







ibrant 10-13 Jan GUJARAT 2017

Indian Ports & Maritime Industry at a glance

Ports in India





7517 Km long coastline. 12 Major Ports; More than 200 Non Major Ports, Jetties and Harbors

Ports handle \sim 95% of India's global merchandize trade by volume and 70% by value

Current Cargo Handling capacity \sim 1400 MMTPA; Expected to rise to \sim 2500 MMTPA by 2017

Major cargo handled: Iron ore, Coal, Fertilizer, POL (Petroleum, Oils and Lubricants) and Containers

Policy framework and Incentives

- Major Port Trust Act, 1963
- National Maritime Agenda 2010 2020
- National Maritime Development Programme
- FDI of up to 100% allowed under the automatic route for projects related to the construction and maintenance of ports and harbors
- Model Concession Agreements, Tax Holidays, Monopoly Prevention
- Sagarmala Initiative

Major Ports in India



MMT – Million Metric Tonnes MMTPA – MMT Per Annum

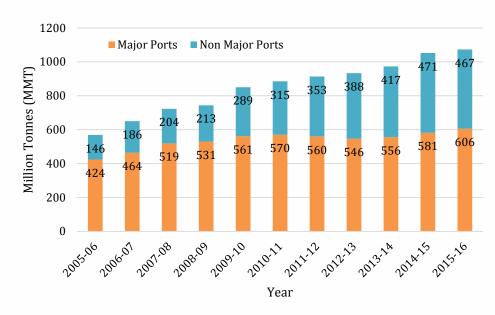
Traffic Growth and Highlights





- The seaborne traffic of India has grown at a Compounded Annual Growth Rate (CAGR) of 6.6% in the last 10 years from 569 MMT in 2005-06 to 1073 MMT in 2015-16
- ~56% of the total port traffic in India was handled by major ports in the country (606 MMT), while ~44% was handled by non major ports (467 MMT) in 2015-16
- The main commodities driving the traffic in the last five years (till 2014-15) have been coal and containers, which have grown by a CAGR of 19.6% and 7.2%, respectively
- Ports and maritime sector has witnessed Foreign Direct Investment (FDI) of INR 15,852 Crore (~USD 2.4 Billion) between April, 2000 to June, 2015

Major and Non - Major ports: Traffic Handled



- Cargo traffic at major ports in India is expected to rise to 943.1 MMT by FY 2017
- Cargo traffic at non-major ports in India is expected to grow to 815.2 MMT by FY 2017

Source: Ministry of Shipping, Economic Intelligence Unit, Indian Ports Association, CRISIL Research, IBEF, DIPP

Sagarmala initiative





- The Sagarmala initiative is an ambitious plan for the holistic development of India's maritime industry.
- Sagarmala focuses on four main pillars of Port-led development:
 - ✓ Port modernization and capacity augmentation
 - ✓ Port connectivity
 - ✓ Port-led industrialization
 - ✓ Coastal community development
- The initiative aims to integrate all components of maritime industry and develop robust infrastructure
- Promotes development of Maritime Economic Regions; and promotion of Coastal and Inland waterways for transportation

Expected overall impact of Sagarmala





INR 4 Lakh Cr.:
Infrastructure
Investment
Mobilization

Double: Share of waterways – inland and coastal – in modal mix from 6%

INR 35,00040,000 Cr.¹:
Logistics cost
savings per annum

USD 110 Billion: Boost to exports **40 Lakh:** New direct jobs, and 60 lakh indirect jobs

Institutional mechanism proposed for Sagarmala GOVERNMENT OF GUJARA



1

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National Sagarmala Apex Committee (NSAC)

- Chaired by Hon. Union Minister for Shipping
- Hon. CM/ Port Ministers of coastal states are members
- Committee for overall policy guidance and high level coordination of Sagarmala

2

Sagarmala Coordination and Steering Committee (SCSC)

- Chaired by Cabinet Secretary
- To review progress of implementation of National Perspective Plan, Detailed Master Plans and coordination between all stakeholders
- Chief Secretary, Gujarat is a member

State Sagarmala Committee (SSC)

- For state level implementation of Sagarmala
- Gujarat is in process of setting up its SSC with Honble CM as chairman

4

Sagarmala Development Company (SDC)

- To provide equity support to all agencies implementing projects under Sagarmala
- To provide funding support for all residual projects under Sagarmala

Task Force

- Proposed to be set up to work with state governments for knowledge sharing
- Proposed to provide recommendations to states on maritime development

Shipbuilding and Ship repair industry in India





- By order book statistics, India's share is $\sim 0.1\%$ in the global shipbuilding market
- Indian ship-building companies, at the end of 2014-15, had orders of 274 ships with 2661 thousand Dead Weight Tonnage (DWT)
- As of March, 2015 the public sector shipyards had orders of 46 ships of 94 thousand DWT, while the private sector shipyards had orders for 228 ships of 2567 thousand DWT
- Major public sector shipbuilding companies in India: Hindustan Shipyard Ltd., Cochin Shipyard, Garden Reach Ship-Building & Engineers Ltd. and Goa Shipyard Ltd.
- Major private sector shipbuilding companies in India: Pipavav Defence and Offshore Co. Ltd., ABG Shipyard Ltd., Bharati Shipyard Ltd., Tebma Shipyard and Larsen & Toubro Ltd.
- Government of India has launched National Shipbuilding Policy in 2016 to boost the industry

Boost to Shipbuilding under National Shipbuilding Policy





Financial Assistance

- Assistance to the tune of 20% of the lower of "Contract" Price or "Fair Price"
- To be in force for at least 10 years
- Quantum of assistance to decrease by 3% every three years

Tax Incentives

- Customs duty exemption on capital goods
 When building ships for domestic market provide:
- · Service tax exemption on input services
- · Deemed export status to input services and ship built

Special Dispensation for stressed Indian Shipyards

- Refinancing of NPA accounts in shipyard sector
- Relaxation in asset classification norms classification of loans to distressed shipyards as "standard"
- · Allowed till March 31, 2018

Infrastructure Status

 Infrastructure status to be granted to the entire ship-building & ship-repair industry

Working Capital and Foreign Exchange Support

- · Trade Credit and Pre-shipment Credit permitted
- · Relaxation in ECB norms
- Shipyards allowed to roll over their forward contracts to allow hedging of foreign currency risk

Domestic Eligibility Criteria

- Government entities will use Indian built vessels only from 2017-18 for procurement & chartering
- · Right for First Refusal
- Relaxation of eligibility criteria for Indian yards

Recent Developments in India's maritime industry







Greenfield ports proposed to be developed at locations such as Vadhavan, Sagar and Enayam



Sagarmala initiative launched to make India a global maritime leader



14 Coastal Economic Zones proposed to be developed along India's coast, aligned to the manufacturing industry's needs



Conditional cabotage relaxation approved for container transport by Government of India



Inland Waterways Bill recently approved by Government for developing rivers and creeks as transport waterways



Vision document released by Government for development of *Coastal Shipping and Tourism* in the country



Shipbuilding identified as a key thrust industry under the Make in India program of Government of India

Ease of Doing Business in India's maritime industry





Key initiatives

Procedures for issuance of general trading licenses simplified

E-Governance initiatives such as online issuance of registration certificate, processing of chartering permission launched

Web based Port Community System (PCS) launched to provide a single window to facilitate information exchange

Procedures on environment clearances and labour regulations are being simplified

Key investment incentives

100% FDI allowed in port sector under automatic route

Income Tax exemptions for infrastructure development including port development

Service Tax incidence on coastal shipping has been reduced

Financial incentives available for ship building and repair

Income Tax on royalty and fees for technical services reduced from 25% to 10% to facilitate technology inflow

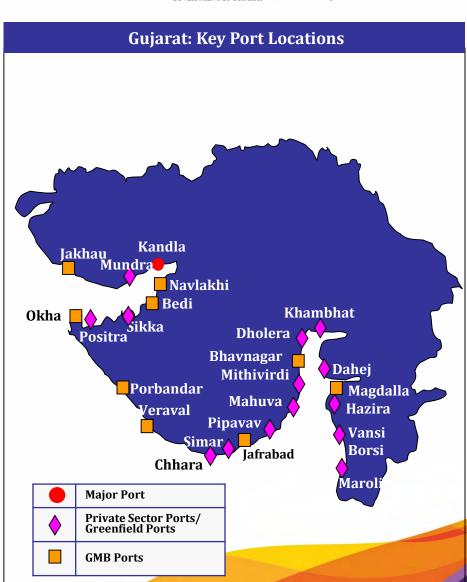


India's Maritime Crown Jewel





- Strategically located with India's longest coastline of **1600 km**
- **Nearest** maritime outlet to Middle East, Africa and Europe for India
- Dotted with 49 ports which includes 1 major port and 48 non-major ports
- State with **highest** number of operational ports and commercial cargo ports 49
- 1st state in India to invite **Private sector** participation in the port sector
- 1st state in India to have a dedicated **Chemical Terminal Dahej**
- 1st private port of India Pipavav
- Port with the highest **throughput Mundra**
- Home to the 1st two operational LNG Terminals
 Dahej and Hazira
- **Largest** grass roots refinery in the world **Sikka**
- Home to the world's largest ship recycling yard
 Alang
- Only state with a cradle to graveyard ecosystem for ships **Shipbuilding to Ship Recycling**



Gujarat Maritime Board: Introduction





First Maritime Board in India; established in 1982



Established to enable **holistic development** of maritime sector in Gujarat

Known for implementing a **policy driven and innovative approach** to maritime sector development

Operates, regulates and facilitates business at 48 non-major ports of Gujarat

Vision and Mission



"To capture the strategic advantage of India's longest coastline and develop the coastal areas to make them the growth engines of the State"



"To sustain, facilitate and excel in developing multi purpose port and logistic facilities and shipping related industry via its competent services and timely infrastructure development"

Multifaceted approach of GMB to maritime growth in Gujarat





Maximize Benefits

To maximize coastal benefits and strategic advantages of Gujarat Ports

Enhance Traffic

To capture maximum traffic at Gujarat Ports and enhance container traffic at GMB Ports

Consolidate Position

To further strengthen its role in liquid and bulk cargo container traffic at GMB Ports

Develop a hub of allied maritime activities

To develop Gujarat as a Shipbuilding/ Repair Hub

Develop Services

To promote various other port led development as Ro-Ro Ferry Terminal services, Jetty Services, Marine Tourism, Logistic Parks

Attract Investment

To provide services, property and infrastructure support that will promote private investment

Conserve Environment

To ensure and protect ecological balance and safeguard social and environmental issues

Innovation

To bring innovation and implement latest technology at all ports

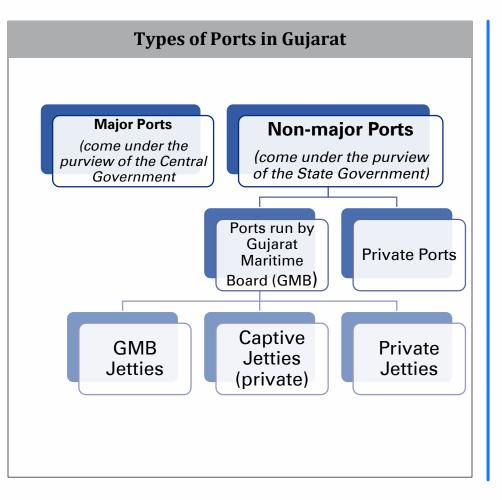
Ensure compliance to safety

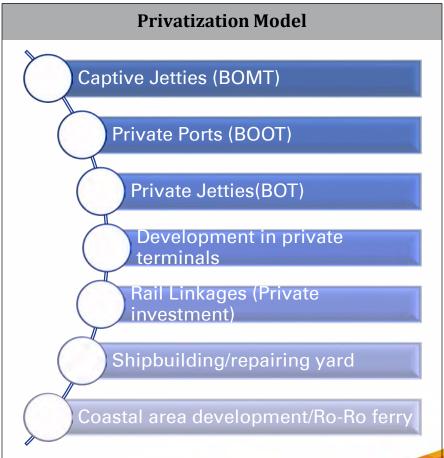
To ensure safety and security at all levels of operation

Port structure and privatisation model in Gujarat's maritime industry









Investor friendly policies fueling maritime development in Gujarat





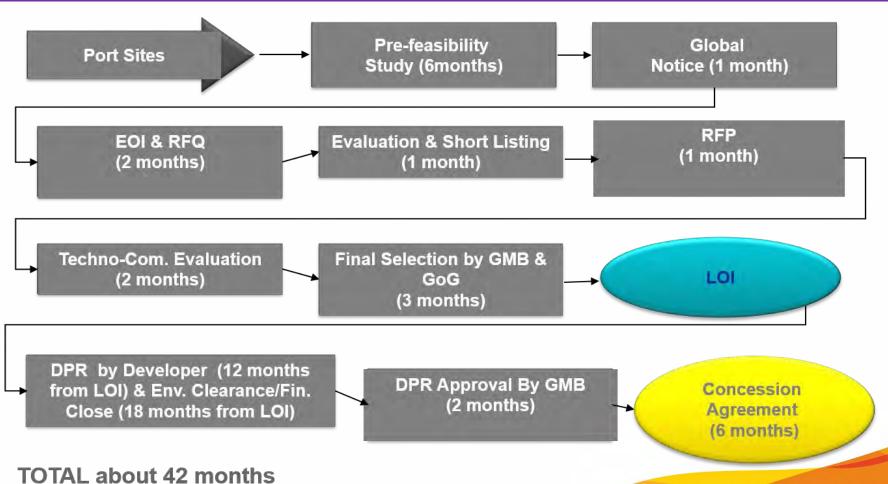
Policy/Initiative	Key Implications			
1987 Captive Jetty Policy	Allows private companies to operate their own jetties in GMB Ports			
1995 Port Policy	Allows public private participation in Gujarat Ports			
1997 BOOT Policy	Provides operational flexibility with tariff freedom, low water- front royalty			
2008 Captive Jetty Expansion	Paves way for expansion of existing captive jetties			
2010 Shipbuilding Policy	Allows private companies to develop shipbuilding parks			
2012 LNG Terminal Policy	Facilitate setting up of new Greenfield LNG Terminals and Floating Storage and Re-gasification Units (FSRUs) in Gujarat			
2015 Ship Recycling Policy	Revamping of charges payable, plot sizes and plot lease timelines			

Ease of Doing Business initiatives taken by GMB





Transparent process for development of Greenfield Ports in Gujarat



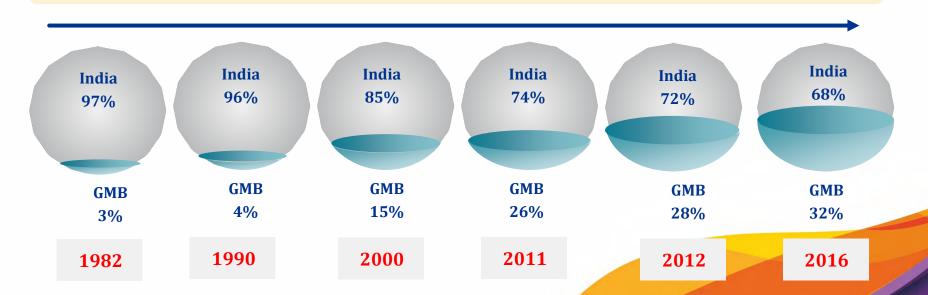
Gujarat's share in national maritime trade





- 32% of total national cargo is handled only by Non Major Ports in Gujarat (2015-16), up from a meagre
 3% share in 1982
- 73% of total Indian non-major port traffic handled by Non-Major Ports in Gujarat (2015-16)
- Kandla Port also accounts for a notable share of 16% of total cargo handled at all major ports in India in 2015-16; and a 9% share of total cargo handled by all ports across India
- Ports in Gujarat thus collectively handle around **41%** of total Indian maritime cargo
- ~340 MMT of cargo handled by Non Major Ports in Gujarat in 2015 2016 v/s a total available cargo handling capacity of ~466 MMTPA

GMB Traffic grew at CAGR of 13% between 2005-06 and 2015-16

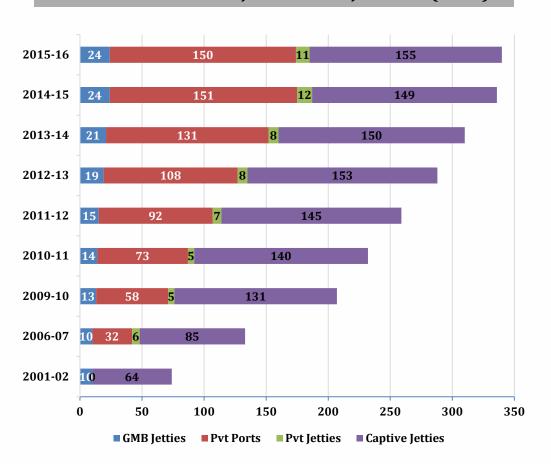


Key Traffic Statistics





Traffic Handled at Gujarat Non Major Ports (MMT)



Five year traffic growth till 2015-16

GMB Jetties: CAGR 11.38%

Pvt. Ports: CAGR 15.49%

Pvt. Jetties: CAGR 17.08%

Captive Jetties: CAGR 2.06%

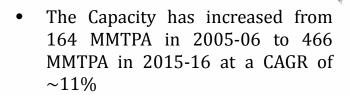
Total Traffic: CAGR 8.04%

Key Performance Indicators





Traffic/Capacity

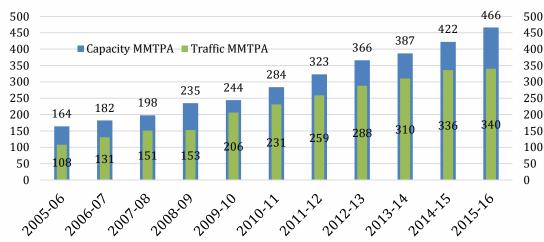


 Since 2005-06 the traffic has grown at a CAGR of 13%

Capacity Utilisation

• The capacity utilization rate at Gujarat non-major ports has increased from 66% in 2005-06 to 73%% in 2015-16

Capacity v/s Traffic (MMTPA)



Capacity Utilization (%)

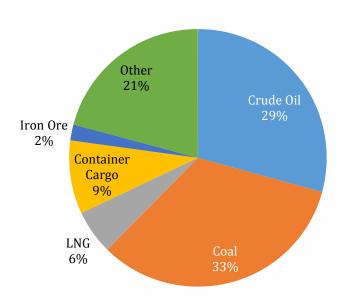
Commodity Composition





Import of Major Commodity

Import: Major Commodity (2014-15)

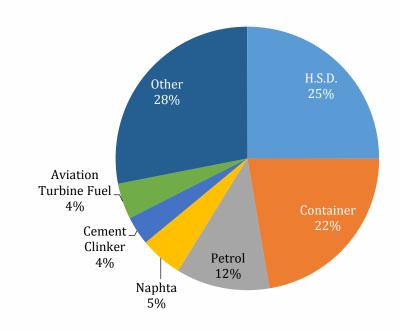


Imports majorly from:

Europe, Gulf, USA, South Africa, Indonesia, Australia, China, UAE, Qatar, Panama, Brazil, Mexico

Export of Major Commodity

Export: Major Commodity (2014-15)



Exports majorly to:

China, UAE, Europe, USA, Singapore, Indonesia, Japan, Sri Lanka

Changing the pattern in cargo handling: From dry bulk to LNG GOVERNMENT OF COURSE





Only state in India having **two LNG terminals** with a combined capacity of almost **15** MMT Per Annum (MMTPA)

Dahei LNG Terminal

- Operated by Petronet LNG Limited
- Having a capacity of **10 MMTPA**, the terminal was commissioned in 2009 and meets about 20% of India's total gas demand
- A second LNG terminal at Dahei also envisaged by the company. The second terminal will be able to berth the higher capacity Q-Max and Q-Flex LNG vessels

Hazira LNG Terminal

- Operated by Hazira Port Private Limited. The company is a partnership between Shell Gas B.V and Total Gaz Electricité Holdings France
- Having a capacity of **5 MMTPA**, the terminal was commissioned in 2005
- The terminal is among the largest international greenfield investments in India

Future LNG Terminals

- 5 MMTPA LNG Terminal being developed by GSPC LNG Limited at Mundra in Kachchh district.
- First of its kind in India 10 MMTPA Floating Storage and Regasification Unit (FSRU) being developed by Swan Energy at Jafrabad







India's first *floating* LNG terminal





- GMB has adopted Public Private
 Partnership (PPP) Swiss Challenge Route
 to develop the green-field terminal with
 Floating Storage and Regasification Unit
 (FSRU)
- The project is envisaged as an all weather direct berthing port terminal facility with 2 breakwaters and an estimated cost of over INR 4000 crore
- Planned to have a combined capacity of 10
 MMTPA
- Swan Energy Ltd (SEL) in association with Exmar NV of Belgium is undertaking the development of the terminal

India's **first Floating LNG Terminal** coming up at Jafrabad in Gujarat



LNG Floating Storage and Regasification Unit (FSRU)

is a floating system which receives LNG offshore, and the onboard regasification system sends out the gas through flexible risers and pipeline to shore

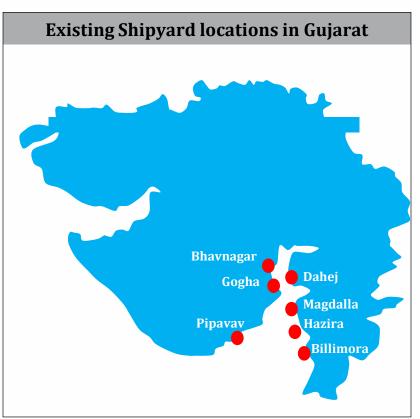
A FSRU provides the advantages of lower cost, location flexibility, shorter decommissioning time and a potential reduction in Carbon Dioxide emissions

Ship Building in Gujarat





- Gujarat boasts of ~89% share of the Indian shipbuilding order book (by DWT)
- 9 operational shipyards having capacity of ~1 million
 DWT; and 15 more under various stages of implementation
- Gujarat is targeting a capacity of 3 million DWT thus maintaining its existing share of expected national market in shipbuilding / repair market
- Favorable parameters for ship building industry in Gujarat:
 - ✓ Rise in overseas trade resulting in demand of new ship/ship conversion and ship repair
 - ✓ Indian peninsular coastline faces international sea route
 - ✓ Availability of favorable locations for setting up of shipyards
 - ✓ Availability of resources in terms of steel, machineries, wood, non-ferrous metals etc.
 - ✓ Availability of skilled labor at comparatively lower wages
 - Business friendly atmosphere





Operational Shipyards in Gujarat





Sr. No	Name of shipyard	Location	Status	
1	ABG Shipyard Ltd.	Jageshwar, Dahej	Private	
2	ABG Shipyard Ltd.	Magdalla, Surat	Private	
3	Modest Infrastructure Ltd.	Old Port, Bhavnagar	Private	
4	Shoft Shipyard Ltd.	Kaladara Village	Private	
5	Pipavav Shipyard Ltd.	Pipavav	Private	
6	L&T Ltd.	Hazira	Private	
7	Wadia Boat Builders	Billimora, Navsari	Private	
8	Alcock Ashdown (Gujarat) Ltd.	Chanch, Near Pipavav	A Government of	
9	Alcock Ashdown (Gujarat) Ltd.	Old Port, Bhavnagar	Gujarat Unit.	

Home to the Largest and Safest Ship Recycling yard in the world



- Alang Sosiya Ship Recycling Yard is the world's largest ship breaking and recycling yard accounting for $\sim\!30\%$ share in global ship recycling
- The yard has an annual ship recycling capacity of almost
 4.5 LDT
- Steel generated from the yard meets almost 2% of India's steel demand



- State of the art Effluent Treatment Plant and waste disposal facilities for hazardous waste are situated at Alang
- Gujarat's new Ship Recycling Policy 2015 provides greater flexibility and rationalizes charges to increase Ease of Doing Business for ship recycling yards
- Japan International Cooperation Agency (JICA) soft loan of around USD 180 Million is expected for modernization of Alang – Sosiya ship recycling yard
- Some spare plots for ship recycling are also likely to be auctioned in future

Reasons for ship recycling success



- Yard is naturally blessed with high tidal range and gentle slope of sea floor.
- Availability of firm ground allows the ships to beach just at the threshold of the plots
- This natural facility makes Alang **most preferred destination** for ship recycling compared to other Asian peers

Sno.	Particulars	Details
1	Total Ship Breaking Plots at Alang Sosiya	169
2	Total operational Ship Breaking Plots at Alang Sosiya as of today	131
3	Annual Ship Recycling Capacity in terms of nos. of Ships	400-450
4	Annual Ship Recycling Capacity in terms of LDT, in million MT	4-4.5
5	Total ships recycled as of October 2015	6989

Promoting sustainable ship recycling at Alang





- Since last 10 years, Gujarat Maritime Board is running a Safety Training and Welfare Institute at Alang
- The Institute has trained more than 100,000 workers till date and is continuously upgrading
 its syllabus and teaching methodology to cope up with the industry demands
- GMB has employed **trained and qualified Safety Officers** to train the laborers in various aspects of safety and efficient working
- Tremendous drop in the number of accidents and their resulting injuries observed since the operation of the institute





Gujarat's role in Sagarmala





- Government of Gujarat is keen to leverage the benefits arising out of Sagarmala, for strengthening the maritime infrastructure of the state
- Major projects proposed to be included under Sagarmala initiative are
 - ✓ Development of Maritime University in Gujarat
 - ✓ Development of Maritime Cluster in Gujarat
 - ✓ Ro-Ro and Ro-Pax Ferry Services
 - ✓ Training program for skill development and capacity building of workers involved in ship recycling activities
- Gujarat Ports Infrastructure and Development Company Ltd. (GPIDCL) has also signed a tripartite MoU with Ministry of Shipping and Indian Ports Association for knowledge sharing, as part of Sagarmala Initiative

Major stakeholders in Gujarat's maritime industry



































































Major Projects and Avenues for Investment in Gujarat's maritime sector

Investment opportunities galore





Greenfield Port Development

Ro-Ro and Ro-Pax Ferry Services

Maritime University

Maritime Cluster

Marine Shipbuilding Parks

Integrated Maritime Complex

Modernization of Port Infrastructure

Marine Tourism









Greenfield port development







Dahej Port

- Port Capacity: 41
 MMTPA
- **Draft:** 18 m
- Estimated Investment: INR 4060 crores
- Developer: Sterling Port Limited
- Plan: Multi commodity, all - weather, direct berthing facility for handling dry bulk, liquid bulk and container cargo



Chhara Port

- **Port Capacity:** Over 40 MMTPA
- Draft: 17 m
- Estimated Investment: INR 8900 crores
- Developer: Simar Port
 Private Limited
- Plan: To be developed in 2 phases. Phase I for coal, Phase II for break-bulk and LNG cargo



Nargol Port

- **Port Capacity:** 10 MMTPA
- **Draft:** 19 m
- Estimated Investment: More than INR 4000 crores
- Developer: M/s Cargo Motors Pvt. Ltd.
- Plan: Multi purpose port for handling solid, liquid and container cargo

Ro-Pax Ferry Services in Gujarat





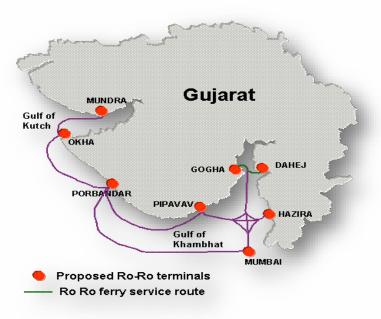


Fig: Proposed Ro-Ro Ferry routes and terminals in Gujarat



Pilot Project of Ro-Ro ferry service between Dahej and Gogha is under implementation; planned to be operational by 2017

- The project would save distance (350 kms. by road to 31 kms by sea) between Dahej and Gogha and thereby reduce travel time.
- Would also reduce traffic congestion on highway, accident probability and pollution



Maritime University

- Gujarat Ports Infrastructure and Development Company Ltd., a subsidiary of GMB to establish a world-class maritime university with the state-of-art facilities.
- Govt. of Gujarat has already given in principle approval for establishment of the University
- The University would especially focus on programs aligned with 'Operational Support Services' and 'Business Services'
- University proposed to be set up over 100 Acres of Land
- Proposed to be set up in two phases of 5 years each
- MOUs have been signed by GPIDCL with reputed international universities like Korea Maritime and Ocean University; Plymouth University, UK; and Southampton Solent University for development of the University





Schools proposed to be established at the University

School of Maritime Management School of Maritime Law, Policy and Administration

School of Marine Technology School of Liberal Arts

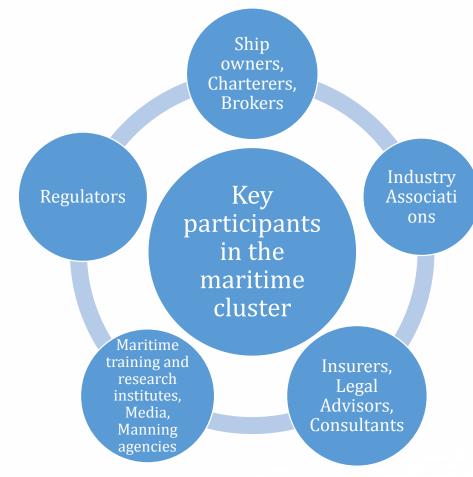
Centre of Continuing
Education &
Centre of Executive
Education

Maritime Clusters

- Gujarat plans to establish maritime clusters in Gujarat to promote maritime industry development in a structured manner.
- Maritime Clusters to especially provide supportive ecosystem for developing commercial 'soft services' vis-à-vis maritime industry.
- GPIDCL has initiated a study to deduce the feasibility of establishing maritime clusters in Gujarat.







A cluster for maritime commercial services is proposed to be set up in GIFT City, Gandhinagar.

Marine Shipbuilding Parks





- Cluster based shipyards within a stretch of 5 to 8 km along the waterfronts of Gujarat coasts
- Announced to be developed through Gujarat Shipbuilding Policy, 2010

GMB Support

- GMB will assist the private developers for getting clearances and other statutory approvals
- The waterfront will be provided for development on a long-term basis
- Government has also taken initiative to establish/ upgrade training institutes to provide training for specific skill required for the Ship Building Industry

Identified Locations

- North bank of Narmada River in Dahej region
- Old Bhavnagar port area
- Coastline in Bhavnagar district in the Gulf of Cambay
- Coastal area between Navlakhi to Jodiya
- Coastline near Mandyi in the Gulf of Kutch

Other Aspects

- GMB as a Nodal Agency, will develop Marine Shipbuilding Park (MSP)s development activities shall be carried out in collaboration with GIDC and other involved agencies
- Area for medical facilities, housing, HRD and other allied facilities will be earmarked in the MSP

Nana Layja – Integrated Maritime Complex





The Integrated Maritime Complex aims to integrate and synchronize Shipyard, Port and Industrial Development

Shipyard:

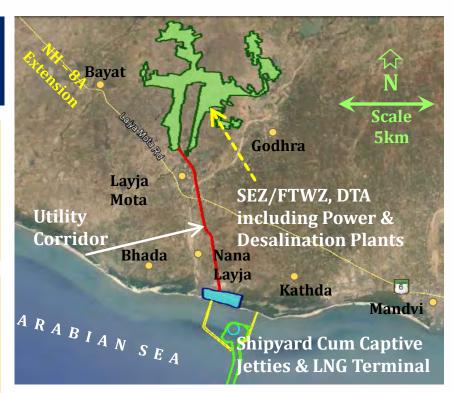
- Proposed ship repair capacity: 309 ships per year
- Proposed shipbuilding capacity: 20 ships per annum (small ships to Panamax)

Captive jetties including LNG Terminal:

 With the development of a dedicated jetty (coal, LNG and multipurpose), the SEZ can be leveraged more effectively.

Energy and Marine SEZ:

 The Multi-Product SEZ/FTWZ is planned to house shipbuilding ancillary industries, steel industry, power projects LNG Terminal and a logistics hub / warehousing zone



Tentative Project Cost: INR 14,999 crore

Current Status:

In-Principal approval received for coal and multipurpose captive jetties

Modernization and Automation





Port Management System

IPMS (single system to handle port operations) Integrated INPI Network Project Port Operations & **POMS** Management System Enterprise **ERP** Resource **Planning** Integrated Port Security Management System

Integrated Port Management System

- Proposed system to centralize architecture across all GMB port locations in Gujarat and to track port level transactions
- IPMS to facilitate GMB Ports in complying with global standards, secured exchange of information, financial transparency, performance monitoring and cater to Coastal Security issues

CECOS SECTION OF STACKER

Ship To Barge Floating Crane Mobile Crane Mobile Hopper Pipe/ Belt Conveyor stacker-reclaimer Fog canon

Proposed GMB ports for modernization

- Navlakhi
- Magdalla
- Porbandar
- Bedi

Marine Tourism





Strengths

- ✓ Favorable coastline
- ✓ Pristine beaches
- ✓ Thrust in Gujarat Tourism Policy 2015

Opportunities

- ✓ Cruise Tourism
- ✓ Adventure Sports
- ✓ Religious Tourism
- ✓ Island Tourism
- ✓ Lighthouse Tourism
- ✓ Wildlife Tourism
- ✓ Seaplane and Hovercraft Services





Key contacts





Ports and	d Transport 1	Department, (Govt. of	Gujarat
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Gujarat Maritime Board

Gujarat Ports Infrastructure & Development Co. Ltd.

Industries and Mines Department, Govt. of Gujarat

iNDEXTb - Industrial Extension Bureau

Gujarat Industrial Development Corporation

Gujarat Infrastructure Development Board

http://www.pnt.gujarat.gov.in

http://www.gmbports.org

http://www.gpidcl.com

http://www.imd-gujarat.gov.in

http://www.indextb.com

http://www.gidc.gov.in

http://www.gidb.org



THANK YOU

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