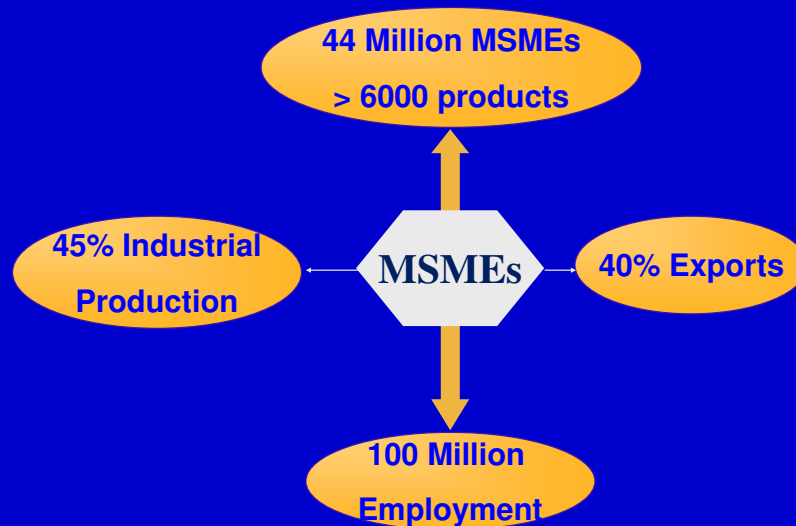


Presentation on
Indian MSME Sector, NSIC
&
Possibilities of Business Alliances
with
Slovenia

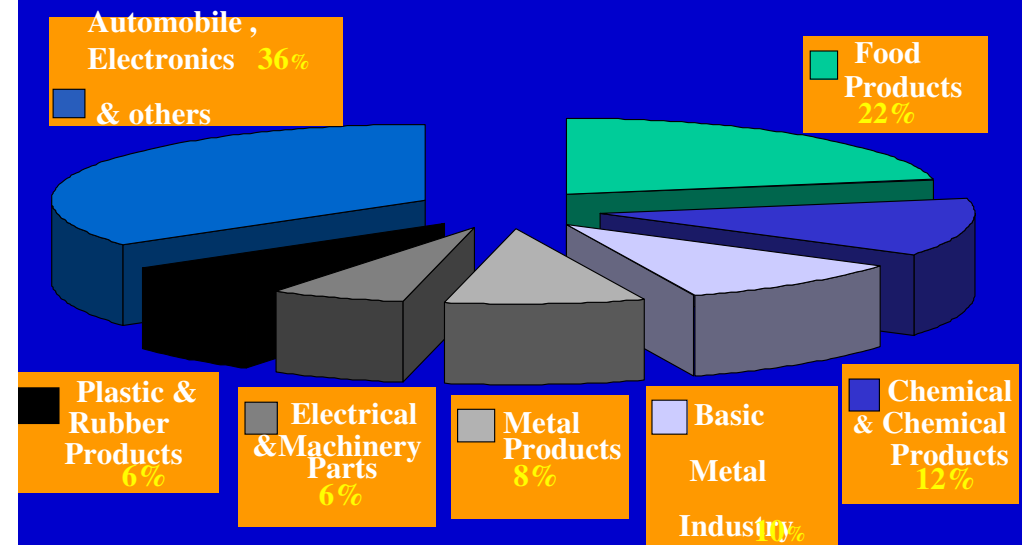
Indian Economy at a Glance

1. Large Agriculture base and one of the largest producers of agricultural commodities.
2. Broad based manufacturing capabilities across almost all segments of the economy
3. Availability of highly skilled and educated (English speaking) manpower-including engineers, managerial personnel, accountants and lawyers etc.
4. Second most attractive FDI location in the world.
5. Large consumer base (1.2 billion population) with high demand for manufactured goods and services
6. Well defined package of monetary and fiscal incentives as well as liberal and progressive policies complementing the financial sector
7. Strong financial system - comprehensive banking network, National and State level financial institutions as well as a vibrant capital market
8. Strong & independent judiciary with well established legal framework

PERFORMANCE AND CONTRIBUTION OF MSMEs



PRODUCTS OF MSMEs



MSME Classification in India

Manufacturing Enterprises*

Micro	Rs. 2.5 million	(US\$ 50,000/Euro 37500)
Small	Rs. 50 million	(US\$ 1.00 million/ Euro .75mn)
Medium	Rs. 100 million	(US\$ 2.0 million/Euro 1.5mn)

Services Enterprises**

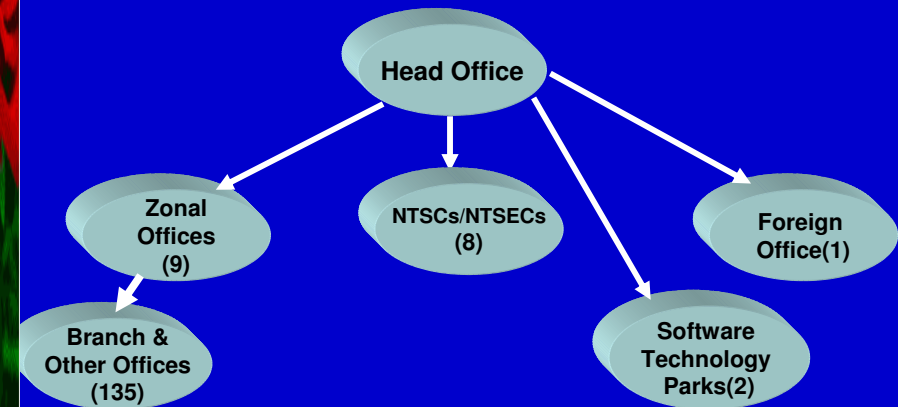
Micro	Rs. 1 million	(US\$ 20,000/Euro 15000)
Small	Rs. 20 million	(US\$ 0.40 million/Euro 0.30mn)
Medium	Rs. 50 million	(US\$ 1.0 million/Euro .75mn)

* Investment limit in plant and machinery.

** Investment limit in equipments.

NSIC

ORGANISATIONAL STRUCTURE



Capacity Building of Existing MSMEs

MARKETING

- Raw Material Distribution
- Registration for Government Purchase
- Tender & Consortia Marketing,
- Marketing Events

CREDIT

- Raw Materials on Credit
- Credit facilitation through 23 Banks.



TECHNOLOGY

- Training
- Material Testing
- Job-work

SUPPORT SERVICES

- Performance and Credit Rating
- B2B/B2C E-Commerce Portal
- Rapid Incubation for New Business Creation
- MSMEs Info Call Centre

NSIC

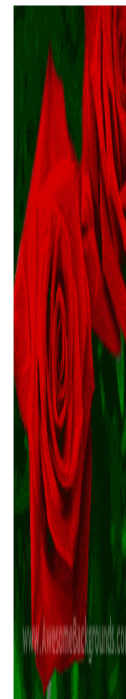
MARKETING SUPPORT

1. Raw material Distribution
2. Single Point Registration Scheme under Govt. Stores Purchase Programme
3. Consortia & Tender Marketing
4. Exhibitions & Buyer Seller Meets



Credit Support

1. Tie-up made with various banks
2. Helps in preparation of credit proposals of MSEs and forwards to these banks & follows up for sanction
3. Raw Material provided on credit terms against Bank Guarantee



TECHNOLOGY SUPPORT

NSIC offers small units the following technology support services through its Technical Services Centres and Extension Centres:

- ◆ Material equipment testing facilities through accredited laboratories
- ◆ Common facility support in machining through CNC.
- ◆ Testing facility for electrical equipments
- ◆ Classroom and practical training for skill upgradation



SUPPORT SERVICES

1. Performance and Credit Rating Scheme
2. International Cooperation
3. International Consultancies
4. Infomediary Services
5. Software Technology Parks
6. Incubation Centre for Small Enterprise Establishment
7. Exhibition Complex
8. Marketing Development cum Business Parks



Performance and Credit Rating



1. Helps MSMEs in accessing credits from banks & financial institutions, orders from foreign buyers.
2. Helps in assessing their strengths and weaknesses.
3. Rating by one of the empanelled Rating agencies.
4. Concessional credits from Banks/FIs to such rated units.





International Co-operation

1. Exposes MSEs to latest technologies & International products.
2. Enterprise to enterprise cooperation for technology transfers, joint ventures, business alliances & other forms of sustainable collaborations.
3. MoUs of Cooperation with 32 Countries

International Consultancy

NSIC also undertakes International consultancies for

- ❖ Supply of small projects for SMEs
- ❖ Setting up of Rapid Incubation Centres

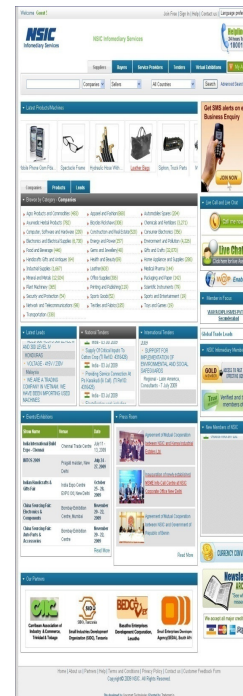
Infomediary Services

1. Tender Information with email alerts
2. Technology Search
3. International MSE Development Web Portal (www.nsicpartners.com)

NSIC's Marketing Facilitation Portal

www.msmemart.com:

- Provides marketing facilities to national and international MSMEs for B2B & B2C relationships.
- Offers comprehensive range of services. Some of them are as follows:
 - Global & National Tender Notices
 - Products Section with Multiple Product Cart
 - Online Buying & Selling of MSME products with multiple payment options
 - Call Centre Support, Live Chat and Discussion Board





Self Employment Creation through Rapid Incubation

- NSIC's Rapid Incubation Model aims at creating self employment opportunities using flexible & cost effective MSE projects.
- Optimum use of locally available resources.
- Practical on-the-job training on low cost machines & equipments which are:-
 - Easy to understand
 - Easy to operate
 - Easy to transfer
 - Easy to maintain

NSIC Assistance to MSMEs in SLOVENIA

- Providing list of certified companies rated under NSIC's Performance & Credit Rating Scheme.
- Providing list of quality technology suppliers registered under NSIC's Single Point Registration Scheme.
- Access to information regarding Global Trade Leads (B2B), International Tenders, Investment Opportunities, Events and Exhibitions, Country Profiles etc. through NSIC's International SME Development Web Portal and NSIC's E-Marketing Portal

Contd...

NSIC Assistance to MSMEs in SLOVENIA

- Access to international marketing intelligence for SMEs through NSIC Marketing Intelligence Cell (MIC) through Database of Indian Exporters and International Buyers with Products, Database of Technology Suppliers etc.
- B2B & B2C Portal (www.msmemart.com) launched by NSIC catering Technology (Plant & Equipment), Raw Material, Intermediary product and Finished goods sourcing, Joint venture opportunities, Events and Exhibitions, Live Tender Leads and other business opportunities.
- Assistance in setting up of Rapid Incubation Centers.

THANK YOU