OCCASION

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Unique Opportunities in Investment & Technology

24 – 27 March 1995, New Delhi
AN INTRODUCTION TO INDIA

OVERVIEW

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

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

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

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

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

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

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

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

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

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

RECENT PERFORMANCE

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

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

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

The improvement in India's external accounts, both current and capital, has been remarkable. With export growth of 20% in dollar terms in 1993-94, the current account deficit has declined to 0.3% of GDP from 3.3% of GDP in 1990-91. Foreign investment has surged to record levels and
foreign exchange reserves increased to US $ 19.5 billion by October 1994 from a low of US $ 1 billion 3 years ago.

CONSUMER MARKETS

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

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

What India Offers

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

India is a safe investment option – the irreversible nature of the current reforms can be gauged from the fact that several institutions and controls of the old economic order have been dismantled and replaced with market-friendly ones.
A combination of inexpensive and skilled manpower, abundant natural resources and good business infrastructure make India an ideal low-cost manufacturing base. India also offers a huge pool of managerial and technological talent conversant with international business methods and the English language. In addition, its strategic location makes India an ideal launching pad for world markets.

The Response

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

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

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

POLICY ENVIRONMENT

Industrial Policy

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

**Areas for the Public sector**

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

**Areas where industrial licence is required:**

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

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

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

**FOREIGN EXCHANGE CONTROLS**

India’s foreign exchange control regime is governed by the Foreign Exchange Regulation Act, (FERA), a legislation enacted in 1973. Comprehensive amendments
to FERA, especially with respect to foreign investment, have been undertaken in order to give effect to the liberalisations announced in the economic policies.

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

**TRADE POLICY**

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

**Imports**

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

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

**Reduced tariffs**

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

Prior to the reforms, India’s tariff rates were very high indeed. There has been a consistent decline in these
rates over the past three years from peak rates of 300% in June 1991 to 65% at present. Capital goods imports which were earlier subject to tariff rates of around 100%, now attract duties in the range of 20-40%, with the basic import duty on general capital goods at 25%. Import duties on equipment are even lower for projects in specific sectors and nil for export oriented projects.

Exports

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

Special incentives for exports

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

Export profits are exempt from income tax.

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

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

INTELLECTUAL PROPERTY RIGHTS

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

- Copyrights
- Trade Marks
• Patents
• Industrial Designs

Copyrights

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

Trade Marks

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

Patents

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

Industrial Designs

Industrial Designs are governed by the Designs Act of 1911. The registration of a design confers on the registered proprietor the right to take action against third parties who apply the registered design without licence or
consent. The duration of protection afforded to a design registered under the Act is five years initially, with renewals for two further periods of five years each.

India and GATT

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

FOREIGN INVESTMENT

Welcoming Foreign Investment

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

- Foreign equity upto 100% is allowed, subject to certain conditions.
- Automatic approval for foreign equity participation upto 51% is granted in several key areas. These approvals are normally granted within two weeks by the Reserve Bank of India (RBI).
- The Foreign Investment Promotion Board (FIPB), a specifically empowered Board has been set up in the office of the Prime Minister to speed up the approval process. Clearance of proposals by the FIPB takes around six weeks on an average.
Foreign investors need not have a local partner.

Free repatriation of profits and capital investment is permitted, except for a short specified list of consumer goods industries where it is subject to dividend balancing against export earnings.

Use of foreign brand names/trade marks for sale of goods in India is permitted.

Indian capital markets are now open to foreign institutional investors.

Indian companies have been permitted to raise funds from international capital markets.

India has become a member of MIGA and is also willing to sign Bilateral Investment Protection Agreements with investing countries.

Corporate taxes have been reduced by 5-10%. Further progressive reductions are expected.

Special investment and tax incentives are given for exports and certain sectors such as Power, Electronics and Food Processing.

Foreign capital invested in India is allowed to be repatriated, along with capital appreciation, if any, after the payment of taxes due on them. Disinvestment is permitted in accordance with the terms of the letter of approval granted at the time of approving the foreign collaboration.
INDIA INTECHMART

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

The Venue of the Intechmart will be:

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

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

The major objectives of the Intechmart are to bring together

a) potential foreign investors and Indian investors to explore opportunities for joint collaboration in the project proposals of Indian entrepreneurs listed in part-II of this information brochure, and

b) technology sellers and buyers on the basis of the requests for technology from Indian companies and offers of technology from foreign companies as listed in a Technology Compendium.

A comprehensive indexed compendium of the technologies being sought by companies in India and offers of technology by foreign companies will be compiled and distributed among potential partners and interested persons. This will enable participants at
Intechmart to identify the technologies of interest for individual business discussions. Copies of the Technology Compendium could also be obtained during registration at the Intechmart.

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

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

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

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

During the Intechmart, technology experts in the above seven sectors will be available for advice and guidance. Relevant Government ministries, industry associations, financial institutions and banks will be available to render support services. A UNIDO legal expert will also be available for consultations and advice.
In addition to the proposals from Indian companies, foreign participants are encouraged to discuss and negotiate on any other proposals of interest to them.

The main lines of collaboration will be:

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

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

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

**PROGRAMME OF THE INTECHMART**

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

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

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

ATTENDANCE AT THE INTECHMART

If you are interested in attending the INTECHMART you should complete the attached registration and company profile forms. Please indicate the project(s) of interest to you and/or the technology you wish to offer. This will facilitate the arrangement of individual business meetings. Registration and company profile forms and requests for further information should be sent to the following address:
The Joint Secretary  
Department of Industrial Development  
Ministry of Industry  
Udyog Bhawan, Room No. 160  
New Delhi - 110011, India  
Tel : 91-11-301 2655, 301 2651  
Fax : 91-11-301 1339, 301 1770

A copy of the registration form should be sent to:

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

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

Fees For Participation

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

a) Foreign companies taking a booth to display technologies – US $500 (equivalent to approximately Rs. 15000).
b) Foreign participants other than those covered under (a) above Rs. 3000 (equivalent to approximately US $100).
c) Indian companies seeking technology – Rs. 3000
d) Indian companies sponsoring project proposals Rs. 5000. (A small booth will be provided for individual business meetings).
All fees should be paid in rupees at the time of registration in New Delhi.

ACCOMMODATION

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

<table>
<thead>
<tr>
<th>Star Category</th>
<th>Name of Hotel</th>
<th>Single/Double Occupancy rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>**** Dlx</td>
<td>Maurya Sheraton</td>
<td>US$ 165 *</td>
</tr>
<tr>
<td>**** Dlx</td>
<td>Taj Mahal</td>
<td>US$ 160 *</td>
</tr>
<tr>
<td>**** Dlx</td>
<td>Le Meridien</td>
<td>US$ 105</td>
</tr>
<tr>
<td>**** Dlx</td>
<td>Hotel Holiday Inn</td>
<td>US$ 105</td>
</tr>
<tr>
<td>**** Dlx</td>
<td>Taj Palace</td>
<td>US$ 160 *</td>
</tr>
<tr>
<td>*****</td>
<td>Hotel Claridges</td>
<td>US$ 90</td>
</tr>
</tbody>
</table>

*Includes breakfast*

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

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

**The Joint Secretary**

Department of Industrial Development
Ministry of Industry
Udyog Bhawan, Room No. 16J
New Delhi - 110011, India
Tel: 91-11-301 2655, 301 2651
Fax: 91-11-301 1339, 301 1770
Travel, hotel accommodation and subsistence and other costs related to participation in this programme should be borne by the participants.

**VISAS**

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

**GENERAL INQUIRIES**

Any inquiries regarding the Intechmart should be addressed to:

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

or

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

Information on the project proposals for joint collaboration arrangements listed in part-II could be obtained from:
The Managing Director
Attn: Director, Investment Services
UNIDO, P.O. Box 300
A-1400 Vienna,
Austria
Tel: 43-1-21131-4867 or 4824
Fax: 43-1-2308260
Tlx: 135612 UNOA

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

Athens, Greece

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

Head of Service

Milan, Italy

Address:
C/o Fiara di Milano
Largo Domodossola 1
20145 Milan, Italy
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Tx: 353336, UNIDO I
Fax: 4985925

Head of Service
S. GIOVANNELLI

Paris, France

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

Head of Service
Christophe GUILLEMIN

Seoul, Republic of Korea

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

Deputy Head of Service
Wong Yoong, KWON
Republic of Korea
Tel: (00-822) 7857074, 7857075
Tlx: k28407 UNIDO
Fax: 7820689

Tokyo, Japan
Head of Service
Takeshi IZUMI

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

Vienna, Austria
Officer-in-Charge:
Alfred RATH

Address:
Room D 2006
Vienna International Centre
P.O.Box 400
A-1400, Vienna
Austria
Tel: (06-431) 211313943
Tlx: 135612 UNO A
Fax: 237286

Warsaw, Poland
Head of Service
Krzysztof LOTH

Address:
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00608 Warsaw
Mail Address:
Skr.Poczta.1
Warsaw 12
Poland
Tel: (00-482) 259467, 259186
Tlx: 817916 UNIDO PL
Fax: (00-48) 39121772
Washington, D.C. USA

Address:
Suite 800
1050 17th Street, N.W.
Washington D.C. 20036, USA
Tel: (00-1202) 6595165
Tlx: 3730475 IPS WSH
Fax: 6597674

Head of Service:
Wayland Garret BOYD

Zurich, Switzerland

Address:
Loewenstrasse 1
CH-8001 Zurich
Switzerland
Tel: (00-41-1) 2212320
Fax: 2114180

Head of Service
Franz X. STIRNIMANN

UNIDO CENTRES FOR INTERNATIONAL INDUSTRIAL COOPERATION

Beijing, People’s Republic of China

Address:
5-1-42 Tayuan Diplomatic Compound
No.1 Xin Dong Lu
Chaoyang District 100600
Beijing
People’s Republic of China
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Fax: (00-861) 532 6145

Director:
Liu LIANKE
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Fax: (00-95) 943 0018 UNIDOCEM SU
Tlx: 411 925 MCNTI SU

Director:
Robert GUMEN

UNIDO INVESTMENT & TECHNOLOGY PROMOTION PROGRAMME

Hongkong

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Central Hong Kong
Tel: (00-852) 523 1712
Fax: (00-852) 536 4644

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

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

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

Belgium
Embassy of India
217- Chaussee de Vleurgat
1050, Brussels
Belgium
Tel: 00-32-2-6409802, 6409140
Fax: 00-322-6489638
First Secretary (Commercial)
Canada
High Commission of India
10, Springfield Road, Ottawa
Ontario-K1M 1C9, Canada
Tel: 00-1-613-7443751, 52, 53
Fax: 00-1-613-7440913
Deputy High Commissioner

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

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

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

France
France Embassy of India
15, Rue, Alfred Dehodenoq
75016 Paris, France.
Tel: 00-33-1-40507070
Fax: 00-33-1-40500996
Minister (Economic)
Germany
Embassy of India
Adenauerallee 262 & 264, 53113 Bonn 1, Germany
Tel: 00-49-228-54050
Fax: 00-49-228-5405153, 5405154
First Secretary (Commercial)

Consulate General of India
Mittelweg 49, 60318 Frankfurt Main, Germany,
Tel: 069-1530050, 15300528 (night)
Fax: 069-554125
Consul General

Consulate General of India
Raboisen 6, 20095 Hamburg, Germany
Tel: 00-49-40-338036, 324744, 330557
Fax: 00-49-40-323757
Consul General

Berlin Office of Embassy of India
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Fax: 00-49-30-4827034, Berlin & 4932548

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Fax: 00-852-8654617
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Fax: 00-39-6-4819539
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Tel Aviv 68012, Israel
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Fax: 00-972-3-5101434
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C.P.O. Box 3466, Seoul, Korea
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Fax: 00-82-2-7969534, 7909938
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13015-Safat, Kuwait
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Fax: 00-965-2525811
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Mauritius
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Life Insurance Corporation of India Building
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2080031, 2111400
Fax: 00-230-2086859
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Fax: 00-31-70-3617072
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Embassy of India
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Fax: 00-974-670448
First Secretary (Commercial)

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(Besides Ministry of Petroleum Building)
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Fax: 00-966-1-4778627
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Fax: 00-65-7326909
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Fax: 00-41-31-3822687
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Embassy of India
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Sweden.
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4113237, 4113213, 246021
Fax: 00-468-248505
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Bangkok 10110, Thailand.
Tel: 00-66-2-258-0300 to 6
Fax: 00-66-2-2584627
Counsellor (Economic)

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

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

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

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

Consulate General of India
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Tel: 00-1-415-6680662, 6680683
Fax: 00-1-415-6682073
Tlx: 229173 CGI SF UR

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PART - II

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

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

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<tr>
<th>S.No.</th>
<th>ERC</th>
<th>Project No.</th>
<th>Product</th>
<th>Capacity per year</th>
<th>Project Size (US $ Mil.)</th>
<th>Requirements from Foreign Investor</th>
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| 1.    | 3131| IND/001/V/94-01 | White Button Mushrooms  | 1000 MT           | 1.61                     | • Equity  
• Marketing  
• Technology |
| 2.    | 3113| IND/004/V/94-01 | Curry Paste/Sauce  
Fruit Chutney  
Canned Fruits  
Ketchup     | 1000 MT  
480 MT  
500 MT  
1080 MT | 1.38 | • Equity  
• Marketing |
| 3.    | 3121| IND/007/V/94-01 | Enzyme based Sugar      | 3000 MT           | 3.00                     | • Equity  
• Technology  
• Marketing |
| 4.    | 3114| IND/011/V/94-01 | Processed Shrimp        | 2400 MT           | 1.80                     | • Equity  
• Marketing |
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<td>Frozen Fruits &amp; Vegetables</td>
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<td>• Joint Venture</td>
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### PROJECT PROPOSALS FOR INTechMART

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<th>S.No.</th>
<th>ISIC</th>
<th>Project No.</th>
<th>Product</th>
<th>Capacity per year</th>
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| 37.   | 3220 | IND/153/ V/94-01 | Shirts, Quilted Jackets | 300000 Pcs., 60000 Pcs. | 0.33 | • Equity  
• Loan  
• Marketing  
• Technology |
| 38.   | 3699 | IND/162/ V/94-01 | Brake Lining, Brake Disc Pads, Brake Shoes, Clutch Faceings, Brake Lining (Non-Asbestos) | 450 MT, 900000 Nos., 900000 Nos., 450000 Nos., 450 MT | 1.89 | • Equity  
• Technical  
• Know-how  
• Term Loan  
• Access to Foreign Markets |
| 39.   | 6100 | IND/164/ V/94-01 | 3 Wheel Vehicle (Diesel) | 6000 Nos. | 3.89 | • Equity  
• Technology |
<p>| 40.   | 3710 | IND/169/ V/94-01 | Ferrous Castings | 1200 MT | 0.71 | • Equity |</p>
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<td>IND/226/V/94-01</td>
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<td>IND/238/V/94-01</td>
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- Equity
- Technology
- Marketing
### Project Proposals for Intechmart

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NEW PROJECT PROPOSALS

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

<table>
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<tr>
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<th>Project No.</th>
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<th>Rate</th>
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<td>62.</td>
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<td>Micro Processor Crystals</td>
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<td>Formed Foil</td>
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<td>Monochloro Acetic Acid</td>
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### NEW PROJECT PROPOSALS

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<td>Leather Footwear</td>
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<td>10 Base-T</td>
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<td>SNMP Hubs</td>
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<td></td>
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<td>Repeaters</td>
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<tr>
<td>80.</td>
<td>3999</td>
<td>Granite</td>
<td>80000</td>
<td>Sq Feet</td>
<td>0.13</td>
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<td>81.</td>
<td>1110</td>
<td>Cut Flowers</td>
<td>3.00</td>
<td>Min. Pcs.</td>
<td>1.10</td>
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</tbody>
</table>

- Equity
- Marketing
- Technology
- Buy-back Arrangements
- Loan
- Technology
- Marketing
- Marketing
- Buy-back Arrangements
- Equity
- Loan
- Joint Venture
### NEW PROJECT PROPOSALS

<table>
<thead>
<tr>
<th>SLNo.</th>
<th>INDI340/V/94-12</th>
<th>Product</th>
<th>Capacity per year</th>
<th>Project Size (US $ Mln.)</th>
<th>Requirements from Foreign Investor</th>
</tr>
</thead>
</table>
| 82.   |                 | Castor Oil Derivative | 37260 MT         | 6.50                      | • Marketing  
                                                             • Technology |

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

<table>
<thead>
<tr>
<th>SLNo.</th>
<th>INDI302/V/94-12</th>
<th>Product</th>
<th>Capacity per year</th>
<th>Project Size (US $ Mln.)</th>
<th>Requirements from Foreign Investor</th>
</tr>
</thead>
</table>
| 83.   |                 | Invertors          | NA                | 0.62                      | • Equity  
                                                             • Marketing  
                                                             • Sub-Contract |
|       |                 | UPS Systems        | NA                |                           |                                   |
|       |                 | Float Rectifiers   | NA                |                           |                                   |
|       |                 | Static Volt Regulator |                 |                           |                                   |
| 84.   | INDI303/V/94-12 | Cotton Fabric 59"  | 666800 Metres     | 5.67                      | • Equity  
                                                             • Marketing |
<p>|       |                 | Cotton Fabric 63&quot;  | 1075200 Metres    |                           |                                   |
|       |                 | Cotton Fabric 108&quot; | 2872800 Metres    |                           |                                   |
|       |                 | Cotton Fabric 124&quot; | 823208 Metres     |                           |                                   |</p>
<table>
<thead>
<tr>
<th>No.</th>
<th>Code</th>
<th>Description</th>
<th>Quantity</th>
<th>Unit</th>
<th>Price</th>
<th>Notes</th>
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<tbody>
<tr>
<td>85</td>
<td>3215</td>
<td>Nylon Braid Net</td>
<td>505</td>
<td>Tons</td>
<td>4.80</td>
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<td></td>
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<td>Nylon Braid Twine</td>
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<td>Tons</td>
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<td>86</td>
<td>3882</td>
<td>2/15 Shared Radio System</td>
<td>24</td>
<td>Nos.</td>
<td>2.53</td>
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<td>Single Channel VHF Equipment</td>
<td>204</td>
<td>Nos.</td>
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<td>10 Channel Digit UHF</td>
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<td>30 Channel Digital UHF</td>
<td>48</td>
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<td>87</td>
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<td>Graded Cast Iron</td>
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<td>MT</td>
<td>0.49</td>
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<td></td>
<td></td>
<td>Alloy Steel Castings</td>
<td>600</td>
<td>MT</td>
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<td>88</td>
<td>3220</td>
<td>Readymade Garments</td>
<td>500,000</td>
<td>Pcs.</td>
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<td>S.No.</td>
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<td>Project No.</td>
<td>Product</td>
<td>Capacity per year</td>
<td>Project Size (US $ mil.)</td>
<td>Requirements from Foreign Investor</td>
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<tr>
<td>-------</td>
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<tr>
<td>89.</td>
<td>3211</td>
<td>IND/304/V/94-12</td>
<td>Denim Fabrics</td>
<td>27000 m/d</td>
<td>21.49</td>
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<td>90.</td>
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<td>IND/305/V/94-12</td>
<td>Cotton Yarn 30's</td>
<td>1452000 Kg</td>
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<td>Equity</td>
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<td>Cotton Yarn 40's</td>
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<tr>
<td>91.</td>
<td>3113</td>
<td>IND/332/V/94-12</td>
<td>Agro Based Food Products</td>
<td>2400 MT</td>
<td>10.00</td>
<td>Equity</td>
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<tr>
<td></td>
<td></td>
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<td></td>
<td></td>
<td>Loan</td>
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<tr>
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<td>Technology</td>
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<td>92.</td>
<td>3121</td>
<td>IND/337/V/94-12</td>
<td>Modified Starch Products</td>
<td>5.00 TPD</td>
<td>2.65</td>
<td>Equity</td>
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<td></td>
<td></td>
<td>Technology</td>
</tr>
<tr>
<td></td>
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<td></td>
<td></td>
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<td></td>
<td>Marketing</td>
</tr>
</tbody>
</table>
United Nations Industrial Development Organization

INDIA INTECHMART
New Delhi, 24 - 27 March, 1995

COMPRENDIUM ENTRY FORM:
TECHNOLOGY OFFER

Name
Position
Organization, 
Full contact Address
Fax

Country
Telex
Tel.

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

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

Is techno-economic information available?  □ Yes  □ No

Attach photographs, sketches or process diagrams and detailed company information that may be used for illustration.
Circle the appropriate code letters for your offer.

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

Return to: UNIDO/TECHNOLOGY MANAGEMENT SERVICE
P.O. Box 3u0, A-1400 Vienna, Austria  Fax: (43) (1) 232156 or 2337584

The deadline for submitting the technology offer form is 28 February, 1995.
Please use this form to reserve your booths at INTECHMART. If you plan to exhibit, the deadline for registration is 14 March 1995.

Name: ____________________________ Position: ____________________________
Organization: ____________________________ Full contact Address: ____________________________
__________________________ Country: ____________________________
Fax: ____________________________ Tlx: ____________________________ Tel: ____________________________

EXHIBITORS

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

Return to: UNIDO/Technology Service, P O Box 300, A-1460-Vienna, Austria Fax: (43) (1) 232156 or 2095332.
Copy to: The Joint Secretary, Room No. 160, Department of Industrial Development, Udyog Bhawan, New Delhi - 110 011
**REGISTRATION FORM**

<table>
<thead>
<tr>
<th>Field of Activity</th>
<th>Represented by</th>
<th>Full contact Address</th>
<th>Fax</th>
<th>Tel</th>
<th>Telex</th>
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</thead>
<tbody>
<tr>
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</tr>
</tbody>
</table>

**Arrival New Delhi**
Date: ___________ 
Flight No: ___________ 
Time: ___________

**Departure**
Date: ___________ 
Flight No: ___________ 
Time: ___________

*Please check appropriate box*

- [ ] Foreign Investor
- [ ] Indian Project Sponsor
- [ ] Indian Technology Seeker
- [ ] Foreign Technology Supplier

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

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

* The company profile form attached should accompany the registration form.
### India InTechMart

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

**United Nations Industrial Development Organization**

**Company Profile**

<table>
<thead>
<tr>
<th>Name and Address of Company</th>
<th>:--</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of Managing Director</td>
<td>:--</td>
</tr>
<tr>
<td>Chief Executive Officer / Contact Person</td>
<td>:--</td>
</tr>
<tr>
<td>Year of Establishment</td>
<td>:--</td>
</tr>
<tr>
<td>Main Line of Business</td>
<td>:--</td>
</tr>
<tr>
<td>Other Business Interests</td>
<td>:--</td>
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<tr>
<td>Basic Company Data</td>
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</tr>
<tr>
<td>Value of fixed assets (US$)</td>
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</tr>
<tr>
<td>Annual sales turnover (US$)</td>
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<tr>
<td>Tel:</td>
<td>:--</td>
</tr>
<tr>
<td>Fax:</td>
<td>:--</td>
</tr>
<tr>
<td>Tlx:</td>
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**Government of India Ministry of Industry**
Published by
The United Nations Industrial Development Organisation and
The Department of Industrial Development, Ministry of Industry
Government of India
Produced by Macro Graphics, New Delhi