draught and pest-resistant seeds for agriculture and horticulture crops suited to different agro-climatic zones.
- Improvement of quality of livestock and poultry, especially the breeds indigenous to the state.
- Afforestation as well as production of cost-effective drugs to treat common diseases of the tropical and sub-tropical regions of the country.

Read more



STATE ACTS & POLICIES ... (3/3)

Special Economic Zone Policy 2000

Objectives

- To promote development of SEZs in the state.
- To increase employment opportunities in the state.

Read more



ANNEXURE

Exchange rates

Year	INR equivalent of one US\$
2004-05	44.95
2005-06	44.28
2006-07	45.28
2007-08	40.24
2008-09	45.91
2009-10	47.41
2010-11	45.57
2011-12	47.94
2012-13	54.31

Average for the year



DISCLAIMER

India Brand Equity Foundation ("IBEF") engaged Aranca to prepare this presentation and the same has been prepared by Aranca in consultation with IBEF.

All rights reserved. All copyright in this presentation and related works is solely and exclusively owned by IBEF. The same may not be reproduced, wholly or in part in any material form (including photocopying or storing it in any medium by electronic means and whether or not transiently or incidentally to some other use of this presentation), modified or in any manner communicated to any third party except with the written approval of IBEF.

This presentation is for information purposes only. While due care has been taken during the compilation of this presentation to ensure that the information is accurate to the best of Aranca and IBEF's knowledge and belief, the content is not to be construed in any manner whatsoever as a substitute for professional advice.

Aranca and IBEF neither recommend nor endorse any specific products or services that may have been mentioned in this presentation and nor do they assume any liability or responsibility for the outcome of decisions taken as a result of any reliance placed on this presentation.

Neither Aranca nor IBEF shall be liable for any direct or indirect damages that may arise due to any act or omission on the part of the user due to any reliance placed or guidance taken from any portion of this presentation.



