



# TS-INDUSTRY WATCH

A Newsletter by Industries & Commerce Department, Government of Telangana



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**Shri K Chandrashekar Rao**  
Hon'ble Chief Minister



**Shri K T Rama Rao**  
Hon'ble Industries Minister

## FROM PRINCIPAL SECRETARY'S DESK



**Mr. Jayesh Ranjan, IAS**  
Principal Secretary, ITE&C and Industries Dept., Government of Telangana

Wishing a very happy new year to you all. As you may recall our collaboration with TS GlobalLinker in 2019 brought several benefits to the local MSMEs of Telangana. Now we have launched another important portal in collaboration with TS GlobalLinker to provide commission-free selling services through an online mall called 'Made in Telangana'. This mall will also focus on selling Telangana specialities like Pochampally sarees, pearls, bidri work, Warangal durries, etc. I request you all to spread the word so that maximum number of MSMEs can register and avail of this unique initiative.

The last quarter also saw investments from global companies such as Integrated Gas Technologies, Ivanti, Plug & Play, VEM Technologies and LiteAuto GmbH. It is encouraging to get confirmation from such global players from France, Germany, US etc. on the attractiveness of Telangana as an investment destination. In Dec, in a landmark event, seven medical devices companies were launched in our Medical Devices Park at Sultanpur.

We distributed the much-awaited Industry Awards 2021 during the CII Man-Exe event in Nov. The quality of work showcased by many of the participating companies was exemplary and judges had a tough time deciding on the winners. It was also heartening to see the high quality of innovations along with a focus on sustainability measures. I will look forward to next edition of the awards this year

## 'Made in Telangana' online mall launched

Shri KT Rama Rao inaugurated the Made in Telangana mall ([madeintelangana.linker.store](http://madeintelangana.linker.store)) at the recently conducted CII Man-Exe event on 8th Nov 2021. The online mall has been initiated to support and encourage entrepreneurs in the state by providing commission-free services to sellers, allowing them to access more customers and grow their businesses through increased outreach.

The platform curates the finest products and crafts of the state, including pearls, apparel, home decor, appliances, consulting services and more. The portal will provide buyers the convenience of finding Telangana originated products and sellers in a single place.

Made in Telangana will provide commission-free services to sellers, allowing them to maximise their profits and increase their outreach. Within seven hours of the launch of the platform, 120 SMEs showed interest to sell their products at this mall. GlobalLinker Director Malavika Jaggi said, "The focus will be on Telangana specialities like Pochampally sarees, pearls, bidri work, Warangal durries, etc."

The Mall, hosted by TS GlobalLinker, is currently inviting more sellers to list their products & services and subsequently the mall will open to buyers to purchase their favourite products and services. Companies such as Ancient Living Products, Café de Loco, Green byte, Kritikala, Puratan herbals, Sri Jagdamba pearls and others have already registered as sellers on the portal. The mall is being received very well by MSMEs of the state and is gaining popularity amongst prospective buyers too.



# Events and Seminars

## CII Man-Exe event and Industry Awards 2021

CII in partnership with Govt. of Telangana organized the 17th edition of its flagship Conference, Man'Exe-2021, with the theme "Re-imagining Manufacturing: Technology in driving Manufacturing Resilience and Excellence" on 8 November 2021 in Hyderabad. While addressing the conference, Chief Guest Shri KT Rama Rao, Hon'ble Minister for Industries, IT and MAUD, Govt. of Telangana, said that the MSMEs are growth engines of the economy and need support beyond Atma Nirbhar Bharat. The Govt of Telangana is making several interventions to support MSMEs.

Dept. of Industries, Govt of Telangana presented Industry Awards to select Telangana based organizations. Introduced in 2017, the esteemed 'Industry Awards' is a state-wide competition that recognizes and rewards exceptional achievements made by Telangana-based businesses. The award applications were hosted by 'Telangana State-GlobalLinker', a networking platform with over 3,50,000+ SMEs across the world. Awards were presented in 6 categories of Best Export performance, Best Innovation, Best Sustainability practices, Best Startup, Best CSR Practices, Special Contribution (IT Services) to the winners by chief guest Shri KT Rama Rao.

Govt. of Telangana in association with CII and TS GlobalLinker also announced winners of the Telangana State Intellectual Property Awards. Shri. KT Rama Rao released a report jointly prepared by CII and E&Y, focussing on "Future of manufacturing in a post-pandemic world" and launched an online mall 'Made in Telangana', developed by TS GlobalLinker.



## Make in Telangana 2021

CII Telangana in partnership with Government of Telangana organized the 2nd edition of its flagship program, Make in Telangana-State with Infinite Opportunities – A Conference on Business & Investment Opportunities in Telangana on 26 November 2021 in Hyderabad. A 30-day virtual exhibition also commenced as part of the initiative.

While addressing the conference, Mr Krishna Bhaskar, IAS, Director, Commissionerate of Industries, Government of Telangana said that Telangana is consistently in the top rank in EODB rankings, and the state is one of the fastest growing states in the country. T-Fiber is expected to establish a state-of-the-art broadband network to fulfil the dream of 'Digital Telangana', which ensures access to internet connectivity to the rural Telangana.



## FTCCI Panel Session on Journey towards Export Excellence

FTCCI conducted a panel session on 'Journey towards Export Excellence' on 23rd Oct 2021. Sri K Bhasker Reddy, President, FTCCI opined that Skill development of the new generation is a national need and is the foundation of Atmanirbhar Bharat.

Highlighting the government initiatives, Dr. K. Srikar Reddy, IAS., Joint Secretary, Ministry of Commerce and Industry, Govt. of India mentioned that GOI has set up an ambitious target of US \$400 billion exports for 2021-22 and 49.5% has been achieved by end of Sept. The government is also taking numerous measures to further increase exports to 1\$ trillion by 2027-28. He informed that government is keen to provide more market access to Indian companies by facilitating FTAs. The government recently notified the RoDTEP scheme to boost the exports and competitiveness in local markets.

Sri G Seetharam Reddy, ITS., Addl. DG of Foreign Trade, Min. of Commerce, underlined the importance of understanding the rules and regulations of exports and imports and capitalize on the opportunities available in international trade.

The panelists shared their valuable insights with participants and upcoming exporters by suggesting for right mix of product suiting the respective market, by being more persistent, upscale by innovating and enriching the product by giving the USP to be more acceptable in the competitive export market, etc. Certificates were also presented to Export Import Management Course Participants.



## Vanijya Saptah

2-day Vanijya Saptah event was organized as part of the 'Azadi Ka Amrit Mahotsav' celebrations to commemorate 75 years of Independence. The exhibition-cum-conference was organized by Pharmaceuticals Export Promotion Council of India (Pharmexcil) and Govt. of Telangana.

Principal Secretary of Industries and Commerce dept. Mr. Jayesh Ranjan, Addl. DG of Foreign Trade, Ministry of Commerce and Industry, G. Seetharam Reddy, Export Commissioner, D. Krishna Bhaskar and MD of Bharat Biotech, Krishna Ella spoke at the inaugural session of the conference.

Mr. Ranjan said that to make India an export hub for different kinds of merchandise, three factors which need to be considered are quality of product, export infrastructure and supportive policies. Dr. Krishna Ella mentioned that as a country we need higher GDP growth and for that innovation and manufacturing are critical.



## Telangana week at Dubai Expo 2020

Telangana showcased its business strength at World's largest business event Expo 2020, during the Telangana week, from 5th to 11th Nov 2021. The Federation of Telangana Chambers of Commerce and Industry (FTCCI) jointly with Government of Telangana and FICCI led a Business Delegation to participate at the Expo. Mr. EV Narasimha Reddy, VC & MD, TSIIIC and his team represented the state government and the 16-member business delegation was led by Mr. K Bhasker Reddy, President of FTCCI.

FTCCI delegation along with Mr. E V Narsimha Reddy jointly participated in the round table discussions with Mr. Omar Khan, Director, Dubai Chamber of Commerce and Industry and the DP world team.



FTCCI Industrial delegation with Mr. EV Narasimha Reddy, VC & MD of TSIIIC



Indian Delegation at the Saudi Pavilion



# Investments and Collaborations

## 7 Companies launched in Medical Devices Park

In a landmark event, seven medical devices companies began their manufacturing operations with their inauguration by Industries Minister KT Rama Rao in Medical Devices Park at Sultanpur. The companies include Promea Therapeutics, Huwel Life Sciences, Akriti Oculoplasty, Arka Engineers, SVP Techno Engineers, Elvikon and Rees Medilife that have together invested Rs. 265 Crores and will generate 1300 jobs.



## Integrated Gas Technologies

Denmark's Integrated Gas Technologies inaugurated its first Indian factory in Telangana in Sept. The company has announced setting up of its second factory also in Telangana, with a capacity many times over the current facility.



## Plug and Play

One of the world's largest early-stage investor, accelerator and corporate innovation platform Plug and Play Tech Center set up its first India Centre in Hyderabad in less than two months of its announcement in Paris on 29th Oct. It has 37 offices worldwide including Silicon Valley in the USA, Stuttgart in Germany, Paris in France, Osaka in Japan, Shanghai in China, Valencia in Spain and Amsterdam in Netherlands. Building the ecosystem for Mobility, IoT, Energy and Infrastructure would be the focus initially in Hyderabad.



## LiteAuto GmbH

Liteauto GmbH, a Germany-based company signed an MoU with the Govt. of Telangana to invest Rs 1,500 Cr. in the State to set-up a design and manufacturing facility. The state-of-the-art facility to be developed in 100 acres will create more than 9,000 direct jobs and 18,000 indirect jobs. The company specialises in the design and manufacture of light-weight magnesium alloy components for the automotive, e-vehicle and broader global mobility market. The facility will manufacture magnesium products for cars, commercial vehicles and two-wheelers in both ICE and EV segments.



## Dr. Reddys and Laurus labs

Govt. of Telangana entered into a consortium agreement with Dr Reddys and Laurus Labs for setting up a Centre of Excellence on Flow Chemistry. This hub would function as a Centre of Excellence (CoE) and is being set up at Dr. Reddy's Institute of Life Sciences (DRILS). It will receive funding and patronage from Dr. Reddy's Laboratories Ltd and Laurus Labs. Govt. of Telangana will facilitate strategic support and scale-up for the hub by encouraging more industries to join the consortium and benefit from it.



## Ivanti

IT and Industries Minister Sri KTR formally inaugurated Ivanti, a Cybersecurity company in Hyderabad. Ivanti is among the largest Cybersecurity companies in the world. The company officials said that Hyderabad will house its largest operations within India.



## VEM Technologies

VEM Technologies Pvt Ltd signed an MoU with Govt. of Telangana to set up a world class 'Integrated Defence Systems Facility' at Yelgoi near Zaheerabad in Sangareddy. The unit will be built with an investment of Rs 785 Cr. and will provide employment to about 1150 people over the next five years. Spread over 511 acres, this factory will be involved in making next generation weapon systems end-to-end, first-of-its-kind in the country, including missiles, radars, seekers, engines, avionics, fighter planes and helicopters. It will also serve as a defence export processing zone to cater to the overseas market.



## Genpact

Genpact has chosen to set up a tech centre at Warangal. It will be starting the operations very soon with a head count of 100. Genpact joins Tech Mahindra, Mindtree and Cyient who have already established their campuses in Warangal. Minister KTR thanked CEO Tiger Tyagarajan and his team for supporting the state government's endeavour to strengthen IT in tier 2 towns.





# RICH -Enabling collaboration

On 7th Dec 2021, the Research and Innovation Circle of Hyderabad (RICH) hosted teams from the Office of the Principal Scientific Advisor (O/o PSA) and NITI Aayog as part of its engagement with different stakeholders in the research-academia-start up ecosystem of Telangana. Gracing the event were Prof. K. VijayRaghavan, PSA to Govt. of India, Dr Rajiv Kumar, Vice Chairman, NITI Aayog, Shri. Jayesh Ranjan, Principal Secretary I&C and IT Depts, Govt. of Telangana and Dr K. Rajeswara Rao, IAS, Special Secretary, NITI Aayog. The meeting was also attended by heads of participating Research and Academic Institutions such as IICT, NIAB, NIN and CCMB. Members of start-ups/ MSMEs supported through the cluster initiative, officials of Govt. of Telangana, and industry partners were also a part of the event.



Some of the initiatives highlighted by the team were the Hyderabad Reagents Consortium for Diagnostics, Emerging Technology Pilots for agriculture development in the region, Acceleration Initiative for Diagnostics (AID) program and Project Tej which is enabling deployment of medical innovations in India. The gathering also discussed some key policies announced by Govt. of India and its related programs in Telangana such as deriving value from wastewater and e-waste commercialisation which are key components of the Waste To Wealth Mission of the Prime Minister's Science, Technology, and Innovation Advisory Council (PMSTIAC).

## MSEFC Rangareddy setting benchmark

Micro, Small Enterprises Facilitation Council (MSEFC) at RangaReddy with jurisdiction over Hyderabad, Ranga Reddy, Vikarabad, Mahabubnagar, Jogulamba-Gadwal, Wanaparthy, Nagarkurnool and Narayanpet districts, has recently received accolades from NI-MSME on their rate of disposal of filed cases and prompt functioning compared to other MSEFCs across India. After formation of the council in July 2018, out of a target of 32 meetings, 39 meetings were conducted by Sept. end 2021. The abstract of achievements of the council are as given below:

Total No of Cases Filed	667
Amount Payable (Rs. Lakhs)	47880.95
Total No of Cases Disposed	254
Amount Involved in Disposed Cases (Rs. Lakhs)	10265.42



## Entrepreneur Watch

**Maithri Aquatech** is a water company incorporated in the year 2016, dedicated to creating a solution for the issues of water scarcity and contamination. The company's objective is to aid in creating a future where there is no thirst and exploitation of water resources. In this endeavour, they have developed MEGHDOOT - An Atmospheric Water Generator which is a unique machine that produces potable water using the air as the only source. The company is a part of the 'Make in India' initiative. The solution is capable of generating clean water from air, with zero reliance on ground and surface water sources. MEGHDOOT produces clean water by drawing in air into the system, condensing the water vapour present in the air into liquid water, filtering it through a multi-stage filtration process, and dispensing it when needed. The produced water is potable and also meets the World Health Organisation (WHO) and Indian Standards of Drinking Water Quality. This sustainable solution is eco-friendly as it has zero water wastage and zero carbon emissions, can run on renewable energy, and is a predictable and scalable source of water. MEGHDOOT is the only AWG solution to be approved by the Ministry of Jal Shakti, following the approval of the esteemed Mashelkar Committee.



Water from Air Kiosk at Secunderabad Junction Railway Station



MEGHDOOT  
Water from Air System

In November 2018 the company inaugurated its first factory, headquarters and R&D centre in Hyderabad. In January 2019 an MoU was signed with BEL for mass production of MEGHDOOT for Defence and Export markets. The company's flagship product, MEGHDOOT 1000, was inaugurated by Chief of Defence Staff, General Bipin Rawat in Feb 2019 followed by the first Defence installation at INS Kardip in Andaman and Nicobar Islands in July 2019. In Dec 2019 the first water from air kiosk was installed at Secunderabad Junction Railway Station, followed by installation at Amazon India's Hyderabad Campus in April 2020. The company signed USD 200 million deal with UK-based MNC, Contec Global in Feb 2021. The vision of the company is to become a global leader in water harvesting solutions and impact lives of 100 million people.

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