





# i d e n t i t y

India's exceptional economic growth has created bright prospects for the infrastructure industry. Core infrastructure sectors have registered a growth of over 5 percent over the last financial year, opening up a world of new opportunities. With a single-minded focus on harnessing these opportunities, the GNG Group has

positioned itself across the fast-growing international trade, power & infrastructure and cement sectors. The internal synergies, derived from a presence in these sectors, augment the overall performance of the Group.

Founded by Mr. G.N. Agarwal, the GNG Group is a multi-billion rupee organisation. With foresight, sectoral expertise and strong industry credentials, the GNG Group is poised to scale new heights.

**Focusing on opportunities, enhancing capabilities!**



## Vision

To be recognised as one of the most respected and dynamic business Groups with expanding and diversifying businesses

## Mission

To be an employer of choice, responsibly fulfilling obligations to the community, country and the environment

## Investing in core strengths

GNG Group's capabilities in its domains of presence are steered by a clear focus on providing superior services and maintaining the highest standards of quality. These capabilities underpin the Group's strategy, leveraging its strengths and channeling its competencies to expand its market through the delivery of integrated products and services.

# GNG Group



GNG Exports  
International trade



Nortech Power  
Power & Infrastructure



Green Valliey  
Cement

## Recognised presence

The GNG Group enjoys a strong presence across three sectors – international trading, power & infrastructure and cement.

## Management expertise

The Group's management is well-versed with industry dynamics and guides the Group with diverse expertise, supported by the foresight to take advantage of opportunities in the industry.

## Commitment to stakeholders

The Group has a strong belief in transparent dealings across the value chain and considers this its prime responsibility to create value for its stakeholders.

## Creating synergies

Over the years, the GNG Group's multiple accomplishments have helped it achieve a stature of importance in the industry. These include:

### 1990

GNG Exports incorporated

### 1999

Nortech Power incorporated

### 2007

Green Valliey Industries incorporated

### 2010

Green Valliey cement plant (phase I) commissioned

## Investing in sustainability

As a conscious corporate citizen, the GNG Group invests various measures in order to ensure the creation of a sustainable organisation.

In order to protect the environment, GNG Group actively participates in environment improvement initiatives and undertakes measures to preserve greenery around its plants. By organising environment programmes, it also raises awareness among its employees.

Training programmes are initiated to ensure employees are well-trained and they are kept updated with latest industry trends. Strict safety guidelines are instituted at plants and units to keep accidents in check.

The GNG Group gives back to society by extending support to the socially and financially backward communities, especially those affected by natural calamities and the destitute urban working class.

## Chairman's Message

Dear friends,

We have travelled a long way since we took the first step in setting up the GNG Group. Today, twenty years later, we stand at the threshold of a bright future. We have grown from an export house to an organisation with business verticals spanning three sectors – international trading, power & infrastructure and cement. GNG Exports is involved with international trading, logistics and mining. Nortech Power specialises in executing EPC contracts for hydel power projects and has fixed locations for IPP and infrastructure projects. Green Valliey Industries has set up a 1 MTPA cement plant in Meghalaya.

We are always searching for newer prospects. As we see it, opportunities abound. We are taking focused steps to invest in and to ensure we make most of these opportunities. We are leveraging our sectoral expertise and in-depth knowledge of the North East to harness the potential of being a leading industry player in the region. These opportunities allow us to realise our vision of becoming a leading, diversified conglomerate.

Additionally, we believe that economic growth is contingent on inclusive growth. As such, we believe in giving back to the communities that nurture us and protect our natural resources, thereby creating an organisation, which is sustainable and ready to reap future benefits.

As we continue on our journey, we look forward to your support.

Regards,

**G. N. Agarwal**  
Chairman

## The Board

GNG Group's management, led by Mr. G.N. Agarwal, is a team of dynamic professionals, experts in their areas and working with single-mindedness to steer the Group towards new horizon and greater heights.

### G N Agarwal, Founder and Chairman

A successful entrepreneur and visionary, Mr. Agarwal has executed many turnkey projects and businesses successfully over 30 years. He is the chief architect behind the success of GNG Group.

### Praveen Agarwal, Director

An MBA degree-holder from the UK, Mr. Agarwal oversees the financial management, logistics and international business areas of the Group.

### Vineet Agarwal, Director

An MBA degree-holder from the University of Lancaster, UK, Mr. Agarwal looks after new projects and ventures of the Group.

### S S Dasgupta, Director

Mechanical engineer from IIT, Kharagpur and post graduate from Germany, he possesses over 45 years of industrial experience including as an Executive Director of EPI and member of several panels of Planning Commission, Govt. of India.

### Dr. A K Chatterjee, Director

A PhD from Moscow University, Ex-Director and in charge of R&D at ACC, he has been one of the foremost names in the fields of building & construction materials.

### S K Banerjee, Director

The Ex-Chairman cum MD of NALCO, he has 39 years of experience in PSUs and government organisation in the fields of chemical, fertilizer and aluminium.

### A C Bhuyan, Director

Civil Engineer from Dibrugarh University, he has served as MD of APGCL and was also in a senior position at Assam State Electricity Board. Presently he heads power generating endeavors at GNG Group.



ENHANCING COMPETENCE IN TRADE AND LOGISTICS





# International trade

## GNG Exports

## i d e n t i t y

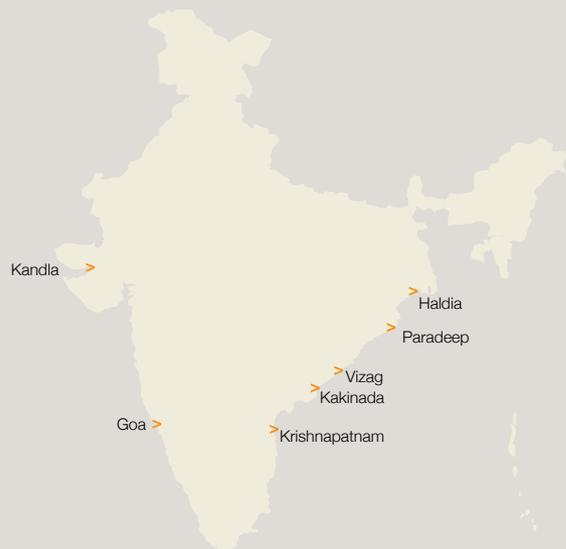
The flagship company of the GNG Group, GNG Exports is a star accredited export house of India. The Company's core export and import functions are supported by a comprehensive supply chain management and logistical network. GNG Exports started dealing in products, such as textiles, bulk commodities and agro-commodities. Over the past couple of years, however, its focus has shifted to bulk commodities and minerals to take advantage of the significant growth in demand for these raw materials in the burgeoning industrial segment.

GNG Exports has also backward integrated

into mining and mineral exploration to strengthen its supply chain. For this purpose, it is exploring mines across India for minerals such as iron ore, chrome ore and manganese ore.

**Driving trade and logistics,  
leveraging services!**

## Our presence\*



## Capabilities

### Logistics

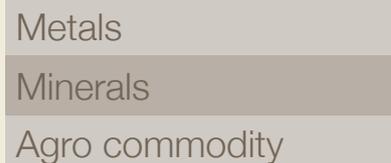
- > Operates from all major ports in India – Haldia, Paradeep, Vizag, Goa, Kakinada, Kandla and Krishnapatnam
- > Equipped with captive warehouses, adjacent to ports and at strategic locations near railway sidings to facilitate better cost optimisation and expedited operations

### Mining

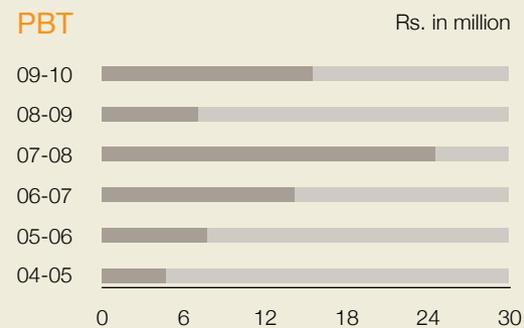
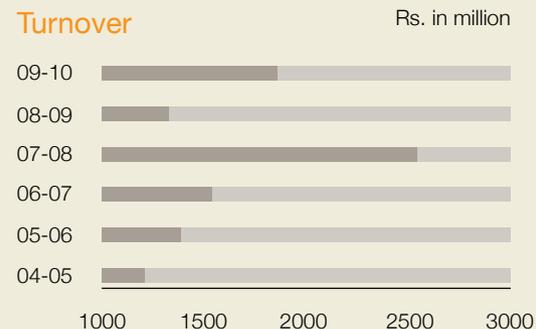
- > Backward integrating into mining and exploration of minerals by exploring mines across India for minerals, such as iron ore, chrome ore, manganese ore and limestone
- > Established rapport with the mine owners to utilise the advantage of business synergies

\* Map not to scale

## Product portfolio



## Growth over past 5 years



## A few of the clients of GNG Exports

- > Minmetals Japan Corporation
- > Sinosteel International
- > Noble Resources Ltd
- > IMR Metallurgical Resources AG.
- > China National Building Material Group Corporation
- > Rizhao Steel Co. Ltd
- > Swiss Singapore Overseas Enterprises Pte Ltd

## Industry overview

Global steel production was estimated to be around 1.28 billion tonnes in 2009, declining 8 per-cent, compared to 2008 levels. China, the world's largest steel producer increased its production to 500.5 MT, boosting its share to 47 per-cent of world production. Comparatively, India's production stood at around 60 MT in 2008-09, becoming the fifth largest producer of steel in the world.

India's steel consumption rose 8 per cent in the year ended March 2010, over the same period a year ago on account of improved demand from sectors like automobile, infrastructure and housing. The country's steel consumption increased to 56.3 MT in the 12 months to March 2010 from 52.3 MT in the previous year.

China is the biggest consumer of sea-bound

iron-ore trade, accounting for approximately two third of the sea-bound trade of fines. India, on the other hand, is a net exporter of iron-ore. Currently, out of an annual iron ore production of more than 200 MT, about 50 per-cent is exported. China is its largest export destination followed by Japan and South Korea.

Global steel production expected to increase 10 percent in 2010. Indian steel companies are likely to get 19 percent of the total global demand in the years to come. In India, the demand for steel will be driven by the infrastructure (attracting a USD 350 billion government investment), construction and automotive sectors. The crude steel production capacity in the country by 2011-12 is expected to be nearly 124 MT.

## Future plans

Going forward, GNG Exports expects to increase exports of iron ore and mill scale to China and in the process of setting up offices in Shanghai and Hong Kong to establish its presence. It is also exploring possibilities of importing products like coal, scrap and clinker and increasing its product portfolio to include steel, chemicals and other minerals and metals.

**GNG EXPORTS**

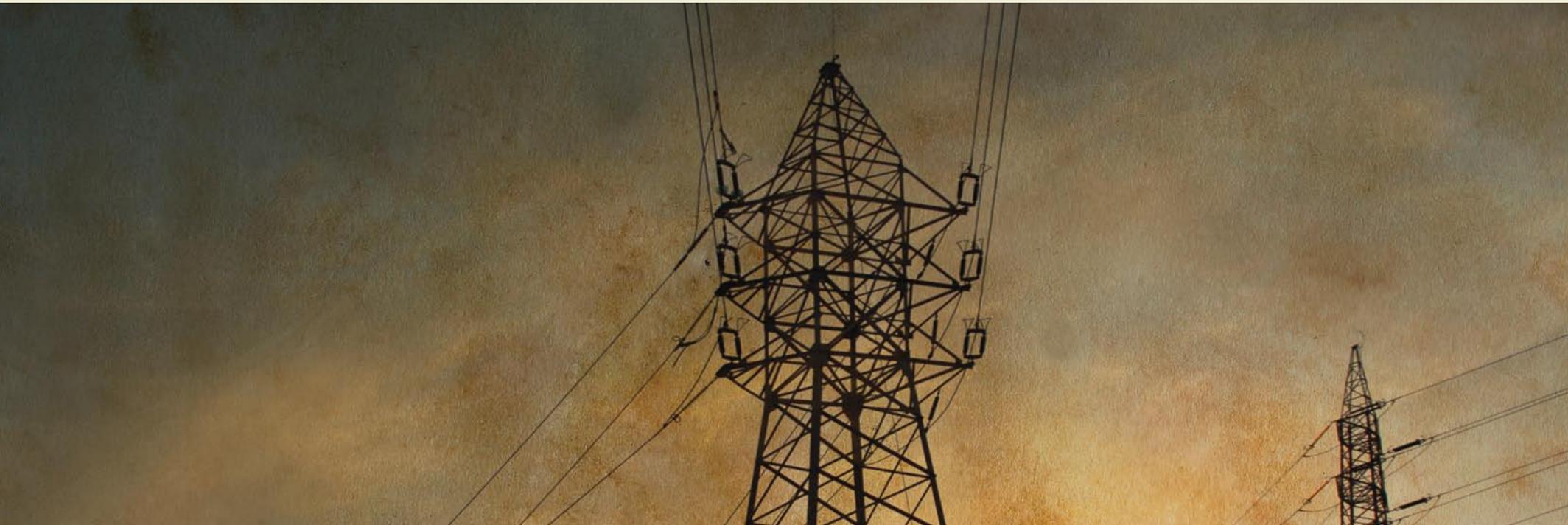
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AUGMENTING CAPABILITIES IN POWER AND INFRASTRUCTURE





# Power & Infrastructure

Nortech  
Power Projects Pvt. Ltd.

## i d e n t i t y

With a strong presence in North East India, Nortech Power Projects is an experienced EPC player in executing hydro-electric projects. It is involved in entire process – from conceptualisation to implementation in power generation, transmission and distribution and other. Equipped with superior execution capabilities and providing superior and quality services, Nortech Power has established itself among the foremost players in the industry.

Nortech Power's infrastructure segment supports its EPC activities with a skilled team of engineers and the latest

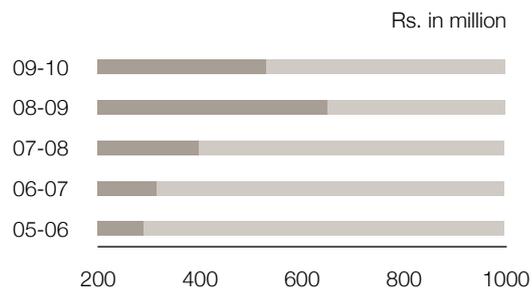
equipment by undertaking projects, such as industrial growth parks, water treatment plants and township development across various parts of eastern India.

Investing in power,  
leveraging  
know-how!

## Capabilities

- > Experienced EPC player executing hydro-electric projects and commissioning of several small hydro-power projects in North East India
- > Undertaken strategic tie-ups and joint ventures with many leading corporates in the hydro-power sector

## Order book value



## Industry overview

The total identified hydro-power capacity in India is around 150,000 MW, of which the exploitable hydro power resource, as per the Eleventh and Twelfth Five Year Plans is 46,500 MW. The North-East accounts for 66 percent of the total hydro-power capacity.

An investment of Rs. 60 million is required to generate 1MW of hydro-power, thus translating into a market size of Rs. 1,840 billion.

India's power demand is estimated to increase to 315 GW–335 GW by 2017, if India continues to grow at an average of 8 per cent during the period. To fuel its rapidly growing economy, India is planning to get an additional 60,000 MW of electricity from various hydro-power projects by the end of 2025.

## Clients

- > Department of Power Arunachal Pradesh
- > Department of Hydro Power Development, Arunachal Pradesh
- > PWD Arunachal Pradesh
- > Sikkim Power Development Corporation Ltd, Sikkim
- > Power Department, Mizoram
- > Assam Power Generation Corporation Ltd
- > Bihar Hydro Power Corporation Ltd
- > Hydro Power Corporation of Arunachal Pradesh Ltd

# Projects



## Completed

Projects	Clients
Kitpi – SHP ( 2 x 1500 KW ), Tawang, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Pacha – SHP (2 x 1500 KW), Seppa, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Lamsial - HPP (2 X 250 KW), Farkawn, Mizoram	Dept. of Power and Electricity, Govt. of Mizoram
Deopani – SHP (2 x 250 KW) Roing, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Awapani - SHP (2 x 250 KW), Anini, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Yapak Nallah – SHP (2 x 100 KW), Walong, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Echi Afra - SHP (2 x 200 KW) Walong, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Tee Pani - SHP (2 x 250 KW) Hyauliang, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh



## Ongoing

Projects	Clients
Mukto – SHP (3 x 2000 KW) Tawang, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Sumbachu - SHP at Zemithang (2 x 1500 KW) Tawang, Arunachal Pradesh	Hydro Power Development Corporation of Arunachal Pradesh
Angong Nallah – SHP (3 x 1500 KW) Along, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Subung – SHP (2 x 1500 KW) Along, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
RGGVY – T & D Projects Hayuliang & Daporijo Districts, Arunachal Pradesh	Dept. of Power, Govt. of Arunachal Pradesh

## Forthcoming

Projects	Clients
Khangten – SHP (3 x 2500 KW) Tawang, Arunachal Pradesh	NEEPCO, Shillong
Namchik MHS (2 x 250 KW) Changlang, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Payu MHS at Passang (2 x 250 KW) Kurung Kumey, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Pakhan Kha MHS (2 x 250 KW) Changlang, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Khajalong SHP (2 x 1000 KW) West Kameng, Arunachal Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh
Pagu SHP (2 x 1000 KW) Kurung Kumey, Andhra Pradesh	Dept. of Hydro Power Development, Govt. of Arunachal Pradesh

## Future plans

Nortech Power aims to add around 150 MW in North East Grid over the course of the next 3 years with a financial outlay estimated at Rs.7.5 billion. Furthermore, it intends to establish itself as an IPP player in the North East region and plans to collaborate with other leaders in the field of hydro and thermal power generation, distribution and metering. Consequently, it has identified various locations, which include:

**Arunachal Pradesh:** Plans to set up a 10 MW small gas-based Power Project and plans to explore the possibility of setting up a few small and medium Hydel Electric Power plants already identified by the Power Department of Arunachal Pradesh.

**Meghalaya:** Identified a site to set up a 24 MW (3 x 8 MW) project with provision for further expansion.

**Assam:** Identified several locations to set up hydro-power projects locations to set up small gas-based power projects.

**Others:** Plans to explore possibility of setting up power projects in Mizoram, Nagaland and Tripura, phase-wise in the course of time. Actively exploring the implementation of thermal and hydel power projects through the joint venture mode. Plans to establish a team of professionals with expertise in the field of power generation for taking up of O&M Jobs for running Power Stations (Thermal and Hydel) by different agencies and utilities in the entire North Eastern region.



### **NORTECH POWER PROJECTS PVT. LTD.**

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BUILDING CAPACITY IN CEMENT





## i d e n t i t y

Green Valliey Industries is GNG Group's newest undertaking – marking its entry into the cement sector. It has set up a state-of-the-art, 1 MTPA (in phases) integrated cement manufacturing unit, along with a 20 MW captive power plant in Nongsning, Meghalaya.

Utilising the latest technology and Japanese know-how for clinkerisation and European expertise for cement grinding, Green Valliey

is set to tap the immense infrastructure growth potential in the North East.

**Establishing  
presence in cement,  
leveraging potential!**

**Cement**  
**Green Valliey**  
**Industries Ltd.**

## Capabilities

- > Captive limestone mines for steady raw material supply
- > Advanced blending system to enhance quality for limestone and other raw material blending
- > Markets targeted: North East India and parts of North Bengal

## Business associates

1. Nielsen India
2. Bates 141
3. Deloitte & Touche
4. SAP India
5. NTPC Limited
6. Indian Oil Corporation Limited
7. Larsen & Toubro
8. Walchandnagar Industries Ltd
9. Siemens India
10. ABB India

## Industry overview

Government initiatives in the infrastructure sector, coupled with the housing sector impetus and urban development, represent the main drivers of growth for the Indian cement industry.

According to the Cement Manufacturer's Association, cement dispatches during 2009-10 were 159.43 MT, increasing by 12 percent from 142.23 in 2008-09. Similarly, cement production also increased 12 percent to 160.31 MT in 2009-10 from 142.65 MT in 2008-09.

India's cement industry is likely to record an annual growth of 10 per-cent in the coming years with higher domestic demand resulting in increased capacity utilisation. The installed capacity of cement manufacturing units in India is expected to increase to around 300 MTPA by 2010 end from 231 MTPA in September 2009.

## Future plans

The 2010-11 Union Budget allocates Rs. 11 billion for infrastructure development in North East India. Green Valliey is poised to make the most of the advantages this scenario entails. The Company plans to increase the clinkerisation capacity of plant to 1 MTPA with the addition of new equipment by 2011. It also plans to set up cement grinding units in Assam, West Bengal, Bihar and Orissa, proximate to thermal power stations for access to flyash.

## **Green Vall~~ey~~ Industries Limited**

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