

HIMACHAL CONSULTANCY ORGANISATION LTD

(JOINT VENTURE OF IFCI, SIDBI, ICICI BANK, SFCs and COMMERCIAL BANKS)

BRIEF INTRODUCTION

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ITS PROMOTERS & OBJECTIVES

With an objective to provide low cost professional Consultancy to the first generation Entrepreneurs, Departments of States as well as Central Government, to boost self employment and skill development as per the need of the society and industry in the era of development, Technical Consultancy Organisations such as HIMCON were promoted by All India Financial Institutions such as IFCI Ltd, SIDBI, ICICI Bank Ltd in collaboration with Nationalised Banks and state level Corporations and Institutions.

Under the chain of TCO's HIMCON was established during 1977 with IFCI as the lead institution.

LIST OF SHARE HOLDERS

- IFCI LTD. 49%
- SIDBI 12%
- ICICI BANK Ltd. 09%
- Govt. of HP & State Corporations 16%
(HPFC, HPSIDC, HPAIC, HPSSIEC, HPSFC)
- Nationalized Banks 14%
(BOI, Central Bank, PNB, SBI, SBOP, UBI and UCo Bank)

FINANCIAL (Last Three Years)

(Rs. in Lakhs)

Particulars	2009-10	2010-11	2011-12	2012-13
Share Capital	15.00	15.00	15.00	15.00
Reserves & Surplus	106.08	108.06	117.13	138.89
Turnover	215.35	207.09	306.30	434.59
Gross Profit	32.37	9.68	68.77	60.15
Net Profit (PBT)	28.76	5.86	15.96	38.77

MANAGEMENT OF HIMCON

HIMCON is governed by the Board of Directors and all the Directors are well qualified & experienced. The composition of Board of Directors is as under:

- Chairman** : **Shri Dileep K Jain**
General Manager, IFCI Ltd.
- Managing Director** : **Shri Sanjeev K. Jain**
Vice-President, IFCI Ltd.
- Directors** :
- Shri P. M. Bhanot**
Zonal Manager, UCo Bank
 - Shri V. K. Goyal**
Zonal Manager, Punjab National Bank
 - Dr. Ajay Bhandari, IAS**
Managing Director, HPSIDC
 - Shri Mohan Chauhan, IAS**
Director of Industries
 - Shri J.S.Walia, IFS**
Managing Director, HPFC
 - Shri B.D.Suyal, IFS**
Director(Finance), HPSFC
 - Shri Mukesh Kumar**
Asst. Gen. Manager, SIDBI

The Management of HIMCON having the following Key Professionals:

Shri N. K. Sharma	:	Asstt. General Manager
Shri R. K. Singh	:	Chief Manager
Shri Suresh Kainthla	:	Senior Manager
Smt. Seema Sharma	:	Manager
Shri Vineet Sehgal	:	Manager
Shri Balbir Singh	:	Manager (Finance)

CONSULTANCY - THE CONCEPT:

“Consultancy” is knowledge based profession and relies on the expertise and knowledge of the **Core Team of Experts**, who are basically knowledge disseminators.

HIMCON has developed a strong team of qualified and experienced professionals, who strive to excel in their fields.

SPECTRUM OF SERVICES/CORE CONSULTANCY CAPABILITIES OF HIMCON

During the period of existence of over three decades HIMCON has developed capabilities and expertise in the following types of Core Consultancy Services:

- Project Identification
- Information and data on products, processes, marketing, raw material, plant and machinery
- Assistance in site selection for a project
- Industrial potential surveys
- Techno – Economic Research surveys
- Preparation of project reports and profiles

- Market Research
- Pre- Feasibility and Feasibility studies
- Techno – Economic Feasibility studies
- Consultancy to upcoming Micro/ Mini Hydro power projects.
- Assistance in technology transfer in project implementation
- Consultancy services for obtaining ISO Certification
- Organising Workshops on Green Buildings, Solar Passive Buildings and Solar Thermal Technologies.
- Coordination with Govt. agencies for various approvals and clearances
- Monitoring the project implementation and end use of funds
- Investment appraisals for Govt. and other agencies
- Management consultancy and corporate planning
- Valuation of assets of industrial and Commercial units
- Stock audit
- Assessment of working capital
- Advice for improving financial health of an industrial units
- Diagnostic studies and preparation of rehabilitation packages
- Monitoring the rehabilitation plan
- Rural industrial development
- Organising Workshops on Green Buildings, Solar Passive Buildings and Solar Thermal Technologies.
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- Monitoring the project implementation and end use of funds

- Investment appraisals for Govt. and other agencies
- Management consultancy and corporate planning
- Valuation of assets of industrial unit
- Stock audit
- Assessment of working capital
- Advice for improving financial health of an industrial units
- Diagnostic studies and preparation of rehabilitation packages
- Monitoring the rehabilitation plan
- Rural industrial development
- Skill Development Trainings Sponsored by National Organisation and Corporates under CSR activity
- Empanelled with UIDAI for their assignments
- Empanelled with Ministry of Power for Consultancy and DPRs

The spectrum of services offered by HIMCON can be broadly divided into following wings i. e.

- A) Project consultancy
- B) Training & Development
- C) Studies & survey
- D) Sale/Disinvestment

HIMCON has a team of experts in different fields and has also retained the services of subject matter experts in different trades.

A) PROJECT CONSULTANCY

HIMCON is engaged in providing project consultancy in various fields to private entrepreneurs and also to Govt. Departments. The main services offered are as under:-

i) Pre Project Consultancy

Services like project guidance, sourcing of machinery, preparation of Pre Feasibility Reports and preparation of Techno Economic Feasibility Reports.

ii) Post Project Consultancy

Services like preparation of Diagnostic Reports for Sick Units, Preparation of Rehabilitation Package for Sick units, Valuation of assets, Enforcement Agents under SARFAESI Act.

HIMCON has provided consultancy Services to the clients in the following sectors.

- Mini/ Micro Hydro Electric Power Plants
- Food/Fruit Processing
- Engineering
- Packing
- Herbs Collection & Processing
- Tourism/Hospitality sector
- Agro Processing
- Fast Food/Eating Houses.
- Milk/Milk Processing
- Pharmaceutical
- Surveys and Studies
- Projects/Programmes under CSR

HIMCON has a project consultancy wing and is engaged in preparation of Pre-Feasibility Reports, Techno Economic Feasibility Reports, Detailed Project Reports, Techno Economic Viability Study, Project Appraisal and Assistance in taking over possession of properties under SARFA&ESI ACT, 2002 and provide consultancy to obtain ISO CERTIFICATION.

Some of the major Detailed Project Reports, Techno Economic Viability Study, Project Appraisal and Assistance provided to Banks in taking over Possession of properties under SARFAESI ACT, 2002 for the last two years are as under.

NOMENCLATURE	CLIENT	TOTAL COST OF THE PROJECT (Rs. IN LAKHS)
Preparation of Detailed Project Report on a Tetra Pack	HPMC Govt. of H.P.	600.00
Techno Economic Feasibility Report on a critical Raw Material for Kudos Agrohols Ltd.	Kudos Agrohols Ltd. Derabassi Punjab	16200.00
Techno Economic Feasibility Report on Production of Tenofovir for Kudos Chemie Ltd.	Kudos Chemie Ltd.	9200.00
Detailed Project Report on Housing Projects	Mars Builders	480.00
Detailed Project Report on Housing Projects	K-Land	1100.00
Detailed Project Report on Housing Projects	Private Client	40.00

NOMENCLATURE	CLIENT	TOTAL COST OF THE PROJECT (Rs. IN LAKHS)
Techno Economic Feasibility Report on Guest House	Private Client	80.00
Techno Economic Viability Study for Rama Steel and Chandigarh Iron & Steel	Private Client	10000.00
Techno Economic Feasibility Report on Hotel	Private Client	310.00
Techno Economic Feasibility Report on Roller Flour Mill Pangana	Sai Flour Mill	200.00
Detailed Project Reports on Hotel Peterhoff for HPTDC	HPTDC, Govt. of H.P.	1200.00
Project Appraisal on Cold Chain and C.A. Store for IFCI	IFCI Ltd.	2000.00
Detailed Project Reports on Stone Crusher	Private Client	80.00
Detailed Project Reports on a Hotel	Private Client	100.00 &
Detailed Project Reports on a Hotel	Private Client	35.00
Techno Economic Feasibility Report on a Hotel for Kufri Hotels Pvt. Ltd.	Private Client	3800.00
Techno Economic Feasibility Report on Hotel at Kaza	Private Client	112.00
Techno Economic Feasibility Report on a ISBI Shimla (BOT) PPP	Private Client	5500.00
Techno Economic Feasibility Report on Hotel at Kasauli for HPTDC	HPTDC, Govt. of H.P.	810.00

NOMENCLATURE	CLIENT	TOTAL COST OF THE PROJECT (Rs. IN LAKHS)
205 Indicative Potential Project Profiles for Scheduled castes (General/Women & Rural Artisan Category)	NSFDC Delhi Govt. of India	1.00 to 25.00
Detailed Project Report on Tourist destination of Chail in Himachal Pradesh for Deptt of Tourism Civil Aviation, Govt. of H.P.	Deptt. of Tourism Civil Aviation, Govt. of H.P.	800.00
Detailed Project Report on a Cold Chain /CA Store for canvas	Private Client	1600.00
Detailed Project Report on a Hospital	Private Client	130.00
Four DPR's on Tourist circuit & destination for Department of Tourism & Civil Aviation, Govt. of H.P.	Department of Tourism & Civil Aviation, Govt. of H.P.	800.00 each
Detailed Project Report on a Packaging of drinking water	Private Client	100.00
Pre-Feasibility Report on A Resort	Gables Industries Ltd.	5500.00
Assistance UCO Bank in taking over Possessions of properties under SARAFESI ACT-2002	UCO BANK	(40 CASES)
Techno Economic Feasibility Report on M. M. Ferrochem (P) Ltd	Oriental Bank of Commerce	1600.00

Pre-Feasibility Reports and Detailed Project Report (DPRs) on an Apple Grading & Packing Houses cum Marketing Yards for private clients at different places in Himachal Pradesh and number of Project Profiles for General, Women & Rural Artisans Beneficiaries on behalf of National Scheduled Caste Finance Development Corporation (NSFDC), Govt. of India. Number of profiles for HP Tourism Department on various subjects related to the Tourism and Hospitality were prepared. HIMCON has also prepared the **Strategic Plan of National Scheduled Caste Finance Development Corporation (NSFDC) for XII plan 2012-13 to 2016-17.**

B) TRAINING & DEVELOPMENT:

HIMCON has specialized is conducting Entrepreneurship Development Programmes Management Development Programmes and Skill Development Trainings in various Modern and traditional trades. HIMCON is conducting skill developing trainings in the following trades.

- a) Fruit Processing
- b) Food Processing
- c) Fast Food Operations
- d) Tourism & Allied activities
- e) Repair of Modern Domestic Appliances
- f) Mobile Phone Repair
- g) Computer Hardware, Software and Net working
- h) Soft Toys
- i) Foam Based Fancy Domestic Items
- j) Fancy Carry Bags and School Bags
- k) Repairs of Electrical Appliances
- l) Operation & Maintenance of Solar Energy Equipments.

The above mentioned trainings are being conducted by HIMCON on behalf of the following Corporates, Departments and Institutions of State as well as Central Government.

- a) Ministry of Food processing Industries, Govt. of India, (MOFPI).
- b) Department of Science & Technology, Govt. of India, (DST)
- c) National Backward Classes Finance & Development Corporation, New Delhi (NBCFDC).
- d) National Scheduled Caste Finance & Development Corporation, New Delhi (NSFDC)
- e) National Safai Karamcharies Finance & Development Corporation, New Delhi (NSKFDC)
- f) Khadi & Village Industries Commission
- g) Directorate of Industries, Govt. of H.P.
- h) Directorate of Industries, Govt. of Uttrakhand
- i) Directorate of Tourism, Govt. of H.P.
- j) Directorate of Rural Development, Govt. of H.P.
- k) National Handicapped Finance & Development Corporation/ (NHFDC)
- l) H.P.S.F.A.C.
- m) Small Industries Development Bank of India (SIDBI)
- n) Credit Guarantee Trust for Micro & Small Enterprises (CGTMSE)
- o) Ministry of Non Conventional & Renewable Energy sources (MNRE)
- p) Corporates

EMPANELLMENTS: HIMCON with long experiences and execution of various projects has gained and generated the confidence of the Sponsoring institutions accordingly empanelled for various under mentioned activities:

A. CSR ACTIVITIES:

- Parbati H.E. Project Stage-II (NHPC Ltd)
- Central Warehouse Corporation through National Safai Karamcharies Finance & Development Corporation.
- SJVNL
- Indag Rubbers Ltd through BDO, Nalagarh.
- IFCI Limited, New Delhi

B. ENTREPRENEUR AND SKILL DEVELOPMENT TRAININGS:

- Department of Science & Technology, Govt. of India
- Ministry of Food Processing Industries, Govt. of India
- National Scheduled Caste Finance & Development Corporation
- National Scheduled Tribes Finance & Development Corporation
- National Backward classes Finance & Development Corporation
- National Safai Karamcharies Finance & Development Corporation
- Khadi & Village Industries Commission
- Small Industries Development Bank of India
- Director of Industries at Himachal Pradesh and Uttarakhand

- Credit Guarantee Trust for Micro & Small Entrepreneur
- Consultancy Development Centre
- Ministry of Non Conventional & Renewable Energy
- Department of Rural Development, Himachal Pradesh
- Department of Social Justice and Empowerment

C. VALUATION

- Various Commercial Banks, Cooperative Banks and Financial Institutions

D. CONSULTANCY

- Various Commercial Banks, Cooperative Banks, Financial Institutions, Corporations and various Departments of Central and State Governments.

C STUDIES & SURVEYS:

HIMCON has a study & survey wing and is engaged in undertaking socio economic, cost benefit studies, impact evaluation studies and all types of study of surveys.

Sr. No.	Name of the study	Client Name	Area coverage	Type of Study	Beneficiaries/ units covered
1	Credit requirements of Handloom, Handicraft & SSI sector in Jammu and Kashmir.	Govt. of India and SIDBI.	Entire state of Jammu & Kashmir	Sample Survey of different segments of Industries	12,000
2	Study on development of Horticulture and Spices in Distt. Mandi.	SFAC.	Entire District Mandi, Himachal Pradesh	Sample survey of farmers	5,000

Sr. No.	Name of the study	Client Name	Area coverage	Type of Study	Beneficiaries/ units covered
3	Modernization of steel and Wooden furniture cluster in Distt. Mandi, H.P.	Directorate of Industries, H.P.	Entire District Mandi, Himachal Pradesh	Comprehensive survey	350
4	As co-team along with EDII for Study on Rehabilitation of Economic Activities in Jammu & Kashmir.	Govt. of India and SIDBI.	Entire state of Jammu & Kashmir	Comprehensive survey	18,000
5	Integrated Cooperative Development study of 7 districts of Himachal Pradesh.	NCDC.	Entire area of seven districts	Comprehensive survey	All the co-operative societies of seven districts
6	Integrated Co-Operative Development study of 2 districts of Haryana	NCDC.	Entire area of two districts	Comprehensive survey	All the co-operative societies of 2 districts
7	Study on development of tea industry in Himachal Pradesh	Govt. of H.P.	Tea Growing belt around Palampur, District Kangra	Comprehensive survey	All the tea growers of the area
8	Diagnostic study on industrial sickness in Himachal Pradesh	Directorate of Industries, Govt. of H.P.	Existing Industries in Himachal Pradesh	Comprehensive survey	All the industries in H.P. which are not functioning properly

Sr. No.	Name of the study	Client Name	Area coverage	Type of Study	Beneficiaries/ units covered
9	Study of Management Information Systems.	H.P Agro Industries Corporation Ltd.	Entire state of Himachal Pradesh	Comprehensive survey	All the units and Branches of H.P. Agro Industries Corporation
10	Study on Inventory Control	H.P Agro Industries Corporation Ltd.	Entire state of Himachal Pradesh	Comprehensive survey	All the units and Branches of H.P. Agro Industries Corporation
11	Study on development of tourism circuits in H.P viz. Pilgrimage Circuit, Tourism Circuit, Kangra Circuit and Buddhist Circuit.	Department of Tourism and Civil Aviation , Govt. of H.P.	Six Districts of Himachal Pradesh	Comprehensive Study	Entire area falling under six districts of Himachal Pradesh
12	Study on integrated infrastructure development in industrial; areas like Baddi, Sansarpur Terrace, Golthai, Maigal, Amb	Directorate of Industries, Govt. of H.P.	Studies restricted to the area where industrial areas were developed	Comprehensive infrastructure development Study in the proposed industrial areas	Studies restricted to the area where industrial areas were developed
13	Study on integrated infrastructure development in 49 urban and semi urban towns of Himachal Pradesh	Directorate of Urban Development Govt. of H.P.	Study of 49 urban and semi urban towns of Himachal Pradesh	Comprehensive infrastructure development Study in the 49 towns of Himachal Pradesh	Study restricted to 49 Towns of Himachal Pradesh

Sr. No.	Name of the study	Client Name	Area coverage	Type of Study	Beneficiaries/ units covered
14	Study on providing urban amenities in rural areas in 5 districts of H.P. (PURA)	D.R.D.A.	Study of 5 rural districts of H.P.	Comprehensive infrastructure development Study	Study to provide urban amenities in rural areas of 5 districts.
15	Study on infrastructure development to facilitate export oriented units under ASIDE scheme of Govt. of India.	Directorate of Industries, Govt. of H.P.	Study to improve infrastructure for export oriented industries in Baddi – Barotiwala & Nalagarh industrial corridor	Comprehensive infrastructure development Study	Industrial belt in Baddi - Barotiwala and Nalagarh
16	NID study of Distt. Kangra	Govt. of H.P.	Study to access the natural resources and existing industries in the district	Comprehensive study	Entire District Kangra
17	Study on “Food Insecurity and Vulnerability Information and Mapping Systems” for Himachal Pradesh. (FIVIMS)	Food & Agriculture Organisation (FAO) of United Nations.	Study to access the Food insecurity amongst the women & Children in three districts	Comprehensive study of Gujjars / Gaddis and Migrant labour in three districts of Himachal Pradesh	About 5000 families in District Sirmour, Shimla and Chamba, Himachal Pradesh

Sr. No.	Name of the study	Client Name	Area coverage	Type of Study	Beneficiaries/ units covered
18	Impact Assessment of Rural Industries Programme & Rural Artisan Programmes	Directorate of Industries, Govt. of H.P.	Entire state of Himachal Pradesh	Sample Survey	3000 beneficiaries
19	Identification of various economic activities feasible under IGS & SGSY.	Department of Rural Development Govt. of H.P.	Jhanduta Block in District Bilaspur	Comprehensive Study	370 societies
20	Impact evaluation study of Tribal Sub Plan ITDP (Spiti & Pangi)	Department of Tribal Development Govt. of H.P.	Spiti Valley and Pangi area in Himachal Pradesh	Comprehensive Study	All the executed departmental works were evaluated/ surveyed.
21	Ethnographic Study of Chamba.	D. C Chamba.	Entire Chamba District	Comprehensive Study	All the departments, old monuments as well history and traditions discussed & presented.
22	Impact evaluation of SCP IN Distt. Mandi.	Department of Social Justice Govt. of H.P.	Entire Mandi District	Sample survey	Works executed under SCP in the entire district evaluated.
23	Study on implementation of Panchayat Yuva Krida aur Khel Abhiyan (PYKKA).	Directorate of Youth Services & sports Govt. of H.P.	Entire state of Himachal Pradesh	Comprehensive Study	Works of all the Panchayats of Himachal Pradesh evaluated and projected.
24	Physical Verifications of units under PMEGP	KVIC	Himachal Pradesh	Comprehensive Physical Verification	All the Beneficiaries

Sr. No.	Name of the study	Client Name	Area coverage	Type of Study	Beneficiaries/ units covered
25.	Third Party inspection of Solar Water Heating Systems under Solar Water Mission	MNRE	Entire North India	Verification of units under Solar power	Stratified Sample Basis
26	Impact Assessment Study of Rural Industry Projects and Rural Artisan Programmes	Directorate of Industries, Himachal Pradesh	Entire Himachal Pradesh	Survey of Rural area to know impact of these schemes.	Sample Basis
27	Evaluation on success of disbursement of Social Security Pensions in Una District through Bio-metric Smart Card Project	Directorate of SCs & STs, OBCs & Minority Affairs, Govt. of Himachal Pradesh	Una District	Survey of Una District to know success of this schemes.	Sample Basis
28	Study on working of the Hostels for Boys and Girls belonging to Scheduled Caste community in Himachal Pradesh	Directorate of SCs & STs, OBCs & Minority Affairs, Govt. of Himachal Pradesh	Entire Himachal Pradesh	Survey of Rural area to know impact of these schemes.	Sample Basis

Major Surveys Conducted By HIMCON

Sr. No.	Name of the study	Client Name	Area coverage	Type of Study	Beneficiaries/ units covered
1	Market Survey on potential of development of Hotels in Distt. Kullu and Shimla.	H.P. Financial Corporation.	District Kullu & Shimla	Comprehensive	Entire area of District Kullu & Shimla
2	Market Survey on potential of development of Hotels on Shimla Kalka highway.	H.P. Financial Corporation.	Parwanoo to Shimla National Highway	Comprehensive	Entire area adjoining National Highway from Parwanoo to Shimla
3	Mineral Survey of Himachal Pradesh.	Directorate of Industries, Govt. of H.P.	Entire State of Himachal Pradesh	Comprehensive	All the 12 districts of Himachal Pradesh
4	Industrial Potential Survey of H.P.	IDBI	Entire State of Himachal Pradesh	Comprehensive	All the 12 districts of Himachal Pradesh
5	Requirement of Glass Bottles in Northern India.	Himalaya Glass (P) Ltd.	Himachal, Haryana & Punjab	Comprehensive	Pharma & Cold Drink units in three states
6	Requirement of Window and Door frames in Northern India.	H.P. State Forest Corporation & HUDCO.	Himachal, Haryana, Punjab & Delhi	Comprehensive	Housing Corporation of these states, Private Builders, corporations as well as HUDCO and DDA.

Sr. No.	Name of the study	Client Name	Area coverage	Type of Study	Beneficiaries/ units covered
7	3 rd census of SSI units in district Hamirpur and Kullu.	Directorate of Industries, Govt. of H.P.	District Hamirpur & Kullu	Comprehensive	About 3000 existing industries in two districts
8.	Impact Survey cum Study of Rural Industry Programme and Rural Artisan Programme of Government of India R	Directorate of Industries, Govt. of H.P.	Entire Himachal Pradesh	Comprehensive	About 1780 beneficiaries in Himachal Pradesh
9	Impact Study on Pension plan for Senior Citizen	Department of Social Justice & Empowerment of Himachal Pradesh	District Una	Comprehensive	About 300 beneficiaries of Una District

D SALE / DISINVESTMENT:

HIMCON has taken the initiative of entering in the field of sale of assets/ disinvestment and loan syndication.

Disinvestment / Sale of Assets / unit

- UPSTDCL and UPSSCL units
- Mashroom unit at Nalagarh
- Solvent Extraction plant at Wardha
- Milk Dairy plant in Himachal Pradesh
- Commercial / Industrial land of HPMC at Channi
- Shakumbari Sugar Mill in Uttar Pradesh
- Inka Food Products, Nalagarh

- Auto Comp, Parwanoo
- Hotels & Resorts in Himachal Pradesh

Loan Syndication

- Kufri Hotels & Resorts, Himachal Pradesh
- Manufacturer of Jewellery in Himachal Pradesh
- T&S Logistics, New Delhi
- Housing Projects in Himachal Pradesh
- Hotel & Resort Project of Himachal Pradesh
- Flour Mill in Himachal Pradesh

IMPORTANT STUDY/ SURVEYS / WORKSHOP

- Conducted workshop for officers of SJVNL on Carbon Credit & Sustainable Development at Shimla.
- Consultancy services on installation of CC TV Camera for the city wide rollout of Intelligent Traffic Enforcement and surveillance Systems.
- Consultancy for Improvement and installation of Solar Water Heating Systems to M/s. Inter Solar systems (P) Limited.
- Skill development trainings in Project effected areas of Himachal Pradesh under CSR-CD through Sutlej Jal Vidyut Nigam Ltd (SJVNL) ,Shimla
- Conducted Due Diligence of disinvestment of SIDBI Shareholding in 5 TCO's and Due Diligence of UPICO on behalf of SIDBI.

➤ **New Initiatives taken during the year**

- HIMCON entered the State of UP and Rajasthan for Skill Trainings and specialized workshops.
- Started highly professional high ended trainings such as Auto CAD, Primavera and Carbon Credit/ Sustainable Development.
- Expanded activities under CSR.
- Concentrated on activities like Disinvestment and Loan Syndication.