

41st Joint Meeting of India-Japan Business Co-operation Committee
Progresses and Bottlenecks of Projects between Japan and India

- ① Name of Project
 - ② Name of Japanese Company
 - ③ Client/ Partner in India
 - ④ Requests to Indian Governments
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- ① **Western Dedicated Freight Corridor Project:**
Civil & Track work package between Vadodara-JNPT (“CTP-11&12&13”)
Signalling & Telecom Package between Rewari-Makarpura (“STP-5”)
Train Protection & Warning System between Rewari-JNPT (“STP-5A”)
 - ② Mitsui & Co., Ltd.
 - ③ Client: Dedicated Freight Corridor Corporation of India Limited
Partner: (CTP-11&12&13) TATA Projects Ltd., IRCON International Ltd.
(STP -5&5A) Hitachi, Ltd.
 - ④ Concerning issues especially for CTP-11&12&13:
 - Delay of site hand-over from DFCCIL
 - Potential delay of structure (bridges, ROBs, RUBs) construction by other contractors (not by Mitsui led consortium).Request to mitigate further delay (Suggestion to be considered as mitigation plan):
 - Overall Monitoring Team (Committee) needs to be established to report to the highest level.
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- ① **St Albans School International Management Company Pte Ltd (Sasimco), International School Business**
 - ② Mitsui & Co., Ltd.
 - ③ St Albans School International Management Company Pte Ltd (Sasimco)
 - ④ Requesting to simplify the process of approval for newly launching International school with overseas brand.
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- ① **Keimed Pharma Distribution Business**
 - ② Mitsui & Co., Ltd.
 - ③ Apollo Hospitals Owner
 - ④
 - Requesting to make it simplified to proceed clinical trial and registration of new launching product from overseas.
 - Sales of drug through EC channel is currently prohibited to be done in India but expecting to have more positive discussion for opening market in this area in future.
 - Facing the difficulty that price of basic Infusion (IV) product which is essential to maintain the quality of medical treatment is severely controlled by governmental authority and also has some strong pressure to be reduced. Requesting to maintain reasonable price and quality, taking production cost into consideration.
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- ① **Project of Electric Furnace of Special Steel for Automotive**

- ② Mitsui & Co., Ltd.
- ③ Mahindra Sanyo Special Steel Pvt. Ltd.
- ④ We, Mitsui, actively participate in Make in India with our Indian and Japanese partners and share our view with them that further infrastructure development is imperative in order to grow the Indian manufacturing industry.

In particular, the stable electricity supply at a competitive tariff and the transport infrastructure such as roads and freight railways need to be improved.

To conclude, we would like to introduce some of the concrete measures for infrastructure development suggested by our investees in India.

- To encourage private sector participations in the electricity supply business by creating incentive schemes for renewable energy and energy conservation projects.
- To abolish import tariffs on steel scraps and alloy materials such as nickel and molybdenum, provided that the domestic steel industry will play a key role in infrastructure development

5 ① **TV Shopping Business in India**

- ② Mitsui & Co., Ltd.
- ③ Naaptol Online Shopping Private Limited
- ④ Nil

6 ① **Introduction of MRJ (Mitsubishi Regional Jet) to Airlines in India**

- ② Mitsubishi Aircraft Corporation
- ③ Commercial Airlines in India
- ④ MRJ, the next-generation regional jet, is the most suitable model for promoting the Regional Connectivity Scheme. We actively do sales promotion to the Alliance Air which is affiliated with state-run Air India.

7 ① **DMICDC-Logistics Data Services -LDB Project**

- ② NEC Corporation
- ③ Delhi Mumbai Industrial Corridor Development Corporation Ltd. (DMICDC)
- ④ For an expansion of services below, we seek support and cooperation from the Indian Ministeries and organizations for the DMICDC.
 - Area expansion to a major transport road between South Bengaluru and Chennai Port as well as North East Delhi and Kolkata
 - Participation of private ports in the LDB Project.
 - Cooperation of railway, tollgate, ICD etc.

8 ① **Renewal of the Long Term Contract between MMTC/India and Japanese Steel Mills, starting from Fiscal Year 2018**

- ② Nippon Steel & Sumitomo Metal Corporation
 - ③ MMTC Ltd.
 - ④ We seek full support from the Indian Government and expect that the renewal will be carried out smoothly without any delay.
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- ① **Western Dedicated Freight Corridor Project:**
 - Civil & Track work package between Iqubargarh –Vadodara–JNPT (“CTP–3R”)
 - Electrification & Mechanical Package between Rewari–Makarpura (“EMP–4”)
 - Electrification & Mechanical Package between Makarpura – JNPT (“EMP–16”)
 - Signalling & Telecom Package between Makarpura–JNPT (“STP–17”)
 - ② Sojitz Corporation
 - ③ Client: Dedicated Freight Corridor Corporation of India Limited
Partner: (EMP–4&16, STP–17) Larsen & Toubro Limited
(STP –5&5A) Hitachi, Ltd.
 - ④
 - Land acquisition => not possible to construct new road connected to Road Under Bridge.
 - Managing Indian Railway => Due to delay by IR, cash flow has been suffered tremendous shortage.
 - Approval for progress payment => it’s too long to collect payment under current conditions
 - Nomination of single responsible person for E&M work and Signaling work
 - Empowerment of Project Management Consultant
 - Set up realistic target for completion
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- ① **Mahindra Industrial Park Chennai Limited**
 - ② Sumitomo Corporation
 - ③ Mahindra World City Developers Limited
 - ④ Nil
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- ① **Plug &Play Factory at Gujarat Mandal Japanese Industrial Area**
 - ② Toyota Tsusho Corporation
 - ③ Nil
 - ④
 - Revision of Land Acquisition Law
 - Incentives extended to industrial parks for Japanese companies (Japanese Industrial Townships (JIT))
 - Expecting incentives from state governments regarding tax, land, basic infrastructure etc.)