



सत्यमेव जयते

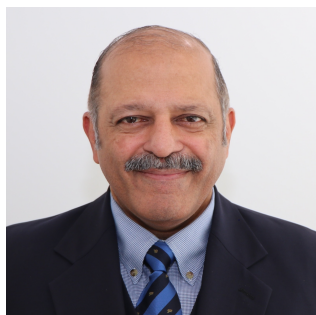
Embassy of India, Tokyo

Make in India

Focus : Japan



Message From H.E. Sujan R. Chinoy, Ambassador of India to Japan















The “Make in India (MII)” campaign was launched by the Government of India in September 2014 to transform India into a global design and manufacturing hub. Currently focusing on 25 sectors, the campaign is backed by the Government of India through policies aimed at creating a favourable business environment. The improvements seen in India’s rankings, especially in the World Bank’s Ease of Doing Business and the World Economic Forum’s Global Competitive Index, bear testimony to the far-reaching changes underway in the Indian economy and the global optimism regarding the myriad opportunities available for foreign investors. Today, India is recognized as one of the most liberal FDI regimes in the world with more than 90 percent of FDI approvals being processed through the automatic route.

The MII publication, with a focus on Japan, lists the major Japanese companies that have initiated or expanded their operations in India since 2014 and have expressed confidence in the Government of India’s clarion call to “Make in India”. The exponential increase in investment by Japan since 2014 and the setting up of many Japan Industrial Townships in India also underscore India’s advantage as a scalable alternative global destination for establishing a competitive manufacturing base for tapping global markets. Combining Japan’s capital and technology with India’s rich human resources and skills makes for a winning combination for both countries.

It gives me immense pleasure to release the MII publication with a focus on Japan. The publication captures the essence of Japan’s positive contribution to India’s economic transformation since 2014. The publication also highlights the efforts of the Embassy of India in Tokyo to actively reach out to Japanese investors to promote the MII programme. I hope this publication will give confidence to other Japanese companies and encourage them to secure a place for their businesses and investments in the Indian economy. It will help them benefit from the true potential of India as a global design and manufacturing hub.

(Sujan R. Chinoy)
Tokyo

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Make In India Focus **Japan**: Making in India Building on India-Japan Special Strategic & Global Partnership



Major G2G Push

2014: Launch of
**'India-Japan
Investment Promotion
Partnership**

2017: DIPP, India and
METI, Japan signed
**"India-Japan
Investment
Promotion Road Map"**

66 events related
to **Make in India**
organised by Embassy
of India, Tokyo **from
2014–18**

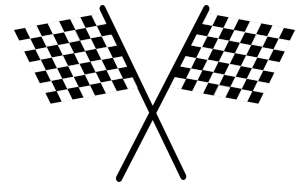
Japanese **FDI** into India
increased from USD 2.61
billion in 2015–16 **to**
USD 4.7 billion in
2016–17.

Japanese companies have
close to **5,000 business**
establishments that are
operating in India, which is an
increase of 248
establishments (6%)
compared to 2016.

As of October 2017,
there were **1,369**
Japanese
companies that are
registered in India—an
increase of 64
companies (5%)
compared to 2016.



Automobiles & Autocomponents India Racing Ahead



Suzuki

Suzuki's plant in Hansalpur, Gujarat, became operational in 2016, and within two years, it has become the largest manufacturing plant of cars in Gujarat. The company has a committed investment of USD 1.5 billion for the plant, and has also announced plans for producing lithium ion batteries for hybrid-car models at this plant.

Toyoda Gosei Co.

Toyoda Gosei Co. is investing USD 11.2 million in its fifth production facility in Gujarat and will supply airbags, weatherstrips, and other automotive parts to Suzuki Motor Gujarat in the second half of fiscal 2018. The plant is expected to employ 330 people by 2021.

Honda

Honda Motorcycle and Scooter India (HMSI) inaugurated its fourth manufacturing plant in Ahmedabad, Gujarat in 2016 with an investment of INR 1,100 Crore and employment of close to 3000 associates. In 2017, HMSI also inaugurated a fourth assembly line at its plant near Bengaluru, Karnataka. Set up at a cost of INR 609.5 Crore, it contributed to the creation of additional employment for 1,555 people.

Lumax Industries

Lumax Industries has commenced commercial production at its new unit in Sanand, Gujarat with effect from 10 January 2018. The unit has been set up to manufacture and supply new age headlamps and rear lamps to Suzuki Motors, Gujarat.

Terra Motors

Terra Motors, manufacturer of electric two-wheeler and three-wheeler vehicles, has invested USD 5 million in its factory in Haryana.

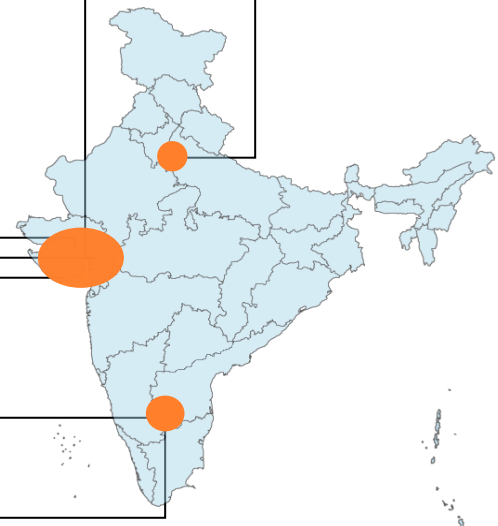
Toyota Industries Engine Limited

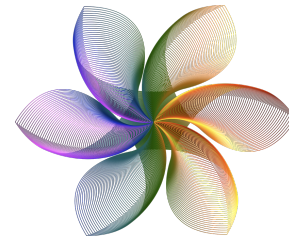
Toyota Corporation inaugurated a new manufacturing plant in Bengaluru in 2016 for high performance Global Diesel engines at an investment of INR 1,100 Crore.

Beyond Manufacturing

Maruti Suzuki JIM (Ganpat Vidyanagar, Mehsana), having a capacity of 420 students, was opened in August 2017 with the aim of providing skill training and imparting practical skills required at a manufacturing site.

Honda Motorcycle and Scooter India (HMSI) has partnered with Delhi Government to provide industry-relevant and job-oriented education to students of two Industrial Training Institutes (ITIs) in the State.





Infrastructure & Construction

Towards New India

Sojitz

One of the largest contractor companies among the many multinational companies in railway business field in India, the company has received contracts worth ~INR 20,000 Crore.

The company has been majorly working on the Western Dedicated Freight Corridor through the ODA aid: won contracts for civil and track works for a 626 km section (2013); conducting electrification works for a 915 km section (2014); civil and track works 289 km (2016); and electrification works on 422 km section (2016).

Sojitz is also building a Japanese Integrated Township in Tamil Nadu.

IHI Corporation

IHI Corporation, one of the best steel and bridge builders from Japan, in a JV with L&T won the contract for building Package 1 of the The Mumbai Trans Harbour Link (MTHL).

IHI was awarded an EPC contract to construct two (2) of India's Largest LNG Storage Tanks, having a net storage capacity of 170,000 m³ each, at Dahej LNG Terminal in Gujarat, by Petronet LNG Limited (PLL).

Mitsubishi Corp., Nexco East & JOIN

Mitsubishi Corp., as a part of a consortium including East Nippon Expressway Co. Ltd. (NEXCO East) and Japan Overseas Infrastructure Investment Corp. for Transport and Urban Development (JOIN), acquired a 20% stake in Cube Highways and Infrastructure Pte. Ltd. in 2017. Cube Highways is a platform set up by I Squared Capital and International Finance Corp. (IFC). The platform currently owns and operates over 1,700 lane-km of highways in India across a diverse portfolio of toll and annuity-based roads.

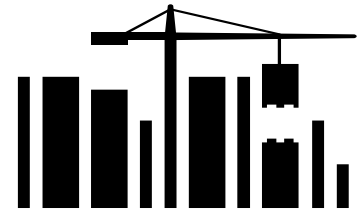
Beyond India:

Sri-Lanka: The Indo-Japanese partnership will set up a 2.6–2.7 million tonnes a year floating LNG receipt facility, off Sri Lanka's west-coast. Petronet will hold 47.5 per cent stake in the project, while Japan's Mitsubishi and Sojitz Corp will take 37.5 per cent stake. The remaining 15 per cent will be held by a Sri Lankan entity.

Africa: Contract for Lot 1 of the Olkaria-Lessos-Kisumu electricity transmission connecting the Ethiopia-Kenya interconnector was awarded to Kalpataru Power Transmission of India, in JV with Kinden Corporation of Japan in 2015.



Infrastructure & Construction Towards New India



Komatsu

Komatsu, a Japanese multinational corporation that manufactures construction, mining, and military equipment, commissioned a new factory for hydraulic excavators in Chennai, India. Total investment for the new factory, where hydraulic excavators ranging from 7 to 45-ton will be built, is estimated to be worth approximately USD 29 million. Apart from supplying Indian customers, Komatsu plans to deliver high-quality products to customers in Middle East.

Kajima Corporation

KAJIMA India Private Limited (KIPL) is a general contractor, specializing in undertaking designing, engineering, and contracting.

Current projects include Omori India Pvt. Ltd.'s new factory at Vadodra, Gujarat and completed projects include Anchor Electrical Pvt. Ltd. at Haridwar, Uttarakhand in 2016 and the Komatsu India Factory Expansion project, Kanchipuram, Chennai in 2015.

Kobelco Cranes

Kobelco, the first foreign mobile crane manufacturer in India, set up its first unit at Sri City in 2012. Also, after breaking ground for its second production unit at Sri City, it has started work in March 2018 on expanding its manufacturing facility for further enhancing the production capacity by 50 per cent and it is expected to be ready within 12 months.

Kobelco will invest INR 75 Crore for commissioning the new plant and will create direct jobs for 50 people.

Organo Corp.

Organo Corporation, a leading Japanese firm in development of water purification and treatment technologies and equipments, entered into a JV with Murugappa Group's Polutech Ltd. in 2015 to tap the growing need for water treatment in the Indian manufacturing sector. Being a global technology leader, Tokyo-headquartered Organo is expected to provide its technological expertise in water treatment systems and chemicals that target a wide range of industries.

Toyo

Toyo Engineering received contracts from Hindustan Urvarak & Rasayan Ltd. for building a large-scale fertilizer complex in Gorakhpur, Uttar Pradesh (2018); from Vinati Organics Limited (VOL) for Butyl Phenol Plant (2018); from Indian Oil Corporation Limited (IOCL) for its Bongaigaon Refinery, Assam (2017); from Vinati Organics Limited (VOL) for its Specialty Chemicals Plant, Ratnagiri, Maharashtra (2017).

Mitsui O.S.K. Lines Ltd.

Mitsui O.S.K. Lines Ltd. is participating with a 11 percent equity in Swan LNG in developing India's first Floating Storage and Regasification Unit (FSRU) based LNG Port Project, off the Jafrabad coast in Amreli district, Gujarat.

The LNG Port is expected to be operationalised in the last quarter of 2019 with FSRU and involves an outlay of approximately INR 6000 Crore with an initial LNG capacity of 5 MMTPA.



Electrical Machinery **Powering the Globe** **through India**



Toshiba Transmission & Distribution **Systems (India) Pvt. Ltd. (TTDI)**

Making Locally **Supplying Globally**

Invested an additional INR 200 Crore on its Hyderabad factory in 2017 as part of its plans to develop the facility as a global manufacturing hub and is securing many overseas orders from Finland, Kenya, and Bangladesh. TTDI has also signed an MoU with Kenya Power to help curb T&D losses in Kenya's national grid.

Fostering Railway **Infrastructure**

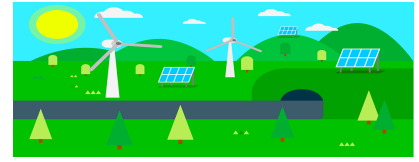
Established a new production facility in 2017 for manufacturing electrical equipment for railway systems to foster the railway transport infrastructure in India. TTDI expects the plant to have over 100 employees by 2020.

Targets Show Confidence **in India**

Aims to secure a 20% share of the T&D market in India while simultaneously consolidating exports to Southeast Asia, the Middle East, Europe and Africa and to achieve 50% of sales from exports by 2018.



Renewable Energy Brighter Future Ahead



Orix Corporation

Orix Corporation has picked up a 49 per cent stake in the wind energy business of Infrastructure Leasing & Financial Services Ltd. The two companies also plan to implement 2,000 MW of solar power projects in India.

Also, in 2017, Orix set up a joint venture firm with SUN Renewables for setting up distributed generation solar power projects. Orix is the largest Japanese solar developer with 1 GW of solar projects (570 MW commissioned) including 150 MW of rooftop solar portfolio. It also has a major presence in wind and biomass power generation as well as energy storage and energy efficiency solutions for large private-sector customers.

Softbank

Softbank backed SB Energy, a joint venture between Japan's SoftBank, Taiwan's Foxconn Technology and India's Bharti Enterprises, commissioned a 350-megawatt solar project, the world's seventh largest solar power project, in Andhra Pradesh. The power project is expected to generate enough electricity to meet the demands of more than 700,000 Indian households. SB Energy plans to invest USD 20 billion in India's solar power market for developing at least 20 gigawatts (GW) of power capacity.

Mitsui & Co., Ltd.

Mitsui & Co., Ltd. a Japanese trading house, is planning to develop small-scale solar projects in India by investing USD 9.11 million (~INR 582 million) in OMC Power, a rural power company that finances, builds and operates small solar power projects with mini-grid distribution.

Mitsui and OMC Power have established a JV to set up solar plus storage projects for factories and warehouses, and small-scale solar projects in regions of India that lack access to electricity or have unreliable power supply. Mitsui, through this partnership is targeting construction of 2,000 small-scale solar systems by 2020.

NEC

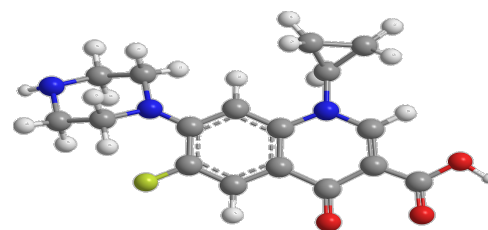
Japan's NEC will provide an energy management service to ensure stable power supply to cellular base stations in India and elsewhere, targeting areas with poor grids but exploding cellphone use. Indian operations of NEC will begin as early as fiscal 2019. India has 440,000 base stations, about triple the number in Japan, but only one-third of them receive stable electricity supply.

Beyond India:

Africa: Mitsui & Co., Ltd. through its partnership with OMC is looking to enter into the minigrid market in Africa, where there is a strong demand for distributed energy access and rural electrification.



Chemicals & Pharmaceuticals Formulating Progress



Toray Industries, Inc.

Toray Industries, Inc. announced in February 2018 to establish a production facility for nylon and Polybutylene terephthalate (PBT) resin compounds. The manufacturing plant will have a production capacity of 5,000 metric tons per year (m.t./yr), and will be set up at TID's base in Sri City in Andhra Pradesh. The company is aiming to start operations of the plant from September 2019. The establishment of the new facility is the first such base in India for Toray's resin business.

Sumitomo Chemicals

Sumitomo Chemicals expanded its presence in India by acquiring stakes in Excel Crop Care, a major Indian maker of agrochemicals, for about INR 1000 Crore with an aim of tapping into the growing demand in the Indian market.

Also, riding high on the Indian growth, Sumitomo Chemicals, through its Indian affiliate Sumika Polymer Compounds India, initiated the production of its polypropylene products in 2016 in Chennai, Tamil Nadu.

Mitsui Chemicals Itoh Oil Chemicals

Mitsui Chemicals, Inc. and Itoh Oil Chemicals Co., Ltd. entered into a joint venture with Mumbai-based Jayant Agro Organics Ltd. for investing in the equity shares of Vithal Castor Polyols Pvt. Ltd. (VCP), in the ratio 50:40:10 respectively. The manufacturing plant of the JV was opened in 2016 and the company aims to manufacture and sell bio-polyol using Indian castor oil from non-edible plants as the main raw material. VCP's manufacturing plant in India is allowing the company to stably supply overwhelmingly cost competitive bio-polyol.

Eisai Co., Ltd.

The company successfully completed capacity expansion of its Active Pharmaceutical Ingredients (APIs) plant in Visakhapatnam from 30 to 100 tonnes per annum in 2017. According to reports, the company employs about 500 people in various roles in India and the value of internal exports of Eisai India to Eisai Japan were valued at INR 200 Crore annually.

Emphasis on R&D: In 2017, the company also expanded its Research and Development (R&D) facility in Visakhapatnam from 20 to 45 scientists.



Food Procressing

Adding Value

ISE Foods Inc.

Japan's largest egg producer, ISE Foods Inc., signed an MoU in 2018 with the Telangana State Governemnt to set up a poultry unit in the state. The unit, with a capacity of 300,000 birds, will comprise of various lines of activities like advanced poultry farm, egg processing, captive solar plant, R&D centre for Li-Ion batteries customised for the Indian environment and a training centre for training on advanced aspects of poultry.

As part of the agreement, ISE will invest INR 230 Crore for the plant machinery and building and will also scale it up to INR 300 Crore over the next three to five years. The unit is expected to provide employment to more than 300 people.

World Food India 2017

The first international exhibition on food, beverage, processing machinery and technology in India was held in New Delhi from 3–5 November 2017. It witnessed the participation of the top management of **55 Japanese companies with 150 business delegates.**

Japanese pavilion showcased Japanese food and beverages including sake, plum wine etc.

Yakult

Yakult, as a part of its JV Yakult Danone, undertook capacity expansion of its production plant in Sonapat, Haryana in 2017.

Overall the JV has invested close to INR 360 Crore in its manufacturing unit.

Working towards empowerment of women, the company has also introduced 'The Yakult Lady' system for door to door delivery of its probiotic drink in India. There are about 260 Yakult Ladies present in India and the company is providing training to the women so as to empower them to make a sustainable living for themselves.

Kameda Seika

Kameda Seika entered into a JV with LT Foods, makers of Daawat and Royal brands of basmati rice.

The company will locally produce and sell rice crackers in India under the brand name "Kari Kari".

The manufacturing facility, located in Sonapat, Haryana, is scheduled to start operations in 2018.

Ajinomoto & Toyo Sansui

The two companies under the JV, Maruchan Ajinomoto Private Limited, began production of instant noodles in 2016 from their factory at Kanchipuram, Tamil Nadu. The JV has a capital of JPY 1.93 billion.



Start Ups

Fuelling India's Entrepreneurial Spirit

#startupindia

Softbank

Over
USD **8 billion**
investments

Investment in Flipkart,
Ola, Snapdeal, OYO,
Paytm, Grab, Grofers

Dream Incubator

Launched an
exclusive USD
44.1 million
fund for Indian Start
Ups in 2018

Investment in
99Games, IDfy,
Myramed

Recruit Holdings

Investments in Locus
and Clever Tap

UTec

Invested
USD **4 million**
in Tricog Health

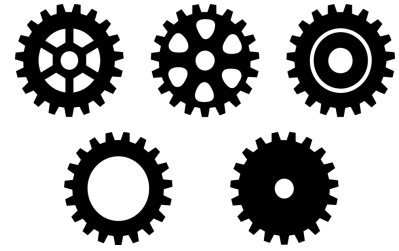
Nihon Kotsu

Invested USD
500,000 in MyTaxi
India

FiNC

Investments in
fitness startup,
FitmeIn

Other Japanese investors investing in India include **Digital Garage**, **Beenos**, **Beenext** and **Spiral Ventures**.



Japan: Making in India Roaring Louder

Daikin

Daikin commissioned its second factory at Neemrana, Rajasthan, in November 2017. The plant, built with an investment of INR 2000 Crore, has the capacity to manufacture 15 lakh Room ACs, 50,000 VRV units, 1 lakh Cassette units, 20,000 Ductable units and 1,000 Chillers; and will use Ozone friendly HFC refrigerant in its residential and commercial ACs in accordance with worldwide concern for environment degradation.

YONEX

Yonex, the world renowned brand in badminton gear, officially commenced the production of badminton racquets in India in April 2017. Yonex has already infused an investment of almost JPY 200 million in this facility in Bengaluru and employs about 74 people. Investment comes in the light of the success of Indian players at international tournaments and a rise in popularity of the sport within the nation.

Lixil Corp.

Lixil Corp. acquired Sentini Sanitarywares, a unit of the INR 1,300 Crore worth Sentini Group, along with its recently-built sanitaryware plant in Andhra Pradesh in January 2018. The factory, located in Andhra Pradesh and employing about 400 people, will produce products for the Grohe and American Standard brands and cater to both the Indian market as well as the company's global supply-chain network. Sentini is Lixil's second acquisition in India after the Star AluBuild Pvt. Ltd. (October 2013).

Mitsubishi

Mitsubishi Elevator India Private Limited (IMEC), established in 2012, commenced production of elevators at a new factory in Bengaluru on September 2016. The company is targeting annual sales of 5,000 units by the fiscal year ending March 2021.

Tohoku Steel Co., Ltd.

Tohoku Steel Co., Ltd. is setting up a facility at Sri City to manufacture heat-resistant stainless steel for making automobile engine valves for two-wheeler and four-wheeler vehicles. The Tohoku Steel plant will be built with an initial investment of around INR 80 Crore, and will be commissioned by the end of 2018. The factory would provide employment opportunity for about 40 persons.

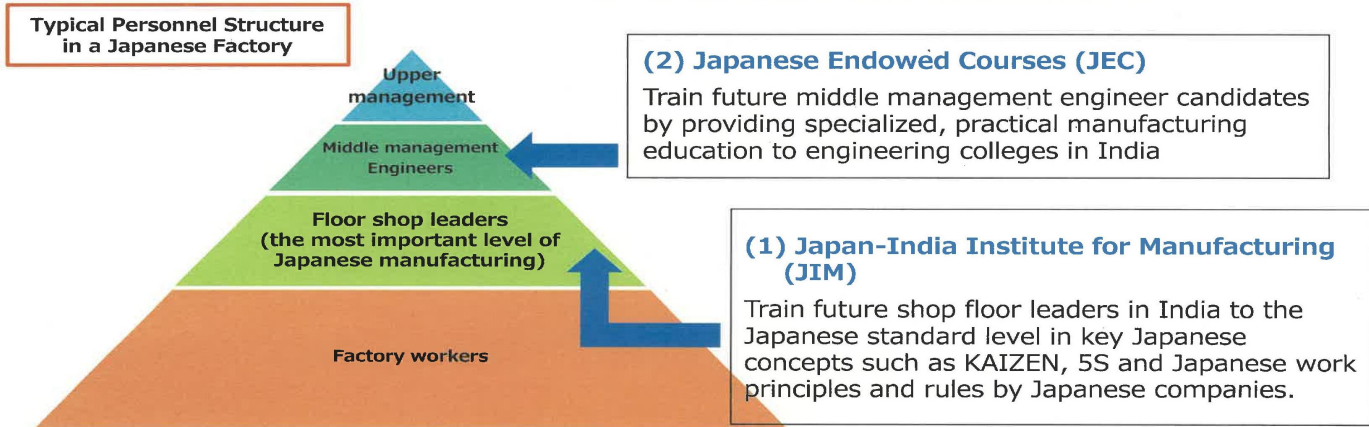
Kai Group

Kai Manufacturing India Pvt. Ltd. was established in Rajasthan in 2012 and since August 2016, the company's Indian manufacturing plant is producing shavers, nail clippers and knives. The facility has close to 50 employees. Kai Group has already invested INR 10 billion (USD 16 million) and has planned to invest approx. INR 600 million (USD 10 million) during 2017-19.



JIM & JEC: Skilling for Make in India

- Japan and India are cooperating in human resources / skill development in the manufacturing sector in India through collaboration between the public and private sectors of both countries in order to **contribute to the "Make in India" and "Skill India"**.
- The Ministry of Economy, Trade and Industry, Japan and the Ministry of Skill Development and Entrepreneurship, India signed the MOC in November 2016 to facilitate the projects as follows:
Train 30 thousand floor shop leaders and engineers in the next 10 years.
 - (1) **Japan-India Institute for Manufacturing (JIM)**
 - (2) **Japanese Endowed Courses (JEC)**

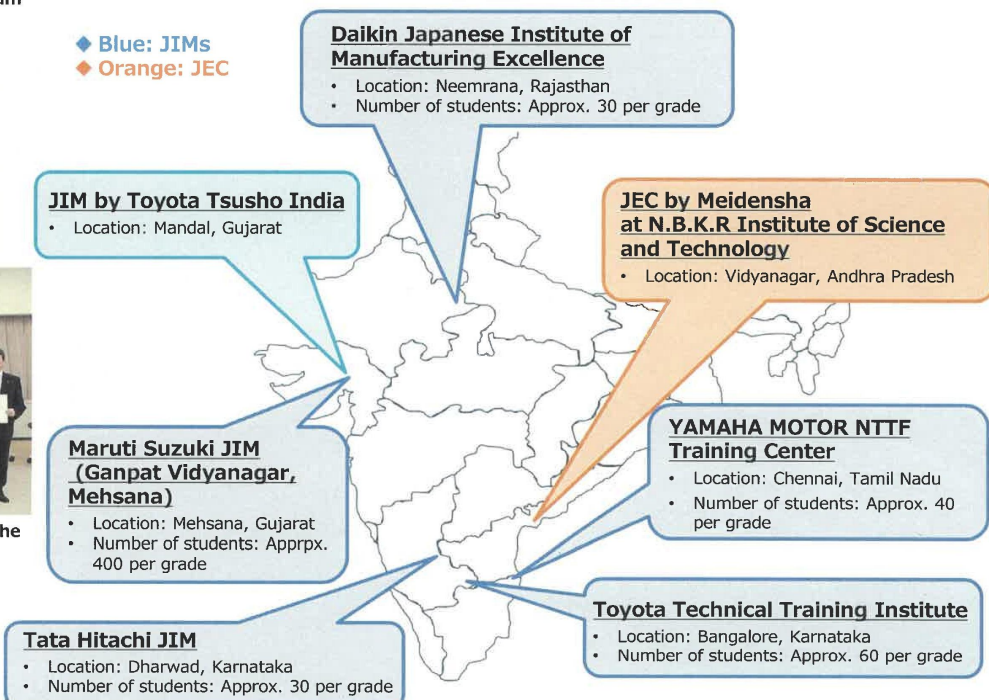


- In 2017, **the first five JIMs have been started**. Toyota Tsusho announced that they will open new JIM in 2018.
- In September 2017, **the first JEC was started by Meidensha in Andhra Pradesh**.

Signing ceremony for the MOC on the Manufacturing Skill Transfer Promotion Program (November 11, 2016)
(Photo: Cabinet Public Relations Office)



The JIMs certification ceremony for the first four JIMs (June 27, 2017)





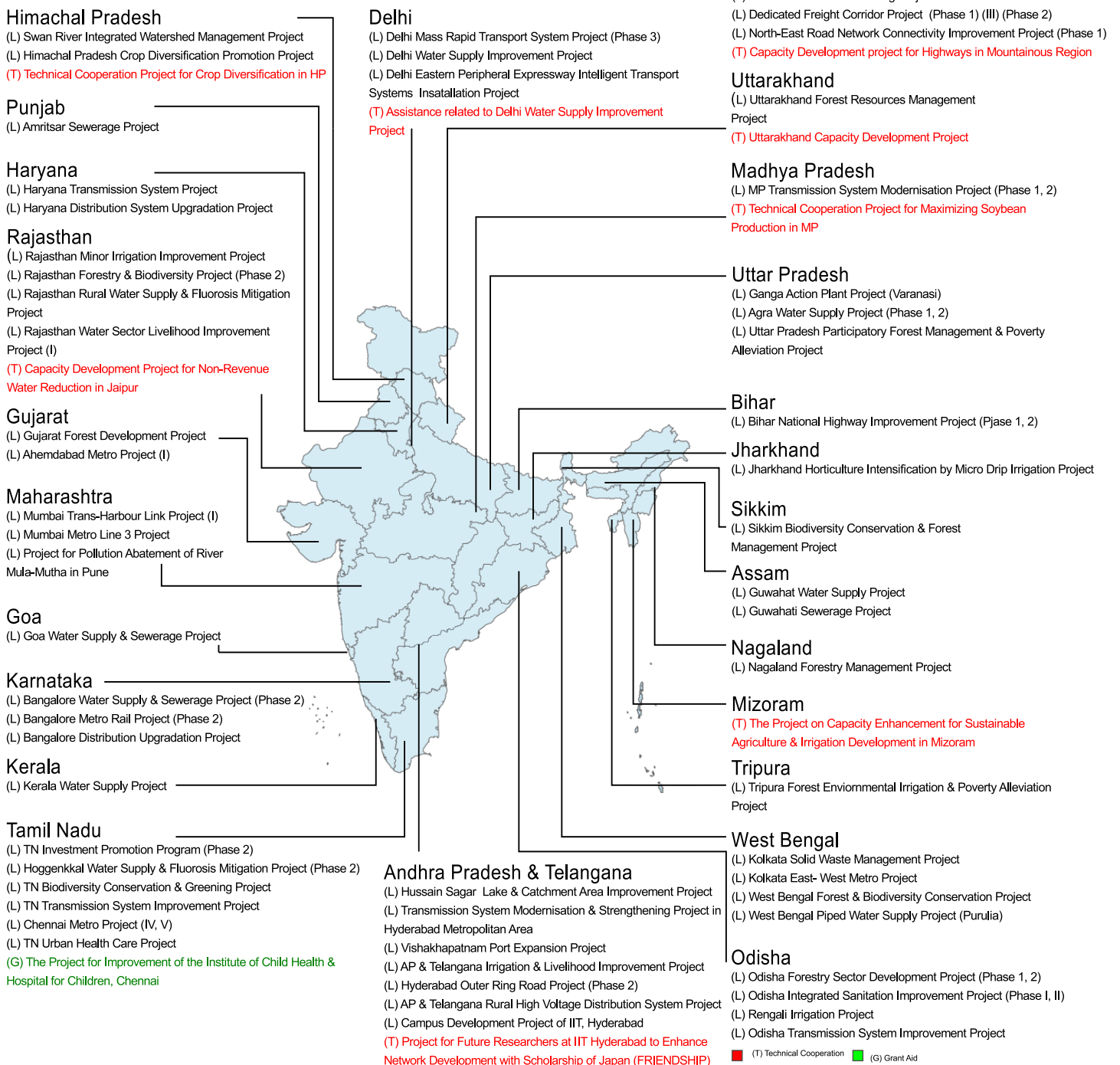
JICA: A Key Participant in India's Economic Transformation

India has become Japan's Largest ODA partner in the past few years. With ODA level of over USD 3 billion annually, it is also contributing to Make in India by increasingly creating manufacturing capacity locally.

Commitment of approx INR 18,400 Crore

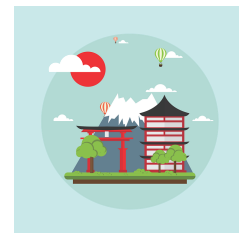
in ODA (2016–2017)

72 Ongoing Projects

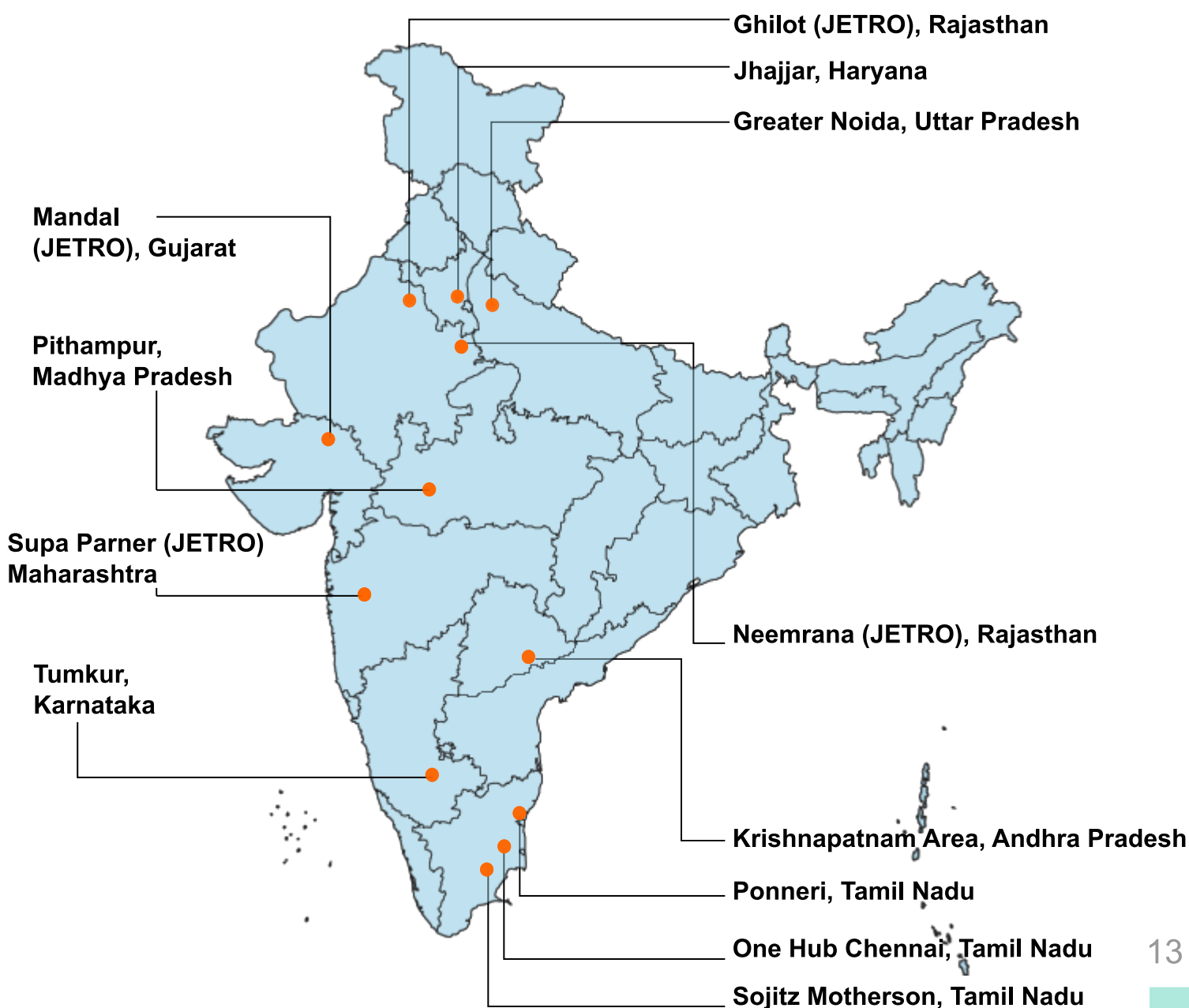




JITs: Japanese Industrial Townships Continuing to Make in India



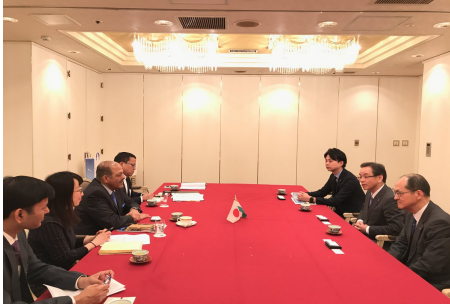
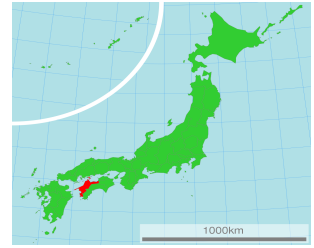
JITs are envisaged as Integrated Industrial parks with ready-made operational platforms equipped with necessary infrastructure and investment incentives for Japanese companies. JITs are giving a further fillip to 'Make in India' by providing a special environment for Japanese companies.



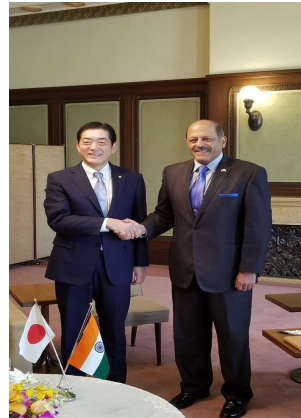
Map of India showing the 12 JITs



Make in India Outreach Ehime



One to One G2B meetings with companies



Ambassador H.E. Shri Sujan R. Chinoy meeting with Governor of Ehime, Mr. Tokihiro Nakamura



Ambassador H.E. Shri Sujan R. Chinoy presenting inaugural remarks at the India Investment seminar at Matsuyama, Ehime

Highlights

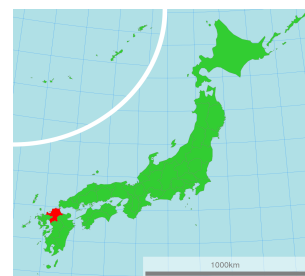
G2G meetings: Ambassador met Governor of Ehime Prefecture.

On-site visit to Tadano Ltd., a crane manufacturing company **having a presence in India.**

G2B Meetings with CEOs of Japanese companies—**Ise Co.; Frasco Co.; Otsuka Pharmaceutical Factory Inc.; and Daiki Axis Co.**—to discuss **future investments** and **expansion** of existing operations in India.



Make in India Outreach Fukuoka



Make in India outreach seminar in Fukuoka



Mr. Raj Kumar Srivastava meeting with Mr. Takekami Kenjiro, DG, Fukuoka Prefectural Government



One to One G2B meetings

Make in India Outreach Meetings in Fukuoka

Kyushu Medical

Has developed eco-friendly bio-pesticide product 'MOSNON". The product has applications both in preventive healthcare as well as in sanitation and has been registered in Indonesia, Singapore and Hong Kong. Embassy discussed the utility of the product in India and briefed the representatives of Kyushu Medical about the AHWIN programme.

Seiko Electric Co., Ltd. & Fukuoka Foreign Trade Association

Seiko Electric Co. is involved in Power Systems Business, Environmental Energy & Control Systems, IT System Solutions, Electronic Control Devices Business etc. Embassy conveyed to the representatives about the ongoing cooperation with METI for a digital partnership between India and Japan. Fukuoka Foreign Trade Association indicated the potential for Japanese investments in India in sectors of waste treatment and environmental technology.

Metro Computer Service Limited

Metro Computer Service Co. Ltd. opened an IT & Japanese Centre in Myanmar in November 2015. Embassy briefed them about Japanese Teacher Programme targeting training of 10,000 Japanese teachers in two years in over 20 Indian states and also suggested exploring the idea of opening their next centre in North-East India.

Kyushu Electric Power Co., Inc.

The company was represented by Mr. Masayoshi Nuki, Chairman, Kyushu Electric Power Co., Inc. who expressed his keen interest in investing in India. Embassy briefed the Chairman on the 12 Japanese Industrial Townships that are being built in India for Japanese companies.

Tanka Fresh

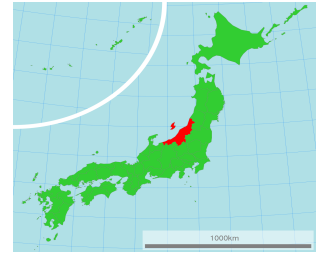
Has developed technology to prevent degradation of vegetables, fresh fruits etc. The company through "Make in India" and exporting their technology to India, can contribute in reducing the high percentage of food waste currently occurring in the logistics sector.

Fukuoka Kanaami Industry

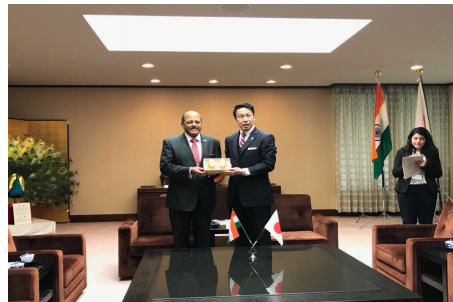
The company started operations of their Indian factory in January 2018 in Ahmedabad, Gujarat; Embassy requested the representatives to furnish details of the issues faced by the company so that they could be resolved by reaching out to the appropriate officials in the State Government of Gujarat.



Make in India Outreach Niigata



Welcome Reception hosted by Embassy of India, Tokyo for Niigata's Business community



Ambassador H.E. Shri Sujan R. Chinoy meeting with Governor of Niigata, Dr. Ryuichi Yoneyama



Visit to Kameda Seika rice cracker production plant

Highlights

G2G meetings: Ambassador met Governor of Niigata Prefecture and Mayor of Niigata city.

Investment Promotion Seminar focussing on Manufacturing, Food Processing and Automobiles with a participation of **over 60 delegates.**

9 G2B meetings in two days.

Linking of companies such as **Nippon Seiki, Ichimasa** **with** appropriate **officials**; Pitching advantages of **Make in India** to **Endo Kogyo Co., Ltd.** for **expanding** its existing **16 operations in India.**

Contributions for Make in India Focus: Japan



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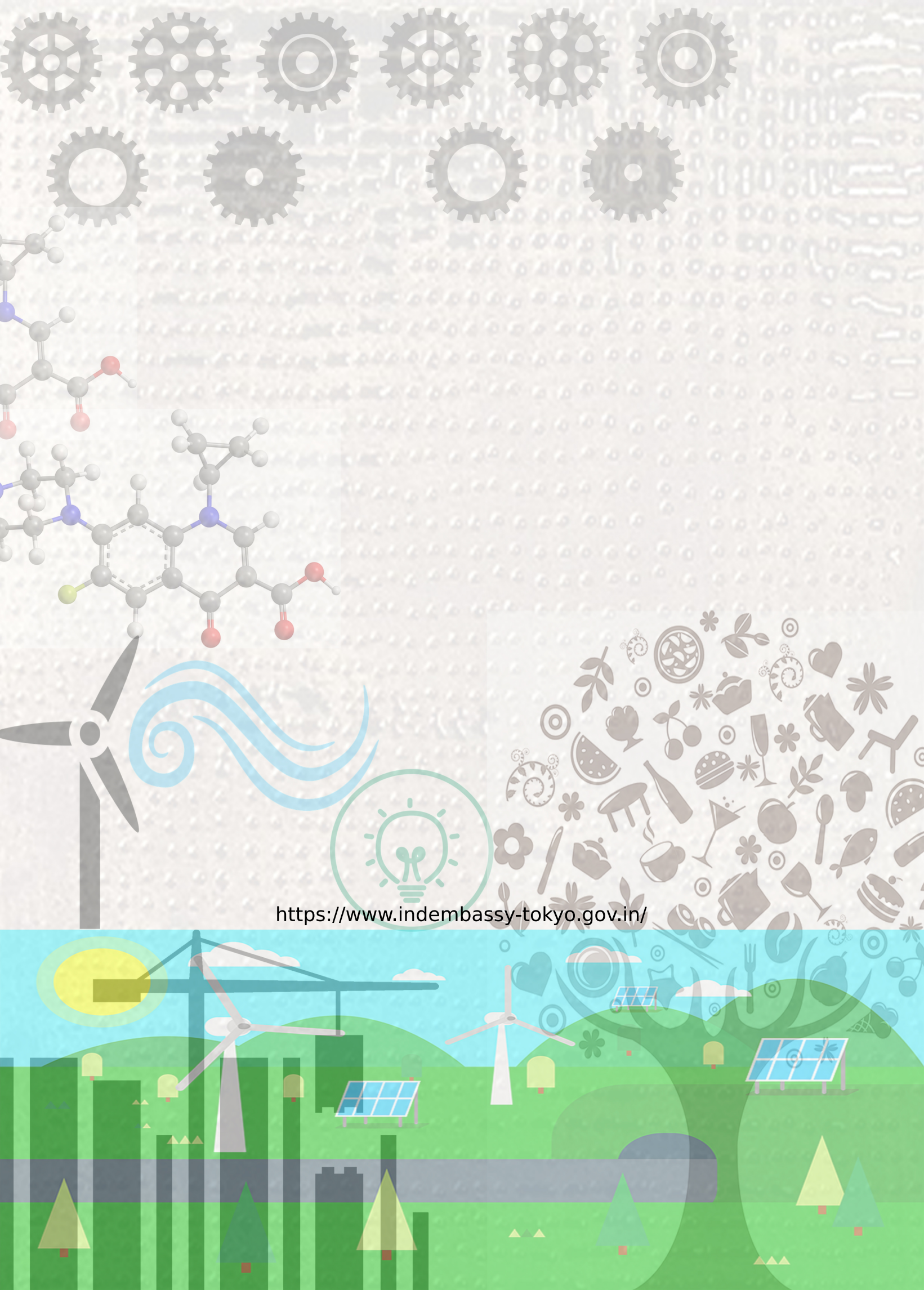
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