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**H S INDIA LTD.**

CIN: L55100MH1989PLC05341  
Reg. Off.: Unit No.202, Morya Blue Moon, Off New Link Road, Andheri West, Mumbai - 400 053, Maharashtra, Tel: 022-49240174

Email: hsindialimited@gmail.com, Website: www.hsindia.in

**NOTICE**

Notice, pursuant to Regulation 29 (1) (a) read with Regulation 47 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, is hereby given that a meeting no. 2020-21/3 of the Board of Directors of the Company will be held on Saturday, 29<sup>th</sup> August, 2020 at 11.00 a.m. at registered office of the Company, inter alia, to consider and approve the Un-audited Financial Results for the quarter ended on 30.06.2020.

The Notice is also available on the Company's website www.hsindia.in and on the website of the BSE Ltd. at www.bseindia.com

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**HITESH LIMBANI**

Company Secretary

Place: Surat ACS-31531

Date: 22.08.2020

For SAL AUTOMOTIVE LTD.

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**(Gagan Kaushik)**

Company Secretary

Place : S.A.S. Nagar (Mohali)

Date : 22<sup>nd</sup> August, 2020

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ARINDAM BHATTACHARYA  
Rigid rules stop micro units from scaling up

NEW DELHI, MONDAY, AUGUST 24, 2020



## IN THE NEWS

**FTA imports:** Norms for 'rules of origin' enforcement out

THE CENTRE HAS come out with the norms for the enforcement of 'rules of origin' provisions for allowing preferential rate of customs duties on products imported under free trade agreements, reports PTI. The new norms have been framed with a view to checking imports of low quality products and dumping of goods by a third country routed via an FTA partner country.

**SBI, PNB, BoB may go for share sale this fiscal**

AS MANY AS five large banks, including SBI, PNB and BoB, are likely to sell shares to institutional investors in 2HFY21 as they look to shore up their capital base, reports PTI. QIP would be the most preferred way and PSBs are likely to take a call on taking this route after finalisation of their Q2 results.

**Delhi Metro should be resumed on trial basis: Kejriwal**

CHIEF MINISTER ARVIND Kejriwal on Sunday said that Metro train services in Delhi should be resumed on a trial basis as the Covid situation was improving and hoped the Centre would soon take a decision on it, reports PTI.

## CAUTIOUS APPROACH

**PSBs set aside bulk of profits as provisions**

SHRITAMA BOSE  
Mumbai, August 23

A CLUTCH OF twelve public sector banks (PSBs) has set aside about 80% of their aggregate operating profits they made in the June quarter as provisions turning cautious on accounts under moratorium, data from Capitaline shows.

This is higher than the comparable amount of nearly 60% for private banks but lower than the roughly 130%

## DUES FROM TELCOS

# Spectrum value erodes, govt on a sticky wicket

Vodafone Idea's total dues over ₹2 lakh crore, but value of spectrum just ₹98,000 crore

FE BUREAU  
New Delhi, August 23

WHICHEVER WAY THE adjusted gross revenue (AGR) case concerning telcos goes, the ultimate loser will be the government. This is because the value of spectrum which is with the operators currently, their main asset — of course, on lease from the government — has diminished.

If an operator like Vodafone Idea does not get to pay its AGR dues of ₹58,000 crore in deferred installments of 15-20 years as it has sought, it may have to file for bankruptcy and then the government stands to lose over ₹2 lakh crore.

The value of liberalised spectrum with Vodafone Idea currently — for the balance licence period — stands at around ₹98,206 crore based on the latest reserve price worked out by the Telecom Regulatory Authority of India (Trai) for the next round of auctions.

Vodafone Idea owes the department of telecommunications (DoT) around

## WINNER'S CURSE

Total value of spectrum to be put up in auctions:

₹4,43,973 cr

Value of spectrum currently held by operators based on balance licence period:

Vodafone Idea: ₹98,206 crore	Total dues to govt: ₹2,45,934 crore
Bharti Airtel: ₹83,243 crore	RJio: ₹41,446 crore
RCom: ₹12,983 crore	AGR dues: ₹25,199 crore
Aircel: ₹4,965 crore	AGR dues: ₹12,389 crore
BSNL: ₹6,073 crore	MTNL: ₹2,530 crore

Source: Trai, govt, industry

₹2,45,934 crore if all of its dues are taken into account.

Its dues on account of deferred installments for spectrum it bought in various auctions is ₹1,82,222 crore. This amount is payable till 2036. Further, its dues on account of one-time spectrum charge (OTSC) is around ₹5,712 crore. Add to this the ₹50,000 crore of AGR dues.

The Supreme Court has reserved its order regarding the timeline in which the com-

pany should pay this.

The Trai and the DoT have largely been at fault for the situation where the government cannot cover its dues with the spectrum the operators have. Even if the DoT gets back the spectrum from insolvent telecom operators like Reliance Communications and Aircel, as it is arguing in the SC, it won't be able to recover its AGR dues.

Continued on Page 4

## COLLECTIVE LEADERSHIP VS GANDHIS

# Cracks wide open in Congress on the eve of CWC meet

have lowered the rentals. DLF Retail, for instance, has given tenants a full waiver on rentals for the lockdown period, excluding common area maintenance charges.

Some like Mumbai's Viviana

Mall are still evaluating contracts on a case-to-case basis. CEO Manoj K Agarwal said most retailers are seeking rent concessions not just for the lockdown period but beyond that.

Continued on Page 6

## NEW EXPORT SCHEME

Cost to far exceed Niti estimate of ₹10,000 cr/yr, says Pillai

GK Pillai, former commerce and home secretary

FE BUREAU  
New Delhi, August 23

THE OUTLAY FOR a key scheme, under which exporters will be reimbursed for all embedded taxes paid on inputs consumed in outbound shipments, could be "much higher" than the Niti Aayog's much-curtailed estimate of ₹10,000 crore a year, GK Pillai, former commerce and home secretary, who now heads a panel to fix the refund rates, told FE.

Although Pillai refrained from offering a precise estimate of the allocation under the Remission of Duties and Taxes on Exported Products (RoDTEP) scheme, he said the committee's intention is not to leave out any event that causes tax content in exports. All the imposts that are not subsumed by the goods and services tax (GST) will be built into the RoDTEP rates, in a potential relief for exporters battered by the pandemic.

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## TRENDING NOW

TikTok plans to file suit against Trump's order to ban app



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## COVID TRACKER

# India crosses 3 million cases

US and Brazil still have higher number of infections, but gap narrowing

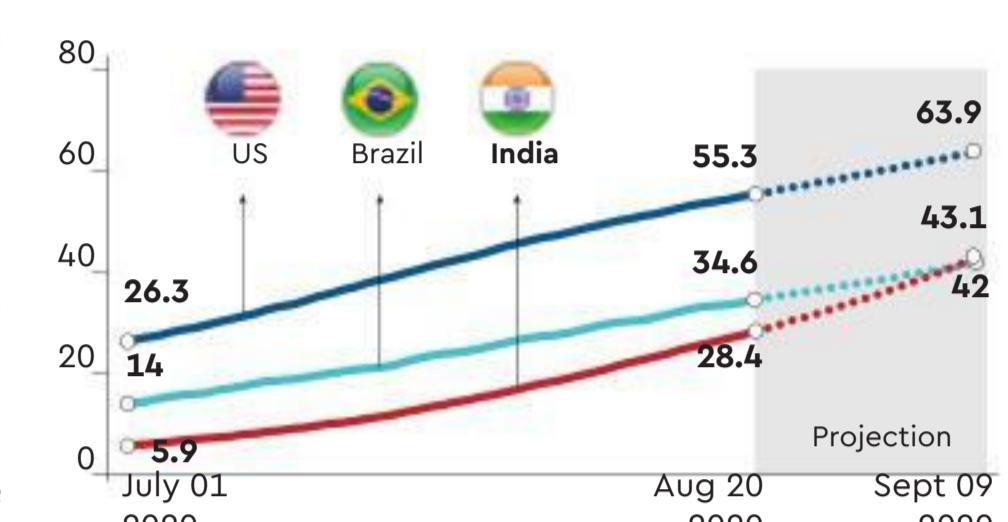
ISHAAN GERA  
New Delhi, August 23

INDIA ALREADY TOPS the world in terms of daily cases and, on Sunday, it became the third country to cross the three-million mark.

While the US (5.6 million) and Brazil (3.6 million) still have a higher number of infections, the gap is narrowing. Daily cases are still growing at 2.3% in India, compared to 1.1% in Brazil and

0.8% in the US. At the current pace, India will overtake Brazil in just over a fortnight as it crosses the 4-million infection mark.

Continued on Page 4



## Corp balance sheet

Q1 numbers below even modest expectations; focus on cost cut

India Inc has disappointed the Street in Q1FY21 despite tempered expectations. Managements stay cautious attributing the rebound in business in June to pent-up demand and continue to focus on trimming costs. Nearly 500 companies in the sample posted net losses while 393 reported losses at operating level reflecting the stress in the economy.

Continued on Page 6

Source: Capitaline Sample of 1,228 companies (excluding banks & financials)

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## WORK IN PROGRESS

# No end to retailers' woes despite lower rentals

ASMITA DEY  
New Delhi, August 23

IN EARLY JUNE, most landlords were reluctant to lower rentals giving retailers a breather. That meant many of the smaller businesses were out of business; Full Circle bookshop in tony Khan Market folded up. Today, they're relenting; those that run big malls or have space on High Streets have re-negotiated with tenants, moving to a revenue-sharing agreement. Others

Expectations of mall owners that consumers would soon flock back to shops driving up sales have been belied

Some like Viviana Mall in Mumbai still evaluating contracts on case-to-case basis DLF Retail has given tenants a full waiver on rentals for the lockdown period

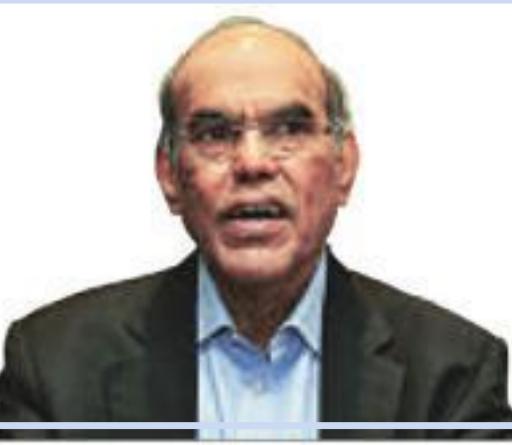
have lowered the rentals. DLF Retail, for instance, has given tenants a full waiver on rentals for the lockdown period, excluding common area maintenance charges.

Some like Mumbai's Viviana Mall are still evaluating contracts on a case-to-case basis. CEO Manoj K Agarwal said most retailers are seeking rent concessions not just for the lockdown period but beyond that.

Continued on Page 6

# Economy

MONDAY, AUGUST 24, 2020



## MECHANICAL REBOUND

D Subbarao, former RBI governor

I don't believe we should read too much into the green shoots that you refer to. What we've been seeing is just a mechanical rebound from the depressed base of the lockdown; it will be misleading to see it as a signal of a durable recovery.

## ● IN SLOW LANE

## Toll collection per km falls 7% in FY20

SURYA SARATHI RAY  
New Delhi, August 23

**TOLL REVENUE PER** kilometre of national highway saw a 7.17% decline in 2019–20 due to the economic slowdown and upward revision in axle load norms, among other reasons.

The stoppage of vehicular movement due to lockdown in the last week of the financial year also contributed to the decline.

According to data compiled by National Highways Authority of India (NHAI), total toll collection on national highways grew by 10% to ₹26,851 crore while tolled highway length grew 19% to 29,666 km in 2019–20, translating into a fee collection of ₹90.5 lakh from each km of tolled length. In the year 2018–19, a total of ₹24,396 crore was collected as toll fee from 24,997 km tolled length or ₹97.5 lakh per km in 2018–19.

"The continued adverse impact of revision in axle load norms in H1 FY'20, general slowdown in the economy and the constrained vehicular movement in the run up to the

Toll collection on national highways			
Length under tolling (km)	Growth (% y-o-y)	Toll revenue (₹ crore)	Growth (% y-o-y)
2016-17	20,070	6.71	17,942
2017-18	22,378	11.49	21,948
2018-19	24,997	11.7	24,396
2019-20	29,666	18.67	26,851

Source: NHAI



lockdown in March 2020 has resulted in traffic de-growth of 7–8% in FY'20. That's why we notice that despite 19% growth in length tolled, the toll collections grew by just 10%," said Rajeshwar Burla, vice president, corporate ratings, Icra.

The pace of growth in toll collection, year-on-year, was the highest in 2017–18 at 22.32% in the last three years

which fell down to 11.15% in 2018–19 and then further even as the total highway length under tolling increased from 11.49% in 2017–18 to 11.7% in 2018–19 and further to 18.67% in 2019–20.

Jagannarayanan Padmanabhan, director and practice leader – transport, Crisil Infrastructure Advisory said, "Currently many of the toll plazas of

NHAI are operated by contractors whose term is limited to 1–3 years, leading to a short term tactical approach to toll collection by the contractors. Also, many of the existing national highways have competing non-toll roads developed by state governments which leads to lesser revenue realisation."

From 12,598 km tolled length, private operators collected ₹16,293 crore, or ₹1.29 crore per km, mainly due to higher mix of expressways, in 2019–20 compared with the authority's tally of ₹7,979 crore, or ₹49 lakh per km, from 16,387 km length.

Macquarie, which bagged the first bundle of public-funded highway projects under toll-operate-transfer model in 2018 for ₹9,681.50 crore, collected ₹745 crore in 2019–20 from 681 km tolled length or ₹1.09 crore per km of tolled length.

"The private sector efficiency in toll collection can be tapped into by NHAI by offering more projects under the ToT/OMT model," Padmanabhan said.

Arogya Setu App shall be advised to all," the guiding principles state.

The I&B ministry SOPs state that physical distancing of at least six feet to be followed as far as feasible at all locations at all times, while sitting, standing in queues, among others. These include places such as shoot locations, sound recording studios and editing rooms.

Aspects such as scenes, sequences, set-ups, camera locations, positions of various crew members, seating arrangements, food and catering arrangements, staggered meal timings should be planned while giving due consideration to physical distancing norms, according to the I&B ministry document.

Measures should be taken by the production team to involve a minimum number of cast and crew members during the shoot, the SOPs said.

This kind of mismatch is because the Trai and DoT followed a practice of raising spectrum price for every year taking the final price of previous auctions as the base price, which led to unnatural rise in prices. In contrast to today's scenario, the operators needed spectrum. To make up for the

India had 29,666 km highway length and 566 toll plazas, as on March 2020, where toll was collected. The toll rate is revised annually in April for majority of the stretches. Toll fee is different in different toll plazas essentially because it is based on the length of the stretch under that plaza, structures (bridge, tunnel, by-pass) and width of the highways.

Toll rates of two different categories of vehicles are also different as it is primarily based on the size and load they carry and damage done to the road and type of use (commercial/personnel) of a vehicle.

Toll collection for the current fiscal may fall due to the pandemic-induced lockdown. According to rating agency Crisil, only about a crore vehicles were on the roads in April compared with 11 crore in February. However, electronic toll collection in June rebounded to March level and touched 75% of the February levels. The pandemic-induced lockdown had virtually halted movement of people and goods in April and May.

## CM: Delhi Metro should be resumed on a trial basis

PRESS TRUST OF INDIA  
New Delhi, August 23

## CHIEF MINISTER ARVIND

Kejriwal on Sunday said that Metro train services in Delhi should be resumed on a trial basis as the Covid-19 situation was improving in the city and hoped the Centre would soon take a decision on it.

Interacting with traders, entrepreneurs and businessmen in the city in a 'Digital Samvad', the chief minister also said that markets and roads in Delhi would be beautified on the lines of the Chandni Chowk redevelopment project, which is expected to be completed by November–December.

"I have requested the Centre that Delhi should be treated differently. Corona situation is improving in Delhi. If they do not want to run Metro trains in other cities, let it be so. But, in Delhi Metro train services should be started in a phased manner on a trial basis. We have raised this issue before the Centre many times, I hope the Centre will soon take a decision in this regard," he said.

The chief minister high-



lighted various steps taken by his government to revive the pandemic-hit economy of the city and said it would make some big announcements about the industry sector in coming days.

Kejriwal also assured the traders that anomalies in circle rates in some areas would be addressed.

Traders and businesspersons from different markets of the city dealing in automotive parts, construction sector, garments and textile, event management, among others, shared their problems with and extended suggestions to the chief minister during the virtual interaction.

Kejriwal said that their suggestions were noted and would be considered for necessary action.

## M-cap of 7 of top-10 firms rose ₹67,622 cr last week

SEVEN OF THE top 10 valued domestic firms added a total ₹67,622.08 crore to their market valuation last week, with HDFC Bank and ICICI Bank emerging as lead gainers.

TCS, HDFC Bank, Hindustan Unilever, HDFC, Kotak Mahindra Bank, ICICI Bank and ITC were the gainers while Reliance Industries, Infosys and Bharti Airtel witnessed a decline in their market valuation. The market capitalisation of HDFC Bank jumped by ₹28,183.55 crore to ₹5,97,051.15 crore.

ICICI Bank added ₹21,839.67 crore to its valuation at ₹2,55,929.73 crore while HUL's m-cap rose by ₹6,848.94 crore to ₹5,17,641.12 crore. The market capitalisation of Kotak Mahindra Bank increased by ₹6,241.25 crore to ₹2,65,097.18 crore and that of HDFC went up by ₹1,858.87 crore to ₹3,22,872.98 crore.

— PTI

## SOPs for restart of shooting of films, TV serials out

PRESS TRUST OF INDIA  
New Delhi, August 23

These SOPs have been finalised after consulting the health and home ministries, Javadekar said

state that non-essential activities will not be allowed in Covid-19 containment zones.

The guiding principles also said that employees who are at higher risk, such as older employees, pregnant women, employees who have underlying medical conditions, should take extra precautions.

They should preferably not be exposed to any front-line work requiring direct contact with the public, according to the health ministry's guiding principles.

The guiding principles recommend the practice of frequent hand washing with soap for at least 40–60 seconds and making available provisions for hand sanitisation at entry points and in work areas. They strictly prohibit spitting and state that respiratory etiquettes should be strictly followed.

"Sharing details of the SOPs, Javadekar said barring those who are in front of cameras all others will have to wear masks. "We are laying down SOPs as per international experience, and with the consultation of the health ministry and the home ministry, we have issued these SOPs," he said.

"This is an important aspect of the economy and it employs millions of people, therefore, we have issued this to facilitate now the production activity to resume. I am sure everyone will welcome this and all states will implement this," Javadekar said.

The I&B document also emphasised on the health and family welfare ministry's guiding principles which

"Installation and use of

Arogya Setu App shall be advised to all," the guiding principles state.

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## Dues from telcos:

### Spectrum value erodes, govt on a sticky wicket

For instance, the AGR dues of RCom is around ₹26,000 crore and the value of its spectrum based on its remaining licence period is ₹12,983 crore. Similarly, the AGR dues of Aircel is ₹12,389 crore and the value of its spectrum is ₹4,965 crore. Even if DoT gets back the spectrum it will have to put it up for auction to recover its dues.

Here, since the timing of auctions which remain uncertain because of the poor financial health of the operators, the value of spectrum would only further diminish.

This kind of mismatch is because the Trai and DoT followed a practice of raising spectrum price for every year taking the final price of previous auctions as the base price, which led to unnatural rise in prices. In contrast to today's scenario, the operators needed spectrum. To make up for the

astronomically high prices, DoT allowed operators to pay through deferred installments while keeping the net present value intact. As a result, today, the dues owed by the operators is much higher than the value of their spectrum.

### Covid tracker: India crosses 3 million cases

Despite impressive testing figures — India tested over 1 million samples on August 22 — India is still far behind the US and Brazil in terms of testing per million.

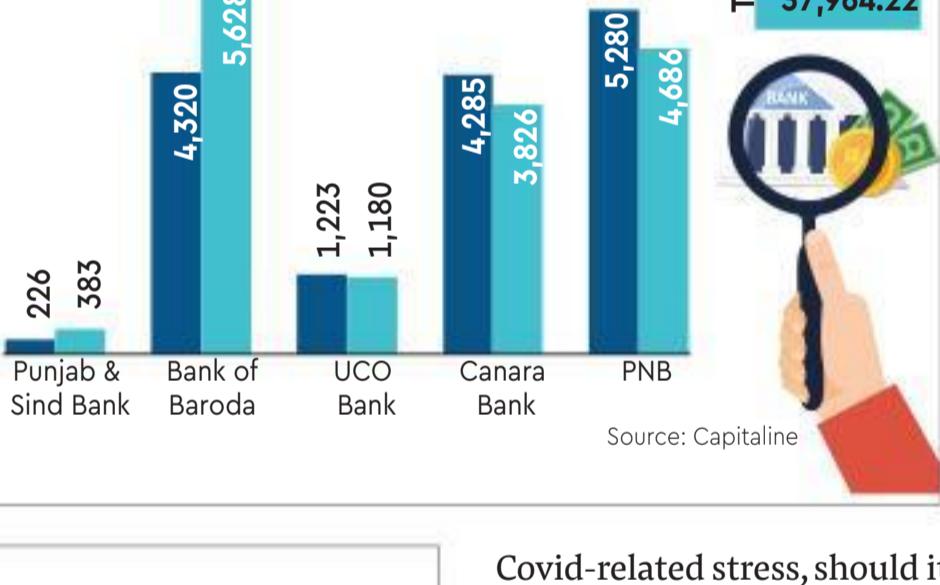
By Sunday, India had tested 25,538 people per million, compared to 66,475 in Brazil and 227,827 in the US.

Cautious approach: PSBs set aside bulk of profits as provisions

However, the Q4FY20 numbers are not strictly compara-

ble with those for Q1FY21 as they do not account for the six smaller banks which were merged with four larger ones, effective April 1. The two banks that provided most aggressively — Punjab & Sind Bank and Bank of Baroda (BoB) — were the only two PSBs to report losses for the June quarter.

The caution suggests banks are somewhat worried about asset quality even as the moratorium camouflages the true quality of the loan book. Provisions also moved up due to some large accounts which have not been resolved, given the uncertain environment.



Covid-related stress, should it arise," he added. This apart, BoB set aside ₹700 crore in provisions against other standard assets which are seeing stress on account of the pandemic. The lender's provision coverage ratio (PCR) at the end of June was 83%.

State Bank of India (SBI), which made provisions equivalent to 69% of its operating profit, also said it was building larger buffers than mandated. SBI chairman Rajnish Kumar said, "We have decided to enhance the provision over the minimum regulatory requirement and one account which is worth mentioning is which was declared fraud and a dispensation for four quarters is available. But, within this quarter, the entire amount has been provided and net NPA is zero." The bank expects a significant recovery from this fraud account in the December quarter.

While concerns around corporate asset quality have not fully blown over, analysts expect the first wave of post-moratorium bad loans to emerge from the retail and micro, small and medium enterprises (MSME) segments. Moody's said recently that in its base-case scenario, PSBs will need external capital of up to ₹2 lakh crore in the next two years. This is because their credit costs will increase to 3% of gross loans, annually over the next two years, from 2.5% in FY20. "These levels of credit costs are required for banks to boost provision coverage ratios to 70% against enlarged pools of NPLs by March 2022 from their current levels of about 65%", Moody's said.

## DEWAN HOUSING FINANCE CORPORATION LIMITED (CIN) – L65910MH1984PLC032639

Regd. Office : Warden House, 2nd Floor, Sir P.M. Road, Fort, Mumbai – 400 001

Toll Free No. 1800 22 3435, Visit us at : [www.dhfl.com](http://www.dhfl.com), email – [response@dhfl.com](mailto:response@dhfl.com)

National Office : 6th Floor, HDIL Towers, A.K. Marg, Station Road, Bandra (East), Mumbai – 400051. Tel. : (022) 7158 3333

### UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2020

(₹ in lakh)

PARTULARS	STANDALONE
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**● UNDER FTAS**

# Govt frames norms for enforcement of 'rules of origin' for imports

PRESS TRUST OF INDIA  
New Delhi, August 23

**THE GOVERNMENT HAS** come out with norms for the enforcement of 'rules of origin' provisions for allowing preferential rate of customs duties on products imported under free trade agreements.

The new norms have been framed with a view to checking inbound shipments of low quality products and dumping of goods by a third country routed through an FTA partner country.

The department of revenue has notified the 'Customs (Administration of Rules of Origin under Trade Agreements) Rules, 2020' which would "come into force on Sep-



tember 21, 2020".

These rules "shall apply to import of goods into India where the importer makes a claim of preferential rate of duty in terms of a trade agreement," it said.

The "rules of origin" provi-

sion prescribes for the minimal processing that should happen in the FTA country so that the final manufactured product may be called originating goods in that country.

Under this provision, a country that has inked an FTA

with India cannot dump goods from some third country in the Indian market by just putting a label on it. It has to undertake a prescribed value addition in that product to export to India. Rules of origin norms help contain dumping of goods.

India has inked FTAs with several countries, including Japan, South Korea, Singapore, and ASEAN members.

Under such agreements, two trading partners significantly reduce or eliminate import/customs duties on the maximum number of goods traded between them.

According to the notification, to claim preferential rate of duty under a trade agree-

ment, the importer or his agent, at the time of filing bill

of entry, has to make a declaration in the bill that the imported products qualify as originating goods for preferential rate of duty under that agreement; and produce certificate of origin.

The claim of preferential rate of duty may be denied by the proper officer without verification if the certificate of origin is incomplete or has any alteration not authenticated by the issuing authority or the certificate is produced after its validity period has expired, it said.

The importer, it said, also has to possess all relevant information related to country of origin criteria, including the regional value content and submit the same to the proper officer on request.

## Don't read too much into green shoots, it's a mechanical rebound: Subbarao

BHAIJAY KUMAR SINGH  
New Delhi, August 23



Former RBI guv D Subbarao

governor said that the economy was in a troubled state when the COVID-19 crisis hit India.

"When the crisis is behind us – and I hope that is soon enough – these problems are going to be much bigger. Fiscal deficit is going to be much higher, the debt burden much larger and the financial sector in a worse shape," he said.

The World Bank last week projected India's fiscal deficit to rise to 6.6 per cent of GDP in 2020-21 (April 2020 to March 2021) and remain elevated at 5.5 per cent in the following year. This compares to the 3.5 per cent target set by the government.

"Our medium-term prospects will depend on how effectively we resolve these challenges," Subbarao said.

With India's economic growth in pre-COVID 2019-20 fiscal slipping to the lowest in a decade, global and domes-

tic agencies have indicated a sharp contraction in the GDP in the current fiscal.

The estimated contraction ranges from 3.2% to 9.5%. This will be the first contraction in four decades.

Asked whether he sees any positive at all in this grim scenario, he noted that the rural economy has recovered better than the urban economy helped by several factors and the expanded MNREGA provided a lifeline when most needed.

Subbarao said that another big although less acknowledged positive is that the economy today has some basic safety-nets in place.

Citing an example, Subbarao said that 40 million urban labour went back to their villages post COVID-19 induced lockdown and despite that there have been no reported cases of mass starvation or hunger.

—PTI

down; it will be misleading to see it as a signal of a durable recovery," Subbarao told PTI in an interview.

He said the "short-term as well as medium-term prospects (for Indian economy) continue to be grim".

"The pandemic is still spiralling, the number of daily cases is rising and it is spreading to newer regions," he added.

On India's medium-term growth prospect, the former RBI

governor said that the economy was in a troubled state when the COVID-19 crisis hit India.

"When the crisis is behind us – and I hope that is soon enough – these problems are going to be much bigger. Fiscal deficit is going to be much higher, the debt burden much larger and the financial sector in a worse shape," he said.

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With India's economic growth in pre-COVID 2019-20 fiscal slipping to the lowest in a decade, global and domes-

## 412 infra projects show cost overruns of ₹4.11L cr

PRESS TRUST OF INDIA  
New Delhi, August 23

**AS MANY AS** 412 infrastructure projects, each worth ₹150 crore or more, have been hit by cost overruns of over ₹4.11 lakh crore owing to delays and other reasons, according to a report.

The ministry of statistics and programme implementation monitors infrastructure projects worth ₹150 crore and above.

Of the 1,683 such projects, 412 reported cost overruns and 471 time escalation.

"Total original cost of implementation of the 1,683 projects was ₹20,65,336.20 crore and their anticipated completion cost is likely to be ₹24,77,167.67 crore, which reflects overall cost overruns of ₹4,11,831.47 crore (19.94% of original cost)," the ministry's latest report for June 2020 said.

## SBI, PNB, BoB may go for share sale this fiscal

PRESS TRUST OF INDIA  
New Delhi, August 23

time, quantum, appointment of merchant bankers and other formalities, the sources said.

Four to five large banks like State Bank of India (SBI), Punjab National Bank (PNB), Bank of Baroda (BoB) and Union Bank of India would look at raising capital towards the end of third quarter or during the fourth quarter of this fiscal, they added.

Qualified

institutional placement (QIP) would be the most preferred way and public sector banks are likely to take a call on taking this route after finalisation of their second quarter results, merchant bank- ing sources said.

The importer, it said, also has to possess all relevant information related to country of origin criteria, including the regional value content and submit the same to the proper officer on request.

According to the sources, banks would get a better picture about their non-performing assets (NPAs), one-time loan restructuring and consequent ratings latest by the end of October. Subsequently, banks can start the process of deciding the

end of third quarter or beginning of fourth quarter. By this time, we would have declared two quarterly balance sheet of the amalgamated entities," PNB managing director S S Mallikarjun Rao told PTI in June.

It is to be noted that private sector banks, including ICICI Bank, Axis Bank and Kotak Mahindra Bank, have already mobilised capital through QIPs in the last three months.

In a precursor to capital raising exercise, most of the public sector banks have already got shareholders' approval for raising capital through a mix of debt and equity route in the current fiscal. For example, shareholders of SBI have given approval for raising ₹20,000 crore through public issue or private placement of shares while PNB has received shareholders' nod for mopping up ₹7,000 crore.

## 'Critical road infra building to put India on par with US, UK in 2 yrs'

NAMITA TEWARI  
New Delhi, August 23



Union minister Nitin Gadkari

fibre cable network, the minister said, adding that similarly gas pipeline can be laid along the big roads that are being built.

These are planned along the proposed 22 green expressways, of which the work on seven including ₹1 lakh crore Delhi-Mumbai Expressway has started.

"Given the pace of work on critical infrastructure including strategic tunnels, bridges and highways, I am confident that whatever work we are doing... (in) coming next two years you will see a changed India. Roads, tunnel and bridges which we see in the US, UK, Germany and Australia, the same kind of work will be seen in our country," the senior minister said.

Gadkari, who also holds the MSME portfolio, said the strategic ₹2,379-crore Z-Morbi Tunnel project in Jammu & Kashmir, that stuck for long after it was abandoned, was cleared and is expected to be built soon. —PTI

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New Delhi

# Cracks wide open in Cong on CWC eve

PRESS TRUST OF INDIA  
New Delhi, August 23

amid indications that interim president Sonia Gandhi might offer to quit.

After around 20 leaders wrote to the party chief seeking collective leadership and a revamp of major bodies, sources close to Sonia Gandhi said she might offer to step down in the CWC and ask the party to look for a full-time



president. AICC media chief Randeep Surjewala, however, denied it.

As the debate over the issue of leadership raged, another group of leaders put their weight behind the Gandhi family on Sunday, calling for Sonia Gandhi to stay or Rahul Gandhi to take charge again.

While Punjab chief minister Amarinder Singh, Chhattisgarh chief minister Bhupesh Baghel, Rajasthan chief minister Ashok Gehlot, Congress leader in Lok Sabha Adhir Ranjan Chowdhury and former ministers Ashwani Kumar, Salman Khurshid and KK Tewary backed the Gandhis, the dissenting group included former ministers Ghulam Nabi Azad, Anand Sharma, Kapil Sibal, Mukul Wasnik, Manish Tewari, Shashi Tharoor and former Haryana CM Bhupinder Singh Hooda.

Opposing the bid to challenge the Gandhi family leadership, Amarinder Singh said this was not the time to raise such an issue.

"The move by these Congress leaders to demand a overhaul of the party at this critical juncture would be

detrimental to its interests, and the interests of the nation.

"What the Congress needs is a leadership that is acceptable not just to a few but to the entire party, through its rank and file, and the nation at large," he said.

"Sonia Gandhi should continue to helm the Congress as long as she wants," he said, adding that Rahul Gandhi should thereafter take over as he is fully competent to lead the party.

Gehlot termed the letter as unfortunate and said the Gandhi family has kept the party united.

"I am not aware of any such letter but if this is true,

then it is unfortunate. They all have worked with the party for so long and the move of the letter is uncalled for," Gehlot said.

Former Karnataka chief minister Siddaramaiah tweeted, "It is unfortunate that the leadership of Gandhi family is being questioned by few. In these difficult times of undeclared emergency and attack on democracy by BJP, we should collectively strive to strengthen the Congress and not weaken it."

## New export scheme: Cost to far exceed Niti estimate of ₹10,000 cr/yr, says Pillai

The government had envisaged an annual allocation of about ₹50,000 crore under the RoDTEP scheme to make exports zero-rated. This new scheme is to replace the extant Merchandise Export from India Scheme – under which exporters were granted benefits worth about ₹45,000 crore in FY20 – from January 2021.

But the latest Niti proposal had stoked fears of a massive reduction in either the coverage of sectors or the reimbursement rates under the RoDTEP scheme and cast a shadow over an export recovery following the Covid-19 outbreak. While the government is yet to endorse the Niti suggestion, the resource-strapped revenue department has capped the MEIS outlay at just ₹9,000 crore for the April-December period of FY21, forcing the commerce min-

istry to block an online module for exporters to apply for such incentives for close to a month now.

The levies that will be considered while fixing the RoDTEP rates include state VAT/central excise duty on fuel used in transportation, captive power and farming; mandi tax; electricity duty; stamp duty on export documents and purchases from unregistered dealers; embedded central GST and compensation cess; tax paid on transportation; cesses and royalties in case of minerals like coal and iron ore. Such impose typically inflate exporters' costs and contribute to Indian products losing competitive edge in the global market.

Merchandise exports have been contracting since March. They witnessed a record 60% crash, year-on-year, in April, although the contraction narrowed to 37% in May, 12% in June and 10% in July, as lockdown curbs were lifted substantially from June. But any sharp reversal in the benefit structure, especially in times of a demand compression in the key US and European markets, will potentially jeopardise the export recovery, exporters have already warned.

The Pillai committee was formed on July 30 to suggest the RoDTEP rates, among others, and submit a report in three months. A supplementary report, if required, may be submitted two months after that, keeping in view "any issues that may arise".

An earlier committee under Pillai had undertaken a similar, comprehensive exercise in textiles and readymade garments (under chapters 62 and 63 of the harmonised system code). Taxes up to the local level, and including central and state-level taxes, were estimated. For instance, cotton being a principal input in the textile value chain, the panel had to compute the tax incidence in textiles and garments due to the tax on fertilisers used by cotton farmers. So, the exercise is an elaborate and meticulous one, he said.

The duty drawback division of the finance ministry is assisting the committee in the exercise, Pillai said. Efforts are on to submit the report within the deadline for the specified tariff lines, the former secretary said. But he conceded that a thorough process, covering all items (at the six-or-eight-digit HS code levels) may take even 1-2 years.

The Centre had in 2016 decided to reimburse all embedded state levies paid by garment exporters. Later, the scope of the scheme was expanded to include central levies in it. With RoDTEP, the government will cover all other products.

Since tax rates keep on changing, the RoDTEP rates may need annual adjustments.

**Global patent filings: India puts up a poor show, even Huawei has more claims**

Last week, virtually addressing an event organised by NGO Disha Bharat, finance minister Nirmala Sitharaman exhorted more and more Indian entities to realise the growing importance of patents and filing applications.

China ended the US reign in filing for patents in 2019 for the first time since the PCT started operation in 1978, with as many as 58,990 applications, making up for as many as 22% of the global filings.

From just 276 in 1999, applications by Chinese entities rose to 58,990 in 2019 – a 200-fold jump in just 20 years, reflecting Beijing's phenomenal rise in the innovation sphere, according to WIPO director-general Francis Gurry.

A decade ago (in 2009), while China had filed 7,946 patent applications, India made up for only 761. The gap has been just widening, despite improvement shown by New Delhi in recent years.

What is equally disturbing is that none of the Indian educational institutions featured in the WIPO's list of top 50 institutions globally for filing patent applications. University of California led the pack, with 470 applications in 2019. It was followed by Tsinghua University and Shenzhen University (both

in China) with 247 and 230 applications, respectively.

Despite some progress made by India in recent years in overhauling the system of filings for patents, trademarks and industrial design, inadequate spending on R&D and lack of awareness about the importance of filing such applications continue to weigh India down.

India's R&D spending remained constant at around 0.6-0.7% of its GDP, way below the expenditure level of countries like Israel (4.3%), South Korea (4.2%), the US (2.8%) and China (2.1%), according to a statement by the ministry of heavy industries and public enterprises in July last year.

Official expenditure, almost entirely by the Centre with negligible contribution from state governments, is the driving force of R&D in India, in contrast with the advanced countries where the private sector is the dominant force.

In a bid to promote innovation, the Centre came out with a national IPR policy in 2016, employed more people to clear pending applications on time, offered 80% discount to start-ups to file patent claims, among other initiatives.

In fact, in 2016, the department of industrial policy and promotion (now DPIT) recruited 458 patent examiners, effecting a four-fold increase in the number of such staff, to expedite the process of clearing over 2 lakh pending applications. Prior to that move, the patent offices had a paltry staff of 130 to examine around 43,000 applications a year.

Unless states and the private sector pitch in in a meaningful way, along with a greater push from the Centre, India's innovation landscape will continue to lag potential.

Over three-fourth of patent applications in India are filed by foreign entities or individuals, who also account for around 80% of the patents granted over the years.

**No end to retailers' woes despite lower rentals**

"On a per store basis, retailers have limited staff but malls employ a huge number of employees and we have had to bear the operational costs throughout. The discussions cannot be one-sided," Agarwal said.

However, expectations of owners that consumers would soon flock back to shops driving up sales have been belied; footfalls are few, purchases minimal. And unless the buying picks up meaningfully, retailers will need to offer more concessions.

Despite having negotiated lower rentals, Metro Brands has been forced to shut a few stores in malls and High Streets. "We saw a slight pick up in sales before Eid and Raksha Bandhan and are hoping for more of this in the festive season," Aisha Malik, VP, e-commerce and marketing, told FE. Malik pointed out the negotiations with owners were a continuous process these days.

Joe Shu has been fortunate to get a rebate on rents at DLF Promenade and as Jyoti Narula, founder, said more discounts could come through. With sales slow, Narula says keeping costs in check is critical.

Biba has struck a revenue-share deal for its stores in malls and High Streets for the rest of 2020 and is asking mall owners for a reduction in CAM fees. The apparel retailer has been fortunate to close out agreements with 85% of its landlords. Siddharth Bindra, managing director, is hoping that charges, for agreements where minimum guaranteed amounts are applicable, will see a substantial reduction later in the year. "Nonetheless, it's a long journey to last year's levels. High Street stores are recovering faster than malls," Bindra said.

These numbers are at a variance with those of the mall owners. A spokesperson for Mumbai-based R City Mall, which re-commenced operations on August 5, said consumption levels are at 60% of pre-Covid levels. The company is still in discussion with its tenants for re-negotiating rents.

Pushkar Bector, ED, DLF Retail, told FE footfalls have been encouraging during the festive weekends across properties. DLF Promenade, for instance, saw footfalls of 18,000 during the Independence Day weekend.

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## UNITED BREWERIES LIMITED

Registered Office: "UB Tower", UB City, #24, Vittal Mallya Road, Bengaluru - 560 001.  
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CIN: L3699KA1999PLC025195  
Website: www.unitedbreweries.com. Email: ublinvestor@ubmail.com

### NOTICE

(For attention of Equity Shareholders of United Breweries Limited)

#### For Transfer of unpaid/unclaimed dividend and equity shares of the Company to Investor Education and Protection Fund (IEPF) Account

This NOTICE is published pursuant to Rule 6(3)(a) of the Investor Education and Protection Fund Authority (Accounting, Audit, Transfer and Refund) Amendment Rules, 2017 ("the Rules") read with Section 124(6) of the Companies Act, 2013 ("the Act").

The Equity Shareholders of United Breweries Limited ("the Company") are hereby informed that in accordance with the provisions of Section 124(6) of the Act read with Rule 6 of the Rules, all shares in respect of which unclaimed dividend has been transferred to Investor Education Protection Fund ("IEPF") under the Act and the Rules and in respect of which any dividend warrant has not been encashed by the shareholder(s) during last seven consecutive years or more (relevant shares), shall be transferred and credited by the Company to the demat account of IEPF in the manner prescribed under the Rules.

The dividend for the financial year 2012-2013 (Dividend 2012-13) which remains unclaimed for a period of seven consecutive years or more as on October 16, 2020 will be transferred to IEPF. Further, shares held by the shareholders who have not encashed the dividend 2012-13, and who have not encashed any dividend warrant during last seven years, will also be transferred to IEPF under the Act and the Rules. Details of shareholders who have not claimed Dividend 2012-13 and shares held by them are available on the website of the Company viz., [www.unitedbreweries.com](http://www.unitedbreweries.com). The Company has also sent individual letters to the shareholders in this regard. All benefits accruing on such shares, if any, shall also be transferred to IEPF in compliance of the Rules. The shareholders may claim the shares transferred to IEPF along with benefits accrued thereon, from time to time, after following the procedure laid down in the Rules. Please note that no claim shall lie against the Company with respect to the unclaimed/unpaid dividends and share(s) transferred to the IEPF pursuant to the Rules.

In case the shares which are required to be transferred to IEPF are held in physical form, the Company would be issuing duplicate share certificate(s) for transferring to IEPF and upon issue of such duplicate share certificates, the original share certificate(s) will deemed to be cancelled and non-negotiable. In case the shares are held in demat form, the Company shall inform the depository by way of corporate action, where the shareholders have their demat accounts, for transfer of shares to IEPF.

Details of shares to be transferred to IEPF will be placed on the website of the Company which should be considered as notice for issue of duplicate share certificate(s) that will be issued by the Company for the purpose of transfer of shares to IEPF and no separate notice will be issued in this regard.

For any clarification in this regard, the shareholders may write to the Company and its Registrar & Share Transfer Agent viz., Integrated Registry Management Services Private Limited, No. 30, Ramana Residency, 4th Cross, Sampath Road, Malleswaram, Bengaluru - 560 003; Telephone: +91-80-23460815 to 23460818, Email: [blrsta@integratedindia.in](mailto:blrsta@integratedindia.in).

For UNITED BREWERIES LIMITED

GOVIND IYENGAR

Place: Bengaluru  
Date : August 21, 2020  
Senior Vice President - Legal & Company Secretary

## MANALI PETROCHEMICALS LTD

Manali Petrochemicals Limited  
CIN: L24294TN1986PLC013087  
Registered Office: "SPIC House",  
No. 88, Mount Road, Guindy, Chennai - 600 032.  
E-mail: [companysecretary@manalipetro.com](mailto:companysecretary@manalipetro.com)

### NOTICE OF ANNUAL GENERAL MEETING AND RELATED MATTERS

Notice is hereby given that the Thirty Fourth Annual General Meeting (AGM) of the Company will be held on Wednesday, the 16<sup>th</sup> September 2020 at 2.00 pm (IST) through Video Conferencing (VC) / Other Audio Visual Means (OAVM) to transact the Ordinary and Special Businesses as set out in the Notice of the said meeting.

As informed vide public notice published on 11<sup>th</sup> August 2020 the Annual Report for the year 2019-20 together with the Notice of the AGM will be sent on or before 25<sup>th</sup> August 2020 only by electronic means to those shareholders who have registered their e-mail ids with the Company or as the case may be, the Depository Participants. These are also made available in the Websites of the Company and the Stock Exchanges viz., [www.manalipetro.com](http://www.manalipetro.com) and [www.bseindia.com](http://www.bseindia.com) & [www.nseindia.com](http://www.nseindia.com)

#### FACILITY TO PARTICIPATE IN THE AGM THROUGH VC / OAVM AND SPEAK THEREAT

Shareholders will be provided with a facility to attend the AGM through VC / OAVM through the CDSL e-Voting system. Detailed guidance for joining the meeting is available in the Notice of the Meeting. The window for joining the meeting would be available from 1.45 pm on the AGM day.

In terms of the relevant Circulars of the Ministry of Corporate Affairs there is no provision for appointment of proxies for the meeting.

Members desirous of speaking at the meeting may register through the web portal of the Registrar & Transfer Agent M/s Cameo Corporate Services Limited via <https://investors.cameoindia.com>. The above facility for participant registration will be open from 9.00 am on 8<sup>th</sup> September 2020 to 5.00 pm on 12<sup>th</sup> September 2020. It may please be noted that there will be no option for spot registration and so only those shareholders who have registered through the above process will be able to speak at the meeting.

Members who do not wish to speak during the AGM but need clarifications on the items to be transacted at the meeting may send their queries by e-mail to [companysecretary@manalipetro.com](mailto:companysecretary@manalipetro.com) on or before 12<sup>th</sup> September 2020, mentioning their names, demat account number / folio number, E-mail id and mobile number. These queries will be replied to by the Company suitably by email.

#### BOOK CLOSURE

Pursuant to Section 91 of the Companies Act 2013, notice is hereby given that the Register of Members and Share Transfer Books of the Company will remain closed from 07.09.2020 to 16.09.2020 (both the days inclusive).

#### DECLARATION & PAYMENT OF DIVIDEND FOR THE YEAR 2019-20

The dividend as recommended by the Board of Directors, if approved at the AGM, will be paid on 12<sup>th</sup> October 2020 in respect of shares held in physical form to those Members whose names appear in the Register of Members on 16<sup>th</sup> September 2020 and in respect of shares held in electronic form to those Members whose names appear in the list of beneficial owners furnished by the Depositories as at the close of business hours on 5<sup>th</sup> September 2020.

For receiving the dividend electronically, Members may register the bank account details with the Depository Participant for shares held in demat form before 5<sup>th</sup> September 2020 so that the details are received by the Company in the list of BO for payment of dividend. Persons holding shares in physical form may send the details to the RTA on or before 30<sup>th</sup> September 2020. Information received thereafter may not be considered by the RTA.

Where bank account details are not registered, dividend will be paid through warrants. Owing to the current pandemic situation, there could be delays in receipt of the warrants and so to avoid the same, Members may register their bank mandates well in advance.

It may also be noted that the payment of dividend for the FY 2019-20 will be subject to TDS. Resident Individuals can furnish Form 15G/15H if tax is not to be deducted. For detailed information please refer to the notice of the meeting.

#### FACILITY FOR REMOTE E-VOTING

Pursuant to Section 108 of the Companies Act, 2013, the relevant Rules and Regulation 44 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 the Company has entered in to an agreement with Central Depository Services (India) Limited (CDSL) to facilitate the Members to exercise their right to vote at the meeting through remote e-voting. The detailed process for participating in AGM through VC/OAVM and in the remote e-voting is available in the notice of the meeting. Members of the Company holding shares in either physical or dematerialized form as on 9<sup>th</sup> September 2020 being the Cut-Off Date and whose names are entered as Members in the Register of Members or in the Register of Beneficial Owners by the Depositories on that date alone shall be entitled to exercise the voting rights electronically.

Persons who have acquired shares and become Members of the Company after the dispatch of the notice and hold shares as on the Cut-off date may contact the RTA to obtain the login

# Diageo incurs loss of £2 million on sale of India wine business

PRESS TRUST OF INDIA  
New Delhi, August 23

**WORLD'S LEADING SPIRITS**  
maker Diageo incurred a loss of £2 million on sale of its Indian wine business last year, the company's annual report has said.

Diageo-owned liquor firm United Spirits (USL) had sold its entire equity stake in Four Seasons Wines as well as associated brands to Grover Zampa Vineyards and Quintela Assets for ₹31.86 crore.

"The disposal of the Indian wine business has resulted in an exceptional loss of 2 million pounds," Diageo said in its annual report 2020.

Talking about consumption preferences, Diageo said consumers who drink alcohol are increasingly choosing spirits over beer and wine.

"This is a long-term trend. In markets where spirits is a



less mature category, mainstream spirits brands can offer quality and affordability. In more mature markets, premium core and reserve brands offer choice and new experiences," the company said.

In January 2019, United Spirits had entered into an agreement for the sale of all the equity shares held by the company constituting 100% of the paid-up equity share capital of its wholly owned

subsidiary, Four Seasons Wines (FSWL), along with the brands. Total consideration received for this sale was ₹31.86 crore.

USL had said this move towards disinvestment of Four Seasons Wines was in line with its strategy to successfully continue to monetise its non-core assets, including subsidiaries.

At the time of the sale, USL said the Four Seasons Wines

business was a niche but a small part of the overall Diageo India portfolio and the sale would enable the company to focus on its premiumisation strategy and grow core spirits business in India.

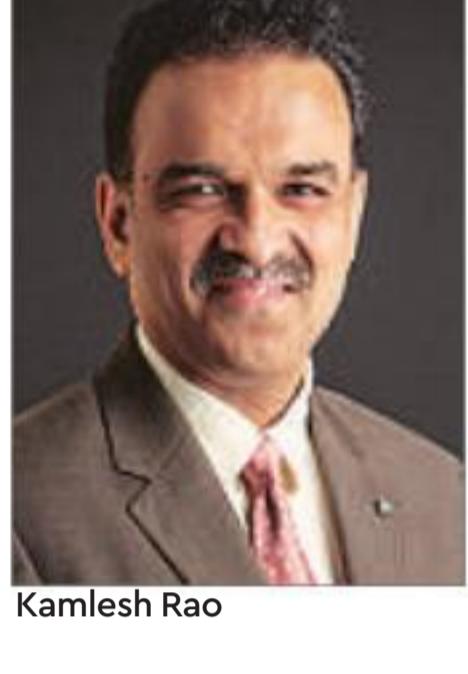
Earlier this month, Diageo disclosed it had taken a write down of 1.3 billion pounds, including an impairment of 772 million pounds for the Indian market, reflecting the impact of COVID-19 and challenging trading conditions.

The company said the impairment was based on the value "in use calculation and fair value less costs of disposal methodologies" to assess the recoverable amount of the India cash-generating unit.

Diageo's India subsidiary posted a consolidated net loss of ₹246.6 crore for the April-June quarter and its revenue from operations was down 47.60% to ₹3,820.7 crore.

## Aditya Birla Sun Life Insurance open to consolidation: MD

PRESS TRUST OF INDIA  
New Delhi, August 23



**ADITYA BIRLA SUN LIFE INSURANCE** (ABSIL) on Sunday said it is open to opportunities for consolidation as the sector is expected to undergo a churn as a result of business disruptions caused by the COVID-19 pandemic.

In an e-mail interview to PTI, managing director and chief executive Kamlesh Rao said data suggest that in times of socio-economic crisis like this COVID-19, around 30-

35% companies find it difficult to survive, while close to 15-20% firms outshine their peers in respective industries and emerge successful.

Based on the performance, "we hope to be in the list of 15-20% companies that outshine their peers. If there are opportunities of consolidation in the market which are worth evaluating, we will explore the same. Currently, we are not in talks with anyone," he said.

ABSIL is a life insurance subsidiary of Aditya Birla Capital.

Rao said the company's business in the first quarter of the fiscal was good and it expects to continue the momentum.

The company, he said, is comfortably placed and currently not planning to raise funds.

Under the current scenario, it was very difficult to have a short or long-term view about the business, he said adding ABSIL would continue to have a healthy mix of products with a focus on protection and guaranteed solutions.

## TCPL to expand direct reach to consumers: MD

PRESS TRUST OF INDIA  
New Delhi, August 23

**TATA CONSUMER PRODUCTS** is redrawing its entire sales and distribution system to be more direct, active and digitised, and aims to double its direct reach in the next 12 months, responding to the challenges of the coronavirus pandemic, a top company official said.

The Tata group FMCG firm is shifting its focus on innovation also, and is targeting to double the contribution from new products. Besides, it is rebuilding its core business, creating capacity and realising synergies from the integration of its food and beverage businesses in India, stepping up our capability building agenda, exploring new opportunities organic and inorganic," managing director and CEO Sunil D'Souza told PTI.

TCPL is making its entire distribution system to be more "direct, active and digitised" to double the direct reach in 12 months, he added. "We expect to expand our direct reach by 2x in the next 12 months and target to double our total numeric reach in the next 36 months," said D'Souza.

After merging consumer products business of Tata Chemicals with Tata Global Beverages, the company was renamed TCPL and now owns brands like TATASalt, TATA Tea, Tetley, Eight' O' clock and Himalayan Water. "The company will leverage its access to the Tata Chemical R&D centre for innovation agenda with a target of doubling the contribution from new products," said D'Souza.

Under its growth plans, Tata Consumer Products (TCPL) is also exploring both organic and inorganic opportunities in the segment.

"Our growth plans for FY21 will focus on executing our strategic plans, which include building on our core businesses, jump shifting digital

and innovation, realising synergies from the integration of our food and beverage businesses in India, stepping up our capability building agenda, exploring new opportunities organic and inorganic," managing director and CEO Sunil D'Souza told PTI.

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"Our growth plans for FY21 will focus on executing our strategic plans, which include building on our core businesses, jump shifting digital

### SAKTHI SUGARS LIMITED

CIN : L15421TZ1961PLC000396

Regd. Office: Sakthiagar - 638315, Bhavani Taluk, Erode District, Tamilnadu  
Phone: 0422-432222, 2221551, Fax: 0422-2220574, 4322488  
E-mail: shares@sakthisugars.com Web: www.sakthisugars.com

#### NOTICE FOR THE ATTENTION OF SHAREHOLDERS REGARDING 58TH ANNUAL GENERAL MEETING OF THE COMPANY

The Members of the Company are informed that 58th Annual General Meeting (AGM) will be held on Friday, 25 September 2020 at 2.45 P.M. through Video Conferencing (VC) or Other Audio Visual Means (OAVM) in compliance with the provisions of the Companies Act 2013, General Circulars dated 08.04.2020, 13.04.2020 and 05.05.2020 issued by the Ministry of Corporate Affairs (MCA) and SEBI Circular dated 12.05.2020 to transact the business set out in the Notice convening the AGM. Kindly note the following in this regard:

1. In compliance with the aforesaid MCA and SEBI Circulars, the Notice of the 58th AGM along with the Annual Report for the financial year 2019-20 will be sent only through e-mail to all the members whose e-mail addresses are registered with the Company / Registrar & Share Transfer Agents (RTA) / Depository Participants. The Notice and Annual Report will also be made available on the Company's website ([www.sakthisugars.com](http://www.sakthisugars.com)) and on the websites of National Stock Exchange Ltd. ([www.bseindia.com](http://www.bseindia.com)) and also on the website of Link Intime India Pvt. Ltd. (<https://instavote.linkintime.co.in>).

2. Members who have not registered their e-mail addresses and mobile numbers are requested to get the same registered as stated below:

a. Members holding shares in demat form can register by contacting their respective Depository Participants.

b. Members holding shares in physical form, may—

(i) send an e-mail request to the Company's RTA, Link Intime India Pvt. Ltd., at coimbatore@linkintime.co.in along with signed scanned copy of the request letter providing the name, folio number, full address, e-mail address and mobile number, self-attested PAN Card copy and copy of a share certificate; or

(ii) log in to the website of the Company's RTA Link Intime India Pvt. Ltd., [www.linkintime.co.in](http://www.linkintime.co.in), go to investor service section and select "e-mail bank detail registration", fill in the details, attach signed scanned copy of the request letter providing the name, folio number, full address, e-mail address and mobile number, self-attested PAN Card copy and copy of a share certificate.

Any person who becomes a member of the Company after the AGM Notice and Annual Report are sent by e-mail, and holds shares as on the cut-off date may obtain the user ID and password in the manner provided in the AGM Notice.

3. The Company is providing e-voting facility (i.e. remote e-voting, and e-voting during the AGM) for members to cast their votes on all resolutions set out in the AGM Notice.

4. The detailed procedures for joining the AGM and for remote e-voting / e-voting during AGM are given in the AGM Notice.

5. Members are requested to refer to the AGM Notice for the full content and details of the meeting.

For Sakthi Sugars Limited

Coimbatore S. Baskar  
21st August 2020 Sr. Vice President and Company Secretary

### CL EDUCATE LIMITED

CIN: L74899HR1996PLC076897

Registered Office: Plot No. 9A, Sector-27A, Mathura Road, Faridabad, Haryana- 121003  
Corporate Office: A-45, First Floor, Mohan Co-Operative Industrial Estate, New Delhi & 110044  
Tel: +91 (11) 4128 1100, Fax: +91 (11) 4128 1101, E-mail: [compliance@cleducate.com](mailto:compliance@cleducate.com), Website: [www.cleducate.com](http://www.cleducate.com)

#### EXTRACT OF UNAUDITED FINANCIAL RESULTS (STANDALONE AND CONSOLIDATED) FOR THE QUARTER ENDED JUNE 30, 2020

(Amount in Rs. Lakhs, if otherwise stated)

Sl. No.	Particulars	Standalone		Consolidated					
		Quarter ended		Year ended		Quarter ended		Year ended	
		30.06.2020 Unaudited	30.06.2019 Unaudited	31.03.2020 Audited	31.03.2020 Audited	30.06.2020 Unaudited	30.06.2019 Unaudited	31.03.2020 Audited	31.03.2020 Audited
1.	Total Income (net)	2,903.71	5,449.62	3,792.09	17,756.80	5,052.97	8,915.51	6,185.07	32,392.27
2.	Net Profit / (Loss) for the period before Tax (before Exceptional and/or Extraordinary items)*	285.30	668.62	(1,859.83)	(1,133.47)	269.53	745.42	(2,759.76)	(1,362.92)
3.	Net Profit / (Loss) for period before tax(after Exceptional &/or Extraordinary item)	285.30	668.62	(6,009.88)	(5,283.52)	266.45	737.46	(6,903.79)	(5,527.68)
4.	Net Profit / (Loss) for period after tax (after Exceptional &/or Extraordinary items)	187.90	514.28	(5,933.86)	(5,317.35)	148.24	558.16	(6,328.01)	(5,305.80)
5.	Total Comprehensive Income for the period [Comprising Profit / (Loss) for the period (after tax) & Other Comprehensive Income (after tax)]	189.12	517.07	(5,932.69)	(5,310.85)	163.90	559.01	(6,311.47)	(5,262.91)
6.	Paid- up Equity Share Capital (Face value of Rs. 10/- each)	1,416.57	1,416.57	1,416.57	1,416.57	1,416.57	1,416.57	1,416.57	1,416.57
7.	Reserves (excluding Revaluation reserve) as shown in the Audited Balance Sheet of the previous year	NA	NA	NA	28,310.15	NA	NA	NA	26,922.25
8.	Earnings Per Share (Face Value of Rs. 10/- each) (for continuing operations)**	1.33	3.63	(41.89)	(37.54)	1.07	3.70	(44.75)	(38.29)
	1. Basic:								
	2. Diluted:								

1.\*Profit Before Tax (Before & after Exceptional and/or Extra-ordinary Items) only includes Profit before tax from Continuing Operations

2.\*\* EPS includes EPS from Continued operations.

3.The above is an extract of the detailed format of the Unaudited Financial Results (Standalone and Consolidated) filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full formats of the same are available on the website of the Stock Exchange(s) at [www.bseindia.com](http://www.bseindia.com) & [www.nseindia.com](http://www.nseindia.com) and the Company at [www.cleducate.com](http://www.cleducate.com).

Place: New Delhi

Date: August 23, 2020

For CL Educate Limited  
Sd/-  
Gautam Puri  
Vice Chairman & Managing Director

### OFFER OPENING PUBLIC ADVERTISEMENT UNDER REGULATION 18(7) IN TERMS OF SEBI (SUBSTANTIAL ACQUISITION OF SHARES AND TAKEOVERS) REGULATIONS, 2011, AS AMENDED, AND CORRIGENDUM, FOR THE ATTENTION OF THE PUBLIC SHAREHOLDERS OF

### SEQUENT SCIENTIFIC LIMITED

Registered Office: 301, 3rd Floor, 'Dost Pinnacle', Plot No. E7, Road No. 22, Wagle Industrial Estate, Thane, Maharashtra, 400604;

Corporate Identity Number (CIN): L9999MH1985PLC036685; Tel. No.: 022-4114777; Fax: 022-4114754; Website: [www.sequent.com](http://www.sequent.com)

OPEN OFFER FOR ACQUISITION OF UP TO 64,576,459 (SIXTY FOUR MILLION FIVE HUNDRED SEVENTY SIX THOUSAND FOUR H



# Opinion

MONDAY, AUGUST 24, 2020



**COVID AND THE BORDERS**  
 Angela Merkel, German chancellor  
 Politically, we want to avoid closing borders again at any cost, but that assumes that we act in coordination

## SC looking to rework IBC is positively dangerous

Since IBC protects financial creditors first, any review that seeks to change this will jeopardise lending by banks

**R**EWRITING THE LAW is probably necessary at times, but the Supreme Court wanting to revisit the remit of the Insolvency and Bankruptcy Code (IBC) with respect to the sale of natural resources is worrying. To be sure, the IBC is a relatively new piece of legislation, but to question its fundamental premise, namely that financial creditors have the first right to the financial proceeds, can have deleterious consequences for the country's financial system. If lenders can't be sure they have total control over their collateral, not one of them would lend a penny. The law must protect them.

Debating whether the government is an operational or financial creditor is unwarranted. It seems quite clear that natural resources like spectrum, are like any other assets—a house or a piece of land—that have been paid for by the user. In the case of spectrum, even though the telcos have deferred payments, this was part of the agreement they signed; whether they paid all the money upfront or chose to pay part of it in instalments doesn't make a difference. Nor does it make sense to say the government owns the spectrum since it gave these rights—for 20 years—to the telcos when it auctioned the spectrum. And, since the government hasn't given the company a loan, it cannot be a financial creditor; it is an operational creditor, offering a particular kind of service. Consequently, the banks have the first right to the proceeds, as laid out in the code, and the remaining creditors must await their turn. The matter of relooking the status of the government has arisen because insolvent telecom operators like Reliance Communications and Aircel have put up their spectrum for sale as part of the corporate insolvency resolution process. The issue of whether assets like spectrum can be transferred or not should have been decided decades ago.

The SC seems determined to ensure the government recovers the AGR dues from the insolvent telcos. It is possible the government may not get much by way of dues for adjusted gross revenues (AGR) after the banks have been given their share of the proceeds. But that is the law. Also, if the court is questioning how the government agreed to defer the revenue payments by the telcos, rather than claiming these upfront, it needed to have done so years ago when the government took the decision. As the telcos have pointed out—Aircel and Rcom, in this instance—they have the right to use and transfer the spectrum. Lawyers have pointed out, during the course of the hearings, that if the SC holds that spectrum is not saleable, it won't help recover AGR dues anyway. The spectrum will merely be returned to DoT, to be auctioned for future use.

The SC is justified in asking whether some telcos have filed for bankruptcy to escape paying their AGR dues. But, it must examine the matter in great detail, without prejudice. While some telecom companies may have mismanaged their affairs and found themselves in the insolvency courts, that so many telcos have gone bankrupt or are in serious trouble suggests it isn't entirely their fault. The fact is government policy hasn't been friendly; while spectrum prices were artificially jacked up by keeping supply restricted and even when the government started charging market prices for spectrum, it still kept charging licence fees and spectrum usage charges that were introduced at a time when spectrum was given for virtually nothing. The court is right to be fighting for the AGR dues, but it is critical that banks stay healthy as the impact on the economy is far greater.

## Sustaining innovation

Govt must partner app-makers for governance solutions

**L**AST WEEK, AFTER four months of vetting, the government finally announced the winner of its video-conferencing app challenge. Vconsol, by Techgentia, a start-up from Kerala, won the competition; the app focuses on security and uses OTP as an authentication method for login. The company will receive ₹1 crore as prize money from the government, apart from ₹10 lakh for operation & maintenance for the next three years. Additionally, the government will use the app on a contract basis. In April, when the government had announced the challenge for Indian start-ups to build an alternative to the likes of Zoom, it had received 1,983 applications. Over the last few months, following a rigorous process, it narrowed the list down to 12 participants, giving each ₹10-12 lakh for app development. It then selected five, with ₹20 lakh each to three for further development and ₹15 lakh to the other two. From this pool, four finalists were selected, and last week, the government also announced ₹25 lakh rewards for SarvWebs Pvt. Ltd. (Sarv Wave), PeopleLink Unified Communications Pvt Ltd (Insta VC), Instrive Softlabs Pvt Ltd (HydraMeet), to develop their product within the next three months. All four companies will be listed on the government's GeM portal so that government bodies can get into contracts with them for video-conferencing solutions.

Such hackathons are not a new approach; the government, via NITI Aayog and other agencies, has been conducting similar challenges to rope in private players to build apps. However, the scope for continued engagement, until now, has been limited. The video challenge marks the first step with regards to the government actively promoting Indian apps. The government partnered an international hackathon-organising forum for 'Hack the Crisis' in April, to encourage tech-solutions for addressing different aspects of the Covid-19 pandemic, and has announced a line-up of hackathons. While this is welcome, more proactive support from the government is needed, via the kind of engagement the GeM listing for the video-conferencing apps represents. Also, such solutions should not just be crisis-response or a knee-jerk reaction. The government needs to help build start-ups in the field of health-tech, agri-tech, ed-tech, etc. It also needs to promote innovations in new technologies like artificial intelligence, machine learning, blockchain, mixed reality, and robotics. Some states have started incorporating such solutions for better governance. Agra partnered with the start-up Gaia and Microsoft to create a corona dashboard for the city, and Mumbai did the same, too; many governments and city administrations purchased drones from Garuda, a Chennai-based company, to sanitise large areas. Apart from providing initial capital and facilitating incubation programmes—these have been going on for long now—governments at all levels need to hire start-ups through contracts for faster or better government-service delivery. A globally-competitive tech-solutions/app ecosystem can't be sustained without government partnership.

## Research ETHICS

India should make concerted efforts to curb research misconduct, quite like China has

**C**HINA RECENTLY ANNOUNCED a set of rules to deal with research misconduct—these build on the existing rules more comprehensively and lay down the punitive framework in a more detailed manner. The intent, as *Nature* reports, is to crack down on fake research—a problem that is compounded by the incentive system that the country has to encourage R&D—and to also eliminate what are known as "paper mills"—companies and individuals selling academic papers, often replete with fake data, to researchers or submitting these on behalf of the latter for a fee. The penalties under the new rules—for offences such as falsifying results, plagiarism, experiments without ethics approval, manipulating the peer-review process and embezzling research funds—range from revoking of bonuses, awards, etc., to temporary/permanent on applying for government funding. The rules also grade treatment of offenders based on a variety of criteria, including frequency of offence, admission of violation, etc.

India needs to take a cue from China—indeed, *PubPeer* listing research papers with manipulated/duplicated images in large numbers, authored by researchers at the government-run Central Drug Research Institute and Indian Institute of Toxicology Research, had shown Indian research conduct in poor light. Mukund Thattai, from the National Centre for Biological Sciences, shows, based on data from Retraction Watch, that India's retraction rate has jumped to twice that of the US's since 2006. While India released the National Policy on Academic Ethics last year, it just mentions a broad punitive landscape, leaving the actual action up to institutions.

ASSET-BASED CLASSIFICATION—ONLY RECENTLY RELAXED—AND A REGULATORY REGIME THAT DISINCENTIVISES MICRO-UNITS FROM SCALING UP HAVE KEPT THE MSME SECTOR PRIMARILY MICRO

## The missing 'large' in MSMEs

**M**ICRO, SMALL AND MEDIUM ENTERPRISES (MSMEs) have been the favourite 'step-child' of the makers of India's industrial policy, paradoxical as it may sound. Favourite because they find mention in every discussion on industry and coverage in every budget—they have even had their own ministry since 2007, to address specific needs of the segment. Step-child because it is a sector where we have failed to make bold policy-moves to make it more productive and competitive, despite it contributing 20% of the GDP and employing about 110 million workers. At the core of this lack of competitiveness is a structural issue—quite simply, our MSMEs are not becoming 'larger' and more dynamic, with 99% of the estimated 60 million being micro-enterprises with limited aspirations.

The 'step-child' status has finally begun to change under the present NDA government, with a minister and secretary that are both senior and heavyweight. The need for change was felt acutely as the human and economic costs to MSMEs from COVID-19 became clear. Recognising this, the government included MSMEs as the only industry group (till now) supported directly in the financial package announced to fight the crisis. While there is no robust data for India, productivity data from manufacturing MSMEs in OECD show that the productivity of medium firms (50-250 people) could be as much as 80-100% higher than that of micro firms (<9 employees). Growth in scale allows them to invest in people (to improve skills), in better technology & processes, and in innovation. The most-competitive of them grow from their small beginnings to become world-beaters. This push to grow and improve capabilities and productivity is central to dynamism of any country's industrial structure.

This dynamism of micro-enterprises has been one of the less-reported policy levers behind China's rise as an industrial powerhouse, with this being usually attributed to the success of large coastal SEZs with liberalised regulations, tax benefits and duty-free imports in attracting foreign capital and technology. A closer look at the history of China's industrial growth shows that its rural industrialisation policy, launched in 1979, saw such micro-enterprises called 'town and village enterprises (TVEs)'—as important vehicles of the transformation of the rural hinterland into industrialised areas. China changed ownership laws to allow private investments in them, allowed and enabled them to access credit, encouraged them to hire local agricultural workforce who were supported by a massive increase in investments in vocational education to re-skill them. By 1995, these TVEs had grown in scale and competitiveness, and employed over 135 million people—thereby becoming a dynamic part of

Take, for instance, India's largest textile cluster vs Bangladesh's largest. More than 70% of the units in Tirupur are micro-enterprises with less than 10 employees while only 20% of the units in Narayanganj in Bangladesh have less than 10 employees, thereby making the cluster more competitive and helping Bangladesh's exports grow faster than India's (I must mention here that Bangladesh has other advantages also, but this structural difference is critical). A rough analysis suggests (it is difficult to be completely accurate as every country measures MSMEs differently) that India has perhaps the highest share of micro-enterprises among MSMEs compared to

other large industrial economies.

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**T**HE COVID-19 pandemic has disrupted the Indian economy in a significant way. Various agencies estimate India's growth during FY21 to be the lowest since liberalisation in the 1990s. Unemployment has increased, salary cuts and lay-offs are visible, consumption has decreased, there is erosion of investors' wealth in equity of more than ₹20 lakh crore since March 2020, real estate market is down, and the mood is very depressing.

In response, PM Narendra Modi announced a stimulus package of ₹20 lakh crore—equivalent to almost 10% of India's GDP. He also laid down his vision of making India self-reliant (Atmanirbhar Bharat). While the government has taken care of the bottom 60% of the society, the rest are deeply hurt with no succour! We need some incentives in stimulus-2 for this section of citizens and to restart investments again.

India has seen seminal reforms in capital markets over the last decade. Our secondary markets are in the top 3 on trading volume, regulations, liquidity and risk management. Our derivative market is in the top 2. The big challenge is to improve access to capital for our innovators and start-ups. India has the third-largest start-up ecosystem (~50,000 start-ups and 39 unicorns, creating a value of \$170 billion). It is a tragedy that only 10% of the capital invested in start-ups between 2014 and 2020 is from India. For Bharat to become Atmanirbhar, Indian capital should participate in funding start-ups in a big way.

A complex, unfriendly tax system is a big reason why Indian start-ups have relocated their headquarters outside India. We have a perverse tax system that penalises investing in unlisted companies with a higher long-term capital gains (LTCG) tax. Greater the risk, higher the tax! Individual investors having an income above ₹5 crore have to pay LTCG tax of 28.5%, including 37% surcharge, on LTCG from unlisted securities. Perversely, the enhanced surcharge of 25% and 37% does not apply on LTCG from listed securities and on FIIs. Maximum LTCG tax on listed shares is about 12%, including maximum surcharge of 15%. Thus, investors earning over ₹5 crore bear a higher tax impact of 16.5% on LTCG from unlisted shares (28.5%) as compared to LTCG from listed shares (12%). This difference of 16.5% is higher than maximum LTCG tax rate of 12% on listed securities. And nobody knows the reason for this discrimination!

Former finance minister P Chidambaram abolished LTCG tax on listed equity in FY05 and introduced the Securities Transaction Tax (STT) instead. The STT collected in FY20 was ₹11,000 crore, almost the same amount as LTCG tax on



ILLUSTRATION: ROHIT PHORE

## TV MOHANDAS PAI & S KRISHNAN

Pai is chairman, Aarin Capital Partners, and Krishnan is a tax consultant



# Abolish LTCG tax, incentivise investors

Taxation of capital gains is the most complex and confusing regime in India

individuals! When finance minister Arun Jaitley reintroduced LTCG tax on listed equity shares and equity mutual fund units from FY19, the STT continued, resulting in double taxation. Abolition of LTCG tax will remove this double taxation and enable investors to choose investments based on risk and return instead of being driven by tax considerations.

Indian investors have begun to invest in digital gold such as exchange-traded funds and mutual funds, as an independent asset class for diversification of risk and return. The Indian gold ETF market is valued at about \$1 billion and about 60% of the investments are made by individuals. Gold ETFs combine the flexibility of stock investment and owner-

ship of physical gold since units can be redeemed in physical gold beyond a certain quantity. Gold MFs provide the flexibility of investing in small amounts through SIPs and withdrawals too. The government launched the Sovereign Gold Bond (SGB) scheme in November 2015 under the Gold Monetisation Scheme. SGB investors earn returns linked to gold price and a fixed interest of 2.5% per annum payable semi-annually on the amount of initial investment.

At present, India's annual gold consumption is 800-900 tonnes, of which about 750 tonnes is imported. Rising popularity of digital gold in ETFs, MFs and SGBs will reduce the demand for physical gold for investment. Capital appreciation in SGBs is tax-exempt at the time of redemption after eight years while this exemption does not apply to capital appreciation in digital gold. Extending the LTCG tax exemption to gold ETFs and MFs would make investments in digital gold more attractive and reduce imports of physical gold. This will help further reduce the trade and current account deficit and enable Bharat to become Atmanirbhar.

The economic downturn consequent to Covid-19 has increased unemployment and uncertainty over job security. Capital protection is the consequent reaction. Homebuyers are deferring decisions to buy. Real estate developers are too cash-strapped to complete projects, with minuscule fresh bookings. The real estate sector, India's second-largest employer, is down in the dumps right now. It is reported that housing sales in nine major cities declined by 26% from January to March 2020. The return on investment in residential real estate has dropped significantly for investors, more so when compared to other forms of investment such as MFs and digital gold. Real estate was a parking ground for black money before DeMo, RERA and the NBFC crisis. It is reported that in cities like Delhi, even now, black money is being used to fund land purchases. Abolishing LTCG on sale of land, buildings, apartments and houses will disincentivise purchase of land using black money and clean up the entire system. This will generate demand for houses and apartments, increase employment, incentivise citizens to register the correct amount paid for real estate transactions, and over five years the use of black money can be almost eliminated.

The amount of LTCG generated in India is very low compared to salary or business/professional income. CBDT's *Income Tax Return Statistics* reveals that LTCG in FY18 was just ₹1.42 lakh crore, out of the total income of ₹53.39 lakh crore. LTCG from all taxpayers averages only 2.6% of the total income generated from all sources, over FY15-18.

Taxation of capital gains is the most complex and confusing regime in India. Some specified categories of long-term capital assets get the benefit of cost inflation indexation whereby the base cost of the asset is increased by the ratio of inflation in the year of sale and purchase. Similarly, the STT is applicable only for some assets. If the STT is not paid, the tax rate increases. The accompanying table highlights the differences in the holding period and the tax rates for various types of capital assets and the associated complexity.

Use of black money still prevails in gold and real estate investments. Abolition of LTCG tax on digital gold and real estate will lead to a significant reduction in the use of black money and generate demand for housing. India needs to formalise the financial system. All investments in financial assets should be considered as long-term capital assets after 12 months and other assets after 24 months. Corporate tax rates were reduced to 25% last year. The best way to cleanse discrimination in capital gains regime is to abolish LTCG tax during this Covid-19 crisis. The loss of revenue from abolition of LTCG is minuscule compared to the benefits generated. Abolition of LTCG tax will incentivise taxpayers to record all transactions fully, kick-start investment, and create jobs.

## ● COVID-19

# Feeding the future of India

SUNIL RAJPAL

The author is assistant professor, Health Economics, IIMR University, Jaipur

Check nutritional vulnerability amongst poor children during the lockdown

**I**N INDIA, INEQUITABLE distribution of resources is a major challenge that has impeded access to nutrition for a sizeable population and harmed the children the most. According to the National Family Health Survey, 2015-16, every second child, aged 0-5 years, from the poorest 20% households in India suffers from some form of undernutrition, i.e. stunting or underweight or wasting. However, the conventional indicators of stunting (height-to-age), underweight (weight-to-age) and wasting (weight-to-height) are based on binary cut-offs (Yes-1/No-0) and do not reflect those children who are just around the cut-off.

The issue assumes urgent policy salience in the current time of distress due to the outbreak of the Covid-19 pandemic and ensuing policy response that has caused catastrophic impacts on food and health delivery systems.

Most affected: Bihar, UP and MP

A recent study, conducted by this author and co-authors William Joe and SV Subramanian, titled 'Living on the Edge? Sensitivity of Child Undernutrition Prevalence to Bodyweight Shocks in the Context of the 2020 National Lockdown Strategy in India', published in the *Journal of Global Health Science*, contextualises the sensitivity of undernutrition among poor children in India amidst Covid-19-induced disruption.

Given the policy response of the national lockdown to arrest the spread of the virus, it is plausible to assert that children from the poorest strata will succumb to dietary shock both in terms of quantity as well as quality. These shocks can be possible weight-loss among children of the poorest households, including casual labourers. By using household-level data from NFHS 2015-16, the study reveals that even with a minor weight-loss of 0.5%, the prevalence of underweight and wasting among poor children can increase substantially—for a child weighing 10 kg, such change would imply losing about 50 gm. Assuming a scenario of 5% weight-loss, India will experience an increase of 4,393,178 and 5,140,396 additional cases of under-weight and wasting, respectively. About 5 million children are at risk of falling in the wasting category of malnourishment, while an additional 2 million children are at risk of being severely wasted.

Bihar, Uttar Pradesh and Madhya Pradesh will be the most affected and will account for the higher share of possible increase in undernutrition cases. It is critical for these states to navigate their policy focus to remedy high magnitudes of job losses and mass in-migration of poor families. The problem can further intensify with the poor coverage of public health interventions—such as the Integrated Child Development Services (ICDS)—in these states.

Continue achievements under POSHAN Abhiyaan

The study asserted that India runs the risk of reverting to the old trajectory of slow improvements and compromise with the recent achievements made under POSHAN Abhiyaan. As the effects of lockdown are lingering on and are expected to further aggravate because of bleak economic outlook for the next few quarters, about 77 million face the risk of undernourishment, expected to be higher particularly in rural areas as more than half of children rely on food supplementation from government schemes such as the ICDS, and the mid-day meal programme. The diversion of Anganwadi Workers (AWWs) towards Covid-19-related tasks has disrupted their usual activities of providing food supplementation via hot cooked meals and take-home ration, and is likely to impact dietary intake of children adversely.

Directing the policy focus towards the poorest section is recommended as they are most vulnerable to these shocks and economic distress. Ensuring smooth and uninterrupted supply of nutritious meals and food supplements is particularly imperative to maintain the nutritional status of poor children. Measures such as direct cash benefits/transfers to those from the lowest economic strata, as done by the government a few months ago, may need to be extended. The increase in burden will be substantially larger in states like Uttar Pradesh and Bihar due to higher population base along with mass in-migration. Enabling ground-level functionaries (ASHA, AWWs) to maintain their active participation in preserving ongoing nutrition efforts will also be critical.

## BIAS BLIND SPOT

# How biases make our lives complex

When we operate from within our blind spot, we are more likely to reject inputs of others, including of experts

VIDYA HATTANGADI

The author is a management thinker and blogger

**W**E ALL HAVE some form of unconscious bias. It is part of what makes us human. But when we observe our understanding of this, we get blinded to our own nurtured biases. It is not easy for us to accept about our biases. It is like a blind spot. Most people have no idea of how biased they actually are. But they feel that most people around them are more biased than they themselves are.

We all fail to notice our own cognitive biases. The fact is we all may be drawn to a particular style or way of working without being aware of it. For instance, we tend to get friendly with people who match our own ways of seeing the world and are unaware we are doing so. It would be incorrect to say that we would find an unbiased person easily... colour, class, race, gender, nepotism all are biases that are going on and on because of the bias blind spot. We are unaware of our own actual degree of bias. The more we feel that we are less biased than others, the less we are clear of our own understanding.

This is a typical example of a bias blind spot: In the US, most people are argue about gun control; people are convinced that more guns lead to more violence. On the other hand, people buy guns to protect themselves because they are convinced that they are more likely to be harmed if they don't have guns, so they buy and store guns. Don't we always make a decision and interpret it with data to justify? We see pat-

terns based on our past experiences, and connect the dots at an almost innate level.

This is another good example: When physicians receive gifts from pharmaceutical companies, they tell others that these gifts do not affect their decisions about what medicine to prescribe because they have no memory of gifts biasing their prescription. Nevertheless, if you ask them whether a gift might unconsciously bias the decisions of other physicians, most will agree that other physicians are unconsciously biased by gifts, while continuing to believe that their own decisions are not.

Our five senses supply us with incred-

ible amounts of data constantly. It is unfeasible for the human brain to process all the information received as it is too huge. To make our lives easier, our brains are programmed to take shortcuts when interpreting data. We subconsciously develop a set of rules that allow us to make immediate decisions and judgements. We develop our biases through genetics, through education, through the work we do, through the people we interact with, the culture we grow up in, our childhood experience, our friends, our teachers, the way we are brought up, etc. The best part is that our

biases don't always serve to be right. In the modern world, our inherent biases make our lives complicated. Our blind spots are visible to others, but we don't see them.

The bias blind spot can be extremely problematic; when we operate from within our blind spot, we are more likely to reject inputs of others, including experts in a particular area.

In 1958, Mao Zedong wanted to rapidly industrialise China. He banned all private holdings and created communes where peasants who no longer owned their own land would live together in a field and would be forced to work on steel instead of

farming. Each farm would be given a steel furnace and often every peasant in the commune was forced to work long hours.

Mao also tried to improve farming through a number of ill-advised techniques set forth by Trofim Lysenko.

The techniques decreased grain production,

but local leaders were under pressure to show that they actually falsely reported large increases in grain production in order to please their superiors.

Unfortunately, these numbers were

used to determine how much grain was sent to the capital to be used for export;

false numbers meant little, if any, grain

was left to feed the peasants. These and other policies of the Great Leap Forward are believed to be responsible for the Chinese Famine, which resulted in deaths of millions of Chinese. In fact, 30-40% of all houses were also destroyed as part of the Great Leap Forward as the materials were needed for their efforts to industrialise. Even as Mao knew his people were starving, he continued to export grain in order to save face, and some even claim he knew millions would die through his programme but he thought it was a worthwhile sacrifice. The economy also failed as the period of the Great Leap (1958-61) was the only time between 1953 and 1973 that the economy regressed.

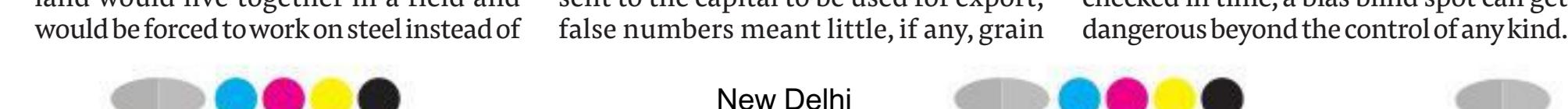
Who has been the biggest mass murderer in history? Most people probably assume that the answer is Adolf Hitler, architect of the Holocaust. Others might guess Soviet dictator Joseph Stalin, who may indeed have managed to kill even more innocent people than Hitler did, but both Hitler and Stalin were outdone by Mao. His Great Leap Forward policy led to deaths of up to 45 million people, easily making it the biggest episode of mass murder ever recorded. The fact is that communists have a bias blind spot in their basic thinking; the rule by communist parties often leads to totalitarianism, political repression, restrictions of human rights, poor economic performance, and cultural and artistic censorship. If not checked in time, a bias blind spot can get dangerous beyond the control of any kind.

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New Delhi



## DIGITAL INDIA &amp; E-GOVERNANCE

Ravi Shankar Prasad, minister of law & justice, communications, electronics and IT

Digital India has reimaged how our government connects with citizens. Accelerated deployment of AI and other technologies will help further this objective.

## THE BIG LEAP

## Deep-tech and sovereign cyberspace

**Indian deep-tech startups may soon capitalise on increasing data nationalism**

SRINATH SRINIVASAN

**THE INDIAN STARTUP ECOSYSTEM** has a good number of deep-tech startups. As per Nasscom's Indian tech startup ecosystem report 2019, 18% of all startups in India are into deep-tech. This translates to over 1,600 out of the overall 9,200 startups that came up between 2014-2019, growing at a CAGR of 40%. The technologies these startups focus on include AI, ML, AR/VR, Blockchain, and IoT, to name a few. These are spread across industries such as fintech, healthtech, consumer wearables, agritech, and more.

"The availability of large volumes of data in the last few years and improvement in computing power of devices are important factors behind deep-tech gaining momentum. The technologies have been in existence for over a decade, some even in Indian labs, but this is the time for them to come to market," says Siddharth Pai, co-founder and managing partner of Siana Capital, focused on investing in deep-tech startups.

Deep-tech finds application in a vast range of areas including fintech, ed-tech, mobility and in user behaviour analysis in retail, largely because of millions of data

points that get generated on a day-to-day basis. However the applications for a country like India could be much diverse and specialised; with that comes the complexity of managing and utilising data.

"We collect environmental data from a host of sensors located across the world and several institutions studying the climate in the country. One important client is the insurance industry. We can provide them with end-to-end analysis of the public health which would enhance their business decisions," says Akshay Joshi, co-founder and CEO, Ambee, a deep-tech startup working in environmental monitoring.

Another unique area where an Indian startup, Aquacconnect, is operating in, is aquaculture. Unlike environment monitoring where data collected is significant and huge all through the year, aquaculture as a sector provides seasonal data. "For instance, in shrimp farming, the culture period is around 4-6 months and most of the data needs to be collected within that time at the site," says Rajamanohar Somasundaram, co-founder and CEO of Aquacconnect. Today farmers are the biggest beneficiaries due to the nearly free services they receive but in future, like in European countries, the scope could widen to the point of influencing fisheries policies in the country.

In order to get tech infrastructure ready in-house and keep the operations running, Ambee and Aquacconnect have received funding in the range of \$700,000 to a little over a million dollars. Pai says that the initial

The availability of large volumes of data in the last few years and the improvement in computing power of devices are important factors behind deep-tech gaining momentum.

— SIDDHARTH PAI, CO-FOUNDER AND MANAGING PARTNER, SIANA CAPITAL



The world is becoming a lot more open stack and we can expect more opportunities even as more competition shows up at the same time.

— ARPIT CHABBRA, CO-FOUNDER & CEO, IOTFY

days post developing the product are the most difficult for these startups. "The value of debt increases between the time from lab to market. This is where they need the investments and guidance to support their activities," he explains.

One of the recent examples of that is BlueSemi, a Hyderabad based deep-tech

startup, led by Sunil Kumar Maddikatla. The company, which has raised \$300,000 so far, has worked on a rather unusual product line—wearables that can be powered by radio waves in air. "Developing this fully in India will make the final product 1.5x more expensive but this is what we want to do. We want to be the first startup to localise

products 100%," says Maddikatla.

However, there are deep-tech startups which have been bootstrapped and have touched the first million dollars in revenue. Their challenges come in the form of fast sales cycles, IP and stiff competition from the other two startup hubs of the world—China and the USA.

"We integrate deeply with consumer brands and offer end-to-end analytics services for our clients based on the user data collected. The world is becoming a lot more open stack and we can expect more opportunities even as more competition shows up at the same time," says Arpit Chabra, co-founder and CEO of IoTfy. Chabra today competes with not just other startups but platforms of larger OEMs. He says that partnering with Original Design Manufacturers (ODM) was key to opening up the market to big consumer brands and the initial years were the difficult.

All of these diverse startups have a common ground—they are Indian and they want to go global at some point.

"Indian startups have an opportunity in the form of developing trust with consumers and clients amid the growing data nationalism. Capital was scarce in the past but now entrepreneurs have access to it as well," says Pai. Internet which was supposed to be without boundaries is slowly moving towards becoming pockets of sovereign cyberspace. Data is being traded and used to compete against each other like other commodities in the past.

## A NEW JOURNEY

## Making of a digital master

Navigating roadblocks with digital leadership in the post-Covid era



Uma Ganesh

**BUSINESS LEADERS WHOSE** organisations have been in the middle of the digital transformation journey and others who may not have formally planned and committed to it are both having to steer their organisations carefully past the bumps caused by Covid-19 impact and navigating the digital tracks with finesse, being conscious of the risks associated at every step.

"Indian startups have an opportunity in the form of developing trust with consumers and clients amid the growing data nationalism. Capital was scarce in the past but now entrepreneurs have access to it as well," says Pai. Internet which was supposed to be without boundaries is slowly moving towards becoming pockets of sovereign cyberspace. Data is being traded and used to compete against each other like other commodities in the past.

The calibre of leadership required for this journey is unique and comprises of layers of capabilities. In this context, the criteria of digital leadership Pearl Zhu has defined in her book 'Digital Master' seems most apt in the current times. She has described five facets that a digital leader should possess. One, thought leadership with the capability to be tough in facing the market and competition change. Two, creative leadership with the creativity and innovation mindset to formulate the idea into reality. Three, global visionary leadership that has the ability to provide direction and to become an orchestra in transforming the digital business transformation. Four, inquisitive leadership that has the ability to deal with the complex and dynamic ecosystem due to volatility, uncertainty, complexity, and ambiguity (VUCA) factors and possessing the learning capability. Five, profound leadership to lead in complex times, so as to use their knowledge in interpretation, assumption and synthesising the information for decision making.



Rethinking customer, employee and supplier journeys using design thinking principles, nurturing innovation not only within the organisation but in the ecosystem in which the business thrives; demonstrating learning as well as change agility; recognising the importance of data and facilitating the culture of data capture and synthesis in the organisation and creating an environment conducive of transparency and collaboration within and outside the organisation – these would be the key tenets of successful leadership that would enable the organisation to find its way around the roadblocks along the way.

Leadership style and form that succeeds in born-digital organisations is very different from leadership required for organisations that are changing tracks from their time tested ways of doing business to embark upon digital transformation journey. Leadership in organisations undergoing digital transformation is different as the transformation journey impacts several dimensions of the business and therefore requires to bring together a gamut of experiences, skills and know-how to put together teams and motivate them. This is primarily on account of the fact that the current times can at best be described as 'fuzzy' – calls for not only envisioning the future for oneself amidst the fuzziness – but for also enabling other various stakeholders who would be part of the journey to reimagine the future in the same way as the leaders do.

Further, leaders would have to take the risk of redefining the future from time to time on the basis of how technologies evolve and are redefining the industry and the society. Yet leaders would have to keep a sharp eye on the bottom line, define success metrics for short periods of time and be able to assess achievements against these every so often in order to build confidence with the teams and also redefine strategy and success metrics. Such complex manoeuvres call for exceptional capabilities that would have to have clarity of purpose and articulation of the ideas in the core of leadership.

The writer is chairperson, Global Talent Track, a corporate training solutions company

## Tech Bytes



Som Satsangi, managing director, Hewlett Packard Enterprise, India

## HPE to support Indian startups

COVID-19 HAS ACTED as a catalyst in accelerating digital transformation around the world, said Som Satsangi, managing director, Hewlett Packard Enterprise, India, as he announced HPE Digital Catalyst Programme—an initiative in partnership with the angel investing platform LetsVenture—that will focus on partnering with startups working in AI, DevSecOps, cybersecurity and intelligent edge. As part of this programme, HPE will work with a selected cohort of eight enterprise-focused, growth stage startups along three tracks:

**Technology**—to explore technology partnerships through licensing agreements;

**Go-to-market (GTM)**—to explore joint solutions and GTM models to address the digitisation challenges of enterprise customers;

**Investment**—to explore equity investments in longer-horizon technology startups through its Pathfinder programme.

Disruptive startups aligned to HPE's strategy will also have the opportunity to pitch to the HPE Pathfinder programme for funding. "The HPE Digital Catalyst Program is our effort to connect the path-breaking innovations ushered by India's vibrant startup ecosystem with the digitization needs of our enterprise customers," Satsangi said. The last date for submitting applications is September 18, 2020.

## Anchonto receives \$12.1 million in Series C funding

ANCHANTO, AN INDIA and Singapore-based B2B software-as-a-service (SaaS) company specialising in e-commerce technology, has received new funding as part of its ongoing Series C round, totalling \$12.1 million raised till date. Taking part in the funding round were Asendia, a joint-venture of the French National Post La Poste and state-run Swiss Post, and MDI Ventures, the corporate venture arm of Indonesian telco firm Telkom Indonesia. Anchonto will use the funds to strengthen its research & development portfolio to launch two new products, build data platform and expand to three more markets. It will invest in hiring skilled talents to accelerate the launch of its new products into markets. The company has a strong presence in Pune and has plans to further strengthen its teams.

## Gadgets

## TROUBLESHOOTING

## Upgrade, don't replace your old computer

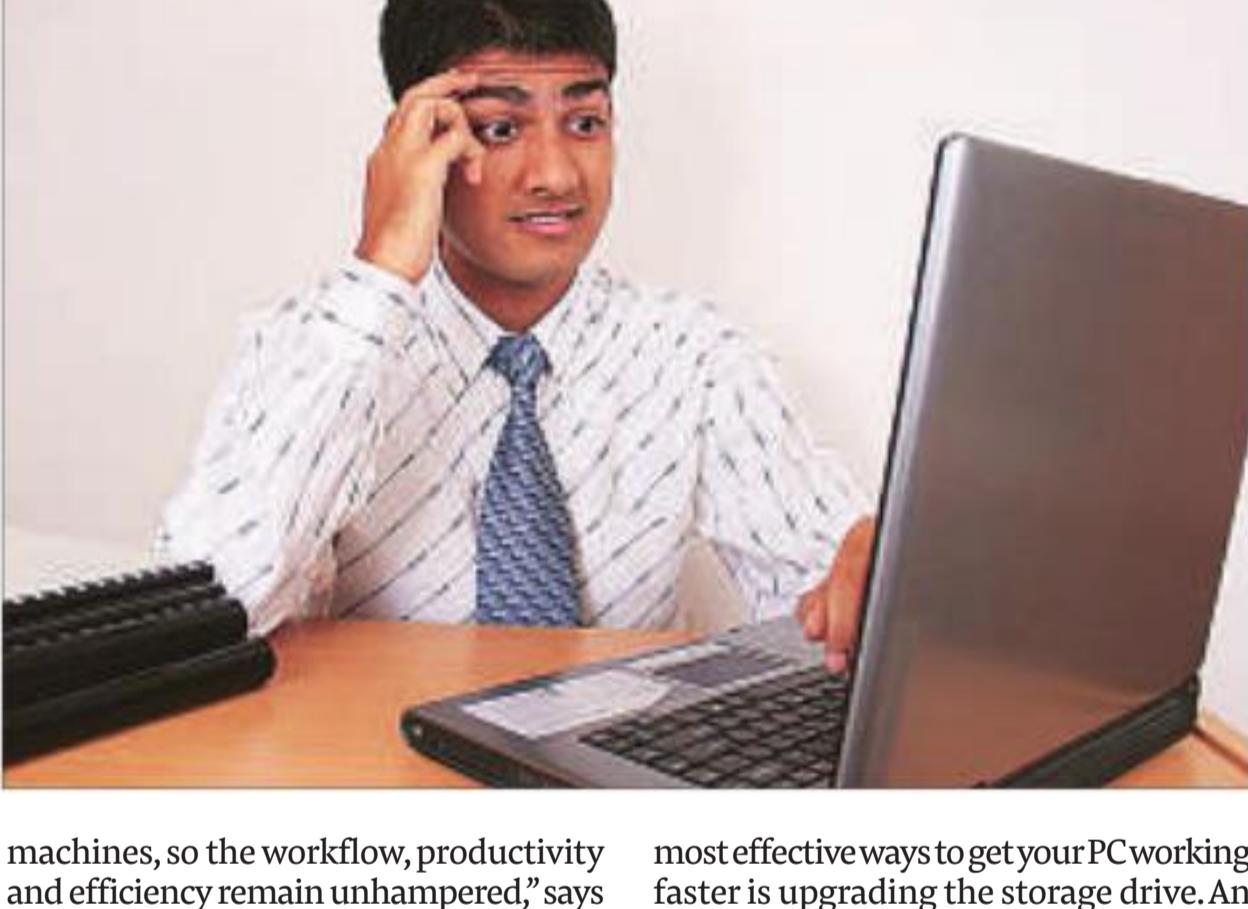
With a few quick fixes, you can update your PC to boost its performance without having to dig deep into your pockets

SUDHIR CHOWDHARY

IT'S BEEN CLOSE to five months since many people started working from home, a considerable time period during which we have subjected our computing devices (laptops and desktops) to intense scrutiny and heavy workloads—office work, studying online, gaming, etc. So, is your PC running slowly? I am sure many have experienced this; those who have not simply dread the moment when the PC begins to slow down, application load time increases, and images, videos and text appear on the screen at a snail's pace. Personal speak, this reviewer experienced this ordeal first-hand.

In the worst case scenario, the PC comes to a grinding halt while downloading or accessing heavy files, many a time the computing device runs out of storage space. This phase begins with repetitive reboots, deleting your temp files and doing a disk clean up, every time your system begins to crawl. But from here things just get worse, don't they?

Looking for faster, smoother and seamless PC performance in a budget? It's simple—Upgrade, don't replace! PC upgrade is an essential development for your



machines, so the workflow, productivity and efficiency remain unhampered," says Jaganathan Chelliah, director—Marketing for India region at Western Digital. With tight budgets in these extraordinary times, at both business and personal level, we require a low-cost but efficient solution and upgrading your PC is one such way to find the best of both worlds—budget-friendly and effective resolution. Here are a few quick fixes to update your PC to boost its performance without having to dig deep into your pockets:

Replace old hard disks drives with Solid State Drives (SSDs)

The easiest, quickest and one of the

most effective ways to get your PC working faster is upgrading the storage drive. An upgrade to internal SSD from an existing hard disk drive will result in dramatic difference in performance and efficiency. Hard disks are slow to respond to the data requirements of your CPU and RAM. Whether you're working, creating, casual gaming or processing large amounts of data, an SSD powered PC will offer high speeds to do more, faster. What's more, it will take less power, thereby extending the battery life of your laptop.

Also, check if your PC has an NVMe or a SATA slot. One of the top options you have is the WD Blue 3D NAND SATA SSD that will offer super fast speeds. How-

ever, if your PC motherboard doesn't support NVMe technology you should go for WD Blue SN550 NVMe SSD. The SSDs are available in capacities of upto 4TB and 1TB, respectively. So give a performance boost to your PC by installing SSDs from leading storage companies like Western Digital.

## Ramping up the RAM

Expanding your PC memory is also extremely beneficial. A RAM upgrade ensures the PC runs faster. Cost of memory upgrades vary based on your PC and the amount of memory required. For tasks such as video editing or gaming, the more RAM you have, the better is the output. For casual usage the RAM enables you to have more apps working in the background and have more tabs open without causing a lag. A minimum of 4GB RAM is fine for general use. Upgrading to an 8GB RAM will result in improvements, especially if you indulge in mid-level gaming and video editing.

## GPU Upgrades for the gamers

Not everyone would require upgrading their graphics card. A GPU upgrade makes sense while looking for extra performance or functionality for advanced games or computationally complex programs for statistics and data mining. However, if you're a professional gamer, then it should be the first thing you upgrade for quality 3D animation. While purchasing a GPU remember to check the resolution of your monitor for the best outputs. If your CPU is old, make sure your new graphic card is compatible with the processor.

are HDMI 2.0 and support 4K resolution inputs with HDCP 2.2 support.

There's more. Hisense's UHD AI upscaler technology turns FHD content into Ultra HD 4K quality allowing to upgrade the quality of normal FHD content from even the set top box. Plus, this Hisense 4K TV supports variety of HDR formats including HDR10+, decoding, HDR10, and HLG.

While I checked out all the DTH channels available via Tata Sky, the real excitement begins when you connect it to the internet.

Today's Smart TVs offer huge numbers of apps, lots of streaming content, incredible quality and affordable prices that fit your budget. The Hisense 55A71F UHD TV ticks all the boxes right here. It delivers very good picture quality and a richly featured smart TV experience, all in a sharp-looking design. In fact, ignoring the budget-friendly price, it's got plenty of high-end technology inside and good overall performance.

Estimated street price: ₹33,990

## HISENSE 55A71F UHD TV

## Smart viewing for a smart audience

A classy Smart TV that is remarkably well-built and delivers good picture & sound quality

SUDHIR CHOWDHARY

IT'S TIME WE changed our views on the idiot box. True, the mobile screen is the primary medium on which we consume most of the content nowadays, however, take a look around and you would notice that the TV is now smart and, thanks to internet connectivity, the viewing experience has witnessed an evolution of sorts.

I rekindled my love affair with the big screen wonder, courtesy the Hisense 55A71F UHD TV, manufactured and assembled in the temple town of Tirupati. With its elegant unibody design that is quite slim and a near bezel-less finish, the design of the TV set enhances the interior decor of your room. The reduced bezel

flows directly into the display without interruptions, providing you with an enriched, immersive viewing experience. Plus, with official Google PlayStore app preloaded in the Hisense TV (it runs Android 9.0 Pie), you get access to a mind-boggling collection of TV shows and movies. There's built-in Chromecast, Google Voice Assistant, YouTube, Netflix, Amazon Prime Video, Hotstar and much more, all available with just one Bluetooth remote. Our trial unit was the 55-inch model; it carries an affordable price tag of ₹33,990 and comes with a five-year panel warranty.

The A71F UHD Series comes equipped with Dolby Atmos technology. This latest sound innovation technology provides a moving audio on screen which is a major advance from stereo sound, and even better than surround sound.

This Hisense TV comes with



Hisense • androidtv AMAZING UHD

New Delhi

# Investor

MONDAY, AUGUST 24, 2020

## EXPERTVIEW

We retain our constructive stance on PLNG, seeking comfort from prudence on capital allocation, limited risks to volumes/tariffs/earnings and attractive valuations at 12X FY2022e EPS  
—Kotak Institutional Equities

## ● PETRONET LNG RATING: BUY

## Q1FY21 results were modestly above estimates

**Healthy earnings CAGR of 10-11% expected over the next 3-5 years; estimates fine-tuned; valuations are attractive; 'Buy' retained**

**PLNG's Q1FY21 RESULTS** were modestly ahead of our estimates reflecting marginally higher-than-expected volumes amid a challenging environment. We retain our constructive stance seeking comfort from prudence on capital allocation, limited risks to volumes/tariffs/earnings and attractive valuations at 12X FY2022e EPS. We reiterate **Buy** with FV of ₹300, expecting the company to deliver healthy 10-11% CAGR in earnings over the next 3-5 years driven by high volumes and tariffs.

**Q1FY21 results modestly above estimates with volumes moderating** PLNG's Ebitda declined 11% y-o-y and 10% q-o-q to ₹9.1 bn in Q1FY21, 3% above our estimate reflecting modestly higher-than-expected volumes and a sharper-than-anticipated reduction in operating expenses. Overall volumes were 2% above our estimate, declining 13% q-o-q and 16% y-o-y to 190 tn BTUs. Utilisation at Dahej terminal moderated to 81% from 103% in the previous quarter reflecting a reduction in demand due to



## Petronet LNG

Stock data		293-170
52-week range (₹) (high,low)		293-170
Mcap (bn) (₹/\$)	388/5.2	
ADTV-3M (mn) (₹/\$)	1,014/14	
Shareholding pattern (%)		
Promoters	50.0	
FIs	29.2	
MFs/BFIs	7.9/0.1	
Price performance (%)		1M 3M 12M
Absolute	(2)	18 9
Rel. to BSE-30	(6)	(8) 6
Forecasts/Valuations		2020 2021E 2022E
EPS (₹)	17.6	18.3 21.7
EPS growth (%)	17.3	3.6 18.6
P/E (X)	14.6	14.1 11.9
P/B (X)	3.5	3.3 3.2
EV/Ebitda (X)	8.1	7.8 6.8
ROE (%)	25.2	24.3 27.3
Div. yield (%)	4.8	5.4 6.8
Sales (₹ bn)	355	266 329
Ebitda (₹ bn)	44	44 51
Net profits (₹ bn)	26	27 33

Source: Company data, Kotak Institutional Equities estimates

the lockdown. LNG off-take from Dahej reduced to 181 tn BTUs in Q1FY21 from 206 tn BTUs in the previous quarter. Kochi terminal supplied 9 tn BTUs of LNG, with utilisation moderating to 149%.

Reduction in operating expenses reflected lower volumes as well as lower repair and maintenance expenses. Adjusted PBT, excluding ₹680 mn of impact from lease accounting under Ind-AS 116, declined 14% y-o-y to ₹7.6 bn and PBT,

**Overall volumes declined 13% q-o-q and 16% y-o-y to 190 tn BTU. Utilisation at the Dahej terminal fell to 81%, reflecting a reduction in demand due to the lockdown**

including Ind-AS 116 impact, declined 17% y-o-y to ₹7 bn. Adjusted net income declined 7% y-o-y and 11% q-o-q to ₹5.2

bn (EPS of ₹3.5), 3% above our estimate, as lower interest and depreciation expense was offset by lower other income.

**Dahej utilisation expected at ~100% in Q2FY21; Kochi-Mangalore pipeline likely by end-August**

In the post-results conference call, PLNG management indicated—(i) utilisation at the Dahej terminal has increased to 104% currently and the management is

confident of achieving ~100% utilisation for Q2FY21; Kochi utilisation has also increased to ~20%; (ii) Kochi-Mangalore pipeline is likely to be completed by the end of this month, following which utilisation at the Kochi terminal is anticipated to increase to 30-35%; (iii) there has been no material progress on the Tellurian MoU or Sri Lanka/Bangladesh projects for now; (iv) PLNG initiated force majeure on nine LNG cargoes in Q1FY21; (v) PLNG is evaluating long-term LNG sourcing contracts; and (vi) capex is expected to be around ₹3.5 bn for FY2021.

**Fine-tune EPS estimates; reiterate BUY with unchanged Fair Value of ₹300** We reduce our FY2021-23 EPS estimates modestly by ~2% factoring in (i) modestly lower volumes; (ii) higher regasification tariff for Kochi at ₹83.1/mn BTU as the company escalated tariffs by 5% from Q1FY21; and (iii) other minor changes. We reiterate **Buy** with DCF-based FV of ₹300

reiterating (i) healthy 10-11% CAGR in earnings over the next 3-5 years; (ii) reasonable valuation at 12X FY2022e EPS; and (iii) high FCF/dividend yield of 6-7% pending final decisions on large investment proposals, which may be unlikely to be approved soon given PLNG's strategy of seeking long-term commitments along with 16% IRR threshold.

KOTAK INSTITUTIONAL EQUITIES

## ● GLENMARK PHARMA RATING: HOLD

## Cost control shored up the quarter

**Execution key for recovery; FY21-23e EPS up 11-12% on current outlook; TP raised to ₹500; 'Hold' maintained**

**Q1 REVENUES IN** most segments were muted due to COVID-19 disruptions and reversal of demand after customers stocked up in the previous quarter. Total revenue of ₹23.4 bn declined 15.3% q-o-q (+0.9% y-o-y). India sales of ₹7.8 bn grew 2% q-o-q (+3.7% y-o-y). US sales of ₹98.5 m declined ~6% both y-o-y and q-o-q in cc terms on continued price erosion in the derma portfolio and decline in mupirocin sales due to high competition.

Gross margin of 65.5% improved 79bp q-o-q and 40bp y-o-y. Ebitda margin of 20.4% improved 356bpq-o-q(+567bp-y-o-y), mainly on lower other operating expenses, resulting from savings on marketing & travel costs. Reported PAT of ₹2.5 bn(+15.3%q-o-q,+132.4%y-o-y) included a one-off benefit of ₹280 m, consisting of gain from divestment of VVash brand and reimbursements of one-time costs.



**Execution remains key for a recovery** While near-term uncertainties continue, GNP expects a gradual recovery in sales growth for key markets like India (driven by continued growth in core therapies of anti-diabetes, cardiac and respiratory) and the US (driven by new launches and scale-up in supplies from the Monroe plant). It expects FabiFlu, which treats mild to moderate COVID-19 cases and was launched in June 2020, to help its India sales in the near term.

GNP will continue to focus on debt reduction (net debt reduction of ₹1.8 bn in cc during Q1) and optimising R&D costs and capex. Ichnos Sciences (its innovation business) has appointed an investment banker for capital raising in the US, which is planned for H2FY21. A successful capital raising would significantly ease the R&D burden for GNP, which spent \$11.5 m for Ichnos or ~8% of revenues in FY20 (\$2.3 m in Q1, -7.4% of revenues).

**Retain Hold; raise TP to ₹500** GNP's stock price has risen 46.9% in last three months

The recent run-up has largely factored in the upside potential from FabiFlu, the expected operational turnaround and debt reduction, where GNP is yet to show consistent results

## Personal Finance

## ● FIXED INCOME

### Safe investment avenues for retirees

**Senior citizens can invest in Pradhan Mantri Vaya Vandana Yojana and Senior Citizen Savings Scheme for steady income**

SAIKAT NEOGI

**AT A TIME** when banks are reducing interest rates on fixed deposits, senior citizens who depend on bank deposits for monthly cash flow are feeling the pinch. As real interest rates have turned negative since December last year, retirees should diversify their investment corpus across various fixed income instruments for steady cash flow.

**Pradhan Mantri Vaya Vandana Yojana (PMVVY)**

The PMVVY is a guaranteed pension scheme with death benefits for senior citizens aged 60 years. It is offered by Life Insurance Corporation of India and has a lock-in period of 10 years. On death of the pensioner during the policy term of 10 years, the purchase price will be paid to the beneficiary. On the pensioner surviving to the stipulated date of maturity, the purchase price along with the final pension will be refunded to the pensioner.

The scheme allows for premature exit for the treatment of any critical, terminal illness of the pensioner or spouse. On such premature exit, 98% of the purchase price will be refunded. The pension will be



payable during the policy term of 10 years, as per the frequency of monthly, quarterly, half-yearly, yearly chosen by the pensioner at the time of purchase.

The maximum investment amount is ₹15 lakh. At present, the interest rate is 7.4% per annum on monthly payout. So, if a retiree invests ₹15 lakh in PMVVY, he will get ₹9,250 every month for 10 years and the pension amount will remain constant for the period. While there is no tax deducted at source, the monthly payout is taxable as per the individual's tax rate. After three years into the policy, the pensioner can avail loan of up to 75% of purchase price. For the loan sanctioned till April 30, 2021, the applicable interest rate

is 9.5% per annum for the entire term of the loan.

Like all insurance products, PMVVY too has a free-look period of 15 days (30 days if this policy is purchased online) from the date of receipt of the policy document. If the pensioner is not satisfied with the terms and conditions of the policy, he can return the policy to LIC stating the reason for objections. LIC will cancel the policy and return the purchase price paid after deducting the charges for stamp duty and pension paid, if any. The pensioner will have to submit a life certificate in hard copy or online Jeevan Praamaan of LIC at fixed time intervals and the pension payments will then be released.

## Senior Citizen Savings Scheme (SCSS)

The government-sponsored SCSS account can be opened in any authorised bank or post office branch. At present (July to September 2020 quarter), 5-year SCSS offers an interest rate of 7.4%. While the rates are reset every quarter, once invested the rate remains fixed for the entire period. The minimum and maximum amount of investment is ₹1,000 and ₹15 lakh respectively. Interest is paid every quarter. So, an investment of ₹15 lakh will fetch a quarterly payout of ₹27,750.

An individual of 60 years or more can open the account. An individual above 55 years but below 60 years who has retired on superannuation or under VRS can also open an account subject to the condition that the account is opened within one month of receipt of retirement benefits and the amount should not exceed the amount of retirement benefits. The lock-in period is for five years and can be extended only once for three years.

Investment under this scheme qualifies for the benefit of Section 80C of the Income Tax Act, 1961. Nomination facility is available. Any number of accounts can be opened subject to maximum investment limit by adding balance in all accounts. Joint account can be opened with a spouse only and the first depositor in the joint account is the investor. Premature withdrawal is allowed after one year of opening the account. A penalty of 1.5% of invested amount is charged if closed after one year and 1% if the account is closed after two years.

**Illustration: SHYAM KUMAR PRASAD**

## How to choose a winning portfolio of stocks

**The universe of equity investment can safely be narrowed down to just 30 stocks in case of Sensex or 50 in case of Nifty 50**

## ● YOUR MONEY

**PARTHAJIT KAYAL & JANANI SRI SG**

**INVESTORS FIND IT** comfortable to put their money in mutual funds as it is managed by fund managers. It may be overwhelming for retail investors to identify suitable stocks to invest when there are around 5,000 stocks traded in India. Nevertheless, it's never an easy job to find the right mutual fund schemes when there are about 2,500 schemes. Moreover, only about 20% of these managed to perform better than the benchmark indices over the last 10 years. Therefore, investors are more likely to choose the wrong funds and end up getting less return than what Nifty or Sensex could generate.

Choosing right stocks may not be difficult

As it appears that investors may be better off choosing low-cost index funds than breaking their heads finding right mutual funds for themselves, the universe of equity investment can safely be narrowed down to just 30 (in case of Sensex) or 50 (in case of Nifty 50) of major equity indices. Large size, long history of existence, high brand value, etc., make these stocks relatively less risky in general when compared with stocks that are not part of these indices.

As of today Sensex, Nifty and the majority of their constituent stocks have recovered most of their value after the market crash in March due to Covid-19. However, only very few of the mutual fund schemes are able to catch up. These mutual fund schemes are bearing the brunt of over-diversification. By investing in individual stocks over-diversification hiccups can be taken care of and can be made to cater to personal needs. It also gives a lot of flexibility to the investor to time his purchase or sale of stocks.



**ILLUSTRATION: SHYAM KUMAR PRASAD**

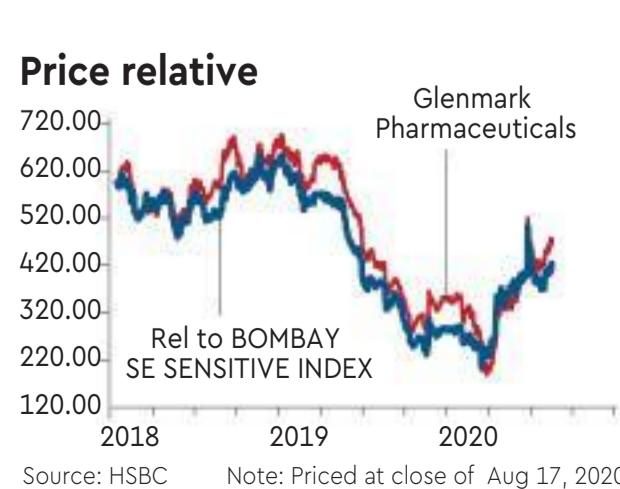
**Forming the right portfolio** Constituent stocks of the indices are from different sectors. Retail investors can pick 15 to 20 stocks out of them across the sectors to design their own portfolio. Focusing on stocks from essential sectors such as FMCG, pharmaceuticals should be the first choice. For investors who have started investing in the later years of their

career, blue-chip stocks have shown to provide consistent returns in about 5-6 years and it may be easier to achieve that from such stocks than mutual funds.

For appropriate diversification, investors could choose major players from the IT industry, private banks and other non-banking financial institutes. It may be wise to avoid stocks from public sector units due to their efficiency and corporate governance issues.

Putting together a portfolio of stocks offers a chance at customisation—you can choose to include a whole lot of companies of your preference or avoid a set of companies as well. Investing through mutual funds, investors will have no say over the underlying holdings of the fund. Therefore, instead of picking a one-size-fits-all mutual fund, investing in a personalised portfolio suiting individual financial risk targets, keeping in mind the investor's life goals as well, is probably a better option.

**Kayal is assistant professor, Madras School of Economics & Janani is researcher, IIM Bangalore**



# BrandWagon

MONDAY, AUGUST 24, 2020

DEVIKA SINGH

**THE LUGGAGE CATEGORY** has taken a big hit this year as travel came to a standstill, severely impacting its outlook for FY21. Some of the big players operating in the segment, the likes of VIP Industries, Safari Industries and Samsonite India, have reported a decline of 80-90% in sales in the April-June quarter. Lifestyle enterprises such as Wildcraft, Tommy Hilfiger and United Colors of Benetton, that have a presence in this segment, are feeling the pinch, too.

The impact has been augmented as the nationwide lockdown imposed from the last week of March till May coincided with the peak season for these companies. Sudip Ghose, managing director, VIP Industries, says, "Our sales in the first quarter of FY20 stood at about ₹560 crore; this year, we were able to achieve only 10% of that (₹58 crore). The recovery is going to take time, and we do not see ourselves reaching the pre-Covid levels this year."

Even though restricted travel has resumed, the demand for products like trolley bags, suitcases, rucksacks and other travel accessories remains subdued—around 30-35% in July, as compared to pre-Covid levels. According to Euromonitor International, the luggage market in India was valued at ₹7,205 crore in 2017 and grew to ₹8,495 crore in 2019. The company estimates that the market will grow to ₹7,305 crore in 2020, due to the impact of the Covid-19 pandemic.

**Travelling light**  
As these companies wait for the travel market to pick up again, they are going back to the drawing board. Samsonite

## ● TRAVEL GEAR

# Packing losses

Luggage companies rejig strategy as demand falls and recovery remains a distant prospect

India, for instance, is relooking its retail strategy. The company has four brands operating in this market segment—Samsonite in the premium segment, American Tourister in the mid-level segment, the entry-level brand Kamiliant and backpacks under High Sierra.

"We had a strong retail network of about 500 outlets, but have now shut down 20% of our stores. By doing so, we aim to make the existing stores more attractive for customers," says Jai Krishnan, CEO, Samsonite India. The company is building its omnichannel strategy, and claims to have seen an uptick in e-commerce sales, which earlier contributed 12% to its overall sales.

Meanwhile, VIP Industries is taking the discounting route. The company, which houses brands like VIP Bags, Skybags, Carl-



ton, Aristocrat, Alfa and Caprese, is offering discounts of up to 50%. "The first quarter is a big season for us, and we had stocked up for it. However, due to the lockdown, we were not able to sell and, hence, are high on inventory now, which we would like to push out," says Ghose.

Both these brands have cut down their advertising spends for this year, but have increased spends on the digital medium. Wildcraft is betting on this phase to

bring disruption to the market, and create demand for products like rucksacks and travel cases. "We believe that the consumer is going to transition from being a

tourist to a traveller, and will seek more experiences and travel light going ahead," says Gaurav Dubash, co-founder, Wildcraft India. He says Wildcraft has upped spends on television ten-fold, and plans to make its travel gear available at 10,000 points of sale in the next one year, from the 1,200 currently.

## Long wait

A recovery in this category, experts predict, could be expected only in FY22, as demand will remain muted. "Mass travel is not going to come back for some time now. There might be a partial recovery during October-December due to the festive and wedding seasons, but this year is a write-off for most brands offering discretionary products," says Devangshu Dutta, chief executive, Third Eyesight.

Dutta says these companies would need to reinvent by foraying into other product segments until the demand for their core product offering returns.

Because consumers are likely to opt for domestic destinations in the next few months, Rishav Jain, senior director and lead—consumer and retail sector, Alvarez & Marsal, says that there could be a shift in preference towards smaller and convenient bags.

Jain says these companies could face challenges in the medium term, too, apart from struggling with low demand. "While most of these players are downsizing their business at the moment, they could potentially face challenges in operational scale-up as demand resumes," he adds.

## Review Corner

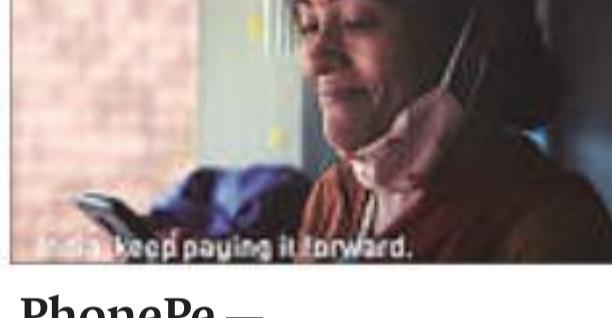
**Venkata Susmita Biswas** reviews five ads launched during the pandemic that caught our attention



### KitKat — Life hai, KitKat break banta hai

**Verdict:** Wunderman Thompson cleverly uses KitKat's tagline 'Have a break, have a KitKat' in this ad that is set in the 'new normal' of learning via online classes. Sensing how bored and disinterested his students are, the chirpy online tutor (Ayushmann Khurrana) asks his students to take a break, and indulge in some fun and games (read: creative visualisation). He manages to cheer his students up and make it seem like a real classroom.

● RATING: 8/10



### PhonePe — Karte Ja Badhte Ja

**Verdict:** In 15 seconds, Leo Burnett presents a heartwarming story by deftly tying in product proposition and brand purpose. The ad shows a mother paying her monthly rent using PhonePe, and is delighted when the landlord returns half of it in a show of solidarity. The ad, which has no dialogues, encourages people to show empathy in these times of adversity.

● RATING: 9/10



### RedBus — Journey for Dreams

**Verdict:** This ad conceptualised by McCann Worldgroup takes an emotional route to reassure consumers about the safety and hygiene precautions followed by RedBus. The 62-second-long video shows a daughter, excited about embarking on a journey to join her new workplace, convincing her concerned father that travelling on a bus booked through RedBus is safe.

● RATING: 6/10



### Hero Lectro E-Cycles — Move at your Will

**Verdict:** This ad, conceptualised by 82.5 Communications, projects Hero's e-cycles as the ideal commute option at a time when public transport is yet to resume or is riddled with risks. However, the ad lacks charm, and ignores the fact that Indian cities are vast and people travel for hours a day on trains and/or buses to reach their workplaces. Few may fancy e-cycles with 25 kmph speed for their daily commute.

● RATING: 4/10



### Amazon — Naya Shuruaat

**Verdict:** Amazon takes its 'Apni Dukan' proposition further in this ad, by showing how the company is an ally to Indians as they adjust and settle into their new lifestyles. The ad, crafted by Ogilvy, heartwarming portrays that while everything ordered is a product, what is truly delivered is "a new beginning"—a laptop, for instance, is now synonymous with starting school this year.

● RATING: 8/10

## In The News

### Deloitte acquires Spatial Access

**Deloitte** DELOITTE TOUCHE TOHMATSU India LLP has acquired Spatial Access, the advertising and marketing advisory and analytics firm founded by Meenakshi Menon. The move, aimed at strengthening Deloitte's advertising and marketing advisory solutions, will bring together "knowledge-driven sector expertise by Spatial Access with the technology and advanced data analytics skills of Deloitte", the official statement said.

### Publicis Media gets Mimi Deb to lead GSK unit

**PUBLICIS MEDIA** HAS roped in Wavemaker's Mimi Deb to lead its dedicated unit platform GSK. Deb will manage end-to-end responsibilities under media investment management for GSK India. Platform GSK brings together talent with expertise in areas such as media, healthcare, consumer strategy and business transformation from across the Publicis Groupe for the FMCG giant.

### Sujay Rachh is executive director, Leo Burnett

**LEO BURNETT INDIA** has appointed Sujay Rachh as its executive director. He will provide leadership to multiple business groups in the Mumbai office, while reporting to Dheeraj Sinha, managing director & chief strategy officer, Leo Burnett, South Asia. Rachh moves to the agency from Times Group.

### Madison Media is media AOR for Weikfield

**MADISON MEDIA** HAS been appointed as the media agency of record (AOR) for food products company Weikfield. The account will be handled by Madison Media Sigma. The brand is in a relaunch phase, and is estimated to spend ₹25 crore.

**Eyewear brand Oakley signs cricketer Rohit Sharma as brand ambassador**

**Actor Disha Patani to endorse WOW Skin Science India's haircare line**

**NATURALLY NOURISHED, LUSCIOUS LOCKS**

financialexpress.in

# Motobahn

## ● PETROL SUVs

# Why Maruti is betting big on petrol SUVs

**Maruti's Vitara Brezza subcompact SUV is leading the segment despite being offered only with a petrol engine; it remains to be seen if the S-Cross petrol can replicate that success in compact SUV segment**

**VIKRAM CHAUDHARY**

**MARUTI SUZUKI'S BIG** bet on selling cars only with petrol engines post the BS6 shift appears to be paying off—and especially in the entry-level sub-4 metre SUV segment (or subcompact SUVs), which has traditionally been a diesel turf. In the May-July 2020 period, the Vitara Brezza petrol (launched in February 2020) outsold every other SUV in its segment (12,921 units), despite most competing SUVs—including Hyundai Venue—being offered in both petrol and diesel engine options (the Venue did 12,105 units in the same period—8,332 units petrol and 3,773 units diesel).

Shashank Srivastava, executive director, Marketing & Sales, Maruti Suzuki India, says that while the 'gradual shift' to petrol in the overall passenger vehicle (PV) segment started a few years ago, "in subcompact SUVs in particular that shift has been rather steep."

In April 2019, diesel subcompact SUVs enjoyed a 76% share, which dropped sharply to 23% in July 2020.

### Diesel exit

In April 2019, Maruti Suzuki had announced that from April 1, 2020, onwards it will have no diesel car on sale. One of the reasons was that, with BS6 emission norms coming into force in April 2020, it would vastly increase the price gap between diesel and petrol cars, alongside the increasing customer preference towards petrol. That time the company offered seven cars with diesel variants—Swift, Dzire, Baleno, Vitara Brezza, Ertiga, Ciaz and S-Cross—and these together accounted for a quarter of the domestic PV sales of the company.

"We took that decision because we were already seeing a rapid increase in the sale of petrol cars," adds Srivastava. "Today, the price difference between the diesel and the petrol fuel is down to a minimum."

### Diesel vis-à-vis petrol

Srivastava says that there is little economic logic to buy a diesel car now. "The upfront cost (of a diesel car) is high, maintenance charges are more (than a petrol), and Maruti Suzuki petrol cars in particular are almost as fuel efficient as a diesel," he says.

**Awareness campaigns**

The company is running campaigns at its dealerships and on its website to make prospective customers more aware about the total cost of ownership of a car. "When a consumer comes to us for enquiry especially for SUVs, a big ques-



Engine capacity	Model	(units)			FY20-21
		May '20	Jun '20	Jul '20	
1462cc	Brezza petrol	572	4,542	7,807	12,921 41%
1197cc and 998cc (turbo)	Venue petrol	784	2,766	4,782	8,332 27%
1197cc	XUV300 petrol	253	528	1,386	2,167 7%
1199cc	WR-V petrol	85	394	450	929 3%
1199cc (turbo)	Nexon petrol	207	1,012	1,441	2,660 8%
1194cc	Freestyle petrol	22	264	285	571 2%
1496cc	EcoSport petrol	125	548	972	1,645 5%
Other petrol models in this SUV segment		44	876	736	1,656 5%

Source: SIAM, companies

### Model-wise petrol SUV sales

(units) FY20-21

Engine capacity Model May '20 Jun '20 Jul '20 Total Share

1462cc Brezza petrol 572 4,542 7,807 12,921 41%

1197cc and 998cc (turbo) Venue petrol 784 2,766 4,782 8,332 27%

1197cc XUV300 petrol 253 528 1,386 2,167 7%

1199cc WR-V petrol 85 394 450 929 3%

1199cc (turbo) Nexon petrol 207 1,012 1,441 2,660 8%

1194cc Freestyle petrol 22 264 285 571 2%

1496cc EcoSport petrol 125 548 972 1,645 5%

Other petrol models in this SUV segment 44 876 736 1,656 5%

tion on her mind is why petrol? We have found that a lot of them still believe diesel is economical vis-à-vis petrol," Srivastava says. "But often that is not the case. We have created a calculator based on the distance travelled, the place the person lives in, the diesel and petrol fuel prices in that area, and the upfront cost of the car. SUV customers—even in rural areas—are now getting convinced that a petrol car is, more often than not, the more economical choice, and that is one of the reasons the overall diesel SUV sales percentage is coming down."

### New S-Cross

While the Vitara Brezza petrol is comfortably leading the subcompact SUV segment, that's not the case in the compact SUV segment (more than 4 metres in length), where Maruti Suzuki has not been able to successfully challenge the competition ever since it launched the S-Cross in 2015. In fact, the S-Cross was

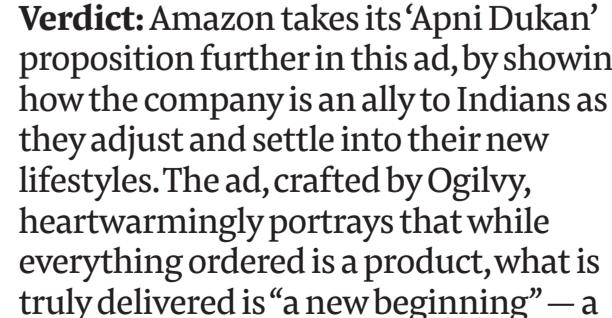
initially branded as the 'Premium Crossover', but the new model, launched earlier in August, is being marketed as the 'Refined SUV'. It competes with Hyundai Creta (launched in 2015) and Kia Seltos (2019), among others.

"We are not the market leader (in compact SUVs) but there is a big customer base within this segment that wants a high-powered, sophisticated and fuel-efficient petrol car. The S-Cross produces power of a high 105 PS, yet it is almost as fuel efficient (more than 18kpl) as a diesel SUV," Srivastava says. "In addition, it is now available in an automatic gearbox as well, which wasn't earlier the case."

He expects a new customer base for the S-Cross, and especially from the mid-size sedan segment, which has been shrinking over the years, and which includes Maruti Suzuki's own Ciaz, in addition to Honda City, Hyundai Verna, Toyota Yaris, Skoda Rapid and Volkswagen Vento. "Customers are increasingly preparing the body type of an SUV/crossover rather than a sedan."

Going forward, Maruti Suzuki hopes to replicate the success of the Vitara Brezza petrol with the S-Cross petrol also.

● RATING: 4/10



# Infrastructure

MONDAY, AUGUST 24, 2020

## EXPERTVIEW

E-Way bill generation for July was over 5x the April level—the worst hit month of the Covid-19 crisis—and not far from normal considering seasonality, in our view. M-o-M, E-way bill generation was up 11% over June  
—Edelweiss

Having been adjudged the world's best electric boat in its category, a solar-powered ferry has boosted prospects for cheap green services in Kerala and elsewhere

RAJESH RAVI

**FOR THE LAST** three years, a ferry boat named *Aditya* has been quietly ferrying passengers across the mighty Vembanad lake, from Thavanakadavu to Valkom town and back. Every day, it makes 22 such trips with 75 people on board. While there are more than 100 water ferries in Kerala, *Aditya* represents one of the first instances of solar power being used for public transport in India.

The ferry, operated by the Kerala State Water Transport Department (KSWTD), made headlines recently when it won the prestigious Gustave Trouve Award, after being adjudged the world's best electric boat in the category of ferries designed for paid passenger services.

That was a proud moment for Sandith Thandasherry, founder CEO, NavAlt Solar and Electric Boats, who had to fight against odds to realise his dream of building a solar-powered boat which was economically viable. After convincing the conservative bureaucracy in the state of the advantages of a solar ferry, his start-up helped the officials frame rules for such transport, since the rule books were written keeping diesel-powered boats in mind.

Says Thandasherry, "We had to start from scratch as it was the first attempt in India to



build a public ferry that ran on solar power. There were small solar boats in use for which financial viability was not a factor. Since powering a steel boat with an electric motor was not feasible, we had to design a lighter boat which could be powered by a battery".

NavAlt built the 20-m-long boat with photovoltaic panels on its roof at a cost of ₹2 crore. It runs on 70 kilowatts of electricity, of which 65 kilowatts is supplied by the boat's solar panels and the rest by the grid.

Significantly, running the boat costs only about ₹180 a day. An impact study by

KSWTD has revealed that the ferry generates close to zero emissions and is at least thirty times cheaper to operate than its diesel counterparts. It has saved more than 100,000 litres of diesel and avoided 280 tonnes of CO2 emissions in its operational life, ferrying close to 10 lakh passengers. The report said the KSWTD could realise a return on its investment in five years.

Enthused by *Aditya*'s performance, the Kerala government has placed an order for five more solar boats, including a double-decker air-conditioned boat. The govern-

ment wants to operate such ferries in the tourism sector in due course.

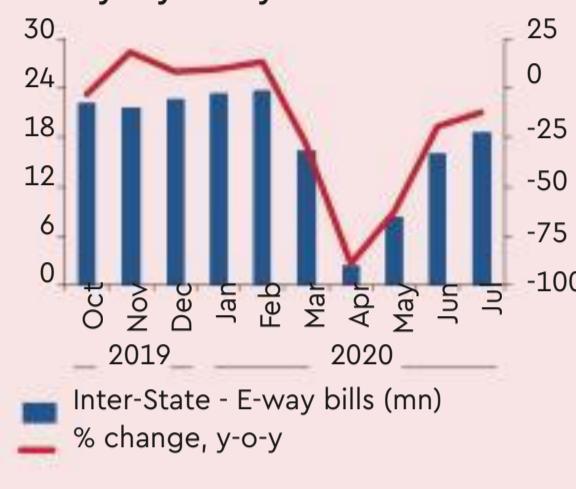
Thandasherry says the potential of such boats is huge in states like Kerala and West Bengal where transport through inland waterways is common. At a pan-India level too, the Union government is seeking to increase the share of inland waterways in the country's modal mix. "We offer performance and safety standards comparable to Europe. If we are offered support and tax incentives, we can compete globally," he holds.

## DATA MONITOR

## Container rail-road mix at near normal levels

With July EXIM container rail volumes rising 15% m-o-m, in line with container traffic growth at major ports (17% m-o-m), the month implied near full normalisation of the container rail-road mix, which was tilted in favour of rail for most of Q1FY21. Container rail volumes, though down ~13% y-o-y, were up ~9% m-o-m. For roadways, E-way bills generated in July were ~84% of the pre-Covid 19 level (February), but, more importantly, were down only 7% y-o-y, signifying near normalcy.

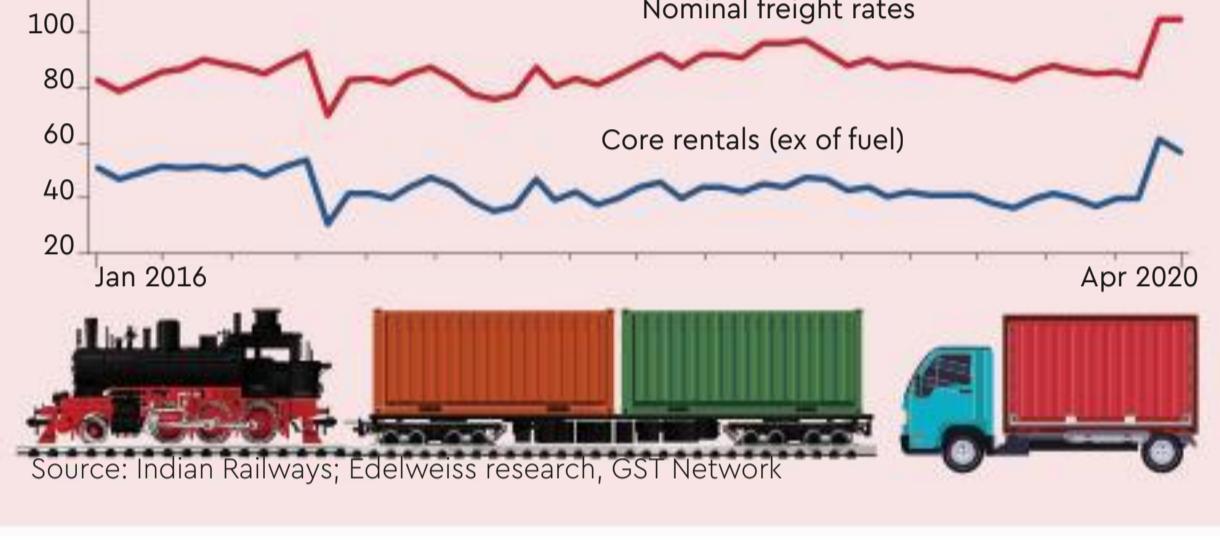
Inter-state E-Way bills down 12% y-o-y in July



Exim container rail volumes down 11% y-o-y in July

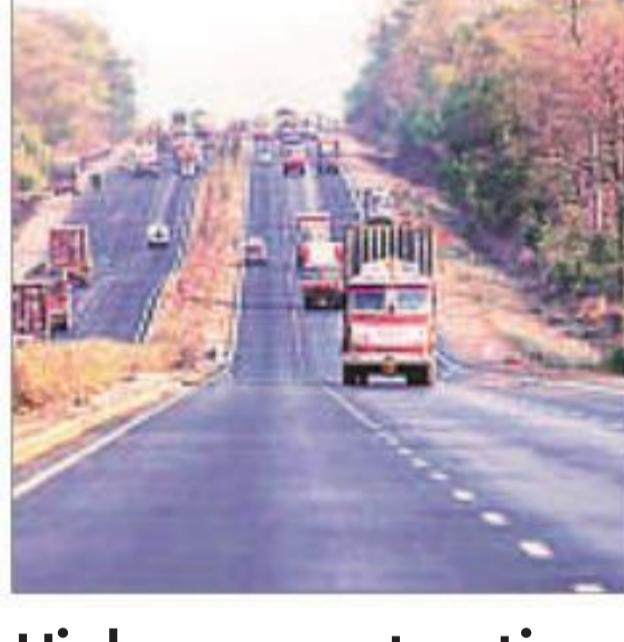


## Inflated truck rentals should correct as demand-supply normalises



Source: Indian Railways; Edelweiss research, OST Network

## Quick View



### Highway construction in India at creditable 22km/day in April-July

HIGHWAY CONSTRUCTION IN India picked up resiliently in June-July from the April lows. Despite the monsoons slowing work a bit in July, as happens every year, 2,657 km of highways were built in the April-July period of the fiscal, down just 12% from 3,015 km a year ago. At the same time, with an average of 22.14 km/day so far this fiscal, the sector has a lot of catching up to do to match last fiscal's 2.8 km/day pace. After a spectacular monthly average of 1,099 km during the January-March period, construction activity remained muted in April and May, with 210 km being built in April and 637 km in May. A creditable, near-normal 976 km of national highways were constructed in June with the figure being 834 km for July.

### Cabinet okays leasing out of three AAI airports

THE UNION CABINET on Wednesday approved the proposal for leasing out of airports at Jaipur, Guwahati and Thiruvananthapuram through public-private partnership (PPP). Adani Enterprises had won the rights to run six airports – at Lucknow, Ahmedabad, Jaipur, Thiruvananthapuram, Mangaluru, and Guwahati – through the PPP model after a competitive bidding process in February 2019. In July 2019, the Union Cabinet approved the proposal for leasing out of the airports at Ahmedabad, Mangaluru and Lucknow to Adani Enterprises. At present, the six airports are owned and managed by the government-run Airports Authority of India (AAI).

### Power output rises for the first time in five months

INDIA'S ELECTRICITY GENERATION in the first 15 days of August rose for the first time since early March, provisional data showed, as the country opened up industries and lifted restrictions to control the spread of coronavirus. Power generation rose 2.6% in the first 15 days of August compared with the same period last year, a Reuters analysis of daily load despatch data from grid operator POSOCO showed, as against a 1.8% fall in July. Power generation from coal – India's primary source of electricity – rose 4.2% in the first 15 days of August, the data revealed.

## Startups

A Sequoia-funded fitness firm, Fittr provides online coaching to over 850,000 members

SUDHIR CHOWDHARY

**THE ORIGIN OF** online fitness firm Fittr was a small WhatsApp group started by Jitendra Chouksey in 2014. Members of this group included friends and colleagues who were inspired by Chouksey (a software engineer who transformed himself while working a 12-hour/day IT job) and wanted to get fit just like him. Over time, numbers grew and a Facebook group was launched. The aim of the group was to provide science-backed health and fitness advice to its members and help them get fit. All advice was (and continues) free of charge.

In 2016, Fittr was formally set up and it started offering affordable online coaching to its

members. "Today, Fittr is the largest online fitness community in the world with over 850,000 members. We have been profitable since inception and have achieved a cumulative gross revenue of \$13 million," the founder says, adding, "Fittr has transformed over 100,000 people and 30% of its user base is global, spread across the US, UK, Australia, UAE & Canada. We have grown 100% organically through word-of-mouth and before-after transformation photos shared by members via the Facebook group."

## Tech &amp; fitness

Technology is the cornerstone of Fittr, says Chouksey. "We see ourselves as a tech company with a passion for fitness." Fittr app uses AI to create intuitive tools that map the entire fitness journey of a person. The app offers a full suite of easy-to-use tools such as Free Diet Tool, Free Training Tool, Body Fat Calculator, Macros Calculator and many others.

The latest addition is the Fittr Live function which allows Fittr coaches to carry out live workout sessions. By investing in technology and creating a robust online platform, Fittr has disrupted the fitness industry, he claims. "We have made affordable and easy-to-use fitness solutions accessible to the masses."

## FUND RAISE

## Inflection Point Ventures invests in IoT startup Eden Smart Homes

Funds raised to be used for launching new product lines and scaling up company operations

SUDHIR CHOWDHARY

**IMAGINE YOUR HOUSE** waking up with you. Your geyser switches on giving you hot water at the exact temperature you want, the lights turn on and the window blinds move up – all automatically as per your need—that's the promise of Internet of Technology (IoT) and bringing this closer to reality is IoT venture Eden Smart Homes, founded by IIT Delhi students Pranjal Kacholia and Divyansh Mathur.

Started in 2018, this IoT startup has a range of smart homes solutions. Recently, Inflection Point Ventures (IPV), one of

India's most active angel platforms, has invested an undisclosed amount in Eden Smart Homes. The funds raised will be used for launching new product lines and scaling up sales and marketing operations

to acquire more customers.

This marks IPV's 11th investment since March this year. Vinay Bansal, founder & CEO, IPV, says, "We are known to back great founders with great business

models with a sustainable growth path. With the ease with which all of us are embracing technology and the Smart City projects currently underway, there is a demand for IoT enabled homes." Started in 2018, IPV has invested more than ₹100 crore in over 35 startups.

Eden was launched with an aim to develop an indigenous and cost effective smart home automation system. Eden's solutions include monitoring power consumption, the ability to view real-time status of appliances, scheduling on and off times for appliances and creating custom scenarios. Also, one-button control of the entire smart home makes it an active smart home solution in a market where there is currently no clear leader.

Kacholia, co-founder of Eden Smart Homes says, "We aim to become India's leading IoT company in the next three years. In India, the smart home market is expected to be \$8 billion by 2023 and we aim to be one of the well-known brands in this segment. Our product helps save power significantly both in the residential and commercial segment."

Eden Smart Homes currently offers its services in five cities in India. It will use the funds raised to set up its distribution channel across 30 major cities for driving more business in the home segment.

## Quick View



### Norms eased to allow more discoms to avail loan under scheme

THE UNION CABINET on Wednesday approved a proposal to relax the working capital limit norm for discoms under the Ujal DISCOM Assurance Yojana (UDAY), to allow them to avail loans under the ₹90,000-crore liquidity infusion scheme. Union Minister Piyush Goyal said at a press conference, "Power sector has a problem. There is a slump in power consumption. The bills are not being collected by them... The working capital limit is 25% of last year's revenue. Now the limit is relaxed." Finance Minister Nirmala Sitharaman had in May announced a ₹90,000-crore liquidity infusion into the cash-strapped discoms, facing a demand slump due to COVID-19. However, some of the discoms were not eligible for loans under the package because they did not meet working capital limit norms under the UDAY scheme.

**Lufthansa, Etihad among at least 6 in race for Air India**

AT LEAST HALF a dozen entities including the Hinduja Group, Germany's Lufthansa, the UAE's Etihad Airways, Singapore Airlines and the Tata Group may throw their hat in the ring, as the government has expedited the process to sell Air India, sources privy to the matter told FE last week. Several steps are being taken to lure prospective buyers, including putting in place a plan to trim the airline's 9,400-strong workforce expeditiously. Logistic issues due to Covid-19 have forced the government to extend the expression of interest (EoI) submission deadline multiple times. A call would be taken next week if it needs to be extended further from August 31, the sources added.

**ADB approves \$1-bn loan for Delhi-Meerut RRTS**

THE ASIAN DEVELOPMENT Bank (ADB) said on Tuesday it had approved a \$1-billion loan to support the construction of the high-speed Delhi-Meerut Regional Rapid Transit System (RRTS). The transit system project aims to improve regional connectivity by establishing transit options through the densely populated sections of the NCR, connecting Delhi to Meerut in Uttar Pradesh. The 82-km Delhi-Meerut RRTS network is the first of the three priority rail corridors under the NCR Regional Plan 2021.



Eden founders Pranjal Kacholia (L) and Divyansh Mathur

# Education

MONDAY, AUGUST 24, 2020



**OPEN UP THE EDUCATION SECTOR**  
Manit Jain, Chairman, FICCI ARISE  
If India wants to deliver quality education to its children, it needs an honest conversation on private schools and their contribution towards nation building. It is time they open up the education sector. Investments would flow in, improving choice and quality.

● **INTERVIEW: PROF RISHIKESH T KRISHNAN**, Director, IIM Bangalore

## To be a global school, need more foreign students

On July 20, Prof Rishikesh T Krishnan assumed office as the director of the Indian Institute of Management (IIM) Bangalore. He earlier served as director of IIM Indore and is known as a thought leader on the management of innovation. "It's a privilege to lead India's best management institution at this challenging time when there is an opportunity to redefine management education," he says. In an interview with FE's Vikram Chaudhary, he shares his views on the National Education Policy (NEP), the National Institutional Ranking Framework (NIRF), global rankings, and how can IIMs become more globalised institutes. Excerpts:

IIM Bangalore is a big ship. Was it tough to steer it to online mode of teaching after the lockdown?

IIMs are fairly flexible; we didn't face a lot of difficulty in shifting to online mode of teaching. Unlike technology institutes, we don't have massive physical laboratories. What we do have is a lot of interaction inside the classroom; as long as an online platform allows sufficient interaction to happen, it is possible to teach online.

Of course, we had to take some steps—we needed some technology improvement, the faculty needed to understand the technology, and a little training and orientation, but at IIM Bangalore we were able to do it quite fast, partly because we already have invested a lot in online education thanks to our MOOCs platform; for the last six years or so the faculty has already been engaged with online.

How, in your opinion, will the NEP impact management education?

The NEP is broadly positive for higher education in general, because it focuses on quality, which is something we (at IIMs) have been emphasising—the importance of accreditation, having a good conducive environment in the institutions, promoting research, and so on. In fact, all the progressive things we have been trying to do at IIM Bangalore are being talked about in the NEP, so I would say that the NEP is supportive of the things we have been doing.

When it comes specifically to management education, there is not much focus on it in the report—one section talks about technical education, in which management is mentioned in passing. The thrust of the NEP is on creating multidisciplinary institutions all across the country. In this context, the NEP doesn't talk much about standalone institutions such as the IIMs.

Recently, a few IITs decided not to take part in THE (Times Higher Education) World University Rankings this year—they argued it being too subjective. Has IIM Bangalore faced any such issues with global rankings?

The global rankings we usually are part of are related to management and business education, such as the FT Global MBA Ranking—this year our Executive Post Graduate Programme in Management moved up six places from last year to claim the 27th spot. In FT rankings, for example, the parameters considered include salary



While the IIMs are quite global in some areas (research, faculty participation in seminars), we have to focus on two areas—international students and faculty. It isn't easy to address in the short term; need long-term planning

today, weighted salary, salary increase, career progress, research output, and so on. These are well-defined and objective

parameters, as opposed to 'perception' which can be subjective.

At the same time, while the IIMs are

quite global in certain areas (research, faculty participation in international seminars and conclaves), we have to focus on two areas—international students and faculty. These are not easy to address in the short term; even the government has been trying to make India a global education hub, but the progress is slow. In the long run, to be a global institute, you need to have enough international students and international faculty on the campus.

Is IIM Bangalore taking active steps for attracting foreign students and faculty?

We have made some progress especially in our online MOOCs—we offer more than 40 courses on the edX platform, and in these courses we have enrolment from all over the world; we have been able to create an interface with people globally.

As far as attracting students on the campus is concerned, isn't it easy to get them from, let's say, Africa and South East Asia?

South East Asia is quite brand-conscious and they are not that familiar with the Indian higher education ecosystem. We have participated in MBA fairs in South East Asia, but the primary interest we got was from the people of Indian origin in South East Asia. Indian higher education has some way to go before it develops itself as a brand in South East Asia.

As far as Africa is concerned, it is complex; for example, somebody in Africa who has the money to study abroad will likely look at institutes in Europe and the US. To

attract them to India you need to offer them a lot of scholarships, maybe dovetailed to the foreign policy of that country.

The NEP allows top 100 foreign universities to set up campuses in India. Will they come?

Most of the top-ranked universities of the world (let's say, top 20) have a single campus policy; they believe that to attract the best faculty/students it makes sense to concentrate everything on one location.

But beyond the top 20, some might consider setting up a foreign campus as a practical way of expanding their footprint. So, in the top 20 to top 100, some might be interested (to set up a campus in India).

Academics such as the IIT Delhi director recently said that the NIRF should have an international component so that the best Indian institutes can benchmark themselves to select global institutes. What is your opinion?

One must understand that each ranking serves a particular purpose. The NIRF was started by the government because prior to this there wasn't a well-designed system of ranking Indian institutions; there was a need for an objective and a rigorous method to rank Indian institutes so that students can make an informed choice. The NIRF serves that purpose and I don't see any reason for it to have a global component. My personal view is that such a step will dilute the purpose for which it was set up in the first place.

### ● NEP

## A progressive step: Akshay Munjal of BMU

The key to the NEP's success is its implementation in both letter and spirit



FE BUREAU

**AKSHAY MUNJAL**, THE president of BMU Munjal University (BMU), Delhi NCR, says that the National Education Policy (NEP) 2020 has been long-awaited and is a progressive step in the right direction. "The NEP proposes enormous changes and rebuilding of our education ecosystem, particularly higher education, with digital learning, employability and skills training through a multidisciplinary methodology, professional training and flexible learning programmes," he says.

However, like all policies, even the NEP needs to be implemented properly for it to succeed. "While the NEP 2020 obviously expresses our desire for the nation's education system, the key to success will be its implementation in both letter and spirit," adds Munjal.

This policy, in a way, also furthers the BMU's vision to be a world-class inter- and cross-disciplinary university. The BMU had recently announced the addition of two new undergraduate degree courses to its academic portfolio: BCom (Hons) and BA (Hons) Economics; the BMU already offers undergraduate, postgraduate and doctoral programmes in BTech, Law, BBA, MBA, PhD, as well as executive education.

Munjal says one of the aims of the BMU is to incorporate creative thinking and design in education. "We offer this through our experiential learning environment that nurtures the spirit of inquiry, creativity, problem-solving, entrepreneurship and innovation," adds Munjal.

Recently, the BMU School of Law, and Vahura, a legal consulting firm, released the survey called 'Decoding the Next-Gen Legal Professional', which noted that for lawyers a top skill required in the near future would be one of anticipating client needs (81%), followed by tech proficiency (74%), commercial awareness (71%) and time management (57%).

The survey brings to the fore that the legal profession is in the midst of significant transformation. Its findings showcase how lawyers see the practice of law changing in India over the next decade. A whopping 90% of all respondents in the survey noted that the proliferation of digital and technology will be the most significant change the sector will witness.

Among other significant changes that the sector will witness, 64% of respondents cited increased competitiveness among law firms, while 49% cited the growth in in-house legal resources by companies.

## Science & tech

DEBESH ROY

### Strategising mitigation of agri Methane emissions



emissions will increase by 10%. Further, agricultural soil emissions and livestock enteric fermentation emissions are projected to increase by 14% and 12%, respectively, between 2015 and 2030.

Paddy cultivation contributes about 15-20% of the total anthropogenic methane emissions. Methods like System of Rice Intensification (SRI), drip irrigation, soil amendments, organic matter management, different tillage, rotation, and cultivar selection, can facilitate mitigation of methane emission. Research has shown that SRI reduced methane emissions by 22% to 64%. SRI also facilitates a significant reduction in the cost of production, saving of freshwater and increasing yield and farmers' income.

However, despite being practised for more than two decades, SRI has still not been mainstreamed in India. Skilling farmers and organising them into FPOs to collectively adopt SRI technique and disseminate the benefits of SRI needs to be incentivised and prioritised by central and state governments, and NABARD.

Experiments by scientists in Tamil Nadu have revealed that seasonal methane emission flux from paddy cultivation declined by 78% due to drip irrigation. SRI, a significant reduction in the cost of production, saving of freshwater and increasing yield and farmers' income.

While Epic Games has argued that 30% commission that Apple and Google charge is too high a rate, the OS makers contend that they do not charge any listing fees, and this is the only way they can allow listings, check for malicious apps, etc.

Although both are right in their stead, many believe that this is the first of many lawsuits Apple or Google may face. Earlier, Google was sued by Blue Mail for not allowing listing on the platform and stealing its features for its Gmail app. As the app economy takes off, lawsuits may become common parlance, as commissions and rules are starting to become an irritant for many players.

But there is some learning from the

in combination with solar-powered drip emitters along with artificial intelligence (AI)-embedded systems could be the best bet to increase rice yield and mitigate methane emission significantly.

Methane emissions from livestock are the result of enteric fermentation and manure management. It has been observed by scientists that a per cent increase in dietary fats in a forage diet comprising 30g lipid/kg dry matter intake has resulted in 3.5% reduction. The share of methane emission from enteric fermentation is estimated at around 54%. It is imperative to increase investment in R&D by leading dairy industry players by focusing on development of dietary supplements to reduce enteric fermentation, for which support from NABARD via Dairy Processing and Infrastructure Development Fund (DIDF) could be availed.

Mitigation potential from the agriculture sector is estimated to be approximately 593 MtCO<sub>2</sub>e in 2030. While India is among the top four emitters of CH<sub>4</sub> from rice cultivation and livestock sector, it is also among the top countries which are important sources of abatement of CH<sub>4</sub> emissions by 2030. India needs to raise its NDC ambition by including a target for mitigation of methane emission.

The postponement of COP-26 at Glasgow should give some leeway to the Koronivia Joint Work on Agriculture to address issues related to mitigation of methane emissions from agriculture and livestock sectors. Parties need to enhance their NDCs by including targets for methane mitigation. It's time to act now before it is too late to achieve the Paris Agreement goal and the SDGs.

Senior consultant, IRADe.  
Views are personal

### ● NEWS BRIEF

#### Harappa Learning Fellows launched

Harappa Education, the online learning platform, has introduced invitation-only scholarship, the Harappa Learning Fellows. The first edition of Learning Fellows offered complimentary access to a hand-picked online course from Ashoka X—online content from experts presented by Ashoka University, and a selection of courses from Harappa Education. Fifteen educationists, journalists and L&D leaders were part of first edition. Shreyasi Singh, founder & CEO, said, "These online courses are chosen for their innovative curriculum and the experts who teach them." The first edition of scholarship offered one course from Ashoka X and any three courses of the individual's choice from Harappa Education. The Ashoka X course were: 'Covering the World' by Carol Giacomo; 'The History and The Future of The University: Leadership and Change' by Nicholas Dirks; and 'Introduction to Behavioural Science' by Neela Saldanha.

#### Admission24 hires 100% more staff

Edtech start-up Admission24 has expanded its manpower with remote hiring by 100% amidst the Covid-19 outbreak. It said this recruitment is fuelled by the surge in the usage of Admission24's platform for enabling educational institutions on providing quality education without any halt.

#### EY head joins Krea Governing Council

Krea University has appointed Rajiv Memani, chairman and CEO of EY's India region and a member of EY's Global Executive Board, to its Governing Council. Memani joins other Governing Council members such as N Vaghul, Anand Mahindra, Raghuram Rajan, Kiran M Shaw and Sajjan Jindal.

#### Plaksha gets Intent Letter from Punjab

The upcoming Plaksha University has received the 'Letter of Intent' from Punjab government under the Punjab Private Universities Policy 2010. The university will welcome its inaugural UG batch in August 2021 at its 50-acre independent campus in Mohali.

#### Imarticus Learning launches new PGP

Imarticus Learning has introduced a PGP in business management. It has been launched with a unique 'Placement before Admission' proposition, offering the student a Letter of Intent from a company as a placement offer based on the preadmission assessment even before payment of fee, training.

## EAVESDROPPER A fickle game

Unless Google and Apple unbundle their service, they will increasingly be liable to many more lawsuits

ISHAAN GERA

Last week, both were sued by Epic Games, makers of popular online game Fortnite for anti-competitive practice. Both have banned Fortnite from their respective app stores, as Epic Games refused to direct payments via their platforms, and instead used its own website for purchases.

While Epic Games has argued that 30% commission that Apple and Google charge is too high a rate, the OS makers contend that they do not charge any listing fees, and this is the only way they can allow listings, check for malicious apps, etc.

Although both are right in their stead, many believe that this is the first of many lawsuits Apple or Google may face. Earlier, Google was sued by Blue Mail for not allowing listing on the platform and stealing its features for its Gmail app. As the app economy takes off, lawsuits may become common parlance, as commissions and rules are starting to become an irritant for many players.

But there is some learning from the



Microsoft episode.

While the companies certainly need to be rewarded for their contribution in creating a listing place, they need to unbundle some of these services and allow app makers to choose how they wish to compensate Google. If an app creator pays a listing fee, then Google and Apple must enable them to redirect payments via other platforms. Instead, Google and Apple can charge an annual subscription.

Pricing indeed is an issue, and there is no way to determine whether the services provided by Google or Apple should translate into 30% commission, but this can be adjusted by introducing a bit of competition.

A freeing up of OS' to allow other app

stores, may help. Amazon or Xiaomi, if they have better services, need to be allowed to compete with Google and Apple's app stores. In any case, the companies do have a first-mover advantage, which cannot be easily countered.

The government also has a role to play. As apps are coming under scrutiny from governments over security, they need to come together to create a fund to check for malicious software and security lapses. A collaboration between academia, corporate and government can go a long way in conducting security audits for apps.

However, if all this is to happen, users must also be ready to move beyond the free model.

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**FINANCIAL EXPRESS****"IMPORTANT"**

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**SALE NOTICE M/s SATNAM AGRI PRODUCTS LIMITED- In Liquidation CIN: U15138PB2003PLC026185**

Registered Office: Village Parappura, Jamsheri Road, Near Lambra, Jalandhar  
Liquidator: Mahesh Bansal

**E-AUCTION****SALE OF ASSETS UNDER INSOLVENCY AND BANKRUPTCY CODE, 2016****DATE AND TIME OF AUCTION: WEDNESDAY, SEPTEMBER 09TH, 2020**

Sale of Assets owned by M/s Satnam Agri Products Limited (In Liquidation) forming part of Liquidation Estate and in the possession of the Liquidator appointed by the Honorable National Company Law Tribunal, Chandigarh Bench vide order dated 01st November, 2019. The sale will be affected by the Liquidator through e-auction platform <https://inclusion.auctio.net>

ASSETS	DATE AND TIME OF E-AUCTION	RESERVE PRICE	INCREMENTAL PRICE	EARNEST MONEY AMOUNT
LOT NO. 1 - Sale of Corporate Debtor as going concern including Land and building, plant and machinery, miscellaneous fixed assets and financial assets.	10:00 AM to 11:00 AM (With Unlimited Extension of 5 Minutes Each) on 09th September, 2020	Rs. 13.70 crores (Rupees Thirteen Crores Seventy Eight Lacs)	Rs. 1,00,000/- (Rupees One Lac or in multiples of this amount)	Rs. 1,37.00 crores (Rupees One Lac or in multiples of this amount)
LOT NO. 2 - Sale of Land, Building, Plant and Machinery and Miscellaneous Fixed Assets.	11:30 AM to 12:30 PM (With Unlimited Extension of 5 Minutes Each) on 09th September, 2020	Rs. 10.25 crores (Rupees Ten Crores Twenty Five Lacs)	Rs. 1,00,000/- (Rupees One Lac or in multiples of this amount)	Rs. 1,02.50 crores (Rupees One Crore Two Lacs Fifty Thousand)
LOT NO. 3 - Sale of Plant and Machinery and Miscellaneous Fixed Assets	01:00 PM to 02:00 PM (With Unlimited Extension of 5 Minutes Each) on 09th September, 2020	Rs. 6.55 crores (Rupees Six Crores Fifty Five Lacs)	Rs. 1,00,000/- (Rupees One Lac or in multiples of this amount)	Rs. 6.55 crores (Rupees Six Crores Fifty Five Lacs)
LOT NO. 4 - Sale of Land and Building	02:30 PM to 03:30 PM (With Unlimited Extension of 5 Minutes Each) on 09th September, 2020	Rs. 3.70 crores (Rupees Three Crores Seventy Seven Lacs)	Rs. 1,00,000/- (Rupees One Lac or in multiples of this amount)	Rs. 3.70 crores (Rupees Thirty seven Lacs)

Terms and Condition of the E-auction are as under:  
 1. E-auction will be conducted on "AS IS WHERE IS", "AS IS WHAT IS", "WHATEVER THERE IS" and "NO RECOURSE" basis through approved service provider MSE-Procurement Technologies Limited-Auction Tiger.  
 2. The complete E-auction process document containing details of the assets, online e-auction Bid Form, Declaration and Undertaking Form, General Terms and Conditions of online auction sale are available on website <https://inclusion.auctio.net>. Contact for E-auction Process: Mr. Neha Gyanil +91-9151660634, Mr. Ram Sharma +91-9333322287

3. The Auction of Lot No. 2 shall be conducted, only if no bids are received in respect of the Lot No. 1.

4. The Auction of Lot No. 3 and Lot No. 4 shall be conducted, only if no bids are received in respect of the Lot No. 3 (Plant and Machinery).

5. If the bids are received in Lot No. 4 (Land and Building) but no bids are received in respect of the Lot No. 3 (Plant and Machinery), then the sale/auction process of the Lot No. 4 shall be conducted and the payment in respect of the sale shall also be received but the possession of the assets under Lot No. 4 shall be given only when the assets under Lot No. 3 are successfully sold/auctioned and removed from the factory site.

Mahesh Bansal

Liquidator

IBBI Reg. No.: IBBI/PA-001MP-P00785/2017-2018/1341  
Address: SCF-24, First Floor, Bhadra House, Ludhiana, Punjab  
Contact No.: 9814117576  
Email: rpmaheshbansal.sathnamagni@gmail.com , emmbee.consulting@gmail.com

Date: 24.08.2020

Place: Ludhiana

**Regd. & Corporate Office : YES BANK LIMITED, ONE International Center, Tower II, 15th Floor, Senapati Bapat Marg, Elphinstone (W), Mumbai 400 013.**  
**CIN: L65190MH2003PLC143249, Email: communications@yesbank.in, Web: www.yesbank.in**

**[Rule 8(1)] POSSESSION NOTICE**

Whereas

The undersigned being the Authorized Officer of YES BANK Limited under the Securitization & Reconstruction of Financial Assets and Enforcement of Security Interest Act, 2002 (54 of 2002) and in exercise of the powers conferred under section 13(12) read with Rule 9 of the Security Interest (Enforcement) Rules 2002, issued a demand notice to the Borrower, Co-Borrower/Guarantor/ Mortgagors as described herein below to repay the amount mentioned in the notice together with further interest and other charges thereon within 60 days from the date of receipt of the said notice. The Borrower and Co-Borrower/Guarantors/Mortgagors having failed to repay the full amount, notice is hereby given to the Borrower, Co-Borrower/Guarantors/Mortgagors and the public in general that the undersigned has taken symbolic possession of the properties described herein below in exercise of powers conferred on him under Section 13(4) of the said Act read with Rule 8 of the said Rules on the **21st day of August of the year 2020**.

The Borrower and Co-Borrower/ Guarantors/Mortgagors in particular and the public in general is hereby cautioned not to deal with the said property and any dealings with the said properties will be subject to the charge of YES BANK Limited for an amount described herein below and interest and costs thereon.

The Borrower's attention is invited to provisions of sub-section (8) of Section 13 of the Act in respect of time available, to redeem the secured assets.

Name of Borrowers/Co-Borrowers/ Guarantor(s)/security provider/s	Amount of Demand Notice	Date of Demand Notice / Date of Possession	Description of Secured Assets/Immovable Properties
(1) Mr. Rajneesh Parashar ("Borrower & Mortgagor") (2) Mrs. Sunita Devi ("Co-Borrower") Both R/o : E-310, Sector -15, Noida, Gautam Budh Nagar, Uttar Pradesh-201301 Addressee : No. 1 also at: B-15, 2nd Floor, Sector 64, Noida, Uttar Pradesh-201301	Rs. 3,278,493.00	15.02.2020 As on 14-Feb-2020	All the piece and parcel of the Flat bearing No. C-0401, on 4th floor, having area measuring 1240 Sq. Ft. in "Marina Suites" situated, GH 3/1, Park Town, NH-24, Ghaziabad, U.P.-201002
(1) Mr. Santosh Kumar ("Borrower & Mortgagor") (2) Mrs. Vimla Devi ("Co-Borrower") Both R/o : B-265, Saraswati Enclave, Near Sector 10A, Gurgaon, Haryana-122001 Addressee: No. 2 also at House no. 162, Baddopur, Ranmau, Jaunpur, Uttar Pradesh-222139	Rs. 2,646,270.00	15.02.2020 As on 14-Feb-2020	All the piece and parcel of Flat bearing No. C-1608, on 16th floor having area measuring 950 Sq.Ft., in "Marina Suites" situated, GH 3/1, Park Town, NH-24, Ghaziabad, U.P.-201002
(1) Mr. Sukesh Dubey ("Borrower & Mortgagor") (2) Mrs. Tanvi Upadhyay ("Co-Borrower") Both R/o : 624-A-1 F/F L/S, Gali no.6, Govindpuri, New Delhi-110019 Addressee : No. 1 also at 69, Nora Niwas, Bhawani Kunj, Behind D-2 Vasant Kunj, New Delhi-110070 Addressee : No. 1 also at 1161, Meera Nagar, Morar Murar Gird, Gwalior-474006 (M.P.) Addressee : No. 2 also at Naya Santar, Near Rameshwaram Mandir, Morar, Gwalior- 474006 (Madhya Pradesh)	Rs. 1,967,835.00	15.02.2020 As on 14-Feb-2020	All the piece and parcel of the Flat bearing No. B-2004, on 20th floor, in Tower B having area measuring 860 Sq. Ft. in "Marina Suites" situated, GH 3/1, Park Town, NH-24, Ghaziabad, Uttar Pradesh-201002

For YES BANK LIMITED  
(Authorized Officer)

Place : Ghaziabad

Date : 24/08/2020

**NOTICE**

Pursuant to Regulation 29 (1) (a) read with Regulation 29 and 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), Notice is hereby given that a Meeting No. 2020-212/ of the Board of Directors of the Company will be held on Saturday, the 29th August, 2020 at 1.00 p.m. at Unit No. 202, Morya Blue Moon, Off New Link Road, Andheri West, Mumbai - 400 053, Maharashtra, inter-alia, to consider and approve the statement of Standalone/ Un-Audited Financial Results of the Company for the Quarter ended 30th June, 2020. This information is also available on the Company's website [www.lordishwarhotels.com](http://www.lordishwarhotels.com) & on the website of BSE Ltd at [www.bseindia.com](http://www.bseindia.com)

For & on behalf of the Board,

LORDS ISHWAR HOTELS LIMITED

Sd/-

Ranjit Kumar Singh

Company Secretary

Date: 22nd August, 2020

(A24381)

Place: Vadodara

Sd/-

Shalini Jeetendra Thackeray

Director

Date: 22/08/2020

Managing Director/ CEO

Place: New Delhi (Vijay Kumar Gupta)

Dated:

22/08/2020

Managing Director/ CEO

Place: New Delhi (Vijay Kumar Gupta)

Dated:

22/08/2020

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## RISING NUMBERS

# Global Covid deaths exceed 8 lakh

Nearly 5,900 people are dying on an average every 24 hours because of pandemic, data show

REUTERS  
August 23

**THE GLOBAL DEATH** toll from the coronavirus surpassed 800,000 on Saturday, according to a *Reuters* tally, with the United States, Brazil and India leading the rise in fatalities.

Nearly 5,900 people are dying every 24 hours from Covid-19 on average, according to *Reuters* calculations based on data from the past two weeks that ended on Friday. That equates to 246 people per hour, or one person every 15 seconds.

The rate of deaths is holding steady with it taking 17 days to go from 700,000 to 800,000 deaths — the same time it took to go from 600,000 to 700,000.

The US death toll surpassed 170,000 on Sunday, the highest in the world. While the number of new cases is down from a peak in July, the country is still seeing over 360,000 new cases a week.

Many public schools and universities reopened classrooms to students despite positive test rates of nearly 20% in some parts of the country. Less than a week after welcoming students, some schools are switching to online-only learning due to a



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spike in infections.

In India, the world's second-most populous country, Covid-19 deaths topped 50,000 on Monday, five months after the country reported its first coronavirus fatality. India is only the third country, behind Brazil and the United States, to record more than 2 million infections. It has a relatively low case fatality rate of 1.9%, compared to the world average of 3.5%, but that may be due to underreporting.

Case fatality rates are about 3% in the

United States and Brazil. Health experts have raised the alarm that Brazil and the United States still have no coordinated plan to fight the pandemic, as many officials focus on reopening schools and businesses, which is likely to worsen the outbreak.

Brazil's death toll from Covid-19 passed 100,000 on August 8 and continues to climb as most Brazilian cities reopen shops and dining even though the pandemic has yet to peak there.

## South Korea warns of 'massive' coronavirus risk

The South Korean government is studying the need to raise social-distancing restrictions to the highest level as officials warn the country is at the risk of a "massive nationwide outbreak."

An additional 397 new virus cases were reported on Sunday, the highest number since March 7. A quarter of those cases were reported outside of Seoul's metropolitan area. Infections have exceeded 300 for three days.

"Cases are rising in 17 cities and provinces across the nation, and we are now at the verge of a massive nationwide outbreak," Jung Eun-kyeong, head of Korea Centers for Disease Control and Prevention, said on Sunday.

South Korea in June adopted a social-distancing system with three levels of restrictions. The government on Sunday expanded Level 2 social-distancing rules already in place in the Seoul Metropolitan area and Busan to the rest of the country.

The nation of 50 million people has recorded a total of 17,399 infections and 309 fatalities.

BLOOMBERG

# Apple reverses move to force WordPress to add in-app payments

BLOOMBERG  
August 23

**APPLE ON SATURDAY** reversed course on a decision to force popular blogging platform WordPress to add in-app purchases to its app, a move that could help lessen tensions between Apple and developers amid a public battle with Epic Games.

On Friday, WordPress said that Apple had informed it that it had 30 days to add in-app purchases to its application, which would have given Apple a 30% cut of purchases of WordPress.com plans purchased via the app. Apple's request was questioned by developers online as the WordPress app previously didn't offer a way to purchase plans inside their app, rather just on its website.

"We believe the issue with the WordPress app has been resolved," an Apple spokesman said in a statement. "Since the developer removed the display of their service payment options from the app, it is now a free stand-alone app and does not have to offer in-app purchases. We have informed the developer and apologize for any confusion that we have caused."

The move was seen by some as Apple forcing a developer to add purchases inside of its app in order to give the company a share of revenue that was not previously taken in by the app's developers. The App Store makes up a sizable portion of Apple's



\$50 billion per year services business.

Apple, however, says that WordPress submitted an update to the app that would have allowed customers to buy upgraded plans in the app, not via in-app purchases. WordPress previously advertised its plans in the app, without offering a way to purchase them directly. WordPress didn't immediately respond to a request for comment on the matter.

The latest decision on WordPress could calm tensions with developers, some of which have sided with Epic Games in a battle over the fees Apple charges developers.

Epic Games unilaterally decided to avert Apple's payment structure, leading Apple to remove its Fortnite game from the App Store and threaten to revoke its developer account.

## TikTok's parent firm to launch legal action against US over ban

PRESS TRUST OF INDIA  
Beijing, August 23

**US officials are concerned that the company could pass data on American users to the Chinese government**

CHINESE FIRM BYTEDANCE, which owns video-sharing platform TikTok, said on Sunday it will file a lawsuit against the US government over President Donald Trump's executive order banning American transactions with the popular app while preparing plan to shut down its business in the country.

Trump signed executive orders on August 6 that would prevent TikTok and WeChat from operating in the US as they threatened America's national security and economy.

Under the executive order, any transactions with ByteDance subject to US jurisdiction will face prohibition in 45 days or by mid-September.

US officials are concerned that the company could pass data on American users to the Chinese government. But ByteDance has denied this. A separate order issued by the

## US Gulf Coast faces double hurricane hit

BLOOMBERG  
August 23

### BACK-TO-BACK STORMS

ARE rolling toward the US Gulf Coast where they'll come ashore in days as hurricanes, prompting evacuations of off-shore energy platforms and setting residents and officials on edge from Texas to Florida.

The systems, a double tropical strike that could cause billions of dollars in damage, are approaching

from different directions. Marco is smaller and coming from the south, while Laura, with the potential to be even stronger, approaches out of the Caribbean. "There is still plenty of uncertainty," said Bradley Harvey, a meteorologist with the commercial forecaster Maxar.

"Basically we could have two hurricanes making landfall within the Gulf production region in the next couple of days."

Trump administration on August 14 gave ByteDance 90 days to divest the US operations of TikTok.

"Over the past year, we have earnestly sought to communicate with the US government, and provided solutions regarding its concerns," ByteDance said. "But the US administration disregarded facts, disobeyed necessary legal procedures, and tried to insert itself into negotiations between private businesses," it said.

"To ensure that the rule of law is not discarded and that our company and users are treated fairly, we announce that we will officially file a lawsuit to safeguard our interests," state-run *Xinhua* news agency quoted the statement as saying.

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