



# CIM

## FACTS Newsletter

Issue 9  
Poush 2078



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A Member Of KTC Group



**Kailash Trading Company Pvt. Ltd.**

*The Electrical People...*

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# Macro Economic Indicators of Nepal

Based on 4 months of F.Y. 2078/79 (Mangsir 29)



**61.6%**

Import (increase)



**104.3%**

Export (increase)



**7.5%**

Remittance (decrease)



**5.32%**

Inflation based on  
Cosumers' Price Index (y-o-y)



**NRs. 335 Arab 31 Crore**

Revenue Utilization



**USD. 10 Arab 47 Crore**

Foreign Reserves



**NRs. 76 Arab 38 Crore**

Balance of Payment (Loss)



**NRs. 287 Arab 54 Crore**

Federal Government's Expenditure

Source: Nepal Rastra Bank

## Chamber of Industries, Morang - CIM

One of the leading chambers of Province No. 1, Nepal. A Business Membership Organization representing private sector interest and catering the needs of its members.

Established Date

1967 A.D. (2024 B.S.)

### Legal Status & Affiliation

Not-for-profit making organization legally registered at District Administration Office under the Association Registration Act, 1977.

**CIM is affiliated with FNCCI, an apex body of Nepalese private sector.**

### Geographical Coverage

**Sunsari-Morang**  
Industrial Corridor



### Nature of Membership



All manufacturing industries regardless of size of businesses.

### Number of Members



**200 plus**

### Major Sectors

- Iron, Steel, and Cement
- Edible Oil
- Jute
- Wire and Metal
- Paper and Printing
- Soap, Sanitation and Hygiene
- Packaging Materials
- Plastic and Plastic Molding
- Garments and Textile
- Food and Beverage
- Wood and Timber
- Milk and Dairy Products
- Lubricants
- Leather and Leather Processing
- FMCGs and Others

# Strategic Plan of CIM

Vision: Contribute to developing a prosperous Nepal through promotion and development of economic and industrial sector



**Strategic Goal 1**  
Policy Advocacy  
& Lobbying

**Strategic Goal 2**  
Member  
Support Service  
& Capacity  
Enhancement

**Strategic Goal 3**  
Networking &  
Relationship  
Development

**Strategic Goal 4**  
Corporate Social  
Responsibility

1.1 Data Bank

1.2 Policy Advocacy Framework

1.3 Access to Information

1.4 Enterprising EAST Symposium

2.1 Industry Visit Program

2.2 CIM Business Clinic

2.3 Skill Development Program

2.4 International Industrial Expo Centre

2.5 "Mero Desh Merai Utpadan" Campaign

Different Programs with Trade Union, Local, Provincial & Federal Government, Development Partners etc. & Other Private Sector

4.1 Startup and Innovation Program

4.2 Late Mahendra Golchha Industrial Research Centre

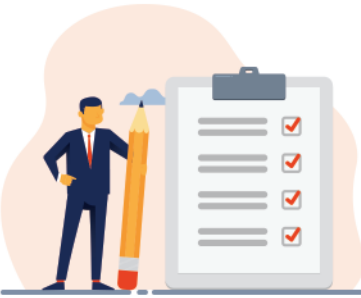


# Skill Development Program

## Objective

Establish a sustainable mechanism to fulfill the demand of skilled human resource through leadership and effective role of private sector in TVET Cycle.

## Component



- A 24-Month Dual Vet Apprenticeship Training (3.5 months in school & 19.5 months in Industry)
- Workers Further Training
- Career Counselling Guidance
- Occupational Safety and Health (OSH)
- Customized training packages on Business Plan, Marketing, Total Quality Management (TQM), Human Resource Management, Industrial Relation, and other as per the demand



## CIM Skill Development Unit (SDU)

## Activities

Collection and Database Management of Demand & Supply of Human Resources  
([www.karmashil.com](http://www.karmashil.com))

Facilitation & coordination among Industries & TVET providers for effective training delivery

Establish SDU as Sustainable Policy Dialogue Platform to advocate for effective private sector engagement in TVET Cycle : Need Assessment, Curriculum, Training Delivery, Skill Assessment



**Target Group :**  
Member Industries as Employers, and Youth Job seekers

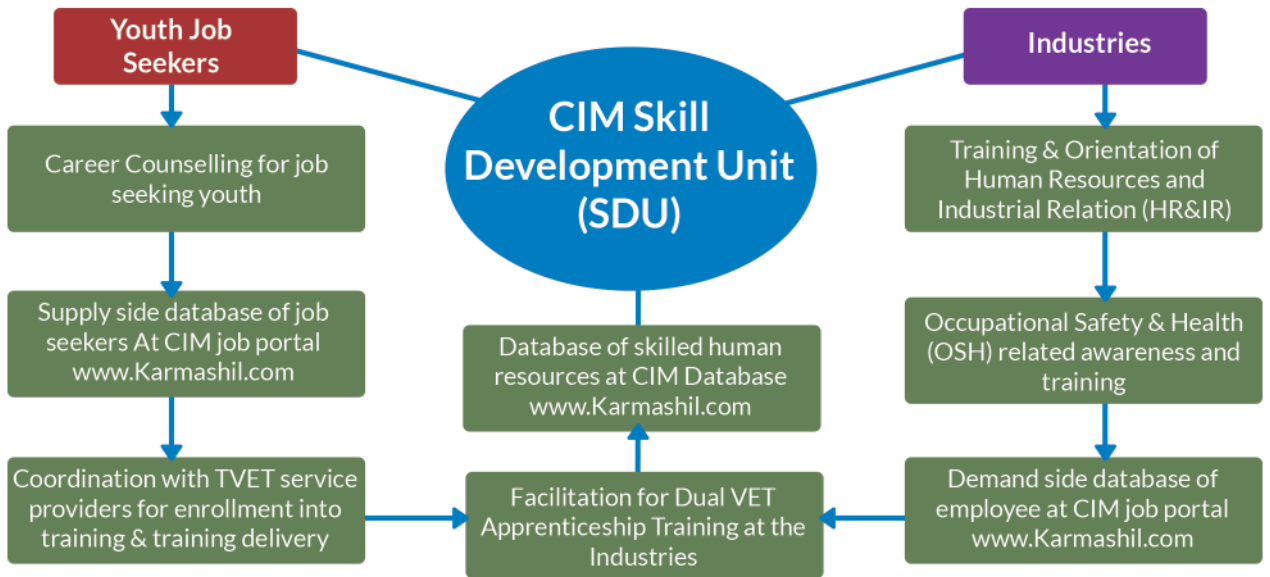
## Technical Support



## In Association with

- Manmohan Technical University
- Other TVET Stakeholders

# Skill Development Program: Implementation Strategy



## Achievements so far

33 Apprentices placed at 11 Industries for Apprenticeship Training

[www.Karmashil.com](http://www.Karmashil.com) - job portal is functional

76 students got Career Counselling Service

25 representatives from industries got orientation on Industrial Relation

Occupational Safety & Health (OSH) has been initiated with the installation of Sanitary Pad Vending Machine at Duggad Food and Spice Industries Pvt. Ltd.





24 Dec 2021: Career Counselling Workshop



15 Dec 2021: Orientation Program on Human Resource and Industrial Relation



2 Sept 2021: Orientation Program on Dual VET Apprenticeship Training

# Start up and Innovation Program



## Mission:

Create an opportunity to transform innovative business ideas to successful ventures impacting social and economic development through extensive startup ecosystem with end-to-end support at a single platform in startups' journey from inception to exit in collaboration with the Government, Academia and Private sector.

## Target Group :

People with Innovative Business Ideas

## Objectives

### Objective 1

Strengthening entrepreneurial ecosystem among stakeholders

### Objective 2

Provision of Incubation BDS Service packages

### Objective 3

Establish and Implement Sustainable Business Model

## Partners

- Purbanchal University
- Kathmandu University School of Management
- Manmohan Technical University
- Nepal Agriculture Research Council, Tarahara
- National Innovation Centre
- Nepalese Young Entrepreneurs' Forum - Biratnagar
- Antarprerana Pvt. Ltd.
- Nabil Bank Ltd.
- OB Media
- Swiss Contact

## Activities

- Pre-incubation Activities
- Create a pool of Mentors' Community and enhance their capacity
- Create Investors' Community
- 18 months' incubation packages includes Mentorship, Prototyping, Networking and Access to investment
- Establish Sustainable Incubation Centre in cooperation with Federal, Provincial and Local Government

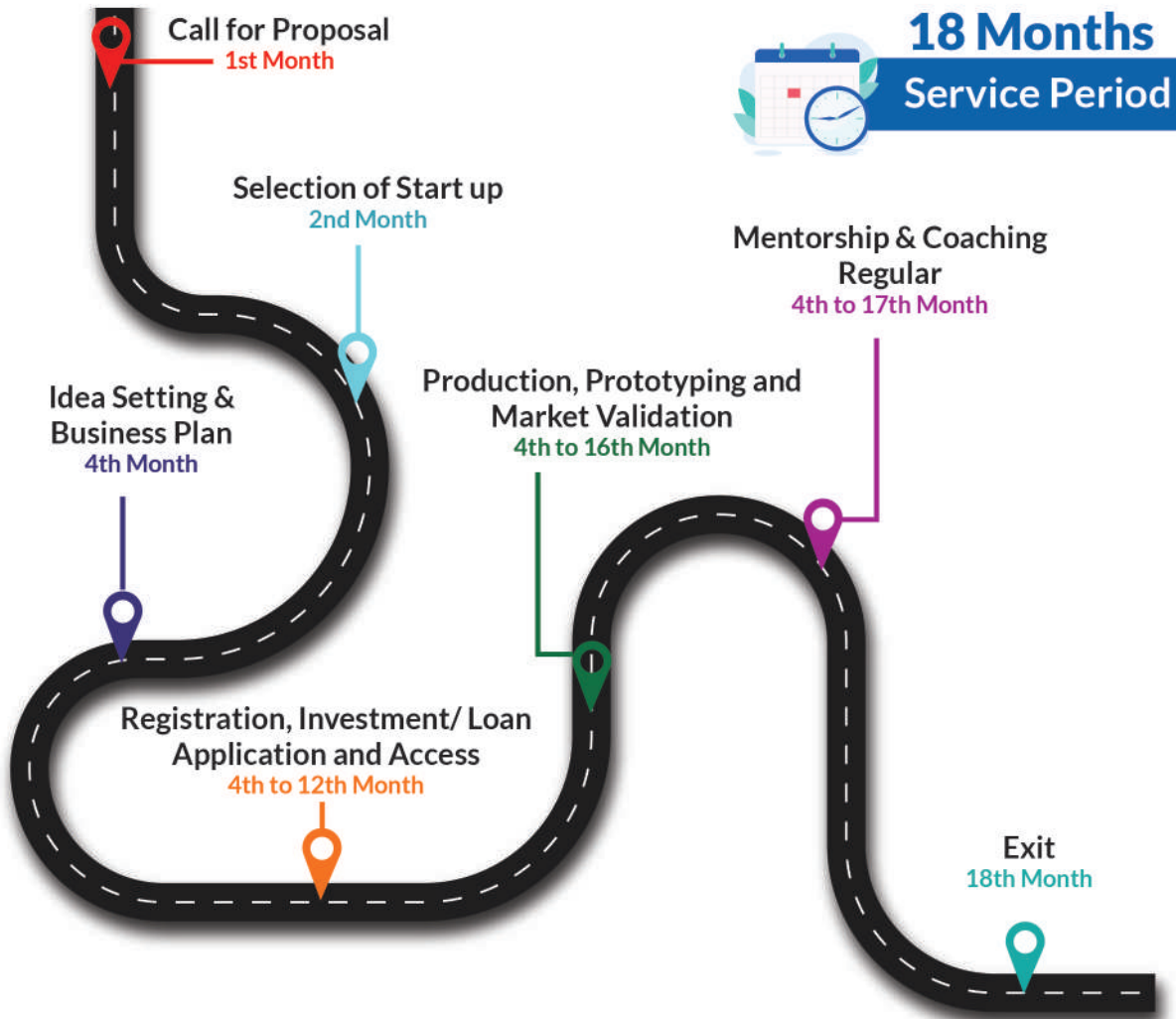


## Pilot Program

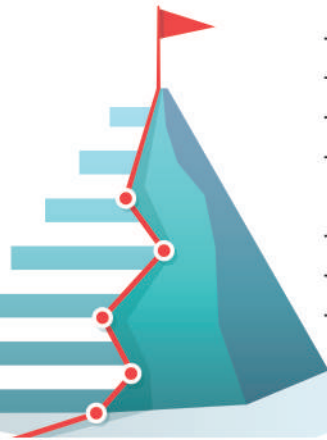
(From 1st of Shrawan, 2078)



# Program Timeline



## Achievement so far



- 19 startups are under incubation
- Set up pool of Mentors community consists of 19 members
- A technical team of 6 Chartered Accountants has been formed
- Activities like : Boot Camp, Business Health Check up and Startup Haat Bazar have been successfully accomplished
- Mentoring is in progress
- Established Consortium of Partners
- Technical backstopping from National and International organizations (e.g. Swisscontact, PUM the Netherlands, Aasaman Nepal)



30 Dec 2021: Startup Haat Bazar



30 Dec 2021: Startup Haat Bazar



30 Dec 2021: Startup Haat Bazar



12 Nov 2021: Senior Expert from PUM Netherland Mr. Ignace Karthus backstopping CIM Startup & Innovation Program

# CIM Business Clinic

## Mission

Facilitate industries for the smooth operation and enhance productivity through troubleshooting as well as scale-up support with the provision of accessible network of business development services.



## Target Group :

CIM Member Industries, Micro, Small, Medium Enterprises (MSMEs) & other enterprises



## Objective

- Collection and documentation of industrial issues
- Seek / facilitate appropriate solution of issues
- Provision of BDS services for scale-up

## Program Component

- Regular Industrial Visit
- Implement CIM Policy Advocacy Framework
- Business Health Checkup
- Create pool of BDS service providers and conduct tailored / customized scale-up activities



## Partnership

- Government of Nepal, Ministry of Industry, Supply and Commerce (MoICS),



**Regular Industry Visit**



**Member Issues**



**Business Health Checkup**

**CIM Business Clinic**

**Issues at Implementation Level**



**Support through Regular Process of CIM**



**Local Line Agencies**

- Phone calls
- Letters
- Delegation
- Facilitation Workshop

**Issues of Policies Level**



**Advisory Support & Advocacy Support**



**CIM Policy Advocacy Framework**

- Policy desk at CIM
- Issue-specific stakeholder consultation
- Focal Point at MoICS
- Quarterly facilitation meeting with MoICS
- Periodic meeting with Provincial & Local Government
- Dissemination of issues via Press & CIM Newsletter

**Issues of Scale-up and Capacity Development**



**Advisory & Referral Support**



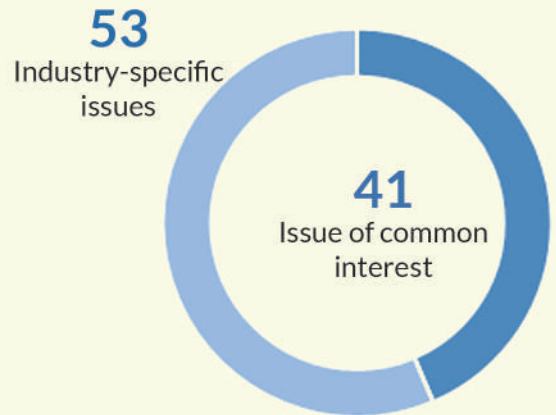
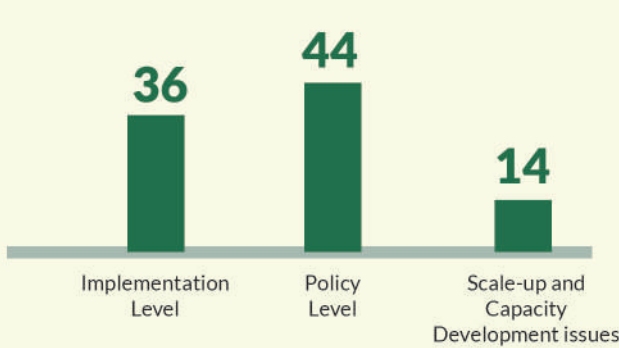
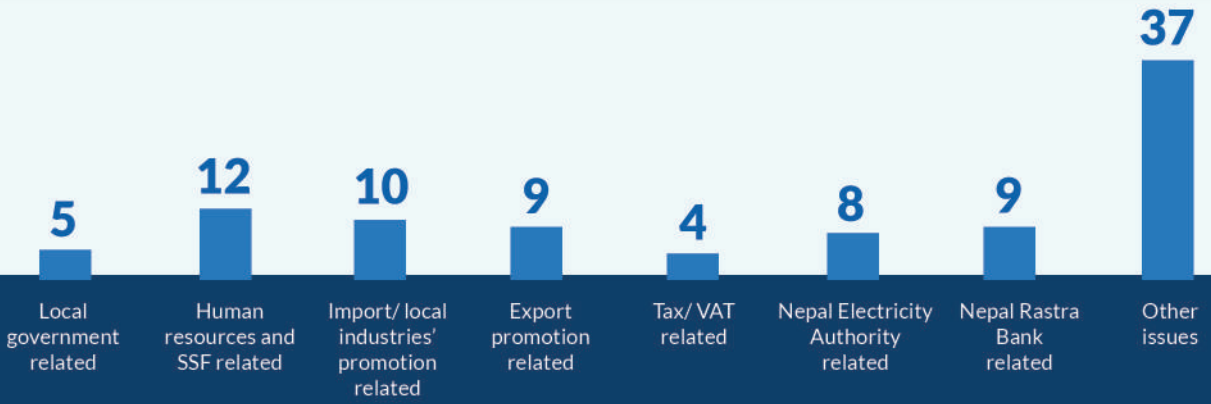
**Govt agencies, Research Institute & Pvt. Consultancy**






- Link to Short & Long Term Research & Consultancy service as per the need
- Customize Capacity Building Services, GMP, CP, TQM, E-Commerce & IPR, OHS and many other areas
- Other support service as per the demand

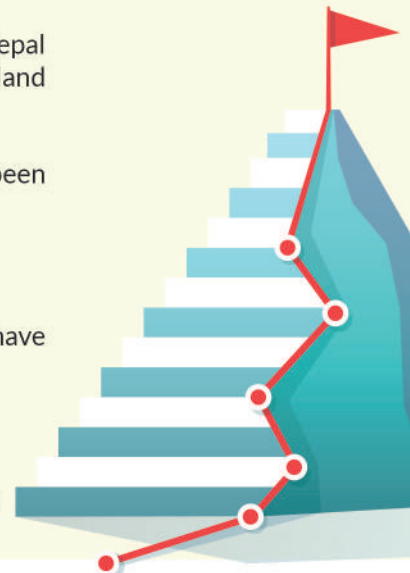
# Achievements so far

**41** industries visited

**94** issues collected: Nature of Issues



-  Issues submitted to MoICS as well as the concerned authorities - Nepal Rastra Bank, Nepal Electricity Authority and Department of Inland Revenue. A few other submissions are under process.
-  Focal Point at Ministry of Industries Commerce and Supply has been established.
-  3 Policy Facilitation meetings have been conducted.
-  Pilot Business Health Checkup Camp for 18 startup enterprises have been successfully completed.
-  Increasing pool of Technical & Business Development Service Providers: Antarprerana Pvt. Ltd., Biruwa Advisors, FACTS Nepal, Samriddhi Foundation, MinErgy Pvt. Ltd., SLA Professional Services Pvt. Ltd., PLA Business Solution, Mayur Digital Pre Press, & others.



# Some Glimpses of CIM Industry Visit Program



22 Dec 2021: Policy level meeting among CIM Team and Secretary & Team of Ministry of Industry Commerce and Supply



1 Oct 2021: Policy level meeting among CIM Team and Secretary of Ministry of Finance



22 Dec 2021: Policy level meeting among CIM Team and Secretary & Team of Ministry of Industry Commerce and Supply



1 Oct 2021: Policy level meeting among CIM Team and Secretary of Ministry of Finance



## Mission

Strengthen Industry Academia Linkages through Research and Development (R&D) with an aim of supplying academic knowledge, information & facts to take informed policy decision fostering sustainable economic development.



## Target Group :

Students, Research Scholars, Academician & Industrialists

## Objective

- Encourage university graduates to do research on economic issues
- Motivate faculty members of University to undertake short-term policy research
- Conduct academic discourse on economic flavor



## Component

- Support with cash incentives to Master Level Students to undertake their Dissertation/ thesis on Broader Economic & Industrialization issues (5 theses per year)
- Support to Faculties to undertake Independent Policy Impact Study (10 studies)
- Conduct Industry - Academia Dialogue Series on a quarterly basis

## Partnership

Purbanchal University

## Supported By

Hulas Wire Industries Pvt. Ltd

# Achievements so Far

## 4 students awarded for research

### **Ujwal Raut (M.Sc) PUSOE**

Management of traffic congestion in Biratnagar

### **Bikash Yadav (M.Sc) PUSOE**

Assessing the industrial waste in the industrial corridor of Biratnagar

### **Anuska Shrestha (M.Sc) PUSOE**

Household waste management in Biratnagar City

### **Etikshya Regmi (MBA)**

Assessing the condition of industrial relation in Biratnagar Industrial Corridor.

## 4 issues for short-term policy research

(for faculties' engagement identified)



Rational of electricity demand charge



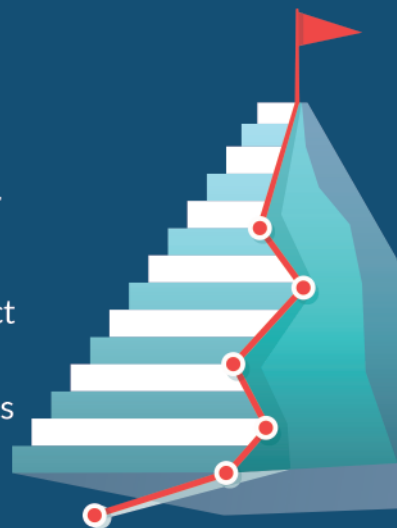
Varies on import duties (Raw materials vs. Finish Products) & its impact on Nepalese garment sector



Subsidy loan to women & other MSMEs & its impact



A comparative study of local government's business related tax & local growth



## 2 Mahendra Golchha Industry-Academia Dialogue Series has been organized

### **Series 1**

Economic Growth: Outward versus Inward Orientation as a Growth Strategy, 6 Oct 2021

### **Series 2**

Contemporary Economic Development and Monetary Policy Practices in Nepal, 18 Nov 2021



# Mero Desh Merai Utpadan



A campaign initiated for the promotion of domestic products

## Objectives



- Promotion & Market Expansion of Domestic Products
- Establishment of Common Brand
- Encouragement to maintain Quality & Standards
- Mainstreaming of the products of MSMEs, women entrepreneurs, and entrepreneurs from marginalized segments.

## Achievement so far



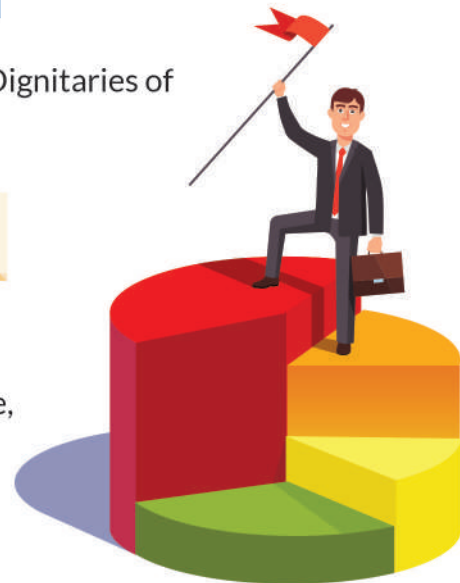
The Campaign has been acknowledged by Dignitaries of Nepal holding high level portfolios.

Logo of the campaign has been carried by all CIM promotional materials, program & souvenirs.



Promotional materials including 2D video, promotional song & music video, photo frame, table stand etc. have been prepared.

Application of logo by member industries is increasing.





29 Sept 2021: CIM Team met Right Honorable President Mrs. Bidya Devi Bhandari



26 March 2021: Campaign Inauguration by the then Prime Minister Right Honorable K. P. Sharma Oli



CIM & MMA Team met Right Honorable Sher Bahadur Deuba, Prime Minister of Nepal 30th September, 2021



20 Dec 2021: CIM & MMA Team met Honorable Finance Minister, Janardan Sharma



# CIM Networking and Relationship Development



4 Oct 2021: CIM Team met Her Excellency Elisabeth von Capeller, Swiss Ambassador to Nepal



20 Dec 2021: CIM Team met Her Excellency Himalee Subhashini Arunatilaka, Ambassador of Sri Lanka to Nepal



22 Aug 2021: CIM Team met Mr. Shekhar Golchha, President of FNCCI



20 Dec 2021: CIM Team met High level officials of the US Embassy in Kathmandu



29 Nov 2021: CIM Team met High level officials of German Embassy in Kathmandu & GIZ NEEP Program



30 Dec 2021: CIM Team along with Women Entrepreneur Committee met Women Entrepreneurs' delegation from Chitwan Industry Association



CIM team met Trade Union (GEFONT)



19 April 2021: CIM team met trade unions

## CIM CSR Initiatives



19 Nov 2021: Marked the Memorial day of Late Mahendra Golchha



19 Nov 2021: Handed sanitary vending machine and conducted awareness program on OSH



# CIM Emergency Response : Fire & Flood



21 Oct 2021: Flood Impact Assessment Survey Report & Stakeholder Consultation Meeting

# Post Flood Impact Assessment Survey Conducted

October 2021

## Impact Assessment Survey (Losses in NRs.)



**2,471,898,000**  
Total



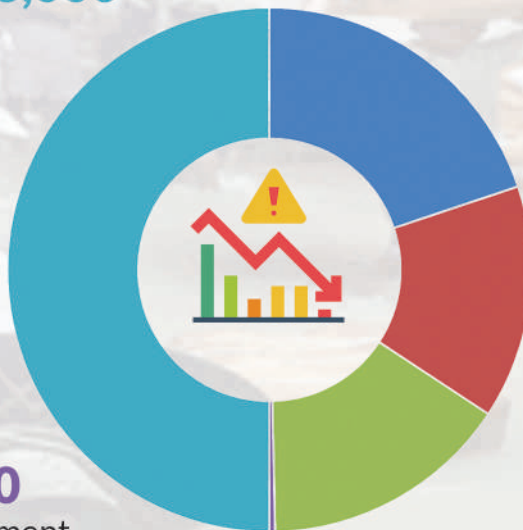
**981,718,000**  
Machine & Equipment



**712,570,000**  
Raw Materials



**17,165,000**  
Cleaning & management



**760,445,000**  
Finished Goods

# Team Building & Social Activities



CIM Board in Team Building Event



CIM employees celebrating Birthday



CIM employees celebrating Picnic



CIM Family celebrating NEW YEAR 2022

Designed and Compiled by



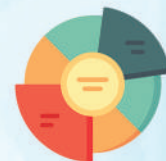
## What we do?



**Retail Audit Survey  
(RAS)**



**Customized Research**



**Data Dissemination**



[www.factsnepal.com](http://www.factsnepal.com)



[info@factsnepal.com](mailto:info@factsnepal.com)



01-456-9924

# Industrial Compressors

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Oil Injected & Oil Free Air Compressors

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*"Big or Small - Security for all"*

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