

TS-INDUSTRY WATCH

A Newsletter by Industries & Commerce Department,
Government of Telangana



Shri K. Chandrashekar Rao
Hon'ble Chief Minister



Shri K T Rama Rao
Hon'ble Industries Minister



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FROM PRINCIPAL SECRETARY'S DESK



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

We have had an unusual first quarter in the current financial year with lockdown and slowdown of economic and industrial activities due to Covid-19 pandemic. However, most of the activities are slowly but surely getting normalized again. Many associations have supported us at this time by organizing interactive sessions and online seminars with experts, to discuss implications of the Covid-19 pandemic and the future outcomes of the new normal post pandemic. It has been heartening to see the financial and in-kind support extended by local Industries in Telangana to help fight this pandemic in the state. I express my gratitude to all these members of the community. I am happy to inform that we have recently launched an online portal called 'kiranalinker.in' in collaboration with GlobalLinker and CAIT, which will help all kirana stores in the state to become digitized free of cost and offer their services to community through online payments and home deliveries. I request all associations to spread the word in their networks about this initiative so that maximum stores are able to benefit through this.

In view of the pandemic, we have also decided to extend the application date for the Industry Awards this year. I encourage all associations to convey this to their members for enabling maximum participation.

TELANGANA STATE GLOBALLINKER

Go digital!

Create an online store for free with
Telangana State GlobalLinker



Launched a year ago, Telangana State GlobalLinker is a feature-packed digital platform for micro, small and medium enterprises (MSMEs) to network and grow their business.

One of the core features of this platform is the eCommerce store creator - offered free to all Telangana State GlobalLinker members!

Kiranalinker

During the pandemic, to enable essential needs stores to digitise their business quickly, Government of Telangana partnered with CAIT & GlobalLinker to launch Kiranalinker.in for traders and consumers of the state.

At the launch of KiranaLinker on 3rd May 2020, Shri Jayesh Ranjan, IAS, Principal Secretary to Govt., Industries and Commerce Dept., said, "I invite and urge all traders of the state to create their e-stores to enable convenient online shopping for the people of Telangana and help kickstart the economy post lockdown."

Within 72 hours of launch, more than 100 e-stores were created! You too can easily create an online store with Telangana State GlobalLinker and enjoy several benefits.

ECONOMICAL

Creating an e-store with Telangana State GlobalLinker's eCommerce platform is absolutely free. There are no hidden costs.

PAYMENT GATEWAY ENABLED

The eCommerce platform has an integrated payment gateway to ensure safe and hassle-free online transactions.

INVENTORY MANAGEMENT & LOGISTICS

The robust inventory management system and logistics support of the platform will save business owners time and effort.

CUSTOMISABLE

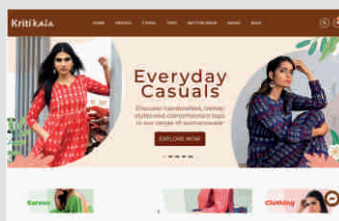
The Telangana State GlobalLinker eCommerce platform offers a selection of templates and themes, giving businesses the flexibility to create a unique and customisable online store.

MOBILE - FRIENDLY

Mobile commerce has already outpaced traditional desktop shopping. Online stores created on Telangana State GlobalLinker's eCommerce platform are designed with mobile optimised interfaces.

HERE ARE TWO OF THE MANY BUSINESSES THAT HAVE GONE DIGITAL

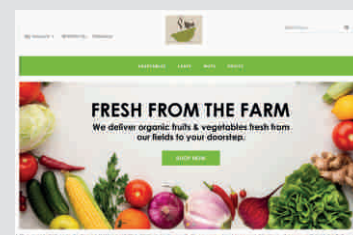
Kriti Kala



The store features contemporary and sustainable women's wear. A not-for-profit organisation, Kriti trains women in tailoring and embroidery.

Kriti Kala - <https://kriti-kala.com/>

Gofarm



This store features a range of fresh organic fruits and vegetables. The produce is beautifully displayed for easy selection.

<https://www.gofarm.biz/>

ONLINE SESSIONS AND WEBINARS

FICCI - Special Session with Shri KT Rama Rao – 11 June 2020

Addressing a special session on 'Rebuilding and Rebooting Telangana's Economy Post COVID-19' organized by FICCI, Shri KT Rama Rao urged the Indian industry to come forward and invest in the state. Using this crisis as an opportunity, Shri Rao said that the state government would start focusing on the investments which are looking to move away from China and other large manufacturing countries. "Telangana is open for business, and we are looking for investments in high employment generating sectors like textiles, electronics, life sciences, IT, and

we will continue our endeavour to bring more investments," he added.



The interactive session saw the participation of Mr Jayesh Ranjan, Principal Secretary to Govt. of Telangana, I&C & ITE&C Departments along with FICCI Past Presidents Mr Sandip Somany, VC&MD, HSIL Limited, Ms Naina Lal Kidwai, Chairman, Advent Private Equity, Mr Harsh Pati Singhania, Vice Chairman & MD, J K Paper Ltd., Ms Pinky Reddy, Past President, FICCI FLO and Director, GVK Group, Mr Tanmoy Chakrabarty, Chairman, FICCI Committee on Urban Transformation and Group Govt Affairs Officer, Tata Sons Pvt Ltd and Ms V Kavitha Dutt, Chair, FICCI Tamil Nadu State Council & Joint MD, The KCP Ltd and others.

CII - Interactive Session with Shri KT Rama Rao- 18 April 2020

Shri KT Rama Rao, Hon'ble Minister for MA&UD, Industries and ITE&C, Govt. of Telangana, addressed the CII Telangana Industry members over a video conference. In his address, the minister said that the



government is making efforts to contain and flatten the COVID pandemic curve. The State is well prepared with sufficient quantities of PPEs, Masks, testing kits and ventilators. But the citizens need to be careful to maintain personal hygiene and stay indoors to contain the spread.

With the renewed focus on Healthcare, Medical Infrastructure and Biotech industries, he requested members to explore opportunities in these sectors. "Every adversity presents an opportunity, and we must strategize and come up with new ideas", he said. Honourable Minister requested Industry to support the Government with Critical medical infrastructure through their CSR funds.

ASSOCHAM Online Summit 'Beyond the Lockdown' – 16 May 2020

Assocham organized an online summit titled 'Beyond the Lockdown' to discuss the Industry's readiness for the new normal and emerging opportunities after the lockdown. Mr Jayesh Ranjan, Principal Secretary, Industries & Commerce (I&C) and ITE&C Depts., Govt. of Telangana, said: "Telangana Govt. is preparing a toolkit for all industrial sectors that have been affected by Covid-19 pandemic to understand issues being faced by them, and what steps can be taken by the governments both at the Centre and in the state."

The webinar also saw the participation of Haryana Deputy Chief Minister, Mr Dushyant Chautala along with Mr Dibya Shankar Mishra, Minister for Industries, Energy, MSME, Govt of Odisha; Mr Mekapati Gowtham Reddy, Industries & Commerce Minister, Govt. of Andhra Pradesh; Dr Guruprasad Mohapatra, Secretary, DPIIT, Govt. of India.

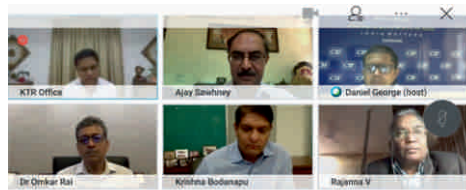
Other prominent speakers included - Dr K.K. Dwivedi, Secretary & Commissioner (Industry), Govt. of Assam

DIGITAL SUMMIT- "Digital Revolution in Post Covid Era" - 22 May 2020

CII in association with Govt. of Telangana organized the DIGITAL SUMMIT, a virtual conference on "Digital Revolution in Post Covid Era: Touching Lives & Enriching Businesses". "3Ds - Digital Literacy, Digital Infrastructure and Digital Innovation are three key enablers for India to chart Digital Revolution in Post-Covid Era", Hon'ble Minister KT Rama Rao said.

Chief Guest, Shri KT Rama Rao further added, "Digital Revolution can only be possible if a common man can access digital or even non-digital solutions. If India has to grow leaps and bounds, we need to make people digitally literate, create broadband and other necessary digital infrastructure and innovate. It is also critical that the Union Government encourages States to collaborate, coexist and compete with Global IT Value Chain as part of Digital India Strategy."

Mr Ajay Prakash Sawhney, IAS, Secretary, Ministry of Electronics and Information Technology (MeitY), Government of India, congratulated and complimented Team Telangana for achieving 18%



growth in IT exports in these challenging times. Mr Sawhney further added that Govt. of Telangana has lived up to any challenge given to them. Addressing the summit, Mr Jayesh Ranjan, IAS, Principal Secretary, ITE&C, Industries & Commerce Dept., Govt. of Telangana, shared an experience on how around 1000+ Local Kirana Stores were empowered through the Digital Platform offered by the State Government in Covid times. He added that the Pandemic has provided a big push to the digital transformation in the country. Dr. Omkar Rai, Director General, Software Technology Parks of India (STPI) in his address spoke about the enabling environment provided by the IT Sector to ensure smooth functioning of Work from Home advisory issued due to Covid Pandemic.

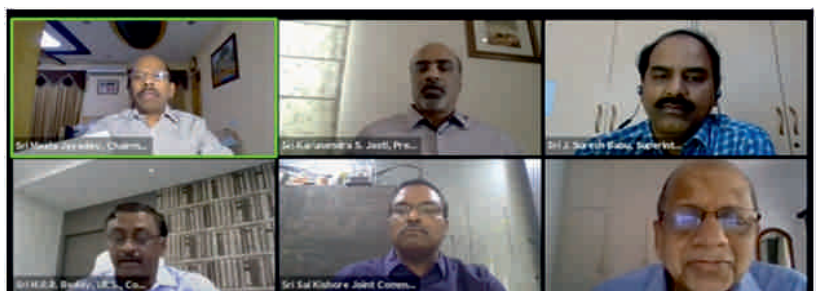


and Mr Apoorva Kumar Singh, Secretary, I&C, Govt. of Haryana; Mr Acquino Vimal, Deputy Chief of Mission, Embassy of India, Beijing; Mr Aigars Rostovskis, President, Latvian Chamber of Commerce and Industry; Ms Maria Nemenman, Deputy Head of the Mission, Embassy of Israel; Mr Vineet Agarwal, SVP, ASSOCHAM; Mr Deepak Sood, Secretary-General; Mr Amrit Sagar Mittal, Chairman, North Reg. Dev. Council.

FTCCI - Easing of statutory compliance under GST in view of COVID-19 Lockdown

FTCCI organized a Webinar on "Easing of statutory compliance under GST in view of COVID-19 Lockdown". With the ongoing COVID-19 lockdown, Central Board of Indirect taxes and Customs (CBIC) had issued a number of notifications as a relief measure including the extension of the deadline for the filing of Goods and Service Tax (GST) for the months of March, April and May of the current year, and the extension of validity period for E-way bills (EWB).

Mr. Karunendra, President, FTCCI said: "The webinar was organized, keeping in view the current need to familiarize the Trade and Industry with the recent relief measures under GST". Mr. Meela Jayadev, Chairman, GST and Customs Committee, FTCCI said: "webinar served as an opportunity for the Trade and Industry to get clarifications directly from the officials". Mr. M.R.R. Reddy, Commissioner of Central Tax, Secunderabad, GST



Commissionerate, Mr. Sai Kishore, Joint Commissioner, Commercial Taxes Department, Govt. of Telangana, Mr. J. Suresh Babu, Supdt, Ranga Reddy GST Commissionerate, participated as panellists in the webinar and shared their valuable insights.

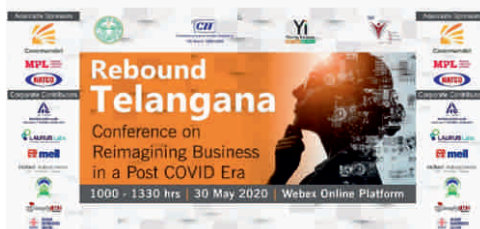
ONLINE SESSIONS AND WEBINARS CONTD.

CII Rebound Telangana – 30 May 2020

CII Telangana in association with Govt. of Telangana organised a Virtual Conference on “Rebound Telangana: Conference on Re-imagining Business in a Post COVID Era”. The objective of the Conference was to help accelerate Re-aligning the processes & business models post Reopening; Discuss & Leverage the Business opportunities emerging out of this situation and bring together experts and thought leaders from the industry, government and academia to share their experiences.

The Conference deliberated on the topics - Emerging business opportunities amidst Covid-19: Sustainable and Systematic Models for the future and Rebuilding Businesses: Lives vs Livelihoods.

Addressing the Conference, Dr Krishnamurthy Subramanian, Chief Economic Advisor, Govt. of India, said, “We have to keep in mind what governments



can and should not do in a crisis like this. When you have uncertainty, for firms or households, there will be a cut on discretionary spending as the focus is on savings. The package that has been announced by the government has been designed and rolled out after considerable evaluation.”

The Inaugural Session of the Conference was also addressed by Mr Sanjiv Puri, Chairman & Managing Director, ITC Ltd, Mr Om Prakash Mishra, Chief General Manager, State Bank of India.

TELANGANA STATE INNOVATION CELL

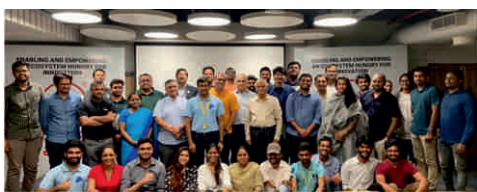
TSIC was set up in the year 2017, under the State Innovation Policy to foster innovation-driven economy in the State of Telangana. Today, it acts as the first response of the state government for aspiring innovators, start-ups, and changemakers. The Innovation Cell is headed by Chief Innovation Officer, Ravi Narayan (CEO of T-Hub Hyderabad and Ex Global Director, Microsoft for Start-ups). The team includes CIO along with 6 fellows and 1 Program Manager who work towards nurturing young talent, fostering Innovation and Entrepreneurship in the State.

LOKAL APP X TSIC: Lokal App joined hands with TSIC to take forward the bandwagon of **ఐదొంట్ల** Innovator and produce/feature the stories of innovators in Telugu, from across the state, on the app. The content produced is in the form of videos which have been shot in close vicinity to the innovator and his/her respective district. In the videos, the innovators talk about how they got the idea to innovate, what challenges they faced, who helped them in the journey and also what they aim to achieve in the future.

Key Highlights:

- For the first time, 15 Govt. school teachers across Telangana have been recognised as Teacher-Innovators and Innovator Mentors

- 20+ Rural Innovators awarded at State & National-level platforms
- Hyderabad-based startup RHPD Solutions is procured by the State Govt. through Govt. Mentor Program 2018 that is recognised by UNDP
- 100+ innovators featured across the state & national-level media & communication channel, using 7+ storytelling narratives— Newspapers, News Channels, Online Portals, Social Media, Radio, Blogs, Live Talks
- Innovator Mupparapu Raju's solution- Automatic switch off/on of street lights, has been procured by Warangal Urban Collector and has been set up in different parts of the town
- 35 ATL schools with a total of 3150 students have been equipped with innovative-thinking abilities



TSIC team bidding farewell to former CIO, Phanindra Sama and welcoming Mr. Ravi Narayan as the New Chief Innovation Officer of the state

TIHCL UPDATES

TIHCL has introduced a revival package for the stressed enterprises impacted by COVID-19 crisis, known as T-CLAP (TIHCL Covid Loan Assistance Package) to save Micro and Small manufacturing enterprises from closure or shutdown. TIHCL will assess the unit's potentiality and provide a revival package addressing the concerns of the primary lender with the required care. TIHCL is also providing awareness to SMEs on the Atma Nirbhar Bharat Abhiyan of Union Government to ensure revival and restructuring of stressed enterprises and to make them competitive and gain comparative advantage in the supply chain management.

Change in Leadership Team

After serving as founder Managing Director, Mr. Maruvada Sanjaya (3 years), and Mr. J. Sitapati Sarma, Chief Operating Officer (2 years), were given a warm farewell by the Board of Directors and Staff on the 4th June, 2020 and welcomed Mr. D.V. Suresh Kumar as the new Managing Director and Mr. UVVL Prasad as the new Chief Operating Officer.

Mr D V Suresh Kumar has 34 years of extensive experience in State Bank Group in the field of banking, covering areas of retail and corporate banking including MSME lending. He has exposure in banking technology, risk management, the treasury in both forex and money markets.

Mr UVVL Prasad has 35 years of working experience in domains Viz., Credit, Treasury/Forex, Information Technology and as a controlling officer. As General Manager, he headed the MSME portfolio and was responsible for Business growth through lending, implementation of revival and rehabilitation, formulating strategies/policies and loan products.



DISTRICT INDUSTRIES CENTRES

JOGULAMBA GADWAL

PROFILE: Jogulamba Gadwal district has been carved out of Mahabubnagar district of Telangana, with administrative headquarters located at Gadwal town. The major Rivers passing through the District are Krishna, Tungabhadra and Dindi. The major mineral resources in the district include limestone, Quartz, Road metal, Ordinary sand. Other resources comprise Milch animals and fisheries. The major crops in the district include Rice, Jowar, Maize, Red gram, Green gram, Black gram, Bengal gram, Groundnut, Sunflower, Chillies, Sugarcane and Cotton.

PRESENT SCENARIO : 18 units are approved under TS-iPASS in Gadwal out of which 7 are micro and 11 are small with an average investment of Rs. 0.16 crores and Rs. 2.44 crores respectively. They provide average employment of 1438 per unit and 15 per unit respectively. The most preferred line of activity in Gadwal District is Steeping and Processing of grains across 8 units. Total investment in Gadwal is Rs. 28 Cr. out of which Steeping and Processing of grains and Stone Crushers have the highest investment with Rs. 10.64 Crore and Rs. 6.46 Crore respectively. The main industries in the district include Steeping and processing of grains, Stone crushers, Cotton spinning and weaving, Flour mills, Cold storage, Chilling plant and Ice making.

SANGAREDDY

PROFILE: Sangareddy shares boundaries with Medak, Medchal, Vikarabad, Kamareddy and Rangareddy districts. This district contains a part of the Greater Hyderabad and also a part of Hyderabad Metropolitan Region. The major mineral resources in the district include Road Metal, Quartz, Feldspar, Laterite, Ordinary sand. Other resources comprise Milch animals and fisheries. The major crops in the region include Paddy, Jowar, Maize, Red gram, Green gram, Black gram, Bengal gram, Groundnut, Sunflower, Chillies, Sugarcane and Cotton.

PRESENT SCENARIO : The city has three large-scale public-sector industries. These are BHEL (Bharat Heavy Electricals Limited- one of the Maharatna companies of Govt. Of India), BDL (Bharat Dynamics Limited, where one of India's most powerful missile 'Prithvi' was produced), Ordnance Factory Medak (which manufactures the Sarath tanks for the Indian Army). The principal activities in the district are Bulk Drugs and Drug Intermediates, Pharmaceutical Formulations, Pesticides, Seed Processing, Machinery components, Granite Cutting & Polishing, Steel & Alloy Castings, General engineering & fabrication work, Rice Mills, etc. According to TS-iPASS, the major investment goes into pharma and engineering goods. The total investment in the approved units accounts to Rs.549 crores. The total employment provided by these units is 18492. There is a total of 409 newly approved units in the region.

COVID19 – INDUSTRY CONTRIBUTES



Mr Radhakishan Damani, DMart Promoter donated INR 5 Crore through his group company Bright Star Investments Pvt Ltd to the Telangana CM Relief Fund. Mr Stephen Thomas, Circle Head, Telangana handed over the cheque



FTCCI office bearers, managing committee members, past presidents and members contributed INR 42,32,667/- to CM Relief fund



Malabar Group donated INR One Crore to the Telangana CM Relief Fund



KVB Reddy, MD, L&T Metro Rail (Hyderabad) Ltd. donated PPE kits and N-95 masks worth Rs 3 Crores to Telangana government



Management of Yashoda Healthcare Services Pvt Ltd. donated INR 1.5 Crore to the Telangana CM Relief Fund



Sri A Mahesh Reddy, MD, AMR India Ltd., donated INR One Crore to the Telangana CM Relief Fund



Mr Sanjay Singh, CEO, ITC Paper boards & Specialty Papers Div., donating INR 2 Crores to the CM Relief Fund



Navayuga Engineering Company Ltd. donated INR One Crore to the Telangana Chief Minister Relief Fund



Minister Sri Ch. Malla Reddy, Founder Chairman of Mallareddy Educational Society, donated INR 50 Lakh to the Telangana CM Relief Fund

ENTREPRENEUR WATCH

Godasu Narasimha, 47, is a primary school teacher from Muktapur village, Ponchampally, Nalgonda. He has always been interested in coming up with cost-effective devices. In 2012, he created a hyacinth remover machine and helped his community to cut down on labour cost, manpower and time. The cost of the machine is somewhere between Rs 25 to 30 lakhs, depending upon the design and material used, whereas the same machine made by foreign countries costs Rs 1-3 crore. Narasimha has started getting orders from Pune, Orissa, Chennai, Coimbatore and Vizag. When he was commissioned to clean the city water bodies, he used an improved version of his machine to dispose of the hyacinth and has effectively cleaned 8 to 9 water bodies so far.



Godasu Narasimha's hyacinth removing machine has now takers not just from other states in the country but also from other countries. Recently, Narasimha has been commissioned by Kenyan Government to deliver 10 such machines. The reason for this machine being popular is due to its durability and low pricing. Telangana government has supported him with Rs. 25 lakhs of funds from the government side to complete the first batch of the Kenya project. "The Central and Telangana state governments have been very supportive due to which the work is going at a good pace, and I have completed 30 percent of the order", added Narasimha.

"I aspired to become a mechanical engineer, but my financial position never allowed me to", the man who never studied 10th grade revealed. However, he never gave up his dreams and continued to buy and read books on engineering and programming. Today, Godasu Narasimha is a recipient of several awards on innovation and was even felicitated by then President Shri. Pranab Mukherjee. Narasimha continues to build customised machines with the latest tech, including GPS, to clean the lakes. He is even working on a remote-controlled weed remover.

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TS INDUSTRY AWARDS 2020



To recognize exceptional achievements made by industries in the state, the Government of Telangana is inviting applications for the 4th edition of the Telangana State Industry Awards. It's time for MSMEs and others to be celebrated for their achievements and digitize their business for greater growth opportunities.

Application deadline extended to - 31st July 2020

Link to apply -

https://bit.ly/Industry_Awards2020

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